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HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO, JANUARY 5, 1895. No. 1.

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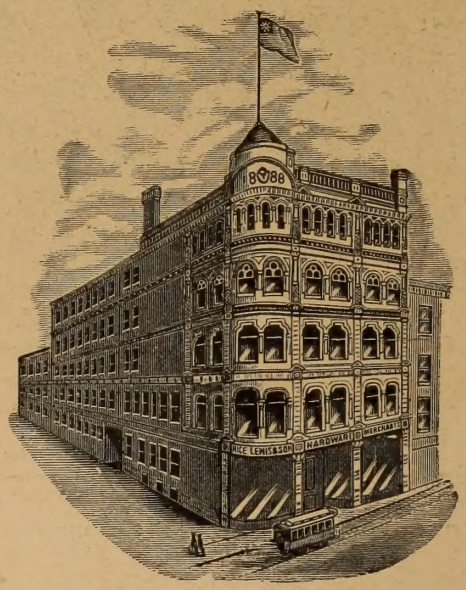
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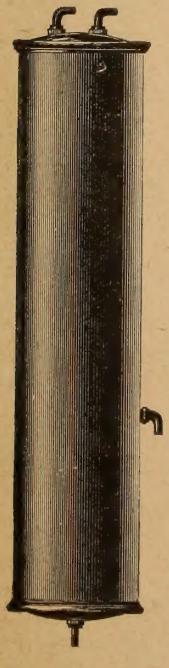
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. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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WILL CUT NAILS GO UP?

"HARDWARE was about right in its remarks on the changes resulting from the meetings of makers held at Montreal last week," said a member of the trade in that city this week. At the same time he imparted some additional information which will be of interest to its readers.

The reduction in the price of horseshoes was as reported last week, and iron horseshoes will hereafter be sold at an unchanged price in Montreal, but at a reduction of 5c. in the west. Both in Montreal and the west, however, jobbers, by the new list, are permitted to make a reduction of 10c. in the case of 25-keg lots.

Nothing additional can be said in connection with horsenails to the information already published, for it is correct, the jobbers in Montreal being advised to a similar effect immediately after the makers had come to a decision.

On cut nails, however, the course was not by any means as easy to steer over. It is understood that quite a lively time was had over this delicate subject, and tnough an announcement has been made in an informal way to the trade in Montreal, it is not by any means definitely settled at the time of writing that the arrangement is final.

HARDWARE learns that an effort is being made to advance prices 50c. per keg, making the basis $2.10, with a rebate of 10c. per keg for car lots and 20c. per keg for 1,000-keg lots.

This arrangement, if carried out, would place the price about where it was a short time previous to the time that the trouble ensued—viz., $1.90 for wholesale quantities and $2 for smaller lots of goods.

Most makers are pretty well agreed upon the advanced basis outlined above, but the hitch that prevents a final and definite settlement is a difference of opinion between the Montreal and Ontario makers as to what the basis of delivery shall be. The latter people want the privilege of delivering 10-keg lots, but the Montreal men consider this quantity too low. However, the makers are holding a meeting, and some decision one way or the other may be expected.

KEEP IT FROM CONSUMERS.

THERE are some things about a man's business into the secrets of which it would be unwise for the retail hardwareman to let his customers.

The price he pays the wholesaler for his goods is one of them.

And yet it appears, from what was charged at the recent meeting of the jobbers, that there are some retailers who are in the habit of carelessly leaving HARDWARE where it can be picked up and read by consumers.

True, to most of the customers the greater part of the figures are enigmas in consequence of the discount conditions, but they are not to all, especially to such men as builders, blacksmiths, and other regular customers of this class.

Of those who are able to read the figures intelligently, few, if any, are in a position to know that there are incidentals in addition to the first price which contribute to the cost. Hence there often arises the idea of excessive charges, and, as a consequence, mistrust follows.

The hint to the wise is obvious.

REGARDING CUSTOMS DECISIONS.

The United States Customs Department issues a weekly report of rulings in Customs matters. The same ruling therefore prevails at every port in the different States. No importer has an advantage over another.

When Hon. Mr. Wallace took this department in Canada he recognized the importance of uniform rates for all the ports, and gave instructions that copies of all rulings should be sent to every collector of Customs.

This was quickly abandoned, for it became necessary to reverse many of these rulings; in fact, the department ruled one day and reversed it the next.

This, it has now been learned, is because the acting commissioner is incapable of giving an intelligent decision, and Mr. Wallace has been constantly appealed to for a correct interpretation.

In nearly every case he has reversed the commissioner's decision.

Mr. Wallace's decisions are generally recognized by the trade as right, and are never changed. There is, therefore, no reason why these should not be sent out from time to time so as to secure some uniformity in ratings.

UNDELIVERED POSTAL PARCELS.

A circular has been issued to Customs collectors in the Dominion stating that by the postal union treaty the post-office authorities of the Dominion are bound to return to the sending country all parcels which they are unable to deliver in Canada. The Customs Department has, therefore, been requested to cause the return of such packages through the post-offices from which they are received by the various collectors. Collectors have accordingly been instructed to return to the postmasters at their several ports all postal parcels not called for within 30 days from the date of the receipt at the the collector's office.

AMERICAN LUMBER IN ONTARIO.

A PECULIAR phase has developed in the lumber trade in Western Ontario lately. The peculiarity in question has been nothing less than the presence on the market of sawn pine from the United States. This lumber was sawn in Michigan from logs originally towed across the lake from Canada.

The lumber in question is understood to have came as far west as London, and to have sold at figures some fifty cents per thousand feet below the price at which it would cost the dealers, say in Toronto, to lay it down there, leaving altogether out of the question the matter of profits.

The quantity of lumber in the mills in the northern part of the Province of Ontario is large. HARDWARE knows of two firms alone that between them are reputed to hold some 38 million feet ; but, in view of the improved outlook, they are holding for higher prices. That is one of the reasons why ordinary dealers are being undersold in the Western Ontario market by Michigan mill men.

Those who have been advocates of a re-imposition of an export duty on logs are now saying, " I told you so."

At the same time, it is questionable whether we would see as many mills being started up in Canada by American capital as we now do if the export duty had been re-imposed. But whether we would or not, one thing is certain : there would have been considerable international friction, even if the mills had started up, and that is of all things to be deplored.

RE CUTTING DOWN EXPENSES.

There is a general disposition on the part of business men to begin the New Year by cutting expenses down.

This as far as it goes is all right, but there is a danger of lopping off too many branches.

Every branch that bears fruit should be strengthened and encouraged, and not cut off.

No one would, of course, willingly sever a branch that was productive ; but merchants in cutting down expenses have ere this used the pruning knife too freely.

Care is needful in decreasing expenses as well as increasing them.

In cutting down expenses the manufacturer or merchant who proposes to do so, should know the earning power of every man in his employ or piece of machinery in his establishment ; also the profitableness or otherwise of every line of goods carried in stock. Unless these things are known the work of cutting down expenses will be more or less haphazard, and it is not wise for a business man to be haphazard, particularly in these days.

Cut down expenses, but be careful. Do not be " penny wise and pound foolish."

NEW YEAR TRADE PROSPECTS.

AS we enter upon the new year we instinctively ask the question : What are its trade prospects ?

This year the question is freighted with more than usual interest. The world has been passing through a financial crisis, and, although Canada has suffered less from this cause than any other country, yet she has suffered.

Nations are, in the concrete, no more independent of each other than are individuals ; and with her foreign customers depressed as they were, Canada could not possibly altogether escape the deleterious influences that emanated from them.

But, in one sense, Canada has really been the gainer by the depression which has affected the world in general and the United States in particular. Her banking institutions and her system of currency have demonstrated their superiority to at least anything on this continent. Capitalists in Europe, as well as those in America, have recognized this fact, and, as far as our banking system is concerned, there is a disposition on the part of the United States to emulate us.

But to return to the question of trade prospects for 1895 : With the conditions as they are to-day HARDWARE can come to no other conclusion than that the outlook augurs a better year than that which has just passed away. And we base our conclusions upon these grounds :

1. We are not likely to pass through a period of tariff torture, neither is the United States.

2. Manufacturers, wholesalers, and retailers are lopping off expense accounts where possible.

3. Manufacturers and wholesalers are deciding upon closer scrutiny of accounts, while retailers are everywhere adopting the cash system.

4. Retailers' liabilities are less than a year ago.

5. The price of grain appears to have touched bottom and is now tending upward.

6. Capitalists are awakening to a realization of the richness of Canada's mining resources, and an era of mining development has set in.

7. New life is being given the lumber trade by the reopening of old mills and the starting of new mills at different points in the Province of Ontario. The lumber industry on the Coast is also improving.

8. The salmon canning industry on the Coast has been fairly good, as far as volume is concerned, and most satisfactory from a value point of view.

To the above may be added cheap money. Money makes the mare go ; and with the needful procurable at a low rate of interest, when good security is offered, the wheels of industry ought to be made go.

HARDWARE does not anticipate a brisk revival of trade during 1895. But it does look for a healthier trade ; and where there is health there will soon be vigor.

SELLING SKATES.

UP to within about a week of Christmas the skate trade had been anything but satisfactory. Since then there has been quite a revival. What were big piles of skates a week or ten days ago in the warehouses, are now small piles ; and sorting up orders are still coming in.

The source of the demand is, of course, the colder weather ; and while the cause of the stimulus is still in effect, a strong effort should be made by the retailer to reap all the advantages possible.

Push. Advertise. Dress your window with skates, and make the arrangement as striking and unique as possible.

For a change, put a pair of skates on a boy, dress him up as Santa Claus, a tramp, an old woman, or, in fact, anything that is on the earth above, or in the sea under the earth, and put him in the window to attract passers-by, due attention having been previously given to making the surroundings in the window as wintry looking as possible. The figure should be instructed to go through all the gyrations peculiar to skaters that the space in the window will allow.

Be careful, however, that you do not allow

the attraction to overshadow the article it is there to display and sell.

Have skates in effect everywhere. Fasten a few pairs to the figure if you choose, especially such parts as would naturally strike the ground in process of falling. Cards, setting forth the merits of skates and skating, might be arranged about the window, while on the figure might be fastened a placard couched in words something like these :

TELL YOUR MAMA
I SELL SKATES
DOWN TO $——

Another placard might read : "Skating brings health, and health wealth and long life. Cost, $——."

Of course, in looking after the window display, the advertisement in the local paper must not be forgotten ; and uniqueness should also be studied in this particular, as well as in the other.

A FIELD FOR THE FURNACEMAN.

IN the opinion of a manufacturer of hot air furnaces, who also manufactures steam and hot water heaters, the furnaceman is especially well qualified to enter the field of steam and water heating, says Metal Worker. By training and experience his judgment of the difficulty of heating different rooms and buildings will naturally give him advantage in comparison with those who enter the field as expert pipefitters but new to heating. This knowledge is an all-important qualification, and some very successful men rely rather on their experience than upon the rules for calculating the surface required, though the rules are a basis that cannot be departed from with safety, except by those having exceptionally well trained judgment. If a building would require a large furnace, which the furnaceman would soon discover, it would require a large boiler. A large boiler, like a large furnace, will carry large piping, and a room that would require a large hot air pipe would certainly require a large steam or water pipe. If any advantages would be gained by a short hot air pipe, and it was necessary, the same would be true of the other systems. Hot water and hot air rise and flow in a very similar way, their movement being due to gravity ; yet a plumber made the mistake of running a main from a boiler up near the ceiling of a cellar, then dipped down to pass under a deep girder, making a trap. This was done to gain headroom in the cellar, and prevented the job from working, and a hot water expert was summoned who was also a hot air expert. His comment was that a furnaceman would never have made such a mistake. Yet it is natural in carrying the cold water supply pipes through a building, and would have made no trouble. The same rules for direct runs, and the avoidance of friction in the hot air pipes by a sharp pitch, hold good in hot water pipe fitting. It is true that any man who enters this field will have much to learn, and will have to go slowly and consult with experienced men, and it is equally true that a successful hot air furnaceman has many invaluable qualifications for the work.

THE LAW OF PERSISTENCE.

The law of persistence, says a recent writer in an exchange, is as inevitable and as unalterable as the law of gravitation.

But persistence is like genius—it is the character, in the temperament, in the mind, or it is not a quality of the individual at all. Persistence is a phase of will ; still a great deal of will power may exist that is not persistence at all. Persistence is not mere blind or negative force. It has an element in it of intelligence, almost of clairvoyance. It insists because it sees. It discerns a reason for adhering to its purpose. It persists because it perceives, and, in the expressive colloquialism of the day, persistence always "gets there."

But let no one imagine that persistence is a quality on which he can take advice, or which he may be able to discuss with himself and decide as to whether he will persist or not. It is not debatable ground, or, at least, the instant it becomes possible for him to debate it and weigh the reasons one way or the other, it becomes impossible for him to hold true to the original purpose. Persistence is destiny. If one knows that he can do a certain thing, the fact of the whole world's doubting it could not in the least affect his conviction, because conviction is from within, and it can no more be altered by the impressions of an onlooker than could the color of the eyes.

GIVEN POWER TO MINE.

The Spanish River Talc and Nickel Mining Co., of Algoma, Ltd., has been incorporated. The company proposes "to mine for, smelt, treat, mill, crush, manufacture, produce, extract, reduce, sell, convey, or otherwise dispose of talc and nickel and other associated metals and ores, and to carry on mining works and operations, and for the said purposes, (a) To acquire by grant, purchase, lease, or other legal title, and to hold, alienate, sell, lease, or exchange, or otherwise deal in mines or minerals and mining and other necessary lands and claims, limits, properties, real and personal, and all easements, rights, privileges, estates, interests, and benefits thereto necessary and convenient," etc. The capital stock is $96,000, divided into nine hundred and sixty shares of one hundred dollars each.

MONEY AND STOCKS.

BUSINESS on the Toronto stock market continues to be interfered with by the holiday season. Ontario Bank is still the stock most talked about, even if it is not the strongest on the list. In fact, it is still the weakest among bank stocks, further declines having taken place. Saturday last it was quoted at 92 asked and 86¼ bid, while the week before 94 and 92 represented the respective figures. Quite a drop, isn't it?

As already intimated, one of the causes of the weakness in Ontario Bank stock was ascribed to the fact that the bank was likely to be a loser by the liquidation of a certain firm, one of whose members was a high official on the Ontario's directorate. The firm in question has gone into liquidation, and I have been assured that the Ontario Bank's interest is comparatively small, most of the firm's business being transacted with two other banks, and who, whatever the firm's liabilities to the banks may be, bear the greater portion of them. "Ontario Bank is all right," said an official to me, whom I ran against on the street. "Why, take the earnings to the capital and rest, and they are equally as good as some of the banks whose stock is strong on the market. Of course, our directors' liabilities are large, but this will be reduced ; they will have to do it." "Oh, part of the trouble seems to be dissatisfaction with the management," remarked a leading broker, whom I queried.

Toronto Street Railway shares continue to attract traders. There has been a further increase in strength—and demand is a little better. Monday last there were sales at 60½, while two weeks ago sellers were quoted at 58 and buyers at 55. The stock is now back to within 4½ points of where it was before the boodle enquiry caused it to slump.

Insurance stocks are still the most active stocks on the Toronto market, and some of them have advanced materially. By-the-by, is it not a good sign of the times to see insurance companies' losses growing less and their shares in consequence appreciating? I take it to be, at any rate, for is it not an axiom that hard times and increasing fire losses go hand in hand?

There is a good demand for investment stocks, except those of loan companies, on the Toronto Stock Exchange. The exceptions, it is scarcely necessary to note, have not been in favor for some time.

The money market is quiet. Call loans on demand are quoted at 4 per cent, and commercial discounts at 6 to 7 per cent, according to nature of security.

"If Ontario Bank stock is going down Cockburn is buying up all he can," said a friend of mine. The Cockburn in question is the member for Centre Toronto in the House of Commons, and is prominently connected with the bank. ARGUROS.

THE CAR-WHEEL PROBLEM.

NOT a little has been said about cheap car wheels in the past 18 months, remarks a contemporary. More will be heard on the subject, doubtless, when the day comes for removing some of the wheels that have been put under cars since the advent of the ¾c.-a-pound product. That there is a wide variance in the length of service of different makes of wheels, is the testimony of records kept by the motive power departments of the railroads; and since wheel founders who use the more expensive mixtures have declined to receive from the railroads old wheels of certain other makes, there has been a more careful study of the subject by the railroads from the standpoint of ultimate economy. The stringent policy of expense reduction pursued by the purchasing agents of all lines, together with the fact that wheels are taken under explicit guarantees of service, has given the lowest-priced wheel a wider market than it would secure under ordinary conditions.

The superintendent of an ore-carrying railroad in the upper peninsula of Michigan called the attention of a pig iron producer, not long ago, to a wheel which had just been sent to the scrap pile, and remarked that it had been in constant use 25 years. He asked as to the character of the iron in it, and the natural inquiry came next, why equally long-lived wheels had not been available to railroads in recent years. The reply was that the wheel in question was made of all charcoal iron, and that no doubt the wheel could be duplicated to-day if the buyer were willing to pay the price. On the other hand, car-wheel makers whose mixture is coke iron and scrap are making as high mileage guarantees as their competitors whose mixtures are more expensive, and it is even intimated that some of them who are now guaranteeing 80,000 miles are prepared to increase the figure to 100,000 miles, and to furnish wheels that will stand the most rigid tests of the railroad companies. The chemist, it need hardly be said, is an important factor in such results, and it is the testimony of those who have made most use of him, that the high-priced mixtures of the old school car wheel maker represent an increment of cost several times the salary of a well-paid chemist. The car-wheel records of the railroads for the next few years will furnish the data that will determine which policy is to prevail in the long run.

A PHENOMENAL TELEGRAPHER.

The little village of Brechin, North Ontario, has a phenomenon in the shape of a youthful telegraph operator. His name is Howard W. Byam, and is only 8 years of age, yet he is an expert telegrapher, sending off and receiving messages with the sang froid of an old-timer at the keys. His father is the station agent at Brechin, having succeeded the old and respected Wilfred Gaudrie. Young Howard is the father's right-hand man, and one of the attractions of the passengers who are waiting for their trains is to watch the precocious boy, mounted on a high stool, manipulating the "ticker."

SOFT SOLDERS.

The following relating to soft solder is from the "Art of Soldering," by William Probert:

Soft solders are of various composition, the mixtures being varied according to the temperature at which the solder is required to melt. Generally speaking, soft solders are a mixture of tin and lead, and as a rule the fusibility increases with the proportion of tin up to 67 per cent. Tin melts at 228° C. and lead at 326° C., but an alloy of 2 parts of tin and 1 of lead melts at 170° C.; an alloy of 4 parts of tin and 1 of lead melts at 186° C. The former is the most fusible alloy of the two metals.

This rule, that the larger the number of metals that go to make up the alloy the lower the melting point, is made use of in many ways, and by a judicious admixture the solder can be delicately adjusted to the requirement of any kind of work, however fragile or fusible. Cadmium and bismuth are frequently mixed with the lead and tin for this purpose.

The composition of the soft solders in common use is as follows:

	No.	Tin.	Lead.	Bismuth.	Melting Point.
Wiped Joints (Lead)...	1	1	3	...	250
Plumbers' Pipe Joints.	2	1	2	...	228
Brass and Common Jewelry	3	2	1	...	170
Ordinary Tin Plate....	4	1	1	..	189
Fine (1st class).....	5	3	2	..	169
Pewter's Fusible Solder (Rose's Alloy).....	6	1	1	2	95

In autogenous soldering, as used for sulphuric acid chambers and vats, the joints of the lead are melted together without a special solder.

PRIVATE POST CARDS.

Instructions have been issued by the Post-office Department to the effect that private cards, prepaid by a 1c. postage stamp affixed thereon, may be sent by mail within the Dominion, under the following regulations:

The cards must be composed of ordinary cardboard, not thicker than the material used for the official post card.

The maximum size, having regard to the variety of form, must correspond as nearly as possible to the size of the ordinary Canada post card now in use.

The minimum size must not be less than 3¼ inches by 2¼ inches.

The cards must not be folded.

On the address side, upon which the postage stamp used in prepaymennt must be affixed, nothing may be written, printed or otherwise impressed, except the name and address of the person to whom the card is to be delivered, and the name and address of the sender of the card, and the words "private post card." Nothing may be written, printed or otherwise impressed across the postage stamp.

On the reverse side of the card, any communication, whether of the nature of a letter or otherwise, may be written or printed. Nothing whatever may be attached to a private post card.

The infringement of any of the foregoing rules will render the card liable to letter postage.

The new regulations went into effect 1st inst.

OSHAWA MALLEABLE WORKS.

The workmen thrown out of employment by the burning of the Oshawa Malleable Iron Works have waited upon Mr. Cowan, the proprietor, with reference to rebuilding of the works and continuation of the business, and his answer has been anything but encouraging. The tariff is the chief drawback, it is said, being so low now as to make prevailing prices unprofitable. Competition is also very keen, and the trade diversion, with freight rates in favor of other competitors, give poor encouragement to him or the workmen, with whom he expressed sympathy at losing their employment. Men are at work removing the debris and straightening up the wreck. Large quantities of iron and castings were found among the ruins. Some of the annealing ovens and smoke stacks are found to be useless—the latter will have to be removed by pulling them down. The walls are said to be dangerous, and likely, at any moment, as other portions of them have already done, to fall to the ground.

GOOD AND BAD TIMES.

If all the times was good times,
An' all the skies was bright;
There wouldn't be for you an' me
Quite so much joy in sight—
If every day the world was May,
An' all the skies was bright.

If all the times was good times,
We'd all get tired—shore,
An' shift about, an' wish 'em out,
An' show 'em to the door—
If all the times was good times,
An' not a soul was poor!

If all the times was good times,
An' nothin' went to seed;
With nothin' left to hope for,
An' nothin' left to need—
We couldn't live, dear brethren,
With all the 'possums treed!

—Atlanta Constitution.

WAGES AND HOURS OF LABOR.

BY the kind assistance of a multitude of employers of labor, Dun's Review is enabled to place before the public an analysis of the condition of industries for the past three years which, it is safe to say, has never been surpassed in extent of field covered, in thoroughness, or in interest. Returns of wages paid and hands employed in the month of November, 1894, 1893 and 1892, with details regarding nine of the more important industries, were given December 15, but it was not then possible to determine how far the changes in wages paid were commensurate with changes in time of employment or in production. A large portion of the returns failed to state the hours' work done during the month, while part stated hours per day, part hours per week, part hours for each hand per month, part only the rate of wages paid per day or per week, so that much labor was required to analyse the returns then and others since received. Those available for complete comparison, as to time employed, cover 153,065 hands in 1892, and while fewer than those which gave wages only, cover all parts of the country, a multitude of small establishments as well as many of the largest, and are presumably more reliable as evidence of the general condition of industries than the returns which failed to give important details. The following shows the total number of hands employed in November of each year, the total amount of wages paid, and the number of hours' work reported by the establishments making complete returns :

	1894.	1893.	1892.
Hands employed	134,672	125,099	153,065
Wages paid	$4,201,210	$3,620,728	$5,370,070
Hours at work	31,839,834	27,119,599	37,234,021

Nearly $600,000 more was distributed to the hands last month than in the same month of 1893, but over $1,100,000 less than in November, 1892. The greater part of the change is in number of hands employed, 8.53 per cent. more than last year, but 12.02 per cent. less than in 1892. The wages paid per hand have increased 6.91 per cent. since last year, but are still 11.63 per cent. smaller than in 1892. The explanation given in the statement of hours is of the highest interest. There it appears that the hours' work done increased more than the hands employed, and the following shows the hours' work per hand in each month for the three years, the wages paid per hour, and wages paid per hand, with percentages, in comparison with 1892 :

				—Percentages—		
	1894.	1893.	1892.	1894.	1893.	1892.
Hours per hand	236.4	218.4	243.2	97.20	89.80	100.00
Wages per hour, cents	13.19	13.35	14.43	91.41	92.52	100.00
Wages per hand, month	$31.19	$29.17	$35.18	88.37	82.92	100.00
Wages, total				78.33	67.43	100.00
Hands, total				87.98	81.07	100.00
Hours, total				85.51	72.08	100.00

This statement shows that the decrease in wages paid per hour since last year has been small, while there has been an increase of 8.53 per cent. in hours' work per hand ; resulting in a gain in wages paid per hand. In the following the three years are compared in each important item :

	1894-92.	1894-93.	1893 92.
Wages	—21 77	+16.33	—32.57
Hands	—12.02	+ 8.53	—18.93
Hours per hand	— 2.80	+ 8.24	—10.20
Wages per hour	— 8.59	— 1.20	— 7.48
Wages per hand	—11.63	+ 6.91	—17.08

These figures so well represent the course of manufacturing and mechanical industries throughout the country, that it is not unreasonable to infer that about 330,000 more hands are now employed than were a year ago, but 565,000 less than were employed two years ago ; that the amount distributed in wages is at the rate of $162,000,000 a year more than in 1893, but $502,000,000 a year less than in 1892, and that the product, if of the same value per hours of labor in the three years, would be at the rate of about $1,254,000,000 a year more than in 1893, but $1,369,000,000 a year less than in 1892. —Dun's Review.

SOLDERING WITHOUT HEAT.

Manufacturer and Builder prints the following interesting article upon the subject of soldering without heat :

" Soldering without heat, commonly called cold soldering, is a process not only possible but common, and, after the first preparation, is exceedingly simple. The process given has many uses for soldering all articles which cannot be exposed to heat and for soldering parts together which cannot be got at with either a copper bit or a blowpipe flame. The process of cold soldering can be extended even to soldering two faces of dirty cast iron together. It may be done on blocks of any size without the slightest assistance, so far as heating is concerned, by the following process : Although the first preparation is tedious, a large quantity of the materials can be made at once, and the actual soldering process is simple and quick. Flux : 1 part metallic sodium to 50 or 60 parts mercury. This must be kept in a stoppered bottle, closed from the air. It has the property of amalgamating (equivalent to tinning by heat) any metallic surface, cast iron included. Metallic sodium alloys with mercury by cautiously triturating the materials in small quantities at a time, in a Wedgwood mortar. If it be too much trouble to make it, the sodium amalgam can be bought ready made from any chemist or dealer in reagents.

Solder : Make a weak solution of sulphate of copper (about 10 oz. to 1 qt. of water). Precipitate the copper by rods of zinc ; wash the precipitate two or three times with hot water ; drain the water off, and add for every 3 oz. of precipitate 6 oz. or 7 oz. of mercury ; add also a little sulphuric acid, to assist the combination of the two metals. The finely divided copper combines with the mercury, and they form a paste, which sets intensely hard in a few hours ; and, while soft, this paste should be made into small pellets, which harden, and have the property of softening by heat and again hardening in a few hours. When wanted for use, heat one or more of the pellets until the mercury oozes out from the surface in small beads, shake or wipe these off, and rub the pellet into a soft paste in a small mortar, or by any other convenient means, until it is as smooth and soft as painters' white lead. This, when put on the surface amalgamated by the sodium and mercury, adheres firmly and sets perfectly hard in about three hours. The joint can be parted, if necessary, either by a hammer and cold chisel or by a heat about sufficient to melt plumbers' solder.

ADDING A PROFIT.

How shall a profit be calculated on a heating job after the cost has been estimated? asks Metal Exchange. Shall it simply be a lump addition, or should some other method be used ? After a season when the shop has been busy and several men have been employed the employer often wears a long face because the profits expected fail to materialize. Has he considered rent, interest, insurance, light, heat, power, boy, horse and salesmen in the cost of every bid he has made, besides a generous allowance for the unexpected which is said to always happen ? If he has not, it is quite probable that they have eaten up what he added for a profit. They must be counted in the cost, then a percentage added on for a profit, in preference to a lump which is largely guesswork. If a percentage plan is followed there is less probability of losing some jobs by the price being too high, and, what is worse, losing money on others by the price being too low. The percentage to be put on will require some judgment in determining the amount, as a larger business will reduce the amount each job will have to bear of the fixed expenses. In some cases it may be good business policy to reduce the profit to keep the shop going, but they are rare ; in other cases to raise the profit, so as to lose the work of a poor payer. Without the profit, however satisfactory the work and however popular the house, business failure must sooner or later be the outcome.

Works : St. Helens, England

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LIMITED

MANUFACTURERS OF

Polished Plate

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Rolled Plate, Ornamental Cathedral, etc.

Depots : Busby Lane, Montreal. Mercer Street, Toronto.

THE TRAVELERS' MEETING.

At the 22nd annual meeting of the Commercial Travelers' Association of Canada, held in Shaftesbury Hall, Toronto, on Friday, Dec. 28th, President C. C. VanNorman occupied the chair. He was supported on the platform by these ex-presidents of the association : Mayor Kennedy, Hugh Blain, James C. Black, A. A. Allan, James Patterson, and John Burns.

The first important matter dealt with by the association was a motion by James C. Black, seconded by C. E. Kyle, to strike out the reference to the beneficiaries in the annual renewal of the life insurance policies. The effect of this is to prevent a member of the association, when he once assigns his policy to one person, from superseding that person by another, except by his will. Previously a member could change his beneficiary every year when he renewed his policy. After a brief discussion, the motion carried.

The old by-law requiring every member to sign the constitution and by-laws when admitted was repealed. Instead of signing the constitution, the members will be sent certificates of membership by the secretary.

An encouraging report for the year was presented by the Board of Directors. According to it the membership of the association is 3,764, an increase in one year of 166. The association was also shown to be flourishing financially. In spite of the heavy payments on account of mortuary and accident claims, the balance carried from profit and loss to permanent reserve amounted to $15,344.36. From the relief fund payments amounting to $540 20 were made to indigent members or families during the year. The sum of $25,806 had been paid over during the year to the families of twenty-nine members who had died, and the sum of $2,556.40 had been paid under the provisions of the accident bonus by-law. The maximum mortuary benefit for 1895 has been continued at $1,200.

The present mortuary certificate form has been changed, so as to do away with the possibility of a member assigning his certificate to his creditors, and subsequently on renewal to his family, thus rendering the association liable for the double amount. At this point of the report some discussion arose. Mr. W. McCabe, with whose assistance the new form was drawn up, explained the system. Instead of the certificate being issued annually it will be superseded by a new form, permanent in its character.

In referring to the death of T. P. Hays, the directors reported that a suitable address of condolence had been sent to his family, expressing the sympathy of the members of the association. The seat at the board thus rendered vacant was filled by the election of Mr. H. Goodman.

After an adjournment for luncheon, Mayor Kennedy addressed the association. He traced its history from its inception to the present time, noting that the Board of Trade and the Toronto Industrial Exhibition Association fully recognized its importance. He commented upon the financial position of the society, and prophesied that the report of 1895 would show a reserve fund of a quarter of a million dollars. In conclusion His Worship moved a resolution of condolence with the families of the twenty-nine members of the association who have died during the past year.

Mr. Spence, a brother of J. D. Spence, who was killed near Newmarket, stated that the insurance company had refused to pay his brother's claim, and consequently he wished the association to guarantee the amount. The directors promised to attend to the matter.

With reference to the statement in the directors' report that "the transportation companies and the association continue to work in accord in affording facilities for increased development of the trade resources of the Dominion," Mr. Hopwood said that the railway companies should give better rates and more attention to the travelers. The matter was dropped at this point.

Allan, Graham and VanNorman were appointed representatives on the Industrial Exhibition Board, and Wm. Anderson and Wm. Badenach were re-elected auditors.

C. C. VanNorman, the retiring president, was requested to sit for an oil portrait, to be hung in the rooms of the association, and the Board of Management were instructed to procure a suitable testimonial to be presented to him for the services he had rendered.

Messrs. Allan & Patterson addressed the meeting, urging the adoption of some scheme for the relief of aged and worn out travelers.

A resolution of sympathy with the widow and family of the late Premier was passed.

At the evening session Mr. Bedlington, the recording secretary, moved, seconded by H. Lamont, "that the Board of Management during the coming year make enquiries and conduct negotiations with a view to federating with all sister benefit associations." The Montreal association was the one chiefly aimed at in the resolution, Mr. Bedlington holding that union with that association would add great weight to this association in its negotiations with the railway authorities. The motion carried.

Mr. Haywood moved that at the meeting for nomination of officers and directors for 1896 all candidates must either be present and personally accept nomination, or have in the hands of the secretary a written consent to accept such nomination. The motion carried.

The retirement of E. A. Dalley, of Hamilton, after nineteen years' service on the Board of Management, was greatly regretted, and the directors were instructed to present to Mr. Dalley an address, suitably engrossed, expressing the feeling of the association.

A. A. Allan, T. M. Bayne, Joseph Bonnick, Warring Kennedy, James C. Black, C. C. VanNorman, Hugh Blain, William McCabe, C. H. Murdock, and Joseph Taylor were appointed a committee to associate with a committee from the board to formulate some scheme of relief for old and indigent members of the association. Mr. McCabe thought that it would be difficult to successfully carry out such a scheme without a substantial contribution from the association.

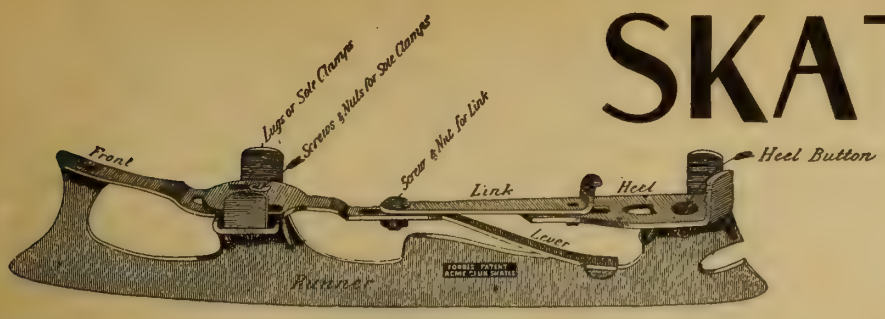
The report of the scrutineers was as follows : R. H. Gray, president ; R. J. Orr, first vice-president ; C. E. Kyle, second vice-president.

Directors of the Toronto Board—Joseph Taylor, John Burns, R. H. Cosby, E. E. Starr, John Muldrew, H. Goodman, J. H. Devaney, C. H. Murdock and Alex. Hart.

Directors of the Hamilton Board—W. Bremner, W. E. La Chance, James Hooper, J. H. Herring, G. A. Black and W. G. Reid.

The session adjourned after singing the National Anthem.





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No. 0 Plated.
No. 7 Plain.
No. 7 Plated.
No. 7 Silver Plated.
No. 7 Gold Plated.

Also all extra parts for above.

Skate Straps { ½ in. x 20 in. / ½ in. x 36 in. / ⅝ in. x 20 in. / ⅝ in. x 36 in. } Grained Leather also Best Leather

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ARTIFICIAL RUBBER.

BETWEEN rubber substitutes and artificial rubber a sceptical spirit has arisen in the minds of rubber men towards these two subjects, and no great stir is likely to result from the announcement of any scientist that he has discovered either one or the other. At the same time it is possible that some lucky savants may at any time stumble on to a valuable discovery.

The New York World has recently announced that M. Berthelot, a noted French scientist and synthetic chemist, is on the trail of an important discovery—which is nothing less than the production of chemically pure crude rubber. This statement is not unique at all, as many others have proclaimed themselves to be on the same trail, and, as nothing has since been heard of them, they are presumably still there.

The synthetic chemist first reduces natural products, such as minerals, oils, waters, etc., to their elements, and then endeavors to recombine them in their original form, improving on nature by omitting all impurities. In this line of investigation, the French chemists have produced artificial diamonds, sapphires and rubies, that deceived the expert, a feat long regarded as beyond the bounds of science. Now they are turning their attention to some of the more important raw materials entering into manufactured articles.

M. Berthelot predicts that he will produce purer and better gum than can be found in Para, and will produce it more cheaply. This assurance opens up a pleasing vista. The very possibility of plenty of rubber is soothing to the fired nerves of the denizen of the city in this hustling, bustling, noisy age. As a deadener of noise, rubber is a genuine blessing. The next century will not only see pneumatic-tired vehicles in common use, but pavements and sidewalks of rubber, and rubber-covered floors, soft, elastic and noiseless to the tread. There is no doubt about rubber coming into more general use in the future, and if the French scientist can prove his assertions, he can count upon having made his fortune, but it will not be a case of "coming to the rescue," but a mere business accomplishment of putting rubber on the market cheaper than Nature and Co., the quality being the same.

TOO MUCH ORE.

According to the statement of lake shipments of iron ore for the season of 1894, compiled by The Cleveland Iron Trade Review, the total is considerably above the estimates made early in the season. With rail shipments added in, the total output of Lake Superior mines for the year will easily reach 8,000,000 tons. This is well up to what the market can stand in a year when there is a normal consumption of iron, and it is well known that the consumption this year has not been up to the average, owing to the depression that has prevailed in business. The conclusion is irresistible, that we have been putting more ore on the market than it can bear, and that the docks at receiving ports will not be as clear at the opening of navigation in the spring as has been hoped. The producers of ore seem wedded to the policy of getting out so much ore that buyers will continue to hold the advantage of position and can dictate prices. So long as they persist in that policy, we may look for low prices for ore and poor wages for the men employed in the mines, no matter how elections go.

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Cheapest and most effective Insecticide on the market.
It is a strong fertilizer—strengthens the vines, and makes potatoes larger and better.
Used in United States for past three years with great success.

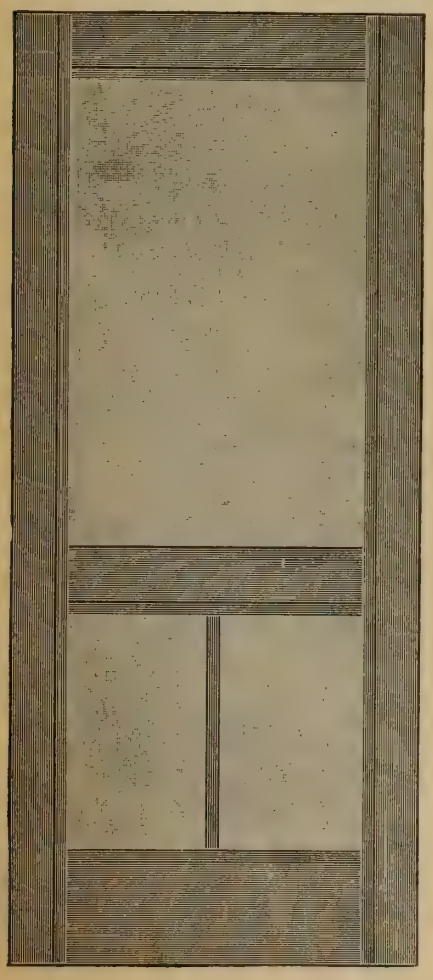
Sanderson Pearcy & Co.

61, 63 and 65 Adelaide Street West

TORONTO

WINDOW AND DOOR SCREENS.

THESE are not times when most people are thinking about flies, and the how to keep them from dwellings. But manufacturers and wholesale hardware merchants are, and the following cuts show respectively a screen door and window, which M. & L. Samuel, Benjamin & Co. have been appointed agents in Toronto for. Both are known by the name of "Oswosso." The first illustration shows the screen door, as will of course be readily seen. This door is made on the flush pattern style. It is made from kiln dried pine with stiles either 3 or 4 inches wide, ⅞ or 1⅛ inches, thick, 3 or 4 panels; bottom rail 7 inches wide. Flush mouldings, put together with eighteen corrugated, hardwood dowels and glued joints. The dowels do not cut away the stiles nearly so much as a mortise, thereby making it much stronger than a mortised door. In fact, it makes a pine door with hardwood joints. The door is finished in walnut stain or painted green, with light or dark colored moulding. Black or green painted wire cloth, the best in the market, is fastened to the frame by pressing



into a groove and made secure with a wedge, avoiding the use of tacks. Cloth put on in this manner cannot sag or stretch out. Hinge blocks are furnished for nailing to the casing, if desired. This feature is important to the dealer, as the purchaser can fit door with accurate measurement, and save the expense of a carpenter. The window screen is of hardwood, finished natural color, and oiled, and its adjustment is simple, perfect and reliable. The wings are operated by coil springs, and are made adjustable by



means of steel rods screwed into them, which also prevents them from warping or splitting. The wire cloth is adjusted in the same manner as in the door.

RE BATH ENAMELING.

There is a complaint among plumbers' says Sanitary Plumber, that some manufacturers of bath tubs are not taking sufficient care in the enameling of their tubs. If the complaint has just foundation the cause ought to be removed. Competition is undoubtedly very close in this line of goods, as in most others which plumbers handle. The tendency of manufacturers seems to be to cheapen their goods to meet competition. If the enamel scales off a bath tub the plumber has to replace it without compensation either from the customer or the manufacturer. If the plumber knowingly bought an inferior article because it was cheap then the loss would justly fall on him, but if he bought expecting to get a durable article then he should have some means of redress. The plumbers have the remedying of this evil in their own hands. They should only buy the goods that are guaranteed by the manufacturer.

EFFECT OF LOWER BICYCLE PRICES

Opinions seem to differ regarding the effect on the sale of wheels to be caused by the reduction of prices on standard grades for '95. Those manufacturers who did not lower their list seem inclined to think that the result will not be favorable, taking the trade as a whole, while those who participated in the movement are firm in the prediction that the change will be beneficial. As these latter are in the majority, and since they control the larger part of the output, it is at least presumed that the step was taken for strong business reasons, and after a careful canvass of the situation. It is also to be taken into consideration that a number of the manufacturers are expecting an increased trade next year, and are preparing their plans accordingly. There are still other reasons for looking to a larger sale of wheels. The hardware trade is taking a more active interest in wheels, and advices received from the manufacturers and distributors are to the effect that more orders for next season's delivery have been booked than in any previous year at this time. On the whole, therefore, it seems more likely that the change towards lower prices was in the right direction. There will not be quite so much profit on one wheel, but a considerably greater number should be sold.

ELECTRICITY IN THE SOUTH.

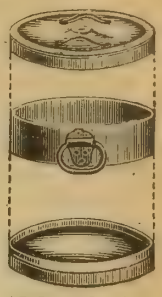
The increase of electrical activities in southern ciries, says Age of Steel, is an unmistakable indication of progress. To be up to date in modern methods is as fair a sign as one could ask for of the progressive spirit of any place or country. It is stated on reputable authority that not less than $100,000,000 has been invested in electric lights and railways in southern cities, and the larger proportion of this within the last three or four years. Not less than 166 electric power stations have been added during the present year to the 296 in operation on January 1. Among the notable examples of this advance Baltimore is cited as having, within the last three years, constructed 220 miles of electric track in and around that city. New Orleans and Atlanta are next in order to the Monumental City on the Patapsco, New Orleans now operating 100 miles and Atlanta 64 miles of electric road. To these are added 59 other cities now running electric street car lines. There are evidences of an opening era of enterprise to which a broadening range of prosperity is an inevitable if slow moving result. It is also noticeable that this progress has not so markedly suffered during the recent business depression as in some eastern and western cities. There can be no question but that in the fuller rounding out of American progress and prosperity the south will be one of the brightest segments in the circle.


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Cheese Factory Milk Can Trimmings

Our experience in the manufacture of these goods gives us the advantage of knowing just what the makers of the cans want.

SEE OUR NEW SAMPLES BEFORE BUYING


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THOS. DAVIDSON & CO. - Montreal

PRESSURE HOT WATER HEATING.

THOSE who are not acquainted with hot water heating, says a writer in Metal Worker, are apt to be favorably impressed with the pressure system of hot water heating, particularly as a general opinion prevails that the house can be heated by this system at a somewhat less expensive outlay for the plant. An experienced fitter made the remark that if a house required 500 square feet of direct radiation, with water at 180 degrees, it is possible that a saving of 40 per cent. of the radiation would be made by using a pressure system that would heat the water up to 250 degrees, but insisted that a boiler of the same size would be required in either case, and that in all probability more coal would be required in the pressure system. He gave as a reason that with a brisk fire a high temperature would be maintained by the fire, and that the water returning from the open system would be at a low temperature, and consequently absorb more heat from the fire and leave less to pass to the chimney than if it came back at a much higher temperature, as it would from the pressure system. It has been observed by practical men that a much more careful job of piping is necessary with a system of water under pressure than with an open tank system. It is further believed that water under pressure is much more erratic in its circulation. The general opinion of those who have had the longest experience with both methods of water heating is that the pressure system has no advantages to recommend it and may be the cause of considerable disaster.

It is argued by some that if a man desires a high temperature system under pressure, steam is less likely to explode or burst, and is more desirable. If a system worked under pressure should burst, an apartment is at once filled with steam, from the fact that water at a temperature anywhere above 212 degrees will make steam on being liberated, and if at a temperature of 250 degrees will have a much greater expansive power on being liberated than steam at the same temperature, and fill a greater space. In a dwelling, the paper on the walls, the books that may be in the room, or any of the articles of furniture that may be affected by steam are likely to be severely damaged.

As a rule, an expansion tank is placed on a pressure system, which is more properly called an air chamber, and, when correctly proportioned, such an air chamber should have a capacity to hold at least one-twelfth as much as the system contains of water. In filling the system, as soon as the water reaches the level of the bottom of this air chamber it should be shut off and the air chamber hermetically sealed with a safety valve placed at the top. Then, as the water expands through the heat, it compresses the air in the air chamber, and the system is under pressure and the water is heated to a higher temperature accordingly. The safety valve on the top of the air chamber is weighted to maintain a pressure as desired. The value of the safety valve largely depends upon the material used in its construction. The United States Government requires that all safety valves used on any apparatus in the Government service shall have nickel seats to prevent the valve from becoming stuck in its seat by corrosion. The safety valve used on the average heating plant is made of some alloy of brass.

Recently, on a heating plant the steam registered a pressure of 45 pounds when the safety valve was set to blow off at 12 pounds, and on noting the high pressure indicated by the gauge the valve was examined and it was found that corrosion had fixed its seat permanently, and that considerable power was required to release it. The owner of a building who was looking for a heating plant, in speaking to one of his friends whom he preferred to have do the work, but whose bid for the job was considerably above another bidder in price, told him that the contract was his if he would meet the price which was mentioned, and was about $200, or 20 per cent. lower than his. The friend argued that the plant could not be installed to heat the house for the money, and that if he could get it done, to go ahead, and no hard feelings would result. A pressure system was installed with the air chamber, in which was fixed a safety valve set at 60 pounds, and from which a ¼-inch overflow pipe ran to a sink in the kitchen, so that in case of heavy firing, the pressure being excessive, it might be detected by the water flowing in the sink and arrangements made to check the fire. The heating plant was fed with water from the city water supply, lead pipe of A A A gauge being used for the purpose, a heavy joint being wiped on the brass nipple which connected with the boiler. A stop cock was placed in the lead pipe a few inches from the boiler. After the system was filled, the stop cock was closed, and one night after everybody was asleep, the weather moderating and the fire having been fixed for more severe weather, an excessive pressure was developed, and, as a result, the lead pipe between the brass nipple and the stop cock swelled to abnormal proportions and finally burst, draining the whole heating plant of water. Fortunately, considerable noise was made in doing it. After learning the cause of the trouble, this heating plant was remodeled to one of the open tank character.

The reprehensible practice has been followed in some cases of overloading the safety valve, so that the water may be raised to a higher temperature to make up for insufficent radiation in some room.

STRIKING A BALANCE.

She was young and good looking, but very rural, and the drummer in the seat back of her did want to move over and talk to her, but she didn't give him any chance. Finally he offered to put the window up for her.

"No," she said. "I don't want it up."

"I beg your pardon," he responded.

"You don't have to," she chirruped, "but if you want to set in this seat with me, why don't you? I promised my husband this morning that I wouldn't talk to any man that wasn't homelier than he was, and he said if I would keep that promise he was willing to let me go clean around the world by myself. You never seen my husband, did you?" and she moved over to make room for him, but he heard several people laugh, and he backed out and went into another car.—Detroit Free Press.

TRADE CHAT.

FIRE in Portage la Prairie destroyed the general stock of G. H. Rodgers on Saturday night.

The Savanne Lumber Co., Penetanguishene, Ont., is asking for a charter.

The Paper Co. have erected a blacksmith shop on South Brown street, Napanee.

A company is being formed in Perth for the manufacture of car and locomotive wheels.

The Ives Mining Company, which has been in suspension for many years, met yesterday and passed resolutions authorizing the sale of the plant, which has so long lain idle.

The London Chronicle says that the long-pending dispute in the tin plate trade in South Wales has been settled, the masters and men agreeing upon a 10 per cent. reduction in wages.

Qu'Appelle, N.W.T., Progress: "Mr. Frank Lightcap, representative of the Toronto Wool and Hide Co., is shipping a large quantity of hides and sheepskins direct to Minneapolis."

The stock of leather and findings belonging to the estate of Mr. J. H. Banes, Queen street west, amounting to $2,400, was sold to J. D. Banes, at 70 cents on the dollar, by Auctioneer Suckling.

W. McKenzie, George A. Cox, and other Toronto and Montreal capitalists have asked the British Columbia Legislature to incorporate the Victoria Hydraulic Consolidated Mining Co., with a capital of $300,000.

The Northern Elevator Co. has decided to build ten new elevators of 25,000 bushels capacity at points in Manitoba next season. The company also intends to erect a storage elevator there with 250,000 bushels capacity.

McLachlin Bros., of Arnprior, have purchased the Barnet and Mackay limits on the Winawa river, near the head waters of the Ottawa. The sale price is in the vicinity of $155,000. Three years ago Mr. Mackay purchased this limit for $65,000.

"I used to wonder why it was called Division Court," said a creditor as he left Judge Morson's court after winning a small claim, "but now I know. The lawyers and the court officers 'divvy up.'"—Star, Toronto.

Milton Town Council has closed a deal with an electric company for a dynamo and a water motor at a cost of $316 and $125. These machines are to be placed in the basement of the Town hall, and will be driven by water from the town's main.

The annual dinner of the Hamilton Commercial Travelers' Association, which takes the place of the usual ball, at the Royal Hotel, on Friday night, was largely attended. Mr. Harry Wright presided, and Ald. W. G. Reid and Mr. J. H. Herring were in the vice-chairs. The toast list was brightened by an excellent musical programme. Regrets were received from a number of Toronto travelers who were unable to be present.

It has been decided to form a manufacturers' section of the Brantford Board of Trade. Officers have been elected. The question of taking concerted advantage of the possibilities of trade with Australia and the other colonies is a leading object of this step.

In ordering pulleys the diameter of the bore to sixteenths should be given. Some manufacturers assume that a sixteenth less than the measurement is desired while others will send the exact size. To avoid mistake it is a good plan to send a piece of wire the length of which is the exact diameter of the shaft.

The Bank of Montreal will come to the relief of St. John's, Nfld., by establishing a branch there. J. M. Greata, assistant inspector, H. Robertson, C. E. Nash and E. Holt, all of the Bank of Montreal, left Montreal on Monday for St. John's, in the interests of the proposed branch. Inspector McNider has been in the city of St. John's for some time past.

It is stated that Herr Klatte, of the Germania Rolling Mills, at Neuwied. Germany, who recently introduced a new process of producing weldless steel chains, and which has been put in successful operation at the above-mentioned works, is now introducing a new rolling process for producing hoop iron, plates, wire, pipes, etc., at a much cheaper rate than at present.

At a meeting of the general sales agents of the anthracite coal producers held in New York it was decided to restrict the January output to 45 per cent. of last June's production. This means that the anthracite coal mined during January—if yesterday's agreement is adhered to—will amount to between 2,200,000 and 2,300,000 tons.

The Canada and Michigan Tunnel Co. will apply next session for power, at their option, to construct a railway bridge across, or a tunnel under, the river Detroit, at the locality at which they are already empowered to construct a tunnel. The rates will not exceed $3 for freight cars and passenger cars, or 40 cents per passenger, and $8 for engines. It is the intention to construct a drawbridge, and the intervals between the piers on which the draws will rest will be not less than 1,000 feet. The intervals between the other piers will vary, but none will be less than 500 feet, and the height of the arches and of the bridge above the river will be not less than 45 feet in the clear.

The promoters of the Atlantic and Lake Superior railway have succeeded in making necessary arrangements in London for the building of the road in question. Amongst those interested in the undertaking are Hon. Senator Thibeaudeau, Mr. A. F. Gault Hon. Senator Desjardins, Dr. Bergin, Henry Hogan, Charles N. Armstrong and other influential gentlemen of high standing. The agreement reached on the other side was communicated to the Canadian directors, and by them duly ratified. Hon. Mr. Thibeaudeau and Mr. Armstrong will leave Halifax January 12, on board the Labrador. Upon their return, in March, work will be started at once between the town of Longueuil, opposite Montreal, and Point Levis.

An Ottawa despatch says that a corporation composed of James Carruthers, W. D. Matthews, John I. Davidson, J. H. Hagarty, Samuel Crangle, Alexander Smith, William Keighley and Michael McLaughlin, has applied for a charter for a steamboat line which will run from Toronto to Montreal in opposition to the Richelieu and Ontario Navigation Line. Mr. Carruthers recently purchased the steamer Persia.

Judge Edward Elliot, of London, has made an important decision affecting the assessment of insurance companies. The companies interested in this case were the Sun Life, the Standard Life, and the London and Lancashire Life. They were assessed on a total income of $12,500, but contended before the Court of Revision that they should only pay taxes on the balance of receipts over expenditures, which amounted only to $2,393.63. Their claim was disallowed, and they appealed to Judge Elliot, who decided against them and in favor of the city. The insurance companies will make a test case of it in a higher court.

Merchant — Do you think advertising pays?

Book Agent—No, I don't.

Merchant—Why not?

Book Agent—Why not? Because it takes all the people to your store to buy goods, and I can't find anybody at home to sell a book to; that's why not.—New York Recorder.

BENDING COPPER PIPE.

A correspondent in an exchange speaks as follows in regard to bending copper pipe:

Many coppersmiths fill the pipe to be bent with dry river sand, plugging up the two ends tightly with well fitted wooden plugs. The sand prevents buckling and makes a filling almost as good as rosin, without the danger incident to remelting and pouring out the rosin. At the Baldwin Locomotive Works rosin filling gave way to sand, and the sand was displaced in some instances by coils of steel wire, preferably of square section, the coil of spiral spring being attached to a rod to adjust the spring to the part to be bent.

SITUATION WANTED.

WANTED—SITUATION BY A YOUNG MAN, fourteen years in large Hardware business. Good stock and bookkeeper. Not afraid of work. Address J. B. R., THE MCLEAN PUB. CO., Toronto. (1)



Bank and Office Counter Railings
Inside Wire Window Blinds and Signs
PLAIN and LETTERED.
Basement Window Guards

Manufactured by
WRITE FOR CATALOGUE.
The B. Greening Wire Co., Ltd.
Hamilton, Canada.

POWER TRANSMISSION.

POWER problems are very naturally divided into those concerning the generation and transmission of force, says American Artisan. In both fields great advances have been and are constantly being made. We must generate power cheaply and transmit it cheaply, as well. A writer in the current number of The Nineteenth Century makes the broad statement that great as have been the influences of the use of steam power on modern life and civilization, compared with the possibilities of electric energy as the method of applying and transmitting power, the influences of steam will become almost trivial. Or, converted into language more closely scientific, it may be said that while "the developments that have followed the invention of that imperfect instrument for converting heat into work by the agency of steam—the steam engine—have been of untold advantage to the human race, the application of modern thermodynamics and electrotechnics is destined to produce a still greater change and amelioration in the conditions of commercial, industrial and home life."

In the popular discussion of this subject, some confusion of thought is apt to arise from the failure to discriminate between what may be called the production of power and its subsequent conversion and transmission. In a fall of water, in the force of the wind, in the combustion of coal, we recognize certain natural agencies which are used in the application of power to industrial uses. Up to a date comparatively recent, the utility of all of them has been bounded by the very narrow limits of locality. That is to say, the waterfall turned only the mill which was connected by a shaft with the wheel to which it communicated a part of its energy. So with the windmill and the steam engine, which transformed by the aid of steam the heat energy stored up in the coal into rotary motion. The electrician came, and finally succeeded in demonstrating that power generated in one locality could be transmitted by suitable conductors to considerable distances without any serious loss, and the possibility of a new scheme of productive organization at once became apparent. Given, in short, the economical and effective transformation of any kind of motive power into electricity, and its reconversion into any form of motion, and the extent of the revolution of existing methods becomes entirely dependent on the distance which can be traversed by what we shall call the electric current, without any serious diminution of the force of the original impulse.

The writer in The Nineteenth Century claims that at the distance of 100 miles there is a loss of not more than 25 per cent. of this electrically transmitted power. On that statement he bases an argument on the expediency of generating electrical energy at the mouth of the pit from which the coal is mined, and transferring it thence to whatever point at which its power may be required. It is claimed that the transformation of fuel into power could be effected in a manner so nearly perfect that there would be a ratio of three-quarters of a pound of coal to one actual or available horse power of energy for the period of one hour. The average consumption by existing steam plants is said to be not less than five pounds of fuel for the same actual power during the same time.

SOME PLUMBERS' BOYS.

I have been wondering what there is to be seen in some boys that enables them to keep a job when their employers know they are incapable of mastering the business they are attempting, says a writer in Sanitary Plumber. Yet they keep them, in seeming preference to many better boys. A master plumber, with whom I am on familiar terms, inadvertently opened my eyes a little on this point the other day.

"See that boy," said he. "That is the stupidest boy in the city when you want something done that requires despatch. He is very bright in some ways, however. For example, I asked him one morning, in a half-joking and half-serious manner, what he was going to do when he got to be a plumber and had to write out his charges, etc., as the other men did. 'Make the boy do it,' said he, quickly. 'Suppose your boy is like you are, and cannot read or write.' 'Kick him out and get one that can,' was the prompt reply. 'Well, suppose I kick you out and get one that can, eh?' 'Who will 'tend to your horse, then, before the other boys get out of bed? I am the only boy that lives close to you!' 'That will keep your job for you now, but when you get older what will do it?' 'Oh, there will be a horse of another color to 'tend to then. Pa says so.'"

I am afraid that "horses" of various colors are the cause of many of our plumbers being short of the knowledge which is needed most in order to improve the plumbing business.

SEVENTEEN YEARS AGO.

This summing up of the changes wrought in the last seventeen years is taken from The Scientific American:

Seventeen years ago there was only a single, and that an imperfect, telephone in existence, which the inventor, Professor Bell, exhibited to a small party of electricians at Philadelphia as the latest novelty, but even the inventor at that time hardly realized its importance.

The phonograph yet remained to be invented.

The incandescent electric lamp was unknown, and the arc light, although known, was of no practical value, as there was at that time only a single dynamo machine in the country, which was imported from Paris as a curiosity.

Even two years later the illumination of a single street in Paris by electric lights was commented upon all over the world, and introduced a new era in outdoor illumination

Electric motors, railroads and boats were also unknown, and the development and utilization of this form of energy during the last seventeen years can only be compared with the development of steam power in the preceding decades of the century.

What the coming years have in store no one can predict, but it is safe to stay that at the next "World's Fair" held in this country, the progress exhibited in science and inventions will be fully as great as it has been in the past.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Jan. 4, 1895.

HARDWARE.

THE holiday dulness still prevails in the hardware trade, and as a result there is hardly any movement to notice. The most interesting feature since our last has been the meetings of the horse-nail, horseshoe and cut-nail associations. The facts in relation to the two former lines have been published already, and some additional details are given elsewhere this week. With regard to cut nails, however, the situation is still unsettled. As detailed elsewhere, a certain advance has been suggested but nothing has been definitely settled yet, the chief difficulty being a difference of opinion between the Montreal and western makers as to the quantity on which delivery shall be made. Otherwise there is nothing to report, but the houses here having finished up their stock, are getting up their travelers' samples, and the latter will be on the road in full force next week.

WIRE—The week has furnished nothing in wire. The new price on barbed wire in 300-lb. lots goes into effect this week.

ROPE—Nothing but quietness is to report in this line. Prices are the same, at 6 to 6½c. for 7-16in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—There is no business doing in these, and the situation is still unsettled as regards the price. The makers have held a meeting, and an advance of 50c. to the basis of $2.10, with a 10c. rebate for car lots and 20c. rebate for 1,000-keg lots, has been suggested. At the time of writing nothing has been definitely settled, the chief difficulty being a difference of opinion between the Montreal and the western makers over the delivery of 10-keg lots. In the meantime prices are nominal.

WIRE NAILS—Remain as before, with discounts as noted last week.

HORSE NAILS—All horse nails are now 60 per cent. off, which is equivalent to an advance of 2½ per cent. in the M nail.

TACKS—There is little or no business doing in tacks and nothing to report.

CHAIN—Business has been of a trifling character.

HORSESHOES—The price on iron horseshoes for the spot market is unchanged from $3.50, but western points have obtained the benefit of 5c. reduction. The basis of quantity is that jobbers are allowed to give a rebate of 10c. to their customers on 25-keg lots. We quote: $3.50 for iron shoes; steel shoes: XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WARE—There has been very little business to report except the receipt of an occasional small order for some enamelled goods.

SUPPLIES—No activity or life has been apparent either in plumbing or building supplies.

TOOLS—There is no business in tools of any kind to report, the week being almost blank.

SPORTING GOODS—Remain quiet and unchanged as last reported.

WINTER SUPPLIES—The shipment of a small lot of skates now and then is the only business noted in this line.

CUTLERY—Nothing at all doing except the receipt of an occasional small order for actual wants.

CEMENT—The cement market is dull and unchanged.

FIREBRICKS—Prices are nominal in the absence of business at $15 to $22 per 1,000.

METALS.

Absolute dulness describes the situation in heavy iron and metals, and there are no important changes of any kind to chronicle.

PIG IRON—This line continues dull and featureless, as noted before. Prices are the same on spot, but it is said that some Nova Scotia has changed hands at primary points at a very low figure f.o.b. We quote, ex store: Summerlee and equal brands, $21; Carnbroe and Eglinton, $19.50; Ferrona, $17.25 to $18; Siemens, No. 1, $17.25 to $18.

BAR IRON—There is no change in bar iron, which continues dull, and to a great extent nominal at the base price of $1.60 to $1.65.

TIN PLATE—Neither jobbers nor importers report any life in this line. Prices are unchanged, as last quoted. Cokes $2.85 to $3, and charcoal $3.25 to $3.50.

TERNE PLATES—There is no change in these, which are dull at $5.75 to $6.25.

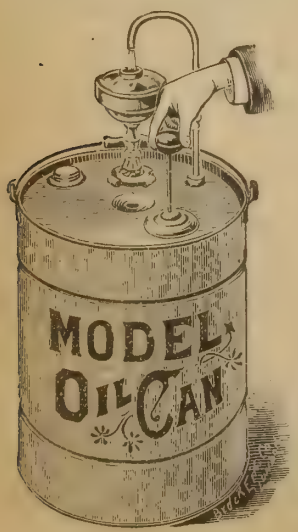
CANADA PLATES—No activity to note, while prices are fairly steady at $2.05 to $2.15.

SHEET IRON—Business quiet and prices unchanged at $2.15 to $2.30 for No. 28 gauge.

IRON PIPE—Quiet, as before. Discounts range from 70 per cent., and 70 and 5 per cent. on block, and 50 per cent. to 50 and 5 on galvanized.

LEAD PIPE—There is no change to report in lead pipe, which rules dull, as before.

INGOT TIN—Steady, but dull at 16½ to 18c.



TWO NEW LINES

The Model Oil Can

In 5 gallon size, made of heavy galvanized iron, and with a perfect pump.

Roast Pans—3 sizes

No. 2. 9 x 14¾ in.
No. 3. 10½ x 15½ in.
No. 4. 12½ x 17½ in.

Send for Sample Order



THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver.

MONTREAL MARKETS—Continued

COPPER—No alteration to report. Business quiet at former prices—10 to 10½c.

LEAD—Quiet and unchanged at $2.75 to $2.85.

SPELTER—Featureless and nominal at $4 to $4 25.

ZINC SHEETS—Prices steady for what few orders are received at $4.50 to $4.75.

ANTIMONY—This continues as quiet as ever at 10c.

HOOPS AND BANDS—No trade of any extent to notice, while the range remains as last quoted, $2.20 to $2.30.

GALVANIZED IRON—The demand for galvanized iron is small; in fact, there was hardly any this week. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

PAINTS AND OILS.

Exceeding quietness characterizes the position in this line of business. Next week, however, trade is expected to get back more to its normal condition.

LEAD—There is no change in leads, and none is expected until the travelers get out next week. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4¾c.; red lead, pure, 3¾ to 4c.; do., No. 1, 4c.; zinc white, pure, $7.25; No. 1, $6.25; No. 2, $5.25.

PUTTY—Dull and unchanged at $1.85, in bulk.

TURPENTINE—Quietness prevails in this line, and prices are the same at 42 to 44c.

LINSEED OIL—This line is dull and prices are unchanged at 57 to 58c. for raw and 60 to 61c. for boiled.

CASTOR OIL—There is little or nothing doing in castor oil, which we quote at 6½ to 7c.

RESIN—These continue dull, and prices are unchanged. We quote: Resins, $3 to $5.50, as to brand; coal tar, $3.25 to $3.75; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

The same dulness that governs the lead and color market applies to this article. Prices are nominally the same on the basis of $1.25 for first break.

CHEMICALS AND DYESTUFFS.

Heavy chemicals are dull and unchanged as reported last week. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10.

PETROLEUM.

There is a fairly steady demand for this article, which shows no change. We quote: Canadian refined, 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 15½c. car lots, and 16½c. smaller lots.

HIDES.

The hide market continues firm but quiet this week. We quote prices firm: No. 1 at 4 to 4½c., No. 2 at 3c., and No. 3 at 2c. The demand for sheep skins is also good, and prices have advanced 5c. to 60 to 65c. each.

TALLOW.

There is no change in the tallow market, which we quote at 5 to 5½c.

WOOL.

The wool market is quiet and steady. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

There is little change in the ashes market. We quote: First pots, $4 05; seconds, $3.45

CARVERS and SCISSORS

IN CASES.

GEO. BUTLER & CO.'S and E. M. DICKINSON'S.

Large Assortment of

SPORTING, HUNTING KNIVES, DIRKS, Etc.

We are showing special value in Imitation Ivory TABLE AND DESSERT KNIVES AND CARVERS.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE.

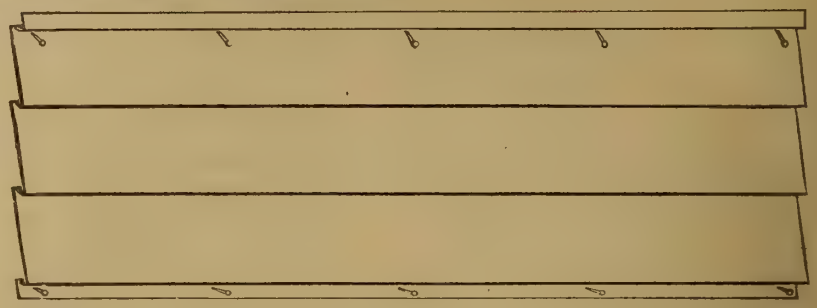
SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

. . . . Toronto

SOMETHING NEW.

Steel Clapboards



Just the thing for town, village and country houses.
Do not absorb moisture.
Durable, cheap and easily applied.
Far superior to wood.

METALLIC ROOFING CO. LTD.

SEND FOR PARTICULARS.

Manufacturers . . . . Toronto

MONTREAL MARKETS.—Continued.

to $3.60, and pearls at about $6.50 per 100 lbs.

MONTREAL TRADE NOTES.

Mr. Newman, of Caverhill, Learmont & Co., returned from attending the jobbers' meeting in Toronto at the end of last week.

Many of the travelers will start out on their trips at the end of this week, but the bulk of them will not be on their beats until the end of next.

Pig iron is unchanged on spot, but it is reported that Nova Scotia brands have changed hands on private terms at a lower price than is quoted for spot business.

Cables from England state that linseed oil has advanced at Liverpool, but the spot range remains as before.

The cut nail men are expected to meet finally on Thursday or Friday of this week to definitely decide upon some basis of price.

The Canada Paint Company, Limited, Montreal, announce to their constituents in Toronto, that Mr. W. H. Evans, who has been long and favorably known to the trade, will represent them in that city in succession to Mr. A. G. Peuchen. Mr. Lee's services, which have been so much appreciated by their friends in Toronto, will be continued in assistance to Mr. Evans.

TORONTO MARKETS.

TORONTO, Jan. 4, 1895.

HARDWARE.

HOLIDAY dulness is still the principal characteristic of trade. If there is any change it is in the direction of decreased volume of business. The only line in which there is anything approaching activity is skates. They, during the past week, have been going out much better than anticipated. The city travelers are out again this week looking for business, but country travelers are still in the warehouses getting posted in regard to prices, etc. While most of the travelers will go out again next week, there are others that will not be on their respective routes for a few weeks yet. Stock-taking is about over as far as the mechanical part of it is concerned. Payments appear to be fairly satisfactory.

WIRE—As last week intimated that it would, the price of barbed wire was reduced to 3c. per lb. delivered in 500 lb. lots.

ROPE—Business is quiet and unchanged. We quote: Sisal, 7-16 in. and larger, 6½c.; ¼, 5-16, ⅜ in., 7c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Trade is still quiet. The manufacturers are still wrestling with the question of prices, but a good many think it improbable that the contemplated advance of 50c. per keg will take place. We still quote $1.75, Toronto.

WIRE NAILS—Are still quiet. Discounts 75, 10 and 5 per cent.; shipments of 10-keg lots prepaid.

HORSENAILS—Quiet, at discount of 60 per cent. off on "P B," "M," and "C."

TACKS—Business remains much as before: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent. Coopers' nails and flour barrel nails 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—Cow ties and coil chain are quiet, with continued fair demand for trace chain.

HORSESHOES—Business still quiet. We quote new prices at $3.60 Toronto and Hamilton, and $3.65 London.

WARE—There is no special feature to note, trade being quiet all round.

PLUMBERS' SUPPLIES—A fair trade is still doing in this line.

BUILDERS' SUPPLIES—Trade in this line continues much as before.

TOOLS—There is still a little sorting up being done in furnace scoops, snow shovels, axes, and cross-cut saws.

CLOTHES WRINGERS—There has been no improvement in business. We quote $27.50.

SPORTING GOODS—Trade is dull and uneventful.

WINTER GOODS—Skates and snow-shovels are about the only articles moving in winter goods. The demand is particularly good for the former.

METALS.

There is an all round quietness, with prices much as before.

PIG IRON—No enquiries even are reported for either Scotch or Nova Scotia pig, and in the absence of business quotations are nominal. We quote as before, ex cars Toronto: Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Contrary to expectations, the last week of December shows an increased demand for pig iron. Several contracts, covering expected requirements for the first six months of 1895, have been placed. Indications point to a still better demand during January. Buyers seem more disposed to anticipate their wants by ordering six months' or a year's supply than they have for a long time past. We quote on the cash basis, f.o.b. Toronto: No. 1 Foundry strong coke iron, Lake Superior ore, $13.05; No. 2 Foundry strong coke iron, Lake Superior ore, $12.55; Jackson County silvery No. 1, $16 to $17; Lake Superior charcoal, $15.15; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—Dull and unchanged at the base price of $1.70 to $1.75.

MARKETS—Continued

SHEET STEEL — Business is still quiet. We quote : 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—There is no change to note either in regard to prices or business. We quote as follows : 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10, 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

IRON PIPE—Small lots only are going out. Prices are unchanged, "B" still being invoiced at equal to 70 to 70 and 5 per cent. for iron pipe, and 50, 50 and 5 for galvanized pipe.

LEAD PIPE—The quantities in this line going out are also small, no ton lots moving. We quote : Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots ; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Trade in this line is characteristic of that in most other lines, only small lots being wanted. Prices are unchanged, $4.25 still being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—Trade is fairly good, but devoid of any special feature. We quote Lamb and Flag at 18 to 18½c., and Straits at 17 to 17½c.

INGOT COPPER—There have been a few local calls for small lots. The idea as to price is still 10 to 10½c.

SHEET COPPER—A little business is still doing in braziers' sheets and sheathing.

ZINC SHEET—Nearly all the business that is being done at the moment is in domestic. We quote domestic at 3¾ to 4c. and foreign at 4 to 4¼c.

BOILER TUBES—Several inquiries are heard, but quantities going out are small. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

HOT WATER BOILERS—A good business is reported in copper boilers as a result of the sharp frost of the past week. We quote: Galvanized, 30 gal., $6 ; 35 gal., $7 ; 40 gal., $8 ; coppered, $16.20 to $20, according to size.

TIN PLATES—There is very little doing. We quote : Coke, 14 to 20 gauge at $3.10 ; for larger sizes, 15 to 25c. per box basis more ; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Business continues quiet at $6.25 to $6.50, according to brand.

SHEET ZINC—Is much as before, both in regard to volume of business and prices. We quote cask lots at 4¾c. and small lots at 5c.

HOOPS AND BANDS—A few important orders for spring delivery are reported on the basis of $2.10 to $2.15. We quote from stock at $2.20 for ton lots and $2.25 for small lots.

CANADA PLATES—Some transactions are reported at low figures, but generally speaking trade is quiet. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance ; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—The movement is still light with prices unchanged at 12 to 13c. for the better qualities.

PIG LEAD—Is quiet and unchanged at $2.75 to $3.

ANTIMONY—Dulness is still the characteristic of this line. We still quote 9½ to 10c.

GLASS.

So far not a great many import orders are being booked for window glass. A little more activity in this line is looked for next month. We quote from stock at $1.10 to $1.15 for first break, 50 foot boxes. Business is much the same as a week ago.

OLD MATERIAL.

Business remains in much about the same unsatisfactory condition that it has for some weeks past. We quote : Agricultural scrap, 45c. per cwt. ; machinery cast, 45 to 50c. per cwt. ; stove cast scrap, 30c. ; No. 1 wrought scrap, 40c. per cwt. ; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c. ; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 4c.; country mixed rags, 50 to 70c. ; clean dry bones, 55c. per 100 lbs.; borings and turnings, 5c.

PAINTS AND OILS.

WHITE LEAD—Continues dull at $4.25.

PUTTY—Business is quiet and prices unchanged at $1.75 for bladders in barrels, and $2.25 in cases.

TURPENTINE—There has been no material change either locally or in the primary markets. We quote 39c., f.o.b. Toronto, for 5-barrel lots, and 40c. for single barrel lots. The southern market is dull and unsettled.

LINSEED OIL—Is quiet and featureless. We quote : Raw, 53 to 54c.; boiled, 56 to 57c.

PREPARED PAINTS—Business is still without any improvement to note. We still quote $1 for pure.

CASTOR OIL—Dull and unchanged, at 6¼ to 6½c. in cases and 7c. in tins.

SEEDS.

Alsike continues to be marketed freely, and red in fair quantities. There are no changes in prices of alsike. Quotations are : Alsike, low grade to choice, $4 to $5.25, and choice to fancy, $5.25 to $5.40; red, $5.60 to $5.85, and timothy, $2.25 to $2.60.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a demand for hides and the market is steady. Local dealers quote 4½ to 4¾c. for cured and 4c. for green.

SHEEPSKINS—Are in good demand and 5c. higher. Local dealers are paying 65 to 70c. for choice skins. Calfskins are dull and prices nominal at 6c. for No. 1 and 4c. for No. 2.

TALLOW—There is a large quantity offering, and the market is easy. Local dealers are paying 5½c. and selling at 5¾c.

WOOL—There is none offering, and prices are nominal. Local dealers are paying 18 to 18½c. for the little brought in by the farmers, and selling at from 19 to 21c. In pulled wools the market is dull. Supers are quoted at 18 to 19c., and extras at 20 to 21c. There is no demand in foreign wools.

PETROLEUM.

There is still a fair volume of business doing at unchanged prices. We quote, in 5 to 10 bbl. lots, imperial gallon Toronto : Canadian, 11½ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17½c. ; photogene, 19c.

MARKET NOTES.

The Kemp Mfg. Co. are putting in a 200 horse-power engine manufactured for them by Goldie & McCulloch, Galt. They are making some further improvements in their plant, so that they will begin the new year in better shape for an extensive business than they ever were before.

Pilkington Bros., of Mercer street, Toronto, have purchased from a Glasgow firm the right to manufacture for the world the famous patent mechanical embossed glass. At their St. Helen's (Eng.) works the firm will turn out the new glass both in sheets and panels. It is designed to take the place of sand-cut glass, and will, no doubt, become

Sheet Steel Brick



Protective Discount allowed the Trade.

THE PEDLAR METAL ROOFING CO.
OSHAWA.

popular for dwelling houses. It is gotten up in a great variety of patterns of beautiful design. The house has large shipments on the way from England now, and by February 1st will be able to supply the trade.

The Tinware Manufacturers' Association met in Toronto yesterday (Friday).

Sanderson Pearcy & Co. are this week advertising "Excelsior Potato Bug Killer."

Rice Lewis & Son have to hand a large shipment of bicycle saddles from England.

The McLaren Leather Belt Co. report several good sales of double leather belting.

H. S. Howland, Sons & Co. are in receipt of a shipment of cant hooks and cant dogs.

The Globe Casket Company, of London, has purchased the coffin hardware plant of the Acme Silver Plate Company, of Toronto.

The Toronto Radiator Mfg. Co. report that in 1894 they did a bigger business than in any previous year. They are now preparing to supply the new Parliament buildings in British Columbia with their radiators.

A shipment of Elliot's cutlery has just been received by H. S. Howland, Sons & Co. This consignment should have been here in time for the holiday trade, but was delayed in consequence of an accident in the Messrs. Elliot's works.

The Enterprise Foundry Co. of Sackville, N.B., has issued a handsomely illustrated fifty-five page catalogue of the stoves and other products of its factories. It contains 56 pages, in which are nicely illustrated the different lines, from stoves to sinks, the firm makes.

The Alabastine Co., of Paris, have obtained a freight rate to London, England, at 28¾c. per 100 lbs. on 100 barrels of "Jellstone" from the company's works in Paris. "There cannot be much in this for the steamship company," said HARDWARE'S informant.

The proprietors of the Art Metropole state the manufacturers of Munn's liquid glue have recently improved the quality of that already famous commodity. They report that this article is every day becoming more popular with the public, and that the sales are daily increasing in number and size.

The Metallic Roofing Co. have recently filled a number of large orders. They supplied the Eastlake steel shingles for the extensive mills of the Georgian Bay Consolidated Milling Co., at Waubashene, and also for the Conger Lumber Co.'s mills at Parry Sound. They furnished the "Owl" brand of corrugated iron for the Magnetawan Tanning Co.'s buildings at Burk's Falls.

Manufacturers and merchants frequently desire to know the names and addresses of manufacturers and wholesale and retail dealers in the United States. In another column will be found the advertisement of Armstrong & Co.'s "Manufacturers of the United States Directory," East Liverpool, Ohio, which makes a specialty of supplying information of this kind.

An instance of prompt shipment was brought to the attention of HARDWARE a few days ago. A hardware dealer in Perth, some 200 miles from Toronto, placed an order with Mr. McCoy, representing H. S. Howland, Sons & Co., Toronto, on Wednesday, Dec. 26. The goods were shipped by freight, and on the following Saturday morning were on the shelves of the purchaser.

Tarbox Bros., Toronto, are extending their trade into the United States. Dealers on the other side of the line are taking their goods and paying the duty on them. They have shipped orders to the states of New York and Indiana, but their latest and largest consignment was made to Calais, Maine. They attribute the success of their goods in the States partly to their display at the Toronto Industrial Fair, and partly to their being introduced on the other side through being sold along the border in Canada.

UNITED STATES MARKETS.

NEW YORK, Jan. 4, 1895.

PIG TIN—The market was irregular and unsettled, with circumstantial evidence of manipulation for the purpose of facilitating sales of forward deliveries. At the start prices were lower, or down to the basis of 13.35c. for spot delivery. That seemed consistent with the statistical exhibit and the advices by cable of lower quotations in London. Later on the spot price was bid up to 13 40c. and January delivery quite as high, February and March to 13.35c. and April 13.30c. After that there were offers to sell the later months at those figures and even at a shade less, leaving the market in ragged, uncertain condition at the close. Transactions recorded on 'Change include 10 tons spot at 13.35c.; 25 tons February at 13.35c.; 10 tons March at 13.40c.; 10 tons April at 13.40c.; 5 tons do. at 13.30c. At the close January was offered at 13.45c., February at 13 35c. and later months at 13.30c.

COPPER—While more or less business may be going on in a quiet way, nothing of importance is reported, and the most information divulged by the mining companies is that the situation is unchanged. From other sources information is quite as meagre, but would indicate that consumers are holding out as much as possible against paying the prices asked. Lake Superior ingot is held at 10c. Electrolytic brings about 9¾c., and for common casting stock the range is 9⅜ to 9½c., as to brand.

PIG LEAD—Buying interest continues very tame. Selling pressure does not appear to be particularly severe, but there is enough of it to keep the market in uncertain and rather weak condition. Soft Missouri could have been secured easily at 3.05c. prompt or early shipment, and some inferior stock was offered at a shade less without attracting attention. London cable quotation to the Metal Exchange was £9 12s. 6d. for soft Spanish.

SPELTER—The demand is no better in this quarter, and aside from single carload lots few sales are making. Sellers grant no further concessions on price, however, and the market seems steady at the moment, despite the limited business passing. About 3.35 to 3.40c. may fairly be quoted for good western brands. London cable quotation to the Metal Exchange was £14 5s. for good merchant brands.

ANTIMONY—The market remains quiet, with prices steady at about 7⅛ to 7¼c. for Hallett's, and 8⅜ to 8½c. for Cookson's, on the spot.

NICKEL—Prices remain at about 28 to 32c., according to size of lot, etc.

TIN PLATE—Buyers are operating very indifferently. The fact that the foreign market for tin plate bars and pig tin is weak, along with heavy stocks of plate, outweighs other influences. Hence, less than the usual orders are being placed for future deliveries, while spot purchases are made only as supplies and assortments may need replenishing.

IRON AND STEEL—Some of the contracts pending of late for structural and bridge material have, it is understood, been practically closed at or about previous low prices. In steel rails and track fastenings there is no change for the better, and the movement in ordinary merchant iron and steel continues moderate. For pig iron and old material the demand is commonplace, and prices show little change.

The Collingwood Meat Curing Co. are sending one of the firm, G. W. Brown, to Toronto, to open a large store for the sale of fresh meats, which will be sent from Collingwood daily in refrigerator cars built for the purpose.

At the end of this month, A. C. Leslie & Co. intend to close their Toronto office and concentrate their business in Montreal, while their trade in Western Ontario will be thoroughly looked after by a Toronto representative. During this month they will sell off the stock of cutlery and flatware in stock at Toronto, and will be able to offer some special inducements in these lines.

A story, says an exchange, is told of a country clergyman whose finances did not apparently extend to banking operations and experience. Going to a bank with a cheque, the clerk handed it back with a request that he would endorse it, and it would then be cashed. After much deliberation the reverend gentleman came to the conclusion that he could, without violation of his conscience, accede to the request. So he took the treasured piece of paper and wrote across the back of it "I heartily endorse this cheque."

Vat Ve Vant is Orders



The order of the song of numberless firms at the present time is this. Yes, that is what they want. While not hungering with a most voracious hunger for orders, still *we* would not let one get by—if we could help it. We sell advertising—and good advertising. THE HARDWARE MERCHANT is the brand—every page is right—so is the price. The best people use our pages—have for years—and will for years—just as long as we furnish the present good service. Are you going to sleep in 1895, or are you going to advertise? Here's a motto for the new year: "Blow your own horn and ride over someone, or someone will blow his horn and ride over you." Advertise!

Write us. "Vat ve vant is orders."

OUTLOOK AT THE "SOO."

MR. YOUNG, of Plummer & Young, hardware merchants, Sault Ste. Marie, Ont., was in Toronto this week. He is one of those level-headed and intelligent country merchants whom it is profitable as well as pleasant to meet. In reply to a question of mine he said, carefully weighing his words:

"The outlook at the Soo is fairly good. We of course expect to reap some benefit from the opening of the Soo canal. A while ago things did not look bright for us. You see, the town undertook to build a water power for itself. Well, the undertaking was rather too much for us. By-and-by our credit became poor, and then we had some difficulty in getting money to complete the undertaking. The power is one of the best on the continent, and was used for the first time last summer.

"While we were fearing whether we had not burdened ourselves too heavily, along came a firm of American capitalists and wanted to buy the water power, offering to pay us the full sum we had laid out. The matter was submitted to the ratepayers, and agreed to almost unanimously.

"This company, I understand, had representatives searching in different parts of Canada for a suitable water power, and they selected that at the Soo as being the best. The company is named the Tagona Water and Light Co., and its main object in securing the water power was to start pulp and paper mills. Work will be started next spring, and the company purpose making the pulp mill the largest of the kind in the world. Besides making pulp and paper the company will supply the towns both with water and electric light."

"There is a good supply of wood in that part of the country suitable for pulp, is there not?" I ventured.

"There is; it is practically inexhaustible, and the Soo is a good shipping point for Duluth, Milwaukee, Chicago and Detroit."

"The Soo can hardly help growing," I opined.

"No," leisurely replied Mr. Young, as he twirled his hat in his hand, "but we don't expect or want a boom. Our growth is going to be steady. A good many settlers have come in lately, being induced to come by the excellent shipping and water facilities that the town affords."

BLAST FURNACE SLAG CEMENT.

A new process for the manufacture of cement from blast furnace slag has, according to an exchange, been proposed by Jean-Pierre Brasseur. The common process is to mix the ground slag with slacked lime and afterwards to dry the mixture. This requires a special furnace, rather expensive to build. The object of the new process—or rather the improvement on the old process—is to reduce the cost of the operation by dispensing with the furnace. The ground slag is mixed damp with unslacked lime, which absorbs the moisture, and at the same time gives off enough heat to dry the mixture. It is then ground further and prepared for the market, as in the ordinary process of manufacture.

HORSE NAIL ASSOCIATION.

The following circular has been issued to the trade by the Horse Nail Association. It bears date of January 1, and is signed by the Canada Horse Nail Co., Peck, Benny & Co., and Montreal Rolling Mills Co., Montreal; and James Pender & Co., St. John, N.B.

We have pleasure in informing you that the following prices, terms, and discount for the sale of Horse Nails in Canada have been adopted by us, and will take effect this day:

STANDARD LIST.

No.	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Length	1½	1⅝	1¾	1⅞	2	2⅛	2¼	2⅜	2½	2⅝	2¾	2⅞	3	3⅛	3¼
Price	$1.50	1.00	.75	.50	.40	.27	.24	.23	.22	.22	.22	.22	.22	.22	.22

Trade Discount: 60 per cent. Terms: Four (4) months, or three (3) per cent. discount for cash in 30 days. Delivered: F.O.B. Montreal.

PERSONAL MENTION.

MR. JOHN M TAYLOR, manager of the Toronto Radiator Manufacturing Co., who has been ill for a month, is rapidly recovering.

G. W. Complin, secretary-treasurer of the Toronto Lead and Color Co., is in Montreal this week.

Mr. Edward Bowes, of the firm of Hagaman & Jull, Ridgetown, spent New Year's with friends in St. Thomas.

Mr. W. E. Ramsay, of the Metallic Roofing Company, has returned to Toronto after a successful tour of the Maritime Provinces.

Edward Albro died in Halifax the other day in the 86th year of his age. Deceased was a well-known citizen, having been for 50 years engaged in the hardware business.

Mr. Ramsay, of Ramsay & Ecclestone, Bracebridge, and Mr. McCartney, of McCartney & Reid, Orangeville, were among the country merchants who were in Toronto this week.

A. H. Symonds, Canadian representative for Geo. Butler & Co., Ltd., Trinity Works, Sheffield, is laid up with an attack of rheumatism. His friends will be pleased to learn that his physician hopes to have him around again in a few days.

Mr. J. B. Young, who now represents the Hobbs Manufacturing Co. in Toronto, intends moving to this city. He will be missed in Masonic circles in Toronto, but will no doubt be an acquisition to the craft in this city.—Advertiser, London.

Mr. Merriman, of the B. Greening Wire Co., Hamilton, was in Toronto this week looking up business. "He was trying," said a friend of his, "to sell mosquito netting, otherwise known as green wire cloth. Mr. Merriman says mosquitoes are going to be big this year."

Mr. A. D. MacArthur, of Craig & MacArthur, manufacturers' agents, Toronto, is to be married to-day (Saturday). The bride will be Miss Woodbridge, daughter of Mr. T. Woodbridge, saddlery hardware dealer, Colborne street, Toronto. HARDWARE tenders congratulations. The ceremony takes place in St. James' Square Presbyterian Church.

THE GOLD PRODUCT OF 1894.

THE Washington correspondent of The N. Y. Journal of Commerce says that the reports of the production of gold during the past year continue to indicate a larger and larger yield as they are received at the Bureau of the Mint. Director Preston is still conservative in his estimate of the world's total product, for he does not wish to adopt so high a figure that he will be compelled to reduce it when the official returns have all been received. He computed the world's product some weeks ago at not less than $170,000,000 as against a reported product in 1893 of $155,521,700. Reports already received indicate the addition of at least $20,000,000 to last year's figures, but they may possibly be offset by slight losses in other directions. As the matter now stands, the product of 1894 is likely to show gains over that of 1893 in the United States, Russia, South Africa and Australia.

There may be a loss in China owing to the disturbance of mining operations by the war with Japan. The reported product of China last year was $8,426,000. The product officially reported for Russia in the report of the Director of the Mint on the production of the precious metals was $24,806,200, but this was simply a carrying forward of the reported production of 1892, and the receipt of the official figures at a later date showed an increase in 1893 of about $1,500,000. This increase, it is believed, will be maintained during 1894 and perhaps swelled to $2,000,000. An increase of $3,000,000 is indicated by the reports from Australia, which showed a production in 1893 of $35,688,600. The figures for the whole of Africa in 1893 were $29,305,800, and for the United States $35,955,000. Reports already received indicate that in both cases this product has been largely increased during the present year.

The product of the Witwatersrandt region of South Africa will show an increase for the year of about $12,000,000. This bears out the promise of the first half of the year, which showed a gain of about $6,000,000. The returns down to the end of November, as received at the Bureau of the Mint, show no essential falling off in the increased production, but higher figures nearly every month. The following table shows the production of the Witwatersrandt region in ounces monthly during the past three years. An ounce represents about $17.52 in fine gold, and the product for the entire year 1894 is estimated at 2,200,000 ounces :

Month.	1894.	1893.	1892.
January	149,314	108,374	84,560
February	151,870	93,252	86,649
March	165,372	111,574	93,245
April	168,745	112,053	95,562
May	169,773	116,911	99,436
June	168,162	122,927	103,252
July	167,953	126,169	101,279
August	174,977	136,069	102,322
September	176,706	129,585	107,852
October	173,378	136,682	112,167
November	175,309	138,640	106,795
December	.....	146,357	117,749
Total	.....	1,478,475	1,210,868

These figures afford a total of about $38,500,000 as against about $26,000,000 in the Witwatersrandt region in 1893. There is likely to be a slight increase in other portions of Africa, but it can be disregarded without impairing the statement that the continent will contribute a large proportion of the increased gold product of the present year.

The figures for the United States seem to grow larger with each new report. It was evident by midsummer that the product of 1894 would reach $42,000,000, and it now looks as though the figures might be $45,000,000, which would be a gain of $9,000,000 over 1893. Director Preston has endeavored to keep well within the mark, and has reduced local estimates and claims. Colorado will show an increase of about $3,750,000, which will make her product about $11,300,000. The enthusiastic friends of the mining interest there claim an increase of $4,500,000 to $6,000 000. Montana is conceded an increase of $1,000,000 over her product of $3,576,000 in 1893 ; Idaho an increase of $800,000 over her product of $1,646,900 in 1893 ; and California an increase of $2,000,000 over her product of $12,080,000 in 1893. Reports from these states have already been received which justify an estimate, but gains in production are known to have taken place in Washington and Oregon, for which no authentic figures have yet reached the Bureau of the Mint. The production of Washington in 1893 was $222,100, and of Oregon $1,645,300. If the United States should show an increase of $9,000,000, South Africa $12,000,000, Australia $3,000,000 and Russia $2,000,000, there would be an increase of $26,000,000 over the product of $155,521,700 in 1893. This would show an aggregate production, if no losses were to be deducted, of nearly $182,000,000.

FOUR MONTHS OF THE NEW TARIFF.

The first six months of the current fiscal year, four months of which have come under the operation of the new United States tariff law, give some indications of what may reasonably be expected in the months to come after the tariff law has become effective in all its multitudinous details.

A Washington despatch says that the receipts for the six months have aggregated $159,500,000, and the expenditures in the same time have been $185,000,000, an excess of expenditures over receipts of $28,500,000. For the corresponding period of the last fiscal year the excess of expenditures over receipts was $38,000,000. Less than $2,500,000 has been received from the newly imposed duty on sugar, which first appears in any appreciable amount in this month's receipts. Nothing, of course, has been received from the income tax, which did not go into effect until January 1, 1895. An annual revenue of $55,000,000 or more, it is anticipated, will eventually be derived from these two sources, which will bring the receipts for the balance of the fiscal year up to Secretary Carlisle's estimate, as submitted to Congress. The December receipts show an increase over November of $2,000,000, and November showed a slight increase over October, indicating that business is adjusting itself to settled tariff rates.

Of the receipts for December, $11,250,000 came from Customs duties, an increase of $1,000,000 over the November receipts from this source. The expenditures for December were $5,000,000 less than for November.

Against this gratifying exhibit, says the despatch in question, is to be set off the fact that the gold reserve continues to decline. At the close of business in the Treasury to-day it stood at $86,319,528, implying a loss of $500,000 for the day, and a total loss since the gold reserve was recouped by the last issue of bonds of nearly $26,000,000.

O. J. Johnson, stoves and tinware, Wingham, has sold out to D. Southerland.

The Gurney-Tilden Co., wholesale stoves, Winnipeg, has sold out retail business to G. E. Toms.

William A. Dean has been sent to the Central Prison for six months for stealing three dozen shears from the Toronto branch of the Clauss Shear Co., V. F. Tobias, manager. The Crown Attorney stated that his stealings totalled $2,200 worth, and that he would lay fresh informations for the balance. A bundle of bogus invoices as big as a newspaper file were produced showing the extent of the fraud.

PROTECTING TELEPHONE LINES.

The best methods of protecting telephone lines from injury by the working of electric railways is, according to an exchange, under discussion in Germany. Dr. V. Weitlishbach, of Berne, points out that the disturbances caused in telephone operation by electric railways are both electrical and mechanical. There is in the first place, the production of noises in the telephone and consequent confusion to the listener; and, secondly, the result is accidental contact between the feeders of the two services, the fusion of wires and possible damage by fire. The two factors responsible for all the trouble are the entering into the telephone appliances of the disturbances caused by the passage of the strong current along the rails to earth, and, again, by electro-dynamic induction of the parallel-carried lines.

In Switzerland the difficulty has been overcome by placing a piece of copper near the track. This simple piece of copper is connected to the rails at intervals of not more than 100 metres, and with the generator at the power station. In this way the currents that are roaming about are completely removed—at least from the telephone wires. In Zurich, for instance, notwithstanding that many telephone stations, with their "earths" generally connected with the water pipes, are situated contiguous to the electric road, no noise is heard in the instruments. The use of this return wire is also a remedy, to a large extent, for the destruction of iron and lead pipes in the ground by electrolytic action of the currents.

NEW HARDWARE FIRM.

The London HardwareCo., Ltd., is seeking incorporation, in order that it may have the power to buy and sell all hardware, tinware, plumbers' and painters' supplies and agricultural implements. The amount of capital stock of the company is to be $50,000, in 1,000 shares of $50 each. The applicants are: W. A. Brock, London, bookkeeper; Elizabeth Mary Ferguson, wife of John Ferguson, London, merchant, and Gillian McLean, London, merchant. W. A. Brock, Elizabeth Mary Ferguson and Gillian McLean, are to be the first directors of the company.

GOING INTO LIQUIDATION.

The long-established grain firm of W. P. Howland & Co., of which Sir W. P. Howland, K.C.M.G., is the senior partner, is to be wound up. The firm has always been regarded as the leading grain house in Toronto, and some time ago showed a surplus to the good of $180,000. Two years ago the late W. H. Howland began the winding-up proceedings; but his death put a stop to them. The father, now well up in years, is left to complete the work of liquidation. A good surplus is looked for after payment of all debts.

THE YEAR IN TIN, COPPER, ETC.

THE N. Y. Metal Market Report of January 2 thus summarizes the fluctuations of tin, copper, lead and spelter on the London and New York markets during 1894:

London tin market fluctuated during year 1894 between £74 spot and £74 7s. 6d. futures and £60 17s. 6d. spot and £61 futures, closing to-day steady, £60 7s. 6d. spot and £60 10s. futures.

Covering year 1894 London copper market fluctuated between £43 spot and £43 10s. futures and £37 17s. 6d. spot and £38 5s. futures, closing to-day at £40 12s. 6d. spot and £41 futures. New York market recorded during year 1894 10c. as highest price for lake and 9c. as lowest.

Covering year 1894 London lead market has fluctuated between £10 2s. 6d. and £9 per ton, closing £9 12s. 6d. New York market during the year 1894 sold as low as $3.05 and as high as $3 70, closing at $3.05 to $3.07½. Market to-day quiet and easy; $3.07½ spot and $3.05 to $3.07½ futures. St. Louis market weak at $2.77½ sellers.

London spelter market touched £16 11s. 3d. at highest point and £14 1s. 3d. at lowest, covering year 1894, closing to-day at £14 5s. New York market during year 1894 fluctuated between $3.75 and $3.25. Market to-day dull and easy, $3.25 sellers.

WRAPPING PAPERS

PAPER BAGS

THE E. B. EDDY CO. HULL, CAN.

Both plain and printed. Any size, weight, color, quality and at mill prices. Inducements to Hardware dealers. Write us or our agents for estimates.

Also Montreal, Toronto, Quebec, Hamilton, Kingston, St. John, Halifax, Winnipeg, Victoria, St. Johns', Nfld.

GOLD IN CARIBOO DISTRICT.

"YOU'LL hear from British Columbia next spring," said F. C. Innes, of Vancouver, who was in the city to-day.

"It is certain that by that time there will be at least two dividend-paying mines in the Cariboo country—the Horsefly and the Cariboo hydraulic mines.

"Then there are others that are likely. The Victoria Consolidated Hydraulic Co. have a mine that is very rich looking. Two or three Toronto capitalists are interested in it.

"The others are owned principally by Montreal capitalists and C.P.R. magnates."

Mr. Innes explained that the grounds taken up by these companies and about to be worked by hydraulics are the banks where the miners worked with cradle and pan in the early sixties. It was during the rush to the gold fields of British Columbia. With the improved machinery and methods of washing the dirt, the ground that was too heavy to be worked by hand can now be made to pay big money.

"In one hydraulic mine in the Cariboo country," said Mr. Innes, "they washed up $5,000 in gold from 47 hours' work. That was a good clean-up.

"Of course, it costs money to put in the plant. I have just completed the organization of a company with $250,000 capital.

"In the Kootenay country some good development work has been done during the past summer.

"Work on the Silver King, near Nelson, has been very satisfactory. The Slocan Star has proved a wonderful find. In developing this summer, a body of ore measuring 300,000 tons and assaying at $150 a ton has been uncovered. It is estimated that there is $23,000,000 worth of silver in this mine.

"Altogether, the prospects for the development of the mineral wealth of British Columbia never looked brighter than they do to-day.

"I spent the summer up in the Cariboo country, and it was a pleasure to get into a country where every one was working. The merchants are prosperous and content."—Telegram, Toronto.

MUST BE A GENTLEMAN.

At the supper given by the Traveling Men's Association, says The Hub, a number of speeches were delivered by well-known manufacturers, and much advice—good, bad and indifferent—was given to the traveling salesmen. We say good, bad and indifferent, because of the fact that in some cases there was an attempt to lay down some law of action which is impossible, and therefore bad, if attempted.

The keynote was sounded by one speaker when he said the salesman "must be a gentleman," while others spoke of the importance of persistent hard work and honest dealings; but none of the speakers, who are all well-known manufacturers, touched upon the buyer; he, more than any other man, is the cause of discontent and loss to the traveler. Like the latter, he is in most cases a salaried employe, and too often he is a man who feels the importance of his situation, and when the proprietor turns over the traveler to him, he indulges in freaks of power quite pleasing to himself, but most decidedly disagreeable, and too often unprofitable, to the salesman. The proprietor may be a gentleman, and he may honestly turn the salesman over to his buyer with the feeling that the man of the road will be well attended to. In some cases he is, but in far too many the buyer is overbearing in his manner, unjust in his remarks, and careless as to the salesman's time. The buyer is an autocrat; he has the ear of the head of the house, and his statements must be believed. The salesman, on the other hand, has his employer to look to, and to him he can report his experiences; but complaints from him travel a long way before they reach the goal, and when they do, the salesman is at a disadvantage.

If it is important that the traveler be a gentleman, it is equally important that the buyer be one also, and the house that employs a buyer should not be above listening to complaints regarding him. A gentlemanly buyer will always be respected by the traveler, and there will be no wasted time on either side; but, if the salesman knows that the buyer will put him off to a more convenient time, or will neglect to respect the latter's situation, he is not likely to be in the best of humor after a long and unnecessary wait. Let the buyer, whether one of the firm or a salaried man, show by his example that he is considerate of the man who travels miles to see him, and who must work quickly that he may do justice to himself and his employer, and he will find little cause for complaining regarding the man of the road. When complaints arise, the man who acts as buyer, as well as he who acts as seller, should be heard, and both be put upon the same level as to conduct and responsibility. Don't refuse to believe that your buyer can be ungentlemanly, or that he will strive to drive a sharp bargain simply because he is capable. You may rest assured that if a man has an unsavory reputation among traveling salesmen, there is a cause, and he, not they, is to blame. Be just as exacting regarding the character of the buyer as you are of the man on the road, and you will find the latter ever ready to treat him gentlemanly and to deal honestly.

ARAB PROVERB—'MEN ARE FOUR.'

The man who knows not that he knows not aught—
He is a fool; no light shall ever reach him.
Who knows he knows not, and would fain be taught—
He is but simple; take thou him and teach him.

But whoso, knowing, knows not that he knows—
He is asleep; go thou to him and wake him.
The truly wise both knows, and knows he knows,
Cleave thou to him, and nevermore forsake him.—The Spectator.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS
Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

BASIC STEEL IN ENGLAND.

The London Coal and Iron Trades Review comments thus on the recent discussion in the Cleveland (Eng.) Institution of Engineers on the adaptation of the native ores of the Cleveland district to the making of basic steel :

Only two firms engaged in the steel industry of the North of England out of something like 20 have adopted the process, and it is doubtful whether more than one firm is working it with marked success. Mr. William Hawdon points out, indeed, that at the present time the total output of open-hearth steel by the basic process is only 78,000 tons, and by the Bessemer basic process it is only 262,000 tons, or a total of less than 350,000 tons out of a grand total of over 3,000,000 tons of steel produced in the country as a whole. And yet we possess in Cleveland, Lincolnshire, and other districts unlimited supplies of phosphoric ores, and should have no difficulty in adapting these ores to the requirements of both the Bessemer and the open-hearth process. The industrial situation is, therefore, one of an exceptional character in this respect, that we have practically unlimited resources which we do not appear to take advantage of. The outlook is by no means satisfactory. Can it be improved ; and if so, how? At the present time the basic process is neglected for two reasons : First, because the engineers in whose discretion these matters are largely left prefer to specify acid steel ; and, next, because it is found that the acid process is not on the whole much different to the basic in the matter of cost. These two considerations have hitherto tended to settle the matter in favor of acid steel, and have as a consequence involved our payment of several millions a year for the purchase of foreign ores, instead of developing our home resources, and giving large employment to Spanish labor at Bilbao, instead of to English miners in Cleveland, Lincolnshire and Northamptonshire.

WANTED.

A boy for office work ; no whistler need apply ;
I've had as much of that thing as ever I mean to try.
I've had my fill of "Comrades," and also in its day,
Have sunk beneath an onslaught of "Tara-ra-boom-de-aye."
I've listened to the "Bow'ry" till I thought my head would split,
To "Huckleberry Do —and I've had enough of it.
I've had a dose of "Bow-wow," of "Little Girls in Blue,"
"After the Ball," "The Cat Came Back," and "A Bicycle Built for Two."
And, as I say, I've had enough; and now, whate'er the rage is,
The boy round here who picks it up can whistle for his wages.

—E. L. SYLVESTER.

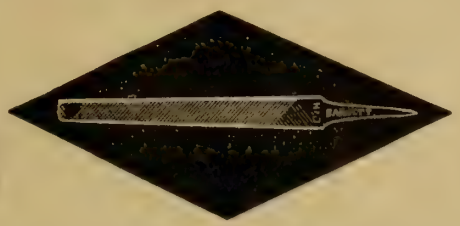


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It prevents Hot Boxes.
It will not Cut or Heat Journals.
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It will stand the heavy work of Rolling, Sugar, Saw and Wire Mills, etc.
It is especially adapted to all Steamship Bearings.

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The James Robertson Co. Ltd., Toronto
Montreal
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St. John, N.B.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

J. McD. HAINES has been appointed curator of the estate of Wm. Johnstone, hardware, Montreal, Que.

Orman Higman, Ottawa, plumber, has assigned to Alex. Mutchmore.

Robert Sellars, furniture, Walkerton, Ont., has assigned to F. H. Zingg.

George A. Harvie, carver and gilder, Windsor, N.S., has assigned.

G. C. Stevens, general store, Enniskillen, Ont., has assigned to John Cyle.

E. Denis, general store, Rigaud, Que., has compromised at 75c. on the dollar.

John Munn & Co., general merchants, Harbor Grace, Newfoundland, have suspended.

James Walsh, general merchants, Little Bay, Newfoundland, has applied for an insolvency declaration.

Peter Whelan, general merchant, St. Mary's, Newfoundland, has applied for a declaration of insolvency.

James Brocklebank, hardware and housefurnishings, Toronto Junction, has assigned to R. &. T. Jenkins, Toronto.

PARTNERSHIPS FORMED AND DISSOLVED.

Belair & Pinze, sewing machine agents, Montreal, are about to dissolve.

Landry and Belanger, plumbers, Montreal, have dissolved partnership.

Lockhart & Center, furniture, Victoria, B.C., have dissolved. Lockhart continues.

P. C. Huxtable and Thomas Courtney, Halifax, N.S., have registered a co-partnership as Huxtable & Courtney, iron founders.

The "Oxford Foundry and Machine Co." is the style of a partnership formed between Charles McNeil, E. D. Langille and Angus M. Hingley, of Oxford, N.S.

The Canada Plating Co., Montreal, Que., has dissolved, and a new firm has been formed, composed of Jeanie Patterson Heron, wife of Geo. Alex. Gray. Style unchanged.

Lewis Bros. & Co., wholesale hardware, Montreal, have dissolved. A new partnership has been formed, composed of Fred. G. Lewis, Thomas G. Lewis and James G. Lewis; style unchanged.

SALES MADE AND PENDING.

The stock of C. Turpain, general storekeeper, Bryson, Que., is to be sold.

Thos. Stiles, general store, Wingham, Ont., advertises his stock for sale.

James Brayley, general store, Grand Manan, N.B., has sold out to H. A. Lyll.

E. A. Wood, general merchant, Uxbridge Ont., advertises his stock as for sale.

The hardware stock of Godfrey & Co., Vancouver, B.C., has been sold to V. E. Campbell.

D. Laverock, general stores, Hamilton and Port Elgin, Ont., advertises his Port Elgin stock for sale.

J. J. Dunsmore, tinware and stoves, Stratford, Ont., will sell his stock by auction on Saturday, January 5.

The stock of Yorke & Pilling, general merchants, Mission City, B.C., has been sold to R. J. Colquhoun.

The Toronto Rubber Shoe Manufacturing Co., Ltd., has been succeeded by the Rubber Shoe Co., of Toronto.

Florida R. Provost, wife of Elzear Provost, has been registered proprietress of E. Provost & Co., carriage-makers, Acton, Que.

FIRES.

J. F. Robinson, general store, Springhill, N.S., has been burned out.

Maria Edsall, general store, Lindsay, Ont., has been burned out.

W. E. Gilmore, general store, Springhill, N.S., has been burned out. Insured for $5,000.

The premises of the Whitney Electrical Instrument Co., Sherbrooke, Que., have been damaged by fire and water. Insured.

DEATHS.

Thos. Delaney, Toronto, cooperage, etc., is dead.

G. E. Manning, hardware, Bowmanville, Ont., is dead.

David McLellan, of McLellan & Hally, lumber, St. John, N.B., is dead.

A WONDERFUL NEW PISTOL.

The Naval Small Arms Board had exhibited before it at Newport, R.I., a pistol which is likely, according to an exchange, to revolutionize this sort of equipment in the armies and navies of the world. It is the invention of an American, Hugo Burchard, now in Berlin, and was here shown for the first time in America. George Luger, who has a rifle before the board, exhibited the new production, and the members of the board could not help expressing themselves as believing that it had a great future before it. It is an arm adapted to service for many branches, and is the only small weapon in which smokeless powder can be used successfully, this sort of ammunition being quite unserviceable in revolvers. It is after the style of the Maxim mitrailleuse, being automatic in action, receiving its ability to load and extract empty shells from the recoil of the shot.

In the exhibition 100 rounds were fired without a hitch. The exhibitor fired twenty-four shots in 43¾ seconds at a range of 110 feet, and all were hits. He was not an expert with the piece. It weighs 2 pounds 12½ ounces, and is 11 inches in length. The grip is placed at the centre of gravity, giving a steadier fire. Through it runs a magazine capable of holding eight cartridges with nickel-jacketed bullets of 7.65 millimetres, about the same calibre as the Navy revolver of the present day. It has great penetration and an effective range of about 500 meters. A light adjustable stock may be affixed, making, for all practical purposes, a carbine for cavalry. The cartridges are of the Luger rimless type, which have caused such a sensation among gun men during the recent small arm tests.

GERMAN GLASS TRADE.

The glass business in Germany, according to Kuhlow's Review, has not escaped the effect of the general depression in all branches of business, and has been affected seriously by the state of trade in the United States. Renewed activity in the past few months encourages the German manufacturers to expect a decided improvement now, especially in their export trade with this country. In spite of the general depression, the exports for the first six months of this year showed a slight increase over last year. They amounted to:

Ordinary green hollow ware	$1,400,000
Hollow ware (flint)	555,500
Unpolished window glass	32,500
Rough plate	23,000
Polished plate	340,000
Mirrors	645,000
Pressed and cut glass	240,000
Miscellaneous	1,990,000
Total	$5,226,000

This is a very slight increase — a fraction of 1 per cent. over the same period of last year. Of this 30 per cent. was sent to England, 11 per cent. to France, and 8 per cent. to the United States. Diamant, in commenting on the above figures, says: "The figures for the United States were formerly higher. It is to be hoped that the new tariff bill will prove more favorable to the export trade in glass."

THE MODEL CLERK.

To be a good order clerk in Colorado, says a Denver paper, requires great tact and a good student of human nature. The fresh man of blustering propensities may succeed a few times, but he is ultimately a dead failure. A good order man must be one who can command his feelings, exercise the greatest patience, and always let a smile of joy play upon his face when he learns that the lady of the house does not care for anything to-day, and he must close the gate as carefully as if he had a fifty-dollar order to fill. He must be religious and well versed on all church news. He has also occasionally to be a liberal thinker; he must be poetic, and know how to recite sentimental snatches to the servant girl who dotes on poetry and trashy novels; he must play with the children, admire and flatter the old grandmother, know how to fix a clock, set a hen, pull a tooth or prescribe for the sick dog. In fact, he must be a walking encyclopedia of useful knowledge, all of which he must be able to bring into play at one and the same time. Show us a model order clerk and we will show you a man who can cope with the diplomatic powers of Europe.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before.
Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

Clarkson & Cross

ACCOUNTANTS . . .

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PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Masonry Burlington Bridge," will be received until Thursday, the 10th day of January, 1895, for the construction of the Pivot Pier and Abutments of a Swing Bridge over the Burlington Channel, near the city of Hamilton, Ontario, according to plans and a specification to be seen at the Custom House, Hamilton, at the office of the Resident Engineer, 36 Toronto street, Toronto, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for the sum of two thousand dollars ($2,000,00) must accompany each tender. This cheque will be forfeited if the party decline the contract, or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY,
Secretary.

Department of Public Works, Ottawa, 18th Dec., 1894. (2)

ELECTRICITY ON SHIPBOARD.

MR. S. Dana Greene, late Ensign of the United States Navy, read a paper on this subject at the recent meeting of the Society of Naval Architects and Marine Engineers. So far, the principle, and indeed almost the sole application, of electricity on shipboard, he says, has been for lighting. In this direction the American practice has developed apparatus in most respects superior to that in use in other navies, but it deteriorates more rapidly because our people have paid less attention to strength and durability. In fact, electrical installations at sea are subject to special agencies of destruction, as salt water, salt air, steam and excessive heat, and Mr. Greene thinks that a marine installation should be expected to cost at least double what it would cost on shore. The wiring of a ship is the most difficult and expensive part of the whole installation.

The application to be made in future on warships include the operation of ammunition hoists, the turrets and the heavy guns, the torpedo apparatus, the ventilators, portable machinery of various sorts, the operating valve of the steam steering engine, the opening and closing of water-tight doors, and the driving of ice machines. Beyond this a special application will be in the range finder, which will play an important part in determining a victory. Signaling and firing circuits and electric logs will also be used. A curious special application has been devised by Lieutenant Bersier of the French Navy; this is in automatic steering. By an ingenious arrangement the movements of the rudder are governed automatically by the movements of the compass gear, so that the ship is held on her course without the constant use of the wheel by the helmsman. This device has been tested in squadron practice for two months with complete success.

Mr. J. W. Miller, in discussing Mr. Greene's plans, said: We have used search lights on our sound steamers with great effect. That use was developed on the idea that the ship should not have a search light in order to see during a fog, but in order that other ships could see it. Then the idea came that the light should be aided by sound and we looked about for a device that would sound an automatic whistle. In the last few months the inventors have, I think, succeeded in getting over their troubles and now we have on our steamers an electric device which sounds the whistle automatically at required intervals. Intervals for different ships are different so as to convey specific information. Such a device would be of great use in men of war. The vessels of the squadron could have their whistles timed to sound at characteristic intervals.

F. J. Gillespie, general merchant, Uptergrove, has been re-elected reeve of Mara by acclamation. Congratulations.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. — Three Rivers.
Lac a lac Tortue. — Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date,** and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

BLACKSMITH'S TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

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1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

DESIRE OF A TOOL BUILDER.

A TOOL builder whose business—or at least a large share of it—is in the line of fitting up factories with special machinery and tools for the economical production of small machines and appliances in large numbers, was saying, the other day, that a considerable portion of his time was taken up in trying to form conclusions as to what was to be the next new development in manufacturing of that class, remarks American Machinist.

Years ago, guns and other small arms had claimed his attention; then it was sewing machines; then typewriters; then cash registers, and now bicycles. One after the other the various articles had been first constructed experimentally in his establishment, and then, as they became regular articles of manufacture, he had in some cases taken contracts to manufacture them in large numbers, or had sold the equipment for manufacture elsewhere.

Certain standard machine tools had, of course, been used in all the various branches of work, and the only changes in them had been such improvements as could be devised from time to time, but there was a considerable proportion of the work which was special, a large class of machines and tools used in typewriter manufacturing, for instance, being entirely useless on bicycle work, and vice versa.

As a tool builder, he was, of course, glad of this, for his business depended largely upon his ability to produce machines and tools adapted to new conditions—conditions for which the older machines and tools were not adapted; and if he only had the power of looking into the future a little further to see what was coming, and thus be enabled to prepare for it, he would be somewhat happier—or less miserable.

We frequently see references to the importance and necessity for business men looking into the future as far as possible, but a machinery manufacturer has all the incentive to do this that other business men have, besides some others that are peculiar to his business, and that ordinary business men do not have.

COPPER WOUND STEAM PIPES.

An important change is to be noted in engineering practice, namely, that of winding steam pipes over 8 inches in diameter with 3-16 inch copper wire, says Power, thus nearly doubling the bursting pressure, in the case of merchant steamers using high pressure steam. It is found that, as with the wire-wound gun, wire of square section coiled round the pipe under tension adds enormously to the strength, and the results of some tests have shown that a wired pipe stands just about the pressure it ought to have stood when unwired, had the copper not been injured in the brazing. To obviate the risks of careless brazing and enable the thickness of sheet copper forming the pipe to be reduced to a minimum, at the same time that full advantage of wire-winding is secured, an improved system of manufacturing steam pipes has been devised—forming even a closer analogy to the wire gun than the usual system of wire winding—and consists in using copper of the thinnest practical gauge to form the interior or core of the pipe. The body of the pipe proper is composed of steel wire wound closely around the core, the interstices being filled in solid with copper by electro-deposition.

RE-ROLLING STEEL RAILS.

THE process for which I have secured a patent for renewing old rails is a very simple one, writes E. W. McKenna in a contemporary, and does not require any special machinery beyond a furnace adapted to the heating of rails 30 feet in length. This is longer than the furnaces in use in rail mills, and requires some special features of construction, which are usual, however, to long furnaces which are used for heating metal for other purposes.

The rolling machinery that is used is that usual to rail mills; an ordinary two-high or three-high mill can be used under different conditions to accomplish the result.

I do not know how much information you have concerning the process, and will explain at length the conditions which induced the conception of the invention, and its practical results as thus far developed. You are doubtless aware that it is a custom on many western roads to subject rails to the sawing precess, i.e., where the flowage of metal has been extreme at the ends and not excessive through the body of the rail, the ends are sawed off, reducing the length of the rail about 10 per cent., and the rails thus reclaimed are laid in the track. The product of this process is about as follows: 70 per cent. relayable main track rails; 20 per cent. side track rails; 10 per cent. scrap in crop ends. The result of this system is not satisfactory, for the reason that the 70 per cent. of relayable rails are more or less worn on the tread, and it has been found impossible to secure even butt joints on account of the unequal wear of the rails during their previous life, and the unequal plane where the rails are joined makes the subsequent deterioration very rapid.

The sawing process costs something, and as 10 per cent. of the rails are reduced to scrap, and the shortening of the rails calls for 10 per cent. additional joint material, it is very evident that the process in view of the result is expensive. With the experience gained from watching this operation, the suggestion came that the rails were not worn out, but were rendered unserviceable on account of the flowage of the metal in the tread due to rolling impact. In short, that the loss of metal by attrition was very trifling, and all that was necessary to restore the rail to its original usefulness was to replace the displaced metal.

To verify my observation, I at different times had rails of different weight and section, after they had been removed from the track to be subjected to the sawing process, weighed, and found that rails 60 pounds to the yard, after from ten to fourteen years' service, had lost from .117 to .135 pounds per yard, and rails on 67 pounds section, after seven years' service, had lost .087 pounds per yard.

The process patent that has been granted me consists of two steps: 1. Heating below the decarbonizing point; 2. Replacing the displaced metal. Practical experiments that have been made demonstrate conclusively the fact that rails, such as are now subjected to the sawing process, can be renewed with a loss of transverse section not exceeding two pounds per yard, one-half of which is saved in the elongation of the rail, so that the net loss is about as follows: Oxidation, .50 pound per yard; crop ends, .50 pound per yard. Experiments have also developed that in rails that were elongated as much as 12 per cent. the bolt holes are rolled into an oval form, but were less than one-half inch out of centre, and were changed to the circular form by a simple swagging process, which does not cause any material upsetting of the material in the web surrounding the holes; as the elongation, however, in ordinary practice would not exceed from 1 to 3 per cent., this feature of the process is readily met.

In the process above outlined there is necessarily some reduction of the width of the flange in order to secure equable draft through the holes to reshape the metal in the head. This reduction of the flange for obvious reasons would militate against future successive renewals of the rail, which is a valuable economic desideratum for railway interests. To meet this point, I have invented a machine, in the operation of which the web and flange of the rail are maintained intact, the metal of the head only being worked upon. In this machine there is no distortion of the bolt holes. The metal in the head of the rail is put in shape by pressure imposed in a vertical line upon the tread, that is to say, the metal is worked into position in the line of the subsequent work it is called upon to perform.

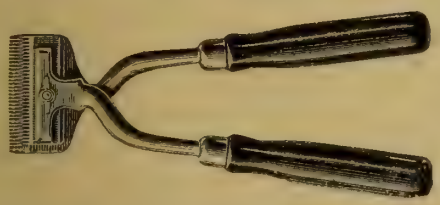
I have no drawings at hand to illustrate its workings, or I should be very glad to send them to you. If the invention will accomplish the results sought for, it is evident that the steel rail of 75 pounds or upward in section, which is now cast away at the end of one life, can be renewed at trifling cost, and be made to serve from five to fifteen years.

I forgot to mention in the proper place that chemical and physical tests of the rails renewed by this process were made, and it was found that the chemical constituents did not undergo any change, "the hardeners" remaining practically the same as before, and the physical properties, as demonstrated by etchings taken, show that the physical structure of the rail was improved.

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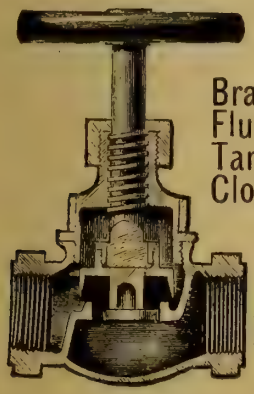
HORSE CLIPPERS

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Brass Supplies
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Closet Seats

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THE OAKVILLE BASKET CO.,



Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS

THE OAKVILLE BASKET CO.

THE HARDENING OF MORTAR.

IT is a common belief among builders, says a contemporary, that it is better practice to mix lime mortar and let it lie in a heap some days previous to use, rather than to employ it directly after preparation. In order to test this point, samples of mortar were taken, on successive days, from 2 separate heaps of large size; briquettes were made therefrom, and, after an interval of some weeks, were broken for estimation of tensile strength with the following results:

	Days in heap after mixing.	Days exposed to air as a briquette.	Av. breaking weight in lbs. per sq. in.
Mortar No. 1	3	50	34 6
" "	4	49	38.6
" "	6	48	38.1
" "	7	46	39.3
Mortar No. 2	4	48	36.0
" "	5	47	38.0
" "	6	46	41.2
" "	7	45	41.5

As concerning the formation of calcium silicate through the action of the lime upon the sand, the amount of such formation was found exceedingly small, even after great intervals of time.

After extended experiments with mortar taken from the old Van Rensselaer mansion at Albany, built about 1760, and with mortar from a very ancient tower in the valley of the Lahn, the quantity of calcium silicate found therein was 0.34 per cent. of the total weight of the mortar, an amount altogether too small to be considered as a factor in the hardening of the mortar.

The influence of tempering hydraulic mortar with water containing sugar (one-half pound of sugar to one gallon of water) is shown by the following averages, the mortar used having a tensile strength, when tempered with pure water, of 63 pounds per square inch.

Average tensile strength of sugared briquettes exposed to water during 38 days was 62.75 pounds.

Similar briquettes exposed to air during the same period were 65.4 pounds.

There is, therefore, a gain of 3 and 8-10 per cent. over the water-tempered mortar in cases where the mortar is used in air, but no advantage when the mortar is intended for sub-aqueous work.

In South America there has been occassional use of bullock's blood for tempering hydraulic mortar. In view of this, a number of experiments were made with the same mortar which was used in the sugar experiments, but the tempering was made with bullocks' blood diluted with one-third its volume of water. The resulting briquettes set somewhat more quickly, and were very hard and firm. Their average tensile strength was :

After exposure to water during 37 days, 68.3 pounds.

After exposure to air during 37 days, 69.8 pounds.

Thus showing a gain over the water-tempering of 10 per cent. for the briquettes set in air.

HELLO!

Is that the HARDWARE!

We wish to thank your readers for the orders we have received during the past year, and 1895 finds us in a better position than ever to fill any orders entrusted to us in the lines of Wringers, Washers, Churns, Mangles, etc.

Our aim is **GOOD GOODS** and prompt shipments.

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HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SONS, - Montreal

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

In Handy Cans
IS THE PROPER LINE.

A. RAMSAY & SON
MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS
As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S.—We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

——OF THIS NAME

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

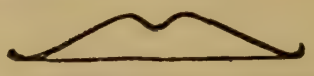
ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over ONE HUNDRED YEARS of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect Extra Hollow Ground Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Jan. 4, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18½ 19
Straits "	18 18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

3-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head

16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼

Gordon Crown—

16 to 24 gauge, per lb	4 4½
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4⅛ 4⅜
" 7-16 " "	3⅞ 4
" ½ " "	3⅝ 3⅞
" ⅝ " "	2⅞ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04¾
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 80 1 90
English Oxides per cwt	3 00 3 25
American "	1 25 1 90
Canadian "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.

Vegetable, per doz., dis. 37½ per cent		
Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz		1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 57½ per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04¾
Screw hook and hinge—

6 to 10 in., per lb.	0 3½	0 04
12 up "	0 2½	0 03

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng.. dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton $3 60
Snow, " " .. 3 85
F.O.B. Montreal 15c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis per cent. dis. 00 to 25
Home, each ....

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy 1 75
40dy 1 80
30 dy 1 85
20, 16 & 12 dy 1 90
10 dy 1 95
8 & 9 dy 2 00
6 & 7 dy 2 15
2. Amer. Pattern Only from 4 to 5 dy 2 25
3 dy. (lath) 2 75
3. Canada Pattern Only from 4 to 5 dy 2 25
3 dy. (lath) 2 65
3 dy. A.P. Fine 3 35
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1½ 2
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

	Rope		Per lb.
	Sisal.		Manilla.
7-16 in. and larger..	6¼	...	9½
¼, 5-16, ⅜ in.....	7	...	10
Cotton, per lb.....		13	16
Russia Deep Sea, per lb..	12¾		13½
Jute	" ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list
Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 80 & 5 to 80 & 10

Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 9 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1[illegible]
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8,10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	} 3½	3½
" 4 " 4 & 6 " "		
" Plain twist, all deld	3½	3½
" Steel thorn and ribbon.....	4½	5
"Lock Barb," 4 point	..	4½
Ditto Glidden 2 point	..	4½
Galvanized Barb, "Lyman," 2 to 4 points.....	..	4½
Steel staples	3½	3½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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The original selling price of "Ideas for Hardware Merchants" was $1.00; the price now is

50 CENTS

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> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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ROTHERHITHE, LONDON, ENG.

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Manufacturers of The Celebrated Brand **B. B.**

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Menzie, Turner & Co.

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO, JANUARY 12, 1895. No. 2.

MAGNOLIA METAL

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BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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Tiles

CUTLERY

FINE BUILDERS' HARDWARE.

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"No. 2" Clad

We are now making in two lengths, viz. :

5 ft. 6 in. List Price $25.00
5 ft. " " 23.00

The Toronto Steel Clad Bath and Metal Co.

LIMITED.

A. G. BOOTH, Manager.

123 QUEEN STREET EAST TORONTO.

Tornado Oil Cans

ON THE

SYPHON PRINCIPLE



Made of Heavy Galvanized Iron.

Pump supplied with this can is attached by means of a screw, thus giving free access to both can and pump and leaving a large hole for filling. A cap is fitted over the syphon tube and pump handle which protects it from being damaged in shipping.

KEMP MANUFACTURING CO.

Toronto.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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John Cameron, General Subscription Agent.

PRICE FIXED ON CUT NAILS.

A FIXED price again obtains on cut nails. The manufacturers made an agreement to this end at a meeting held in Toronto on Friday last.

Those present at the meeting were : Mr. A. F. Macpherson, of Montreal Rolling Mills Co.; Mr. James Peck, of Peck, Benny & Co.; Mr. Abbott, of Abbott & Co.; Mr. McAgy, of the Pillow, Hersey Co., Montreal ; Mr. Howland, of Graham Nail Works, Toronto ; Mr. Doolittle, of Ontario Rolling Mills Co., Hamilton.

The base price fixed is practically the same as HARDWARE last week predicted it probably would be, the only thing that was not fulfilled to the letter being in regard to the terms on carload lots.

Under the new order of things the base price is now $2.10, f.o.b. Montreal, Toronto, Hamilton and London, with the usual extras.

On carload lots of not less than 200 kegs a rebate of 5c. per keg will be allowed.

Terms are four months or 3 per cent. off.

It was a year ago that the association decided to suspend the operation of the clause fixing the price of cut nails, and since then values have been more or less demoralized. In Montreal nails sold down as low as $1.55 f.o.b. ; the present price is, therefore, an advance of 55c. per keg on that figure, although upon the ordinary selling price the gain is 50c.

The jobbers seem to be satisfied with the new arrangements. They, like the manufacturers, have been getting little or no margin on nails, and, naturally, they would be pleased with anything that promises to secure to them the desideratum.

The present arrangement, it will be noticed, gives a distinct advantage to the carload buyer : He will have 5c. per keg to start upon, not to mention the difference in freight between carload lots and less than carload lots, which in Ontario will run all the way from 10 to 20c. per 100 pounds.

HARDWARE is given to understand that the new agreement applies to Manitoba and the Northwest Territories as well as to Ontario and Quebec.

For British Columbia the price is open, the competition from San Francisco precluding the establishment of a fixed basis there. It is a four day's sail from San Francisco to Victoria, and yet freights are so low that nails can often be laid down in the latter from the former city cheaper, even after paying costs of carriage and ¾c. per pound duty, than they could be if bought in Eastern Canada. Consequently a fixed price would be impossible for the Coast.

This makes the third time during the past five years that the cut nail makers have decided to sell on a uniform basis and afterwards broken their agreement. It will be interesting, therefore, to see whether the latest arrangement is to be more fortunate than preceding ones.

THE WIRE NAIL CHANGES.

It appears that the changes in wire moulding and finishing nails do not go into effect till the 14th inst. HARDWARE is also in possession of more complete information regarding terms, etc.

Moulding and finishing nails, if in one pound packages, are subject only to 75 and 10 per cent. discount instead of 75, 10 and 5 per cent., as formerly.

Cigar box nails, ½, ⅝, and ⅞ inch, of 18, 19, or 20 gauge, 80 and 5 per cent. discount. All other nails, 75, 10 and 5 per cent discount.

On lots of 1,000 lbs. and over freight will be prepaid on railway tariff up to a rate of 25 cents per 100 lbs.

Terms on wire nails are four months or 3 per cent. for cash if paid within 30 days.

THE TIDE IS TURNING.

ONE of the best evidences of returning trade prosperity is the concurrent efforts that are being made to bring the desideratum about.

The depression which has hung over the commercial world during the past two seasons is not the result of famine, pestilence or war.

It is the result of reckless speculation, reckless credits, reckless living ; in a word, bad business methods.

The first turn of the screw which began to bring men to their senses was given when the Baring failure startled the world; and the tightening up process has been going on ever since, until manufacturers, merchants and financiers are perforce compelled to reform their business methods.

They are doing what the mariner does when he is in a storm—taking in sail.

The smallness of profits demands that expenses shall be brought down to meet them, that credits shall be for shorter terms, and that greater care shall be exercised in granting them. With all these demands business men are now complying.

When the cause of a patient's sickness is removed convalescence begins. And now that the cause of the past few years' sickness in trade is being removed business is more healthy, and before a great while it will be strong and vigorous again.

Canada is no exception to the rule. Confidence is being restored, foreign capitalists are more inclined than ever before to turn their attention to the development of our amazingly rich natural resources, and already our mining and our lumbering industries are taking on new life.

One of the things we now want most of all is increased population. This is even of more importance to us than the question of tariff.

LOW PRICES IN AMERICAN IRON.

HAD any iron merchant five years ago predicted that American pig iron would become a strong and successful competitor with domestic Nova Scotia and imported Scotch pig in the Montreal market he would have been considered illogical. Yet what was one time considered improbable came to pass last summer; and since then the American furnaces have regularly offered iron in Montreal, are still offering it, and are likely to do so, for their sales agents are now negotiating for further lots.

One advantage that the American iron possesses over its Scotch competitor, when the price is all right, is that it can be laid down in car lots as wanted, whereas a buyer of Scotch pig has to receive and store a whole jag of stock.

In view of this marketing of American pig in Montreal, it may be interesting to note that the American iron and steel market closed the year 1894 with prices the lowest on record, and also to make some comparison between the cost price at American markets and the prices which have ruled both in Great Britain and on the Continent.

In the Mother Country, Scotch pig has been quoted during the past year at figures equivalent to a cost of $10.20 to $10.30; Middlesboro' foundry, $8.50 to $8.60; ditto forge, $8.30; and Bessemer, $10.30.

In Belgium quotations have been: $10 at Charleroi, $9 20 at Luxemburg, and $8.45 to $9.40 for forge iron. On the other hand, in the United States quotations at Birmingham, Ala., have been: $8 for No. 1 foundry; $7.50 for No. 2; $7 for No. 3, and $6.50 for gray forge.

In this raw material, therefore, the United States has had the advantage of $1 per ton over Great Britain, and nearly $2 over Belgian producers.

American quotations on Bessemer iron have ruled slightly higher than those in Europe, being $10.65 to $10.80 at Pittsburg, a difference of 35 to 50c. in favor of Great Britain.

In other leading lines of iron, however, United States quotations have ruled lower. For instance, bar iron has cost $19 to $20 per ton at Pittsburg, against a cost of $23.40 to $23.50 in the north of England; and in plates the United States quotes $24 to $28 for steel, against $24.96 to $38.40 for iron in Belgium, and $23.40 for iron in Great Britain.

Whether this low range of prices is to prevail across the line is difficult to say, but it may be remarked that American advices state that considerable iron has been sold for the second quarter of 1895 delivery at an advance price, and this is said to be affecting the market for earlier deliveries, and has created a feeling that better business may be done across the line in 1895.

READJUSTMENT IN HORSESHOES.

Further changes in the schedule on horseshoes were made by the association at a special meeting held a few days ago.

It will be remembered that at the meeting held last month the price was fixed at $3.50 Montreal, $3.60 Toronto and Hamilton, and $3.65 London, all f. o. b. The preferred list was at the same time done away with, and a quantity basis of sale substituted.

The trade will also call to mind the fact that in October last the association made a change in the terms, whereby a rebate of 10c. per keg was to be made on purchases of 25 kegs or over.

This rebate, it was found, would not work well with the quantity basis in vogue, and so at last week's meeting of the association it was decided to withdraw it.

THE PAINT AND OIL TRADE.

The wholesale paint, oil, and glass men have completed stock-taking, and while a house here and there is able to show a fairly good balance, it cannot be said that trade was last year generally satisfactory.

It could not well be otherwise. Practically, all the year round values in staples had a downward tendency; and the conditions were made worse by the reckless cutting in prices that was indulged in.

At the end of 1893 there were associations governing the price of white lead, turpentine, linseed oil, and prepared paints. At the end of 1894 there was not one. They all died at the opening of the year. Then followed a demoralization of prices such as had probably never been seen in the trade before.

Sundry efforts have been made since the associations became defunct to resurrect them, particularly that relating to white lead, but each has so far failed of its purpose.

On such lines as white lead, turpentine, linseed oil, and putty, the margin of profit, it is said, has not been much better than 3 to 5 per cent. Glass has been a little better probably, but as the price of this has steadily declined, and large stocks are generally carried, it is clear that there have been anything but excessive profits on this article. In some sizes of glass the decline is said to be about 15 per cent.

IT IS NOT CANADA'S BUSINESS.

CERTAIN English journals suggest as a remedy for Newfoundland's woes that she join herself to the Dominion of Canada.

These journals are doubtless actuated by the best of motives, but to applaud the wisdom of them is another thing.

Canada, although the bigger and elder sister, has repeatedly since 1867 knocked at Newfoundland's door and invited her to come into the Confederation, but these invitations were rejected as often as they were made.

Newfoundland's right to do so no one will gainsay. But there is not the same opinion in regard to her right to come in now and ask the Dominion to share her woes financial and her woes political.

No, Canada does not want Newfoundland just now. Canadians sympathise with her. We always have done. Our sympathies went out to her—and our money, too—when fire devastated her capital. Our sympathies went out to her, and our indignation blended with hers in the humility she had to bear because of the French fishery question. And we are heart and soul with her now.

But we must, first of all, be just to ourselves. We have our own problems to solve. Although there is not much fear and trembling about it, we have our national salvation to work out. If we took over our sister colony down by the sea, with her bag and baggage of troubles, we would not be just to ourselves—nor to Newfoundland herself, for that matter.

The hole which she is now in is of her own digging, and the more she is made to depend upon her own energies for getting out the better will it be for herself.

True, Newfoundland has not yet asked the Dominion to take her in. But leading English papers are suggesting such union; and a sentiment tending toward a consummation of this idea is, we are told, developing in Newfoundland itself.

If it is anybody's duty to come to the rescue of the financially swamped colony, it is Great Britain herself, not Canada. She is the mother, and has the means; Canada is but the sister, and has only the means for the supplying of her own needs.

DEPARTMENT STORE EVOLUTION.

WHETHER it be long-lived or short-lived, the department store era does not yet show signs of waning.

Look in whatever large city we may, the department stores are increasing rather than decreasing.

In Chicago, the home of the department store on this continent, this fact is clearly demonstrated, and in a striking manner, too.

One is frequently led to wonder whether there is a limit to the evolution of the department store; and there is a proposition on foot in Chicago which makes the answering of this question all the more difficult.

A store, we are told, is to be built in that city which is to surpass anything else in the world of its kind. Its frontage, will be 400 feet. But its uniqueness does not lie so much in its size as in the peculiarity of some of its departments.

This particular store, in addition to the general departments, will have a bank, restaurant, barber shop, swimming baths, photograph gallery, intelligence office, daily paper, etc.

This idea of a swimming bath is particularly unique. We have department stores in Toronto that serve up refreshments and one that issues a periodical. But a swimming bath in a department store is something that probably none but those who originated the idea in Chicago ever thought of.

Let us see. These department stores now sell groceries, hardware, boots and shoes, furniture, dry goods, books, confectionery, publish newspapers, dispense refreshments, shave chins and crop heads.

Where is this thing going to stop, anyhow? The competition is getting blessed near to each one of us. Even upon us newspaper men this gourmand of a department store seems to have got its eye.

By-and-by, those of us afflicted will be numerous enough and strong enough to rise up and wipe our tormentor from off the face of the earth. And what then? Why, like Banquo's ghost, it would bob up again next day.

The best thing we can do is to fight a good fight, and exercise all the push and enterprise we can command. Better results will be obtained in this way than by trying to sit on something that will not down.

THE PRICE OF PREPARED PAINTS.

All hope of reviving at least some of the defunct associations in the paint and oil trade does not seem to have been abandoned yet.

HARDWARE understands that an effort is again being made to organize an association among the white lead grinders, but whether it will prove more successful than the several other attempts that have been made since the old organization was dissolved a year ago remains to be seen.

In the meantime, however, the grinders will not accept open orders or book for future delivery.

A movement is on foot also among the manufacturers and jobbers, with a view to an understanding regarding prepared paints. The parties to it are Toronto and Montreal people, and HARDWARE understands that it has been practically consummated. It is not proposed to form an association, makers and manufacturers merely agreeing not to sell pure under $1 per gallon.

ANOTHER CUSTOMS ORDER.

A NEW Customs order has been received at Halifax, signed by Mr. Watters, "acting commissioner of Customs."

It provides that outward manifests shall only be available to the particular exporters concerned in the case, and that the Customs are to furnish the press with a summary of the exports, description and quality, but nothing more.

Hitherto, the outward reports have been available to the press and the merchants generally, and they copied the lists of various articles shipped, with the name of the exporter.

The collector at Halifax, on being asked to interpret the order, said that heretofore the press, when requesting a list of the exports, could not see the outward reports, but the officials would supply them with the total amount of each article shipped, and the value, but not the name of the shipper.

It is needless to say the order gives general dissatisfaction, especially with the fish exporters.

What brought about the order has not as yet transpired, but it is thought that one or two small dealers who did not wish to see their names in print made a complaint.

A small manufacturer of Halifax stated recently that the publishing of his name with his exports gave Montreal people in the same business a chance to locate his markets. He had a good business in Newfoundland at one time, but Montreal took it from him, and he blames the publishing of the exports for it. Keener business methods were, doubtless, the true cause.

BRITISH-CANADIAN TRADE.

According to the London, Eng., Board of Trade returns for 1894, British imports from Canada increased during the year £489,000, or nearly 5 per cent., as compared with 1893. The increases include: Sheep, £220,000; cheese, £100,000; eggs, £17,000; fish, £290,000, and wood, £350,000. The decreases include: Butter, £100,000; wheat, £270,000, and metals, £4,000. Exports from Great Britain to Canada during the same period, compared with 1893, declined £1,300,000, or nearly 28 per cent.

MONEY AND STOCKS.

THE feature of note on the Toronto Stock Exchange during the week is the recovery in Ontario Bank stock. The direct cause of this is the assurance that a large account, in which the bank was supposed to be interested, is under $15,000 instead of being $200,000, as it was at first reported. Ontario's stock is now 100 asked and 92 bid. This is 8 and 5¾ points respectively higher than about ten days ago. It is almost needless to say that there is joy in the hearts of those who bought freely of the stock in the days of its weakness.

Next to Ontario Bank stock the place of interest on the Stock Exchange has been the weakening tendency in insurance stock, in consequence of the heavy losses incurred by some of the companies in Sunday morning's fire.

There has been a little more demand for call loans, and it is thought there may be a stiffening of rates in consequence. At the moment, however, 4 to 4½ is still the idea.

The dividends for loan and insurance companies are being paid, and the amounts being received from this source I understand, either have been or are being largely reinvested in small lots.

Toronto Street Railway stocks continue to gather strength, 63½ now being asked and 63 bid. There have been a few transactions around 63, but on the whole business is quiet in this stock.

There is about the usual amount of commercial paper being discounted. The range is still 6 to 7 per cent., with 6 per cent. as the ruling figure. In New York rates on commercial paper were 2¾ to 3 per cent. for for sixty to ninety-day endorsed bills receivable, 3 to 3½ per cent. for four months' commission house and prime four months' single names, 3½ to 4 per cent. for prime six months, and 4½ to 7 per cent. for good four to six months' single names. Larger offerings are expected.

The aggregate returns of the clearing houses of the United States for the year 1894 were $45,615,280,187, compared with $54,309,562,775 for 1893, a decrease of 16 per cent. The decrease in New York alone was 22 per cent. Among the large cities the only one to show an increase was Cincinnati, its clearing being 0.2 per cent. larger than in 1893. In fact, generally speaking, the southern cities make a better showing than do the northern.

Exports of gold from New York last week aggregated $4,500,000. This is the largest in any week since August, and brings the Treasury's actual gold balance down to nearly $82,000,000.

ARGUROS.

NOVA SCOTIA LETTER.

HALIFAX, Jan. 9, 1895.

THE Halifax Hardware Merchants' Association held its 6th monthly meeting, or 1st half yearly meeting, at the Halifax hotel Tuesday. After the transaction of business the members and a few invited friends sat down to dinner. Although the association has only been in existence for the short period of six months, its usefulness has been fully demonstrated. Merchants are brought into closer touch with one another, and the practice of cutting prices has been done away with to a considerable extent. The association is in communication with outside dealers, who seem to take favorably to the ideas thrown out for a general understanding among the trade in the matter of prices. It is expected that an understanding will be arrived at between the dealers in this city and the dealers in St. John regarding matters of moment to the trade, which will be of mutual advantage to both. One result of the association's work so far is the unanimity in prices. Business is now being done on the merits of the articles offered for sale, and cutting is the exception, where heretofore it was the rule.

The steel works at New Glasgow and the iron works at Ferrona are not yet one. The amalgamation of the two companies did not take place. The directors held a meeting in this city this evening, but the matter was not definitely settled

W.I. pipe was quoted by a local firm today at 65c. off the list and 3 per cent. for cash.

Business during the past week was very good. A large number of country dealers, who were in the city attending the funeral of Sir John Thompson, called on the merchants and left orders.

The foundry and machine shop at Hantsport are rushing things generally.

The blast furnace at Acadia Mines, Londonderry, will soon be completed. A large amount of ore is being received from Torbrook and Pictou county.

TAUNTON.

DARK STORES.

A dark store seems to imply the merchant's lack of confidence in his wares. It subtly suggests dingy, shop-worn merchandise which will not bear morning sunshine—old stock which ought to have been replaced by several generations of fresh merchandise.

A dark store not only suggests uncleanliness, but actually fosters it. The most conscientious sweeper cannot see into dim corners, and no one feels a moral responsibility for dust which must be sought for with a lighted lantern.

A dark store means increased expense for artificial light, and danger of fire from matches struck to find things in a hurry.

A dark store depresses the spirits of every one who works in it, from the proprietor to the errand boy. It means cross words, endless mistakes and probable incivility to patrons.

A customers never sees anything new in a dark store. He buys only what he had in mind before he came in, transacting his business as quickly as possible so that he may get into the light and sunshine again. This means a decrease of many per cent. in a day's total of sales.—"But."

MINERALS IN ONTARIO.

THE Ontario Mining Institute met at Kingston, on Jan. 3rd, and continued in session two days. There were present, among others, A. P. Coleman, A. Blue, T. Latimer, and W. H. Merritt, Toronto; B. T. A. Bell, Ottawa, secretary; Prof Nicol, T. L. Walker, M.A., W. G. Miller, and Wm. Mason, of the Kingston School of Mining, and Mayor Herald. Prof. Goodwin occupied the chair.

A discussion regarding the proposed union of the mining associations of Ontario, Quebed, and Nova Scotia took place, and a committee was appointed to bring in a report at another meeting to be held in March.

The following were elected members of the Institute: J. Donnelly and W. G. Kidd, Kingston; B. H. Clark, Clark's Mills; F. Burrows, Napanee; W. Mason, Kingston School of Mining; Prof. Dupuis, Queen's College; Prof. Carr Harris, Royal Military College, and T. L. Walker, Kingston School of Mining.

With a view to preventing quacks swindling the public, Prof. Goodwin, D. Coleman, W. Hamilton, and W. H. Merritt were appointed a committee to "report upon the advisability of legislation upon engineers who designate themselves and practise as mining engineers in the Province of Ontario."

At the second day's session of the association, after a paper by Dr. Goodwin, of Queen's, upon "Nature's Concentration of Minerals," T. L. Walker, M.A., gave a paper on "Dykes in the Sudbury Region." These dykes contain more nickel than the best mines around Sudbury, though it is only .0275 per cent. of the dyke. But the nickel is not concentrated, and so is not of use practically, though there is sufficient in one dyke of three miles in length to supply the world's market for ten years.

Mr. McKellar read a paper on "The Silver Mines of Thunder Bay," in which it stated that the territory containing silver covered 100,000 square miles.

W. H. Merritt thought the most interesting district for studying silver veins was that of Port Arthur, and that the future would show extremely profitable mining there.

Mr. Miller next gave a paper on "Rocks in Ontario."

The next paper was read by Dr. Coleman on "Gold in Ontario and its Associated Rocks and Minerals." Gold, said the speaker, extends from one end of the province to the other, and the regions are divided into three. There are found no gold sands in Ontario, owing to glacial action. The gold of the province, when found, is, however, of excellent quality. It takes the form of nuggets and scales, but no crystals are found. Silver usually accompanies gold in varying percentages. Oxides of iron and sulphates of tin are also found with the gold. Iron and copper pyrites go to make up the gold ores, together with sulphides of copper, zinc blend, and galena. Arsenic, which is another accompaniment, is in some places so plentiful as to be of value for handling.

Messrs. Merritt and Blue discussed the paper, after which Secretary Bell said that the Government should follow its geologists up with mining engineers. He commented the School of Mines on its mill, and hoped that, as a result of the establishment, Ontario ore would be milled in Ontario. He denounced the so-called mining experts, who were only quacks, to whose influence much of he depression in the commercial line of gold interest was due.

Prof Nicol, of Queen's, read a paper on "Compounds of Boron." Boron, he said, was found in a great number of compounds. Some of the finest possible specimens of datolite, one of whose compounds is boron, are found at Smith & Lacey's mica mine at Sydenham. Prof. Nicol announced the discovery at the Foxton mine, Lough oro', of anhydrate, a calcium sulphate. This is the first discovery of this mineral in Ontario, and it occurs in only one place in Nova Scotia. The quality of the Ontario anhydrate is superior.

Mr. Merritt stated that mica mining was in its infancy in Canada, and Mr. Bell, of The Mining Review, says that to-day there are about fifteen companies in Ontario and Quebec, employing some 200 men, and operating with a large amount of capital. Last year they mined 400 tons of good mica.

A paper on the "Iron Deposit in the Glendower Mine" was read by Mr. Miller. The location of the mine is at Bedford, a few miles from the Kingston and Pembroke railroad. The paper took up the theories of the iron deposits and then applied these theories to the Glendower deposit, trying to fit one to it. The deposit has an average width of from 20 to 40 feet, and has been worked to a depth of from 180 to 200 feet. The top mineral was free from sulphur, and the Government drill is at present working there to ascertain if the lowest part of the bed is free from sulphur. The drill has now reached a depth of over 200 feet, but has still probably a couple of hundred feet further to go to decide the question. None of the 15 to 18 theories of iron deposit seem to fit the deposit at Glendower, although it is probable that the deposit is the result of leaking from the rocks, which took place in the weak joint of the limestone and hornblend rocks which are situated on either side of the deposit.

The delegates to the convention were tendered a banquet by the city.

The next annual meeting of the society will be held in Toronto.

MESABI ORES IN THE FURNACE.

THERE has been so much talk regarding the percentages of Mesabi ores that have been found available in the furnaces, and the misrepresentation has been so great that a few facts on the subject will be of interest, says Iron Age. The use of Mesabi ores, too, is such an important matter, economically, both for the furnaceman and the miner on all ranges, that all that can be said on the subject should be without prejudice, which much of it has not been.

It may be said in premise that most of the difficulty that was early found with the ores of this range was in the smaller and older furnaces of the valleys, where the blowing capacity was insuffi ient to counteract the tendency of slipping in the furnace, and where there were other difficulties. To the present time but one furnace has successfully run on all Mesabi ore, and that was the Duluth plant, built by John Birkinbine and operated by A. S. Richards. This furnace made a fine Bessemer pig from the ore of the Cincinnati mine, and would have been in operation yet but for the stoppage of work at the Bessemer plant which bought its material. At the present, numerous furnaces are steadily increasing their percentages of Mesabis, with good results. One of the Oliver furnaces, 16 feet bosh, 73 feet high and 11 feet top, has averaged for some time 257 tons of No. 1 pig daily from 66⅔ per cent. Oliver, one-sixth Pewabic and one-sixth cinder and slag. This furnace has a coke burden of 1,900 pounds to the ton, and the air pressure at the tuyeres has been 11 pounds. A Pittsburg furnace of the same size, but with smaller top and 6½ pounds pressure, using 20 per cent. Mesabi and the rest Gogebic and Marquette, was making but 140 tons per day. One of the largest furnaces in the Pittsburg district is using 40 per cent. of Mesabi, and, with a pressure of 13 pounds, is making 450 tons of pig daily, and the coke burden is about 1,830 pounds. Large blowing capacity, wetting the ore and other changes seem to help the Mesabi problem.

Some of the leading consumers of the Mesabi ores are believed to be using percentages as follows: The Carnegie Co., about 35; the Lucy Furnace, 58; the Oliver Co., about 66; Girard, 60, and to be increased to 100 as soon as possible; Illinois Steel Co., about 25; Rosena, 58; National Tube Works, 33⅓, and soon to be 50; Jones & Laughlins, 25; and most of the lesser furnaces that are using it at all from 10 to 25.

Since the coke strike in the early part of the year the consumption of these ores has been beyond the production, and while only about 21 per cent. of the ores that were shipped from the Lake Superior country this year were Mesabis, the consumption of these ores to-day is said to be 27 per cent. of the whole. It is claimed that an increase of 10 per cent. on the use of Mesabi ores will necessitate a production in 1895 of 3,500,000 tons.

The ores of this range have become the property of the actual consumers to a greater extent than those of any range, such companies as the Carnegie Steel Co., the Oliver Iron and Steel Co., the combination of Mahoning furnaces in the Mahoning Ore Co., the Sellers Ore Co., the Girard furnace and kindred interests, the Thomas Iron Co. and others. This tendency is likely to increase and will have no little bearing on the percentages of Mesabi that will be used.

There is no question that the percentages of Bessemer ores on the Mesabi are disappointing, but most of them are so near the limit that mixtures can easily be made.

VESSELS BUILT LAST QUARTER.

The number of sailing and steam vessels built in the United States and officially numbered, as shown by the records of the Bureau of Navigation, of the Treasury Department, during the quarter ending December 31, 1894, included nine steel steamships, with a gross tonnage of 10,429.90; 37 wooden vessels propelled by steam, with a gross tonnage of 3,310.39, and 77 wooden vessels propelled by sails, with a gross tonnage of 8 700.78.

Total steam vessels, 46, gross tonnage, 13 740.29; total sail, 77, gross tonnage, 8,700.78; grand total, 123 vessels, with a gross tonnage of 22,441 07, against 84 steam vessels, with a gross tonnage of 13,878.68, and 134 sailing vessels, with a gross tonnage of 11,697.66 in the previous quarter, showing a loss of 3,135.37 tons.

STRUCTURE OF GOLD NUGGETS.

The structure of gold nuggets is the subject of a paper recently contributed to the New South Wales Royal Society by Prof. Liversidge, F.R.S. Gold nuggets on being cut through, or sliced and polished, and then etched by chlorine water, were found to exhibit well-marked crystalline structure closely resembling the Widmanstatt figures shown by most metallic meteorites, except that in the nuggets the crystals are more or less square in section, and show faces which evidently belong to the octahedron and cube. On heating the nuggets in a Bunsen burner, blebs or blisters form on both the polished and unpolished surfaces; and on still more strongly heating, these, in some cases, burst with sharp reports, and pieces of gold are projected with considerable violence. As no explosions have been observed on dissolving or eating away the crusts of these blisters by chlorine water, it would appear that the blebs are probably due to the vaporization of some liquid or solid substance. As soon as a fresh supply of nuggets is obtained experiments will be proceeded with to ascertain definitely whether gold nuggets contain occluded gases, or liquids, or solids which are vaporizable. In slicing some nuggets, scattered granules of quartz were met with inside, although quite invisible outside, and at first it was thought that the explosion might be due to the quartz; but the gas, in some cases, continued to issue from the burst bleb—where the aperture formed was small—and forced the Bunsen flame out into lateral jets, just as if urged by a blow-pipe.

SHORT SUPPLY OF WHALEBONE.

Whalebone, according to an English exchange, is in great demand; the supply at present is quite inadequate. The high price is the chief incentive in whale-fishing. The whalebone is worth twenty-five to thirty shillings a pound. It is generally said that no artificial or natural substitute has yet been discovered, but we recently had brought to us an excellent sample of artificial whalebone which possessed most of the characteristics of the natural article, and could be produced in fair quantities at a price which would enable it to attract the surplus demand which the scarcity of the true article leaves unsatisfied. The method of manufacture as described by the inventor seems likely to be successful; the process, we regret to say, cannot yet be given in these columns, but it is well to know that the commonly-accepted statement as to the impossibility of imitating whalebone no longer holds good.

NOW AND TWENTY YEARS AGO.

Malleable iron castings which twenty years ago commanded £37 per ton, are now selling at £18, and the price of common iron castings has fallen in like proportion. It is true that pig iron is lower, and that certain economies have been carried out in the process of casting, but nothing has happened to explain the enormous drop in prices which we have noticed. Either the ironfounders of twenty years ago were doing very well, or those of to-day are doing very badly.—Hardwareman.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

EVOLUTION OF HOLIDAY GOODS.

FOR the last two years I have noticed a considerable change in the character of the holiday goods handled by the dealers in hardware furnishings, writes "Philemon" in Hardware Review. The change would probably have been much more wide if the difficult times had not come in between, but even now it is sufficiently pronounced to become worthy of note. I refer, of course, to the new goods that are being introduced, and especially to the better character of many of the lines. I asked a hardware jobber last Saturday what he was mostly selling to the holiday trade, and his answer was very brief and equally suggestive. "Silverplate" told the story in one compound word. He added in response to further questioning that his business in this line of goods was at least double what it was two years ago, and said by way of explanation that the low cost of plate and the better finish given by silver to the goods made them ready sellers, because, as he remarked with a smile, "most people prefer silver to pewter when the cost is not much greater, and it is known that the silver will last longer and make a better show." This is natural enough, of course, and easily explains why the demand for this class of goods has so steadily increased.

But there are still other changes. A good many articles are used in the household today that were not on sale in many sections of the country ten years ago, and had not even been heard of in others. I don't refer to articles of new invention that have been brought out since then, but to those which were occasionally seen, but not generally used. The chafing dish is one of these. I think it safe to say that not one stove or hardware dealer out of a hundred could tell exactly what a chafing dish was if he had been asked about it ten years ago, much less have told where they were made or how he could get one. I even doubt if any of them were made in this country at that time, excepting on a special order. They came from England—which isn't against them, of course, in the well-regulated American mind—and their sale has been extended until it would be rare to go into a store in any of the larger cities or towns and not find them on sale.

The chafing dish is an exceedingly useful article. In brief, it may be described as a small stove with a lamp attachment in which alcohol is used as a fuel. Practically speaking, it is a sauce-pan mounted on standards and having a water basin underneath that prevents scorching of the food. Almost anything in the way of a stew can be cooked in one of them, and its best use is in preparing special dishes, while its decided advantage consists in the quickness of its operation. It does not take the place of a stove in any way, but rather serves as an adjunct, and a very desirable one at that, beside being inexpensive and yet affording a good profit in the sale. One reason why the chafing dish is now being sold in such large quantities is that it has become a decided fad, which is only another way of saying that it is fashionable to have one and to know how to use it.

TRAVELERS' TALKS.

AN acquaintance of mine, who has been on the "road" for nearly half a century, amused me a few days ago by relating some of his experiences. When quite a beginner he "traveled in" iron bedsteads, the firm he represented being one of the first, if not the very first, to manufacture them, and as these articles were regarded at that time as appertaining exclusively to the upholstery trade, my informant naturally called on upholsterers in preference to ironmongers. His reception was, however, too often decidedly unfriendly. The upholsterers in provincial towns dealt exclusively in wooden bedsteads, most of which they made themselves, and thus when iron construction were offered to them they felt, like the Ephesians of old, that their craft was in danger.

One tradesman of this kidney upon whom my friend called appeared perfectly aghast at the idea of anyone being so lost to all sense of decency as to sleep upon a bedstead of iron, and so strongly were his feelings of hostility excited that he was obliged to call his wife into the shop to share in his indignation. "Come here, Maria," he cried; "here's a fellow actually wants to sell us iron bedsteads. Did you ever hear tell of such a thing?" "No, that I never did," replied Maria; "and I wonder at his impudence. Sakes alive, what would happen us when it thundered and lightened? Why, we should all be struck dead, sartin sure." After a few more experiences of an almost equally ridiculous nature, my friend determined to offer his goods to ironmongers, and for once in a way these much maligned tradesmen saw their opportunity, and embraced it.

Another story from the same source relates to the snobbish and exclusive spirit shown years ago by some of the old school of travelers towards young and inexperienced men. My friend at one period of his career was negotiating a line of goods, the samples of which could easily be put into a small handbag. Accordingly he usually carried the bag about with him, and at times actually had the audacity to walk from one town to another when the places were only three or four miles apart. In this unprofessional and undignified manner he on a certain occasion entered the little town of Witham, in Essex, and thereby so scandalised his fellow "drummers" that not one of the company assembled in the commercial-room of the principal hotel would speak to him. Several of these high and mighty ambassadors of commerce eventually came down in the world through intemperance, and more than one of them, in after days, were glad to accept "loans" from the man whom aforetime they had so stupidly scorned.—"Vulcan" in Ironmonger.

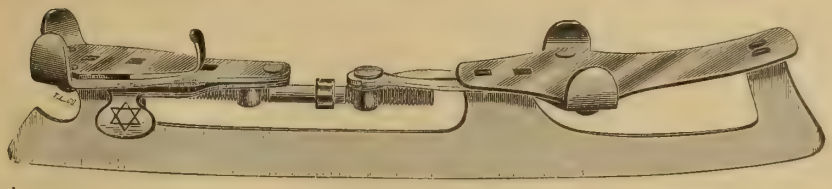
GERMAN LABOR.

The competition of German made goods is so largely felt both in this country and in America, that it is interesting to note the remuneration received by the producers of the imported articles, says Hardwareman. We learn from a recent authoritative source that the average earnings of ordinary German workmen amount to less than £40 per annum, and that women earn about half as much. The average wages of miners and foundry hands is less than 4s. per day. This rate of pay cannot be called a "living wage," and the only reward a workman can expect for exercising frugality and industry is the prospect of keeping out of debt. The cost of living is not in any way more favorable to him than to his English cousin, as the following prices will show: Luxemburg coal costs 29s. per ton, eggs 10d. per dozen, sugar 4d. per lb., butter 11½d. per lb., beef 9½d. per lb., pork 10d. to 11½d., none of these figures showing any advantage over the prices in this country. It certainly speaks well for English industry that it should be able to compete successfully against German goods, without reducing its followers to a similar financial condition.



The Star Skate

Made by the
Starr Manufacturing Co.
HALIFAX, N.S.



Quality and efficiency considered, it is the cheapest skate on the market.

We have them in all sizes.

We also have

Genuine Acme No. 7 in all sizes.
No. 0 in 7½ and 10½ in.
Starr Hockey No. 7 in 10 and 11½ in.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE MERCHANTS

37 FRONT STREET WEST. ..... TORONTO

ANOTHER USE FOR ALUMINUM.

A PLAN to replace platinum by aluminum for leading-in wires for incandescent lamps has been suggested, according to an exchange, by Werner Bolton, who exhibited lamps made with the substitute at the recent meeting of the German Electro-Chemical Society in Berlin. The coefficient of expansion of aluminum is much larger than that of glass, and direct sealing-in is impracticable. The joint between metal and glass is, however, made in the following ingenious manner: The aluminum is heated in a glass tube until it fuses and the envelope of glass fuses round it. When the composite rod cools the glass cracks; but this is of no moment, as the function of the glass is merely to prevent the aluminum melting when it comes to be sealed into the thick glass envelope which ultimately forms the base of the lamp. The joint between the glass and the aluminum is made tight during the exhaustion of the lamp in the following manner: It is a well-known fact that aluminum, when amalgamated by contact with a solution containing mercury, oxidizes rapidly, becoming covered with the oxide alumina in the form of a dense powder. This incrustation of oxide, if caused to occur between the aluminum wires and glass into which they are sealed, is said to make an air-tight joint. These properties are given effect to by applying a drop of a strong solution of mercuric chloride to the outer ends of the wires during the exhaustion of the lamp. The liquid is sucked in between the wires and the glass, and causes the amalgamation of the surface of the metal and its consequent oxidation, the oxide being tightly enclosed and forming an air-tight lute. As soon as the joint is tight the ingress of air is, however, prevented, and oxidation ceases. Should a small leak occur it cures itself by the action of the oxygen on the remaining aluminum amalgam, resulting in the production of a further supply of luting material precisely at the point where it is needed.

PAINT FIRMS AT LAW.

In an action brought by Wm. Johnson & Sons, Ltd., against the Canada Paint Co., Ltd., and tried at Montreal on Monday, the plaintiffs sought to recover from the defendants the sum of $100,000 as damages suffered by them by reason of defendants having caused a writ of injunction to issue against them, whereby they were temporarily enjoined from carrying on business in their corporate name in the Dominion of Canada. The defendants denied that they had acted maliciously, and pleaded that there was reasonable and probable cause for the proceedings. The court held that the plaintiffs had failed to prove the material allegations of their declaration, and especially the allegation that defendants acted maliciously and without reasonable and probable cause in procuring the issue of the writ of injunction. It was further held that the defendants had proved the material allegations of their pleas, and particularly that they acted with reasonable and probable cause. Moreover, the writ was only issued after notice to the plaintiffs and after they had an opportunity of being heard, and it was not proved that they had contradicted or rebutted, by affidavit or otherwise, the allegations of the petition and affidavit upon which the writ was ordered to issue, or offered any explanation of the facts therein alleged, although they had an opportunity of doing so before the issue of the writ. The court was of opinion, therefore, that the action was unfounded, and it was dismissed with costs.

"EXCELSIOR"

POTATO BUG KILLER

Cheapest and most effective Insecticide on the market.

It is a strong fertilizer—strengthens the vines, and makes potatoes larger and better.

Used in United States for past three years with great success.

Sanderson Pearcy & Co.

61, 63 and 65 Adelaide Street West

Sole Agents in Canada. TORONTO

THE FAVORITE SALESMAN.

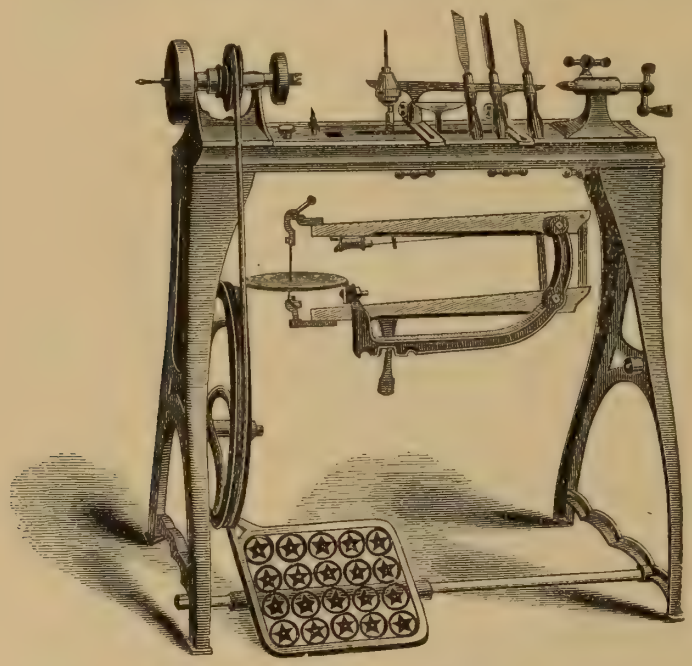
IT makes no difference whether the store is large or small, people prefer to make purchases of their favorite salesman, says Ohio Merchant. He may be the proprietor, or he may be a clerk, but there is always hesitancy when a customer is called upon to buy of any but the favorite salesman. In the large city retail stores the ladies generally have a clerk in each department with whom they become familiar, and in whose statements they learn to have confidence. The same is true of the country store; the favorite salesman is found there also. It is not uncommon for death to remove from a familiar place a favorite salesman, and then the regrets are heard from those who sincerely miss the one who attended to their wants for years maybe. The heartful eulogy is the one that speaks the loudest. It may be ever so homely, but there is a ring to it that is a voucher for its sincerity. There is many a hard-working clerk in the land to-day who will some time have it said of him, "I shall miss him." That may be a simple statement, but it will be the guarantee to those who hear it that the work of some salesman was well done.

The ambition to please the patrons of the store is very laudable, and it is a position that every clerk can aspire to. The eulogies spoken by the plain country people when the favorite salesman steps from the ranks are often more eloquent in their homeliness than the polished sentences of the memorial service.

The writer's attention was once called to this by an incident that came within his observation. A merchant died suddenly, and a few days after the burial an old woman and her daughter called at the residence of the widow to express their sympathy in the hour of bereavement. There was the usual greeting, when the visitor said, "Bein's I was down I thought I would come in." Though ungrammatically expressed there was never a more sincere tender of sympathy made. It lacked polish, but it was honest, and as she spoke of the death of the man with whom she had transacted a good deal of business in the years that had passed, it was clearly apparent that he had left honest friends behind.

THE GOODELL LATHE.

The Goodell Lathe and Saw Attachments, of which we here give a good illustration, is being stocked by H. S. Howland, Sons & Co. This lathe is patterned almost exactly after the latest improved lathes now used in the best machine shops and pattern-makers' rooms. The scroll sawing attachment, as seen in the cut, is secured to the lathe bed by one bolt and can be put on or off at pleasure. This attachment has all of the improvements found in any of their scroll saws. This lathe is well built and highly finished, the planed and polished parts being nickel-plated. The whole weight of the machine is 56 lbs.



A BIG LAMP TOWN.

Everyone knows that the lamp industry is one of the most important of Birmingham trades; but few, I think, says "Vulcan," in Ironmonger, would imagine that the yearly output of lamps in the city is not less than nine millions. This, I am assured by a gentleman who is in a position to know, is not an extravagant estimate. One firm alone make no fewer than 3,000,000 lamps, and they produce two and a half million burners, the remaining half-million being bought in Germany. Lamp manufacturers do not feel the effects of German competition so much as some in other trades, and it is evident they have no intention of letting our German friends become formidable rivals, for whenever the latter place a cheap lamp in the market the English manufacturer follows suit. It is to be hoped that in this competition safety will not be sacrificed. I am tempted to make this remark, for I hear of benzine lamps being placed in the market at nine shillings per gross! The lamps must, I think, be produced in Germany.

WAGES OF STEAMSHIP BUILDING.

The following report shows the rate of wages paid by Clyde builders of ocean steamships and by steamship-owners, and are printed in Consular Reports. The rates given are by the hour:

Description.	Wages. Pence.	
Engineers, general	6½	$0.13
Pattern-makers	6¾	.13½
Machinists, in engin'r shop	6	.12
Boiler-makers	8	.16
Plumbers	8	.16
Pipe-fitters	6¾	.13½
Shipwrights	7½	.15
Ship-joiners	7¼	.14½
Drillers	8½	.17
Fitters-up	9¼	.18½
Riveters	10	.20
Calkers	9	.18
Painters	7½	.15
Furnace men	6	.12
Sheet iron workers, general	6½	.13
Coppersmiths	7¾	.15½
Iron molders	7½	.15
Brass molders	8	.16
Blacksmiths	7½	.15
Laborers	5	.10
Frame-setters	8½	.17

The hours of labor are 54 per week for about 48 weeks in the year. The ships are nearly all constructed of steel. Iron vessels are now as rarely built there as wooden ships. Several of the trades mentioned are employed by the piece. These include the riveters, platers, frame-setters, fitters and calkers. The riveters work in squads, consisting of two riveters, a holder-on and a rivet boy, and they are paid at the rate of so much per hundred rivets put in. The larger the vessel the higher the rate, and special prices are paid for riveting keels and stringer plates. A steamer of over 5,000 tons commands extra wages. On ordinary vessels good squads (two riveters, a holder-up, and a rivet boy) will make at present about $6.68 per day, but the average for government work is above this. The piece men are sometimes irregular in their employment, and, if overtime is excluded, do not work more than five days per week.

The shipwrights have a standard wage of 15 cents per hour, but the joiners, blacksmiths, and engineers have what is known as a sliding scale.

In the case of engineers the pay varies from 12 to 13½ cents per hour, blacksmiths from 12 to 16 cents per hour, and ship-joiners from 12 to 15 cents per hour.—American Manufacturer.


BROAD HOOP

Cheese Factory Milk Can Trimmings

Our experience in the manufacture of these goods gives us the advantage of knowing just what the makers of the cans want.

SEE OUR NEW SAMPLES BEFORE BUYING


IRON CLAD

THOS. DAVIDSON & CO. - Montreal

TWO TERRIBLE FIRES.

WITHIN five days Toronto has been visited with the two most disastrous conflagrations in her whole history resulting in the destruction of property totalling in value $1,250,000.

The first fire broke out at 3 a.m. on Sunday in the boiler room of The Globe building, at the corner of Yonge and Melinda streets, and before it was got under control this structure, S. F. McKinnon's new seven-storey warehouse, Harry Webb's restaurant, Nicholas Rooney's millinery establishment, and a number of other business places were in ruins. The total losses amounted to about $750,000, covered by insurance to the extent of $450,000. The chief losses were: The Globe, $150,000, insured for $94,000; Toronto Lithograph Co., $150,000, insured for $65,000; S. F. McKinnon, $150,000, insured for $130,000; Nicholas Rooney, $65,000, insured for $55,000; Harry Webb, $20,000, fully covered by insurance; Michie & Co., groceries and liquors, $1,000, covered by insurance; Williamson Rubber Co., $4,000, fully insured; Brough Printing Co., $20,000, insured for $12,500; Alexander Manning's loss on Webb building, $10,000, fully insured. One fireman was killed and several injured by the fall of the walls of The Globe building while the fire was at its height. Chief Ardagh, of the Fire Department, and Fireman Smedley escaped with their lives by jumping into Jordan street from a third storey window. The strong wind which prevailed carried great pieces of burning material all over the western part of the city, and had it not been for the heavy fall of snow that occurred during the fire, Toronto would have undoubtedly suffered much more heavily even than she did.

The second blaze occurred early on Thursday evening, the Osgoodby building on Melinda street being the first to fall a victim. Despite every effort of the fire brigade, the flames soon ate their way right through a solid brick block to Wellington street, and across that thoroughfare to Hart & Riddell's stationery warehouse. For a long time it looked as if the whole western portion of the down town business section of the city would go up in smoke. What really most aided the firemen in gaining the upper hand was the solid 24 inch wall which separates the Hart & Riddell establishment from the surrounding warehouses. During the early part of the fire two women and a man escaped from a fourth storey window of the Osgoodby building by jumping into a net stretched by the firemen below. The financial losses sustained amounted in all to about $500,000. The losses in detail are about as follows: J. Y. Reid, building, $20,000, insured for $40,000; Buntin, Reid & Co., stock, $25,000, insured for $60,000; Hart & Riddell, $35,000, insured for $25,000; Hunter, Rose & Co, $500; R. H. Gray & Co., building $50,000, insured for $12,500; R. H. Gray & Co., stock $30,000, fully insured; Thos. Dunnett, stock $50,000, fully insured; Major Carlaw, building $20,000, insured for $16,200; E. Boisseau, building $15,000, insured for $10,200; E. Boisseau, stock $40,000, partly insured; Robt. Darling & Co., stock $75,000, partly insured; J. W. Woods, Osgoodby building, $40,000, insured for $25,000; Cohen Bros., jewellers, $9,000, insured for $5,100; Merchants' Cotton Co., $18,000, insured for $8,000; Yarmouth Duck and Yarn Co., $22,000, insured for $15,000; Brereton & Manning, $30,000, partly insured; Semmens & Evel, $12,000, insured fully; W. L. Hockey, $10,000, partly insured; W. S. Johnston, $18,000, partly insured.

The chief lesson taught by these terrible disasters is that Toronto needs several fire engines.

FLAMES AT MERRICKVILLE.

Merrickville, Ont., was scorched by fire on Thursday. The hame factory and contents, Kyle's malleable iron foundry and the electric power house were totally consumed. Fifty employes are thrown out of work. The malleable foundry was insured, the building for $1,500, patterns $1,000, machinery $500. The hame factory was insured for $3,500. Both the foundry and the factory were insured in the Millers' and Manufacturers' Co. Loss on electric power plant, about $1,500; no insurance.

THE INDUSTRY WAS NATURAL.

MR. PAGE, of Page & Desrosiers, Sandwich, was in Toronto this week. Page & Desrosiers are one of the most enterprising firms in Sandwich. They conduct two general stores in the town, one being started last year whose special object is to supply vessels plying on the Detroit river. In addition to the general stores they are extensive manufacturers of hand-made wool mits, turning out over 1,200 pairs weekly.

"We started the manufacture of wool mits about four years ago," said Mr. Page, in reply to a question, "and our output has steadily increased. Our business has heretofore been principally with Montreal and Winnipeg. One house alone in Montreal takes about 5,000 pairs from us. We have not done much in Toronto yet, because we have made no special effort to do so. Now, however, we are making a push in this direction, and that is why I am here. Up to the present our business has all been done through correspondence, but we have decided to try what we could do by personal contact with the trade. This is my first trip out with that end in view, and after I get through here I shall go on to Montreal."

"How did you find business last year?" I queried.

"It was good. The only difference we found was that we had to get out and hustle a little harder for the dollars. Of course, trade generally has been quiet in western Ontario. There is, however, an improvement in business in Detroit, and we on our side of the river are feeling the benefit of it."

The experience of Page & Desrosiers in the manufacture of hand made wool mits points a moral: They started an industry which was natural to that part of the country, and they have been successful. If the business men of the different cities, towns, etc., of the country would give their attention more to the stimulating of industries that are native to their localities, many places would be better off than they are today.

BIG LUMBER DEAL.

ONE of the largest lumber deals on record has just been completed. It includes, according to The Brooklyn Eagle, the purchase of 860,000 acres of Nova Scotia lumber lands, together with sixteen lumber mills, all in operation and with established markets in England.

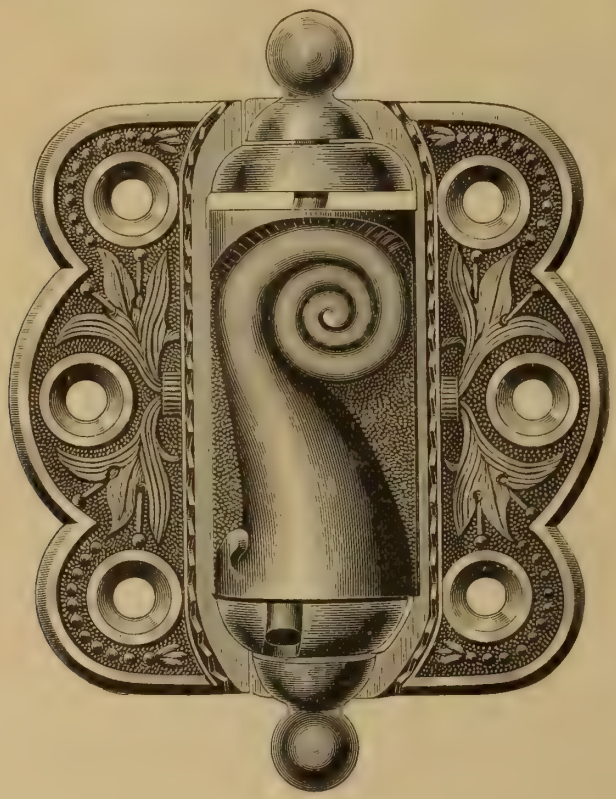
The syndicate which is back of this is composed of unusually strong men in the financial world. They include Chas. P. Flint, the New York lumberman and South American trader; H. B. Hollins, the New York banker; Charles L. James, of James & Abbott, of Boston; W. A. Boland, of Boston; W. A. Toft, head of the Export Lumber Company, and Louis A. Hall, one of the leading lumbermen of Michigan. The company is to be known as the Dominion Lumber Company, Ltd., and is organized under the laws of the Province of Nova Scotia. Its capitalization is several millions of dollars.

For the last two years the syndicate has been negotiating with Benjamin F. Pearson, of Halifax, who had secured options on the property. The company had cruisers on the land for months, under the direction of Mr. Hall and George A. Crawford, counting trees and making estimates of the productiveness of the property. When the new tariff bill, which provides for free lumber, on which there had formerly been a $2 duty, went into effect, the negotiations were pressed more vigorously, and can now be said to be completed. The principal kinds of lumber which will be cut are spruce, pine, hemlock, beech, maple, and birch, and in all the 860,000 acres, it is said, there is scarcely one that is unproductive.

There are many rivers running through the land, and freshets and droughts are things unknown. Along these rivers 340 miles of water front is secured. The title to the property in fee simple is by grant traceable to the crown and is free from all incumbrances. Agencies will be continued by the company in England, and new ones will be opened in the United States and in France and South America.

THE "IDEAL" SPRING HINGE.

The accompanying cut is an illustration of the "Ideal," No. 4, hold back spring hinge. The design of this hinge is original and of artistic beauty and symmetrical proportions. It is held to be the best, cheapest, strongest and most energetic spring hinge on the market. It is made of all finishes, of both iron and bronze metal. M. & L. Samuel Benjamin & Co., Toronto, are agents in Ontario for the "Ideal."

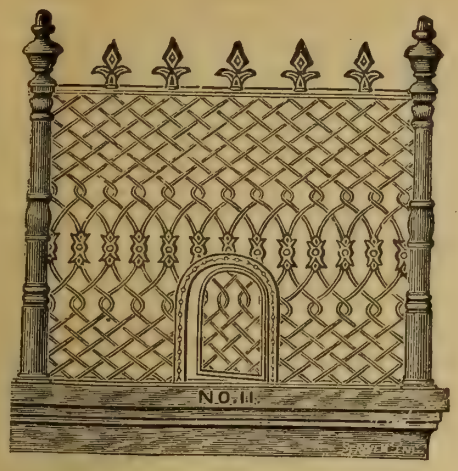


STEEL DAMS.

Steel for constructing railway and thoroughfare bridges has long since come into general use, and now it is proposed, according to an exchange, that dams shall be made of the same material. One is about to be built across the Santa Anna River in Southern California. The dam is to be 100 feet high, and will cost upward of $80,000. The construction consists of tubular steel supports anchored in bedrock, suitably arranged to secure the greatest possible strength. The face of the dam is of riveted steel plate. The entire work is protected from rust by a covering of paint. In case the water cannot be withdrawn the face of the dam is to be protected by a cement wall. The manifest advantages claimed for steel over other building material for such purpose commend it to public consideration: 1. The cost is less than one-half the cost of masonry. 2. It is capable of more rapid construction, so that a dam can be completed in one season. 3. It is less liable to rupture from seismic disturbances. These advantages point to a new era in dam building. It is easy to see that a large class of structures of lesser magnitude required in the near future to develop water power may be made of steel.

HIGH PRICE OF HIDES.

Several theories are advanced explanatory of the diminution in the visible supplies of hides, says The Shoe and Leather Reporter. One is that the tanners have more and the salters less; another that prices have been so low that the hides have not all been saved; another that the business of cattle raising, having become unprofitable, there is less of it being done; another that more live cattle and less dressed beef are being exported. There is some point, perhaps, in every one of these suggestions, but all of them combined do not seem to be quite enough to establish the fact that there is such a deficiency as to cause any anxiety on the part of tanners about their being able to procure all they can use to advantage. It is clear that prices fell below their level when they were on the decline. They generally do at such times, and especially during so severe an experience of depression as was universal in 1893, and from which the country has not fully recovered, notwithstanding another whole year has intervened. It is a sign that things are getting into better shape and that industries are being quickened into renewed activity, that raw materials have become dearer. They always lead in every advance which follows a panic. Producers wake up to a realization of favorable changes in conditions sooner than consumers do. But there is one thing which it is important for promoters of industries to bear in mind, and that is that the financial horizon still remains too dense to warrant average boldness in the prosecution even of thoroughly legitimate enterprises. It is safest, for a while longer, to adhere closely to the line of conservatism in business affairs. And it certainly is a sound principle, even when the outlook is most promising, to consider, before buying things, what they are likely to bring when the time comes for selling them. If that spirit of calculation guides the action of tanners at the present juncture, they will help to check, rather than contribute to, influence, the present inflation in the prices of hides.



Bank and Office Counter Railings
Inside Wire Window Blinds and Signs
PLAIN and LETTERED.
Basement Window Guards

Manufactured by
WRITE FOR CATALOGUE.
The B. Greening Wire Co., Ltd.
Hamilton, Canada.

RAINY RIVER MINING.

A correspondent of Engineering and Mining Journal writes as follows from the Rainy River district :

The Sultana excepted, very little active mining, and positively no milling, operations worth recording have been carried on during the current year, in this rather interesting mineral section of the province. At the mine named a limited force of hand and power drillers have been engaged continuously in sinking the main or No. 1 shaft to a depth of 154 feet, and two other pits to a depth ranging from 40 to 55 feet each, with adit levels in the main shafts, as well as a very appreciable quantity of stoping throughout, so that the 10-stamp mill was frequently kept running to its nominal capacity. As much of the output consisted of quartz of fairly high grade, and all of a decidedly free-milling character, the shipments of bullion should be good. Your correspondent is informed on authority that $20,880 is the amount obtained.

A considerable impetus, apparently, has lately been given to mining auriferous quartz lodes in this immediate section, and along the line of the Canadian Pacific Railway from Wabigoon to Rossland, and southward by the Manitou and La Seine water stretches, where several new finds are now under more or less active and intelligent development. These latter are at or near the international boundary line, and include the Little Canadian (opposite the Little American in Minnesota), the Madelaine and the Ray Weigand on La Seine River, where the same geological conditions prevail as upon the Lake of the Woods.

King Mine.—This mine, adjacent to the Pine Portage, is also under active development. Several parcels of the ores of the foregoing new claims have been subjected to mill tests with good results, and, from all appearances, the advent of better times in our comparatively new mineral region is by no means distant.

Regina.—This mineral claim, some 50 miles southwest of Rat Portage, and lately occupied by an English company, the Rajah Mining Company, Limited, is also placed under development with excellent prospects of success.

Rossland.—This group is situated almost immediately west of Pine Portage, and the Sultana mines. Of these the following claims are being developed by contract and otherwise : The C. S. Morris Estate 247 P ; I^2 and I^3 by Mr. Torrence, of Montreal with good results in free gold ; the Breakneck Lake claims owned by S. V. Halstead, of Detroit ; and the Grey Eagle, of the International Mining Company, of Chicago and Cleveland.

FAILURES IN 1894.

R. G. Dun & Co.'s Weekly Review of Trade has the following to say regarding failures for the past year :

" Failures for 1894 are fully reported this week, being 13,885 in the United States and 1,856 in the Dominion of Canada. Liabilities in the United States were $172,992,856, and in Canada $17,616,215. Neither the decrease of over half in this country, nor the increase of over 40 per cent. in Canada is surprising, but the statement shows that most of the decrease in the United States is in manufacturing liabilities, while the entire increase in Canada is in liabilities of trading concerns. A few states, including New York and Pennsylvania, show more failures than in 1893, and in a few southern states the amount of liabilities is larger, but in central and western states very much smaller. In eleven of the last thirty-eight years, reported liabilities have been larger than in 1894, though for this year and 1893 the statement is confined to commercial failures, as it was not in former years. The failures have been 12.5 in every thousand firms doing business ; the liabilities have averaged $132.77 to each firm in trade, and in proportion to the volume of solvent business represented by all Clearing House exchanges, $2 63 for every $1,000."

Bradstreet's reports 373 failures in the United States during the past week, against 480 for the corresponding week in 1894, and 313, 339 and 391 in 1893, 1892 and 1891. The Middle States had 77, New England 39, Southern 100, Western 80, Northwestern 45, Pacific 23, Territories 9. Canada had 39 and Newfoundland 2. About 83 per cent. of the failures reported had $5,000 or less capital, and 11 per cent. had from $5,000 to $20,000 capital.

CARNEGIE'S BLUFF.

Mr. Andrew Carnegie's demand that the President shall remit the fine of $140,000 imposed upon him for delivering defective armor plates to the Government is clearly a bluff to which no attention should be paid, says Chicago Journal of Commerce. If Mr. Carnegie really wants to bring suit against the Government let him do so. The testimony in its hands is clear and convincing. It was over a year ago that this fine was imposed. If the plates were what they should have been he would have gone to the courts long ago. It is significant thatthe resolution passed the House during the last session ordering the defective plates taken off the war vessels and subjected to further tests.

The Naval Committee of the Senate, in whose hands the resolution now is, recently summoned the Secretary of the Navy, and asked his opinion as to the expediency of the action contemplated by the House resolution. It is reported not only that the Secretary advised against the resolution as unwise for various reasons, but also that Mr. Carnegie has received tips to the effect that the resolution will be pigeon-holed by the Naval Committee, and hence has threatened this suit as a bluff.

The Senate should pay no attention to the menace, declares The Chicago Tribune. It should pass the resolution, and if Mr. Carnegie brings his suit so much the better. There is need of a suit in order to bring out all the facts connected with the letting of these contracts, the condition of the plates, and the circumstances attending the imposition of the fine, as well as the discrepancy of views between the Secretary of the Navy and the President as to the amount of fine to be imposed. There is a great deal of mystery about the whole business which needs clearing up, and there does not seem to be any other way of clearing it up except through the medium of a suit in court.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Jan. 11, 1895.

HARDWARE.

BUSINESS in general shelf hardware has not opened out yet from its holiday apathy. Travelers this week are preparing their samples, and some of them expect to get out by the end of the present week, while the balance will be calling on their patrons during the course of next week. There has been no special occurrence since our last, except the settlement of the nail difficulty, the facts of which are referred to elsewhere. Country payments have been fairly good with the hardware trade, and city ones backward.

WIRE—There has been little activity to note in the wire market. The changes referred to previously in barbed wire have not had any visible influence on the market yet.

ROPE—There is no change in this line, business ruling dull and prices steady. We quote: Sisal at 6 to 6½c. for 7-16 in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—It will be no longer a question of unsettled prices in cut nails, for the makers have, after a lot of propositions, come to a definite understanding on this vexed subject. The basis decided upon is a list price of $2.10, with a rebate of 5c. on car lots and 10c. on 4-keg lots. The 10-keg proposition was dropped.

WIRE NAILS—These continue quiet, for business has not opened out yet. Discounts are as last quoted—75, 10 and 5 per cent.; shipments of 10-keg lots prepaid.

HORSE NAILS—The changes in the list price of horse nails have hardly had time to be felt yet, as no business is doing.

TACKS—Tacks remain essentially as they were last week—quiet and dull.

CHAIN—There is very little doing in this line, but once the travelers get out, some change is expected.

HORSESHOES—The changes have not had time to be appreciated here as yet, for there is little or nothing doing. We quote: $3.50 for iron shoes; steel shoes—XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WARE—An occasional order in a very small way is the only trade there is to report.

SUPPLIES—Both building and plumbing supplies are lifeless and dull.

TOOLS—Nothing at all to report.

SPORTING GOODS—Absolutely without feature.

WINTER GOODS—An occasional order for a small lot of skates is the only business noticed in this line.

CUTLERY—No activity to note in this line at all, but business is expected to pick up shortly.

CEMENT—Continues dull and unchanged.

FIREBRICKS—These are quiet and nominal at $15 to $22 per 1,000.

METALS

In metals and heavy iron extreme quietness is the rule, for there is no demand from jobbers at all, the latter apparently having all the stock they want to go along with. This is amply proved by the complaints of sales agents, that they can't get any import orders.

PIG IRON—There is no activity to note in this line, but the feeling is firmer on Scotch iron, in sympathy with outside advices. We quote, ex store: Summerlee and equal brands, $21.50 to $22.50; Carnbroe, $19, and Eglinton, $19 50; Ferrona, $17.25 to $18; Siemens, No. 1, $17.25 to $18.

BAR IRON—Many people expected that the question of bar iron prices would be considered by the makers at their recent meetings, but they were dissapointed. The basis remains at $1.60 to $1.65 as last quoted.

TIN PLATE—There is little doing in tin plate, either in a jobbing way or for importation. We quote: Cokes, $2 85 to $3; charcoal, $3.25 to $3.50.

TERNE PLATES—Jobbers' stocks are ample, so that there is nothing doing in a large way, and the demand at the moment from the retail trade is nil. Prices are steady and unchanged at $5.75 to $6.25.

CANADA PLATES—The stock of this line is pretty heavy for this season of the year, and though no radical change is to note, it is just possible that a buyer who wanted a large lot of goods could get them at the even figure. We quote a range of $2.05 to $2.10.

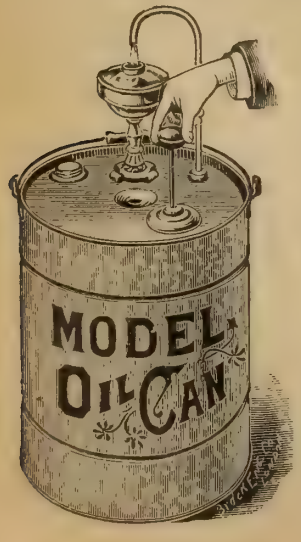
SHEET IRON—Business is almost nil, and prices are nominally unchanged, the base price being steady at $2.20 to $2.30 for No. 28 gauge.

IRON PIPE—The sale of a small lot now and then is the only thing that occurs to relieve the dulness. Discounts range from 70 per cent., and 70 and 5 per cent. on block, and 50 per cent. to 50 and 5 on galvanized.

LEAD PIPE—This line is quiet and unchanged.

INGOT TIN—Steady, but quiet at 16½ to 18c.

COPPER—The former range of 10 to 10½c. is well maintained on this metal, though there is very little business to report.



TWO NEW LINES

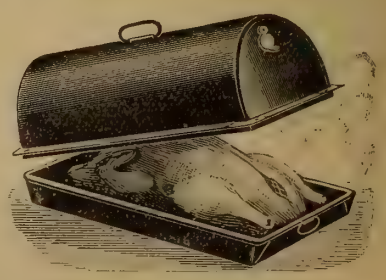
The Model Oil Can

In 5 gallon size, made of heavy galvanized iron, and with a perfect pump.

Roast Pans—3 sizes

No. 2. 9 x 14¾ in.
No. 3. 10½ x 15½ in.
No. 4. 12½ x 17½ in.

Send for Sample Order



THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver

MONTREAL MARKETS.—Continued.

LEAD—The tendency on lead is rather firmer, and though the market is quiet and dull, prices on it have a rather higher range at $2.85 to $3.

SPELTER—This line remains quiet and nominal at $4 25.

ZINC SHEETS—There is little if any business to report, and prices are unchanged at $4.50 to $4 75.

ANTIMONY—Quiet and featureless at 10c.

HOOPS AND BANDS—Business is practically nil, and prices are steady and unchanged at $2.20 to $2.30.

GALVANIZED IRON—There is a very moderate business to note, and prices are the same. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

PAINTS AND OILS.

The travelers in this line start out this week to work in connection with spring import orders. Few features are to note, therefore, but the tendency of values is easy on several leading lines.

LEAD—Business has not opened out yet, but lead values are rather easier. We quote: Choice brands white lead, Government standard, $4.50; No. 1, $4.25; No. 2, $4.00; No. 3, $3.75; No. 4, $3.50; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

PUTTY—Quiet and unchanged, at $1.85 in bulk.

TURPENTINE—There is a rather easier feeling in turpentine, which we quote at 41 to 43c., according to quantity.

LINSEED OIL—Dulness rules in this line, and though no quotable change in jobbing prices is to note, we lower our inside figure, as round lots can be had at a shading. We quote raw 56 to 58c. and boiled 59 to 61c., according to quantity, the inside figures for round lots.

CASTOR OIL—Business as a rule is quiet, but we hear of some round lots changing hands at 6¼c., and now quote 6¼ to 7c. as a range.

RESIN—Business continues dull, but, with lower advices from the outside, prices are rather easier. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4.00; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

The glass market is quiet and unchanged. The base price remains as last quoted, viz., $1.25 for first break.

CHEMICALS AND DYESTUFFS.

There is little or no change in chemicals, but advices are firmer on shellac and glycerine. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 11b. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10.

PETROLEUM.

This market has been fairly active in a jobbing way, and prices rule steady and unchanged. We quote: Canadian refined, 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 15½c. car lots, and 16½c. smaller lots.

HIDES.

The hide market maintains its firm tone under light stocks and a fair demand. No. 1 light hides have realized 5½ to 5¾c., and heavy steers 6½c. from second hands. Calfskins sell at 5 to 6c., and sheepskins 60 to 65c.

TALLOW.

There have been some small sales of tallow at 5½c., but the market, on the whole, is quiet.

WOOL.

The wool market is quiet and unchanged, and prices are steady, as last quoted. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 32c.;

CARVERS and SCISSORS

IN CASES.

GEO. BUTLER & CO.'S and E. M. DICKINSON'S.

Large Assortment of

SPORTING, HUNTING KNIVES, DIRKS, Etc.

We are showing special value in Imitation Ivory TABLE AND DESSERT KNIVES AND CARVERS.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE.

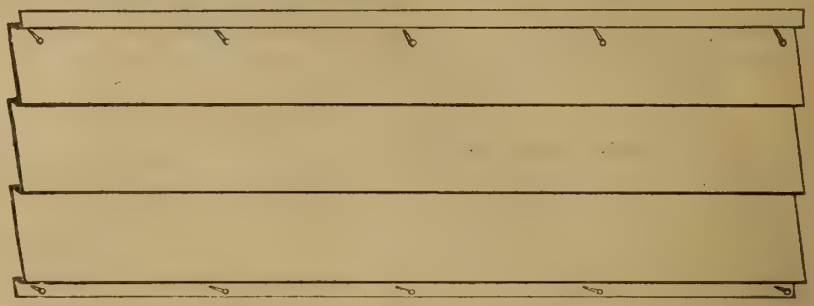
SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

. . . . Toronto

SOMETHING NEW.

Steel Clapboards



Just the thing for town, village and country houses.
Do not absorb moisture.
Durable, cheap and easily applied.
Far superior to wood.

METALLIC ROOFING CO. LTD.

SEND FOR PARTICULARS. Manufacturers .... Toronto

MONTREAL MARKETS—Continued

Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

Receipts of ashes are light, and the market quiet but rather firmer. We quote: First pots at $4.10; seconds at $3 70 to $3.75, and pearls at about $6.50 per 100 lbs.

MONTREAL TRADE NOTES.

The travelers for the general hardware houses were all busy getting up their samples during the early part of this week. They expect to be on the road by the end of the week.

McArthur, Corneille & Co.'s advices from Liverpool state that both shellac and glycerine show a marked higher tendency. British makers have formed a combine on the latter.

Further low offers of American pig have been noted this week, while several carloads have arrived on account of old contracts.

Sales agents complain that the import business has not been as dull for many years back as at present. One of them remarked that he had only taken a few small orders for tin plate, so far, that were hardly worth mentioning.

TORONTO MARKETS.

TORONTO, Jan. 11, 1895.

HARDWARE.

BUSINESS is a little better than it was last week; and a gradual improvement from now out is anticipated. The general feeling throughout the country is for a good spring trade. Quite a number of orders are being booked for spring supplies, both in hardware and tinware, shipment in March. The most interesting feature in trade is the fixing by the manufacturers of a base price on cut nails of $2.10. An improved business is expected to begin next week for wire, the new prices going into effect Tuesday. There is a little more doing in winter goods, especially skates and snow shovels. Clothes wringers are in a little better demand than they were. The manufacturers have done away with the rebate on 25-keg lots of horseshoes. Payments appear to be fairly satisfactory.

WIRE—The new prices on barbed and plain twist wires and staples goes into effect Monday, and after that wholesalers look for an improvement in business. We quote: Barb and plain twist, 3c.; truss wire, 4c.; staples, 3c. Freight is prepaid to the extent of 500 pounds, but 10c. extra will be charged on spools lighter than 75 lbs. each. Terms, 60 per cent. off or 2 per cent. off 30 days.

ROPE—A few more orders are being received at prices quoted last week. We quote: Sisal, 7-16 in. and larger, 6½c.; ¼, 5-16, ⅜ in., 7c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—As noted elsewhere the base price has been fixed at $2.10, Montreal, Toronto, Hamilton and London, with rebate of 5c. per keg on lots of 200 kegs and over; terms 4 months, or 3 per cent. 30 days. Business remains much as before.

WIRE NAILS—Trade continues quiet. A change has been made in the discounts They are now 75 and 10 per cent., instead of 75, 10 and 5 per cent. as formerly. Terms, 4 months, or 3 per cent. off 60 days.

HORSE NAILS—Trade is picking up a little in this line. Discounts, 60 per cent. off on "P B," "M," and "C."

TACKS—Business is quiet and featureless. We quote; Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails etc., 37 per cent. Coopers' nails and flour-barrel nails 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—There is a little better demand for coil chain, but in trace and tug chain business is still dull.

CLOTHES WRINGERS—Are moving out more freely, but there is no great rush. Prices are unchanged, $27.50 still being the idea.

CHURNS—Discounts are now 65 per cent. off ex store, Toronto, or 65 and 5 ex factory. It is understood that the Toronto jobbers have completed arrangements whereby they will be able to do business more advantageously than they have lately.

SPORTING GOODS—There is a little ammunition going out, but otherwise there is practically nothing doing.

CUTLERY—The after holiday quietude still obtains.

WINTER GOODS—Orders are still being received for small quantities of skates, and an increased activity has developed during the last few days for snow shovels.

METALS.

The metal market remains dull. Lead and copper are strong, zinc steady, and tin weak.

PIG IRON—Scotch and Nova Scotia irons are still unheard of on this market. Quotations are in consequence purely nominal. We quote as before, ex cars Toronto: Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18 50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: No business of importance has appeared during the week. A few carload orders have been entered, but the general run of buyers are not yet ready to look up their requirements for 1805. We quote on the cash basis, f.o.b. cars Toronto: No. 1 Foundry strong coke iron, Lake Superior ore, $13.05; No. 2 Foundry strong coke iron, Lake Superior ore, $12.55; Jackson County

MARKETS—Continued

silvery No. 1, $16 to $17; Lake Superior charcoal, $15.15; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—Dull and unchanged at the base price of $1.70 to $1.75.

SHEET STEEL—A few orders are passing for shipment from stock, but no import orders are reported. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—There is still a scarcity of iron pipe in Toronto, manufacturers seemingly not being in position to supply the demand. Prices are unchanged, "B" still being invoiced at equal to 70 to 70 and 5 per cent. for iron pipe, and 50, 50 and 5 for galvanized pipe.

SHEET IRON—Business is still quiet and prices unchanged. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

LEAD PIPE—The little business there is being done is still confined to small lots. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Shipments from stock are light, but import orders are being freely booked. Prices are unchanged, $4.25 still being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—The market is weak. There is a little doing in two or three hundred pound lots for plumbers' use. We quote: Lamb and Flag at 18 to 18½c., and Straits at 17 to 17½c.

INGOT COPPER—The market is strong with business locally dull. We quote 10 to 10½c.

SHEET COPPER—Business is dull and without any feature to note.

ZINC SHEET—Is steady at unchanged prices, namely, 3¾ to 4c. for domestic, and 4 to 4½c. for foreign.

BOILER TUBES—There have been a few calls the past week. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

HOT WATER BOILERS—There is a fair demand for galvanized boilers, but there is little or nothing doing in copper boilers. We quote: Galvanized, 30 gal., $6; 15 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

TIN PLATES—Trade is still quiet and featureless in this line. We quote: Coke, 14 to 20 gauge at $3.10; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—A quiet business is all there is to report, and $6.25 to $6.50 is still the idea as to price.

ZINC SPELTER—Quietness still obtains, and we quote cask lots at 4¾c. and small lots at 5c.

HOOPS AND BANDS—There is no call yet for this line, but there will be in another month when coopers will be replacing their orders. We quote $2.20 from stock for ton lots, and $2 25 for small lots.

CANADA PLATES—A few 10-box lots are moving, but trade is quiet. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—There are a few calls for small lots of half-and-half. We quote 12 to 13c. for the better grades.

ANTIMONY—Market is dull and prices unchanged, 9½ to 10c. still being the idea.

GLASS.

An increasing number of import orders are being booked for window glass. The figures, however, are in some instances pretty low; for the best-known brands $2 to $2.10 for first break, in 100-foot boxes, is about the ruling quotations but for brands not so well known, orders have been booked at still lower prices. A fair business is being done for immediate delivery at $1.10 to $1.15 for first break, in 50-foot boxes. There is a little call for plate glass, but scarcely any attention is being paid to fancy glass.

OLD MATERIAL.

Trade is very dull, and prices remain absolutely unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3½ to 4c.; country mixed rags, 50 to 70c.; clean dry bones, 55c. per 100 lbs.; borings and turnings, 5c.

PAINTS AND OILS.

Business is picking up a little.

WHITE LEAD—Is quiet and unchanged at the base price of 4¼c.

PUTTY—Business is quiet and prices unchanged, at $1.75 for bladders in barrels and $2.25 in cases.

TURPENTINE—On the Savannah market prices have advanced about 1½c. per gallon, but there is no change here beyond a little stronger feeling. Business is still quiet. We quote 30c. f.o.b. Toronto for 5-barrel lots, and 40c. for single-barrel lots. The southern market is dull and unsettled.

LINSEED OIL—There appears to be a little more doing than a week ago, but the volume of business is still light. We quote: Raw, 53 to 54c.; boiled, 56 to 57c.

PREPARED PAINTS—Orders are being booked for spring delivery at $1 for pure. As noted elsewhere, manufacturers and jobbers have agreed not to sell under $1 during the coming season.

SHELLAC—Gum is still advancing, and is now about 10 per cent. higher than a couple of months ago. Business on the local market in shellac is quiet.

SEEDS.

Alsike is moving quite liberally, and there is a somewhat easier feeling in the market at the moment. Prices are unchanged. In red clover, the stocks of home-grown seed are limited; there is more inquiry, and the prices are somewhat higher. We quote: Alsike, fair to prime qualities, $4 to $5, and choice to fancy, $5 to $5.40 per bushel; red clover, $5.75 to $6.10; timothy, $2.25 to $2.50 for machine-threshed seed and about 25c. higher for flail-threshed or tramped-out seed.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—In fair demand, with a steady market. Prices are unchanged. Local dealers quote 4½ to 4¾c. for cured and 4c. for green.

SHEEPSKINS—There is a plentiful supply of sheepskins, and prices remain steady. Local dealers are paying 70c. for choice skins. Calfskin prices are nominal at 6c. for No. 1 and 4c. for No. 2.

TALLOW—There is a lot of tallow on the market, and prices are weak. Local dealers are paying 5½c. and selling at 6c.

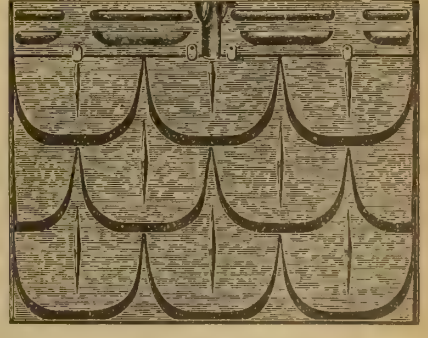
WOOL—Quiet with nominal prices. There is no demand from the factories. Local dealers are offering 18 to 18½c. and selling at from 19 to 21c. The market is dull in pulled wool. Supers are quoted at 18 to 19c., and extras at 21c.

PETROLEUM.

Orders are coming in well, but prices are unchanged. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 11½ to 12c.; carbon safety, 16c.; Canadian water white, 16c.; American water white, 17½c; photogene, 19c.

SECOND TO NONE

The only shingle made in Canada that is sold under a guarantee.



A protective discount allowed the trade.

☞ SEND FOR NEW CATALOGUE.

Manufactured by

THE PEDLAR METAL ROOFING CO.

Office and Works: Oshawa, Ont.

MARKET NOTES.

Rice Lewis & Sons report a good business in bicycle fixtures.

The base price of cut nails has been fixed at $2.10, Montreal, Toronto, Hamilton and London.

The Dominion Wire Manufacturing Co., Ltd, has issued lists on wire and wire nails, giving new prices and terms on these articles.

Sanderson Pearcy & Co.'s travelers are on the road again, and are sending in quite a number of orders for glass and "Excelsior" Bug Killer.

The Metallic Roofing Co., of Toronto, state that many inquiries are coming in now regarding prices from people intending to build in the coming spring.

The McClary Manufacturing Co. are placing on the market a covered self-basting roasting pan. It is made in three sizes, which sell respectively for 80c., $1, and $1.20.

A new disinfectant and insect powder is being placed on the Canadian market. It is named "Butler's," and the Toronto Lead and Color Co., Ltd., is the sole agent for the Dominion.

H. S. Howland, Sons & Co. report a brisk demand for the "Star" skate, which they are advertising in another column; also for "Samson" steel and "Excelsior" wood snow shovels.

"We are surprised," said a member of the firm of Sanderson Pearcy & Co., "at the number of orders we are receiving from all quarters for our "Excelsior" Bug Killer, for which we are sole agents in Canada."

Chas. Boeckh & Sons have issued a new price list for 1895, which shows a reduction on several leading lines of from 5 to 10 per cent. This reduction, the firm states, it is able to make because of a recent reduction in the cost of raw materials.

S. W. Baker, 240 Richmond street west, Toronto, Canadian representative of the Acme White Lead and Color Works, Detroit, Mich., told HARDWARE a few days ago that his company was going to make a special effort this season on enamels and other novelties in the paint and oil trade, and expected a good year's business.

The McClary Mfg. Co., of London, Toronto, Montreal, Winnipeg and Vancouver, are offering the trade a good thing in their new "Model" self-pouring pump oilcan, which is made of galvanized iron, and the filling tube of which can be raised or lowered to suit any lamp. It holds five imperial gallons, and sells to retailers at $22 per doz.

J. J. Ryan, hardware, tins, etc., Arthur street, Toronto, is trying to secure an extension from his creditors. He owes a little over $1,000, and agrees to pay in full in 3, 5, 6, and 8 months, and has deeded over real estate owned by him to his lawyer, to be held in trust, and which, if he does not carry out the terms of agreement, is to be sold for the benefit of the creditors. "The extension will likely be granted," remarked one of the creditors, "for Ryan is a pretty square fellow."

UNITED STATES MARKETS.

NEW YORK, Jan. 11, 1895.

PIG TIN—In speculative way the dealings were quite liberal with interest most prominent in January and June deliveries. Prices for the former were a shade easier and those for the distant month very steady. As for distinctly new feature, none came to the surface. London sent advices of firm but quiet market, but nothing that would serve as a cue to operations here. The trade and consumptive demand here was generally referred to as having been only fair. Transactions recorded on 'Change included 10 tons April delivery at 13.35c.; 45 tons June at 13.25c.; 60 tons March at 13.30c.; 25 tons January at 13 42½c.; 75 tons ditto at 13 40.

COPPER—Some increase in transactions is noted on home trade account, but orders are generally of moderate size, and it is the exception that deliveries or shipments further ahead than the balance of the month are called for. Some export movement is taking place, chiefly small consignments; but the movement to foreign points is not of sufficient volume to have any direct bearing upon the market. Prices to the home trade remain at 9⅞ to 10c. for Lake Superior ingot, 9¾c. for electrolytic and 9⅜ to 9½c. for common casting stock.

PIG LEAD—A very fair business has been effected thus far this week. Besides numerous sales of lots of several carloads some larger blocks were taken, chiefly for shipment during the next two or three weeks. The dealings were nearly all at 3 05c., delivery here or at common point, and the market is very steady on that basis. London cable to the Metal Exchange quoted £9 12s. 6d. for soft Spanish.

SPELTER—The market here remains very quiet. Sales of larger lots than single carloads are still the exception, and the carload transactions are comparatively few. There is some inferior stock on offer, for which 3.32½c., possibly 3.30c., would be accepted, but for brands that are popular in this quarter 3.35 to 3.40c. seem to be very close rates. London cable to the Metal Exchange quoted $14 7s. 6d. for good merchant brands.

ANTIMONY—The market is steady with fair business, chiefly at 7¼c. for Hallett's, and 8⅜ to 8½c. for Cookson's from store.

NICKEL—No important change in prices; 37 to 43c. will cover the range quoted.

TIN PLATE—There was no new feature in the market yesterday. Dealings were hardly as good in volume as on the preceding day, although considerable negotiation was under way, particularly for forward shipments.

IRON AND STEEL—Pig iron dealings are still chiefly of routine type. About the only exception is in occasional instances when some inducement in the form of a special price may be made. Upon the whole, the tone of the market is rather weak. Old material shows little change in prices, and is selling in a moderate way only.

The situation in manufactured iron and steel is practically unchanged. A very fair business in beams, girders, plate, etc., goes through, and some improvement is noted in sales of bars, rods, etc., but no change for the better in prices takes place. Railroad patronage is poor, although probably somewhat better than it was just prior to the holidays, but the orders for rails have not involved any considerable quantities since the Pennsylvania contract was placed.

A REVIEW OF TRADE.

AN interesting article from the pen of Mr. P. H. Burton on the trade situation appeared in a recent isssue of The Empire. It read in part as follows:

To have some optimism in bad times and some pessimism in good times is against the crowd, but it usually goes along with cool independent judgment. Judging by all past experience, there are good times ahead. The tendency of the age for labor to get a larger, and capital to get a smaller, share of the profits, as exemplified in the increased cost of conducting all businesses, which means more money to employes, reduced profits, which means less money to employers, and the reduced rates of interest on money, is a quiet, but sure method of more equal distribution of wealth, and is a better way of social reform than any of the wild theories which propose to make all men equal. So it comes not so much as a matter of right or justice, but as a consequence of the conditions of the present time that "he that will not work, neither shall he eat." Amen, so let it be. Financial crises have always occurred and recurred.

The South Sea Bubble in 1719-20, a scheme which was to make every one rich by trade with South America and to wipe out the national debt of England, though it never had but one ship, yet boomed the shares from 100 to 1,000 and then collapsed. In 1763 a crisis originating in Amsterdam (Holland was then a great carrying power) spread to Germany and England. In 1814, owing to the severe strain on England's finances in the Napoleonic wars, 240 banks suspended in England alone. In 1837 all the banks in the United States closed during what was called the "wild cat" crisis. In 1839 the Bank of England was saved by help from the Bank of France, where also 93 companies failed for 150,000,000 francs. In 1843 the empire of Russia was declared bankrupt, and the paper money was called

in and holders given new notes of 2 roubles for 7 of the old (at that time Russia's debt, foreign and internal, was estimated at $185,000,000; it is now over $4,000,000,000). This was followed by a crisis in England in 1844, when the state had to make loans to merchants.

In 1847 failures occurred in England to the amount of $100,000,000, and discount rose to 13 per cent. In 1857 the great crisis in the United States involved suspensions to the amount of $550,000,000. In 1866 Overend, Gurney & Co. collapsed, causing failures to the amount of $500,000,000. The great failure of Baring Bros., some years ago, with liabilities said to be over $200,000,000 would have produced worse results, but the Bank of England led the way and, with other banks, assumed the liquidation of the estate. So great was the fear of a panic then, that they strengthened their gold reserve by a large loan from the Bank of France—unwillingly made, and only given when told that if refused the London banks would throw their French "rentes" and securities on the market and realize on them. The gold came to London, was never used nor opened, and returned after the fears of a panic had subsided. The estate has now been liquidated so far that the bank's responsibilities have ceased, and they now expect a surplus of $3,000,000.

So the lack of universal good judgment, which may come in the millennium, but has never yet existed, leads us astray; people buy more than they can sell and pay for; production outruns consumption, and expenditure outruns income, and in apparent prosperity we sow the seeds of adversity. Then people economize—buy little, make little; stocks get reduced, old things worn out and trade begins to revive again. The business world has passed through a more protracted crisis in 1893 and 1894 than is now remembered by those in active business life. We have had no wars, but we have had extravagance, high living, fine houses, land booms, things people could not pay for—and the collapse came. Added to this the enormous increase of production in raw materials, food and manufactures—insane silver bills and tariff troubles in the States, and the reaching of the depression to every civilized and trading nation in the world, and it seems as if the adverse circumstances were exhausted. It is probable that we shall have continued low prices and must have low wages, measured by a gold standard, because the prices of commodities, as reckoned by Giffen, have fallen during the past twenty years one-third, so that the same wages now purchase about 50 per cent. more than then. This is shown in the improved houses, the luxuries, the dress, the food, all classes of workers can buy now when they earn the same wages as formerly, and it is certain that labor ought and must share in the decline of values as measured in dollars, but not in remuneration as measured by the comforts, necessaries and luxuries purchasable with the year's labor.

In speaking of the enormous advances made during the last fifty years, it is often forgotten what an important part the production of gold has played. From 1492, when America was discovered, down to 1850, a period of 358 years, the value of the world's product of gold was $3,335,000,000, while in the thirty years from 1850 to 1880 the value was $3,935,000,000. We can hardly estimate what an influence this had. From 1881 to about 1892 the production of gold continued to fall off and the production of silver to increase. The enormous finds of silver in the United States and the unnatural market made for it by the Bland and Sherman bills, still further increased its production and decreased its price, appreciating gold and depreciating all prices in the countries having a gold standard; while among the 900,000,000 of China, India, Japan, Mexico and South America, where silver is the standard, prices have remained very much the same. Since 1892 the production of silver has been declining, and that of gold increasing. In 1893 the production was $140,000,000, or equal to the average of 1851-60—the most productive decade we ever had; 1894 will show a still larger yield, and it is estimated that 1895 will exceed all previous years and come up to $2,000,000,000. The United States has been the largest producer, Australia second, and Africa third. This is likely to be reversed, and the Transvaal will be first, Western Australia second, and the United States third. It will take time for these things to have effect, and it would be a pity for us to learn nothing from the depression; but, as sunshine follows rain, so will better times come, and especially to those who don't lose their heads and don't stretch out beyond their means. In Canada we should combine the conservatism of Britain with the progress of this continent, and certainly if we measure our possessions by the privileges and comforts we enjoy, and not by the amount of dollars merely, remembering that good government, good laws, fine, healthy climate, enough to eat, drink and wear, and a little surplus to give away, constitute about all that this world can give, and which, considering the frailty of human nature, we enjoy in a good degree, we can say, honestly, Canada is good enough for us. Let us live within our means, work hard, have faith in God, ourselves, and the country, and all will be well.

TRADE IN MARKHAM.

Mr. E. H. Wilson, one of Markham's leading merchants, was in Toronto Tuesday. "In spite of the hard times," said he, "we had a fairly good holiday trade." All the local manufacturing industries he reported to be well employed, with the exception of the wagon works, which has been shut down the past three weeks. The woolen mill, which employs 60 hands and pays out $120,000 annually in wages, has orders enough on hand to keep it running for the next six months.

"Are you shortening credits out that way?" I ventured.

"Yes, we are," he answered with emphasis. "I would, if I could have my way, do nothing but a strictly cash business. As it is now, we do not give much credit, while for the comparatively little we do, we render accounts monthly, where at one time it was once a year or once every two years."

Mr. Wilson was one of the successful candidates for a seat at the School Board at Monday's municipal elections.

PERSONAL MENTION.

Mr. John A. Milne, son of Mr. John Milne, of the firm of Burrow, Stewart & Milne, iron founders, Hamilton, has assumed the management of the retail house-furnishing firm of J. Milne & Co., Yonge street, Toronto.

Mr. C. Killer, formerly M. & L. Samuel, Benjamin & Co.'s representative in Manitoba, Northwest Territories, and British Columbia, and later still in the milling business in Michigan, is in Toronto renewing old acquaintanceships.

Mr. Wortman, of Wortman & Ward, London, and Mr. Dowswell, of Dowswell Bros., Hamilton, were in Toronto this week. "These gentlemen," said a jobber, "are particularly interested at the present time in placing orders for churns, and it is understood that the Toronto jobbers have made such arrangements as will put them (the jobbers) in a good position for spring business."

John T. James, merchant, International Bridge, Ont., was elected reeve of that municipality on Monday last. Mr. James is a man with brains, and the people of International Bridge, as well as the successful candidate, are to be congratulated.

THE GLASS TRADE OF ST. HELENS.

Representatives of the firm of Pilkington Bros., glass manufacturers, St. Helens, recently met a number of their employes who had received notice of a reduction in wages. The position of the glass trade, with falling prices and the condition of the labor market was discussed, and the reasons for the proposed reduction fully explained. We understand, says an exchange, the employers were willing to meet the men as far as possible, and it was agreed to hold the notices for a reduction in abeyance for a few months in hopes of there being an improvement in trade and prices. At St. Helens Town Council a councillor called attention to the hundreds of starving families through the stoppages of works and the general depression in trade of St. Helens, and asked what could be done.

QUALITIES WORTH CULTIVATING.

IN these competitive times, it more than ever behoves the ironmonger to look well to all points essential to success, and more particularly to business qualities. Competition gets fiercer and fiercer every day, and renders the strictest care requisite to make anything like a fair and remunerative profit.

Years ago the bulk of the ironmonger's trade, and that for which he most cared, was the carriage trade, which took him bowing to the door, and meant long credit with large profits, interest and all well considered. Stores and cash payments, with generally a judicious allowance for the same, have done away with this, or so modified it as to make it almost insignificant, and the middle classes and the masses form the majority of the customers. Now it can no longer be said, as was the case some years ago, when a well-known provincial ironmonger declared, with a laugh: "When things are good everyone pays me, and I pay everybody; now things are bad, nobody pays me and I pay nobody."

The ironmonger has to regard the laws which regulate his success or failure as certain and fixed as those of health and disease. To be successful in his business he must really like it, or at least have no positive objection to it. A natural aptitude for any work embarked in is always an advantage. Either with this or without it, there must always be the most steady application to the mastery of details. It is this more often than anything else which ensures success. One of the most prosperous men in the trade said recently, "I owe all my success to my intimate knowledge of my business. The smallest practical work in connection with it I can do. I could, if necessary, take the place of one of my workmen at the bench, and practically show him any point in which he is wrong. The men all know this, and even the most naturally careless is bound to give his best attention to the job before him. I have found men in the trade far more naturally able and clever than I, fail. Indeed, they were too clever, and could never have the patience to master the indispensable detail so necessary to the successful carrying out of their work. They saw things, as they fancied, at a 'glance,' and hence in reality never investigated them at all. It was a case of 'eyes and no eyes' with them, and the latter had it. When I first began business it was a small shop in a populous town. My first really good customer, for he afterwards recommended me wherever he went, brought me in a latch-key and said he wanted one like it. I told him I had not one exactly like it, but if he would wait a little while I thought I could alter one to suit, or if he would leave the pattern, I would have it ready in half an hour. He left it, and called in at the time named. He wanted to pay me for it; I said, 'No, if it answers, you can look in again next time you pass by.' He came in shortly afterwards and told me the key I had adapted for him opened his latch easier than his old one. From that time I did a good business in keys and locks of all sorts, and this first friend was a good and regular customer. As with this, so with all other matters, detail was with me a main point."

Business detail is no mere question of trifles. Worrying about unnecessary, trifling details is ridiculous. These latter comprise such things as constitute the abuse of proper details. Thus, there are men who will attend to such matters as the smoothing out of parcels' paper for future use, or the untying of stringed parcels when more immediate matters should be seen to, or else insist upon their assistants so attending to such matters when their time is really of more value than the paper and string saved. All such savings should be effected in spare time, or performed by those whose labor can be put to no more profitable use. To keep a customer waiting while such details are attended to will weary and annoy him, and may make him avoid the shop in future. The work can best be done—it certainly should be done—at the quiet times which occur during each day, when customers are not inconvenienced by it.

An ironmonger had a wealthy customer who required some wire fencing, made in a manner peculiar to his own ideas. This was readily undertaken, and, thoroughly understanding the job submitted to him, the ironmonger gave the work to a new man who had lately entered his employ, and, with the instructions, gave the proper amount of wire for the fencing. The workman came the next day and said he required more wire. "When I gave the price," was the answer, "I estimated the quantity required, and you'll find you have enough." The man looked somewhat foolish, but went away and finished the job satisfactorily. The fact was, the ironmonger had been used to measuring such material, and perfectly well knew the quantity required for this particular job. This was an instance of wise attention to detail. When detail is properly carried out, success is sure to result.—London (Eng.) Ironmonger.

ESSEX COUNTY GAS.

THE intimation is made, says Mining and Engineering Journal, that natural gas from the county of Essex, in the province of Ontario, will soon be used in Detroit for illuminating and heating. Contracts are under way for the laying of submarine pipe in the bed of the Detroit river. It is to reach from Orleans street, Detroit, to Gladstone avenue, Windsor, Ont., and from the latter place a main will be laid to the Ontario basket factory to connect with the main at that point. The present line to the field is only eight inches in diameter, but the company is prepared to lay a twelve inch line alongside of it. The supply of gas is obtained from a small area along the northern shore of Lake Erie, in the township of Garfield South, Essex county, a distance of about thirty-five miles. The gas-bearing formation is supposed to be either a Clinton or a Niagara limestone, and is reached at a depth of 1,050 feet. There are at present eight producing wells in this field whose aggregate capacity is estimated at 40,000,000 to 42,500,000 cubic feet per day. The remarkable feature of the Essex field is the persistence with which the rock pressure on the wells situated within it has been maintained, notwithstanding the smallness of the gas area, which is only about two miles square; the natural pressure when the first well was opened in January, 1889, was about 420 pounds, and in spite of the usual amount of wastefulness and the constant demand for supply of the neighboring towns and villages, the pressure remains at the same figure. The local theory is to the effect that most of the field is under the bed of Lake Erie, the Kingsville wells being situated upon the very edge of the gas-bearing strata, and that in consequence there is a large reserve of gas tributary to the place of actual production. The correctness of this view will be tested when the pipes to Detroit are completed, and when the full force of the city demand makes itself felt upon the tiny field. The gas field in Welland and Haldimand counties is of much larger area, being about thirty-five miles long and from two to seven and a half miles wide. By far the greater part of the production of this field is piped across the Niagara river to Buffalo, about fourteen miles away, the daily delivery being about 4,600,000 cubic feet. The effect of the constant drain upon the wells has been very marked. When first opened in 1789 the rock-pressure stood at about 570 pounds, since which time it has steadily decreased until now it ranges from 80 to 200 pounds, and even lower. It has ceased to be possible to send the gas to Buffalo by the natural pressure, and compressors have been in use for about a year in order to force the gas to the place of delivery. The Welland field will in all probably soon be exhausted, perhaps in two or three years, and the chances are that with the Detroit demand the Essex field will be depleted in a longer or shorter time. It is a reflection upon the enterprise of the people of Ontario that they allow the most valuable natural asset to be exported to furnish cheap light and fuel to the citizens of Buffalo and Detroit. They will probably awaken to a sense of its value when it is all gone. The officers of the Kingsville Natural Gas Company, which is exporting the gas to Detroit, denied before a committee of the Legislative Assembly, last April, that they had any intention of piping the gas across the river, and expressed themselves as opposed to such a policy.

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CATALOGUE IN STOCK-TAKING.

ANY suggestions that lighten the labor of the annual or semi-annual inventory, at the same time contributing to the correctness of the result, are worthy of consideration, says Iron Age. To manufacturers, especially, in determining the value of finished goods either at factory, warehouse, or at branch establishments, and to jobbers who have their own catalogue, the following method may be of service :

A fresh catalogue can be prepared a little in advance by pasting in any pages, circulars or appendices issued during the year, and occasionally blank pages can be interleaved if a page is likely to be crowded. As there are always more or less of odds and ends, a few leaves can be placed at the back of the book for items having no particular place.

The entry clerk, or whoever takes from the call clerk, should be familiar with the catalogue so that he can find the right page as fast as his partner calls, especially as a careful caller more or less verifies the count noted on each slip as he proceeds. The entry clerk thus has nothing but quantities, expressed in few figures, to put down opposite the printed line describing the goods. Even closely printed pages, as of bolts, screws, etc., are easily utilized in this way.

A common method has been to use a blotter or blank book in the first stage of such work, and then copy and arrange the mass afterward—a tedious undertaking, and often unsatisfactory when completed. On the other hand, by the use of a catalogue very little writing need be done; quantities are made to harmonize with the form in the book, as thousands, grosses, hundreds, dozens, sets, pairs, each, etc., which are not always correctly expressed on the shelf slips by careless or incompetent clerks.

These inaccuracies are apparent at once to the entry clerk, who has little to do, and differences are adjusted on the spot, while the arrangement of the stock for copying is complete when that stock has been entered in the catalogue. Sometimes a section of stock is skipped inadvertently, but the catalogue acts as a telltale to those familiar with the stock. The catalogue, it is understood, is only a temporary expedient for assembling the innumerable items in a large stock in their proper places, to be copied neatly into a blank book later.

When the delicate work of pricing begins, each page naturally tallies with the page in the catalogue containing prices, costs, etc. Then, too, instead of having two or more items of the same goods from which to take from one to six discounts, if properly done, there should be no such duplication. Principals whose time is valuable, wishing to glance over the record before copying, can skip the trivial portions and concentrate their attention on what is important.

If a quick result is required in an exceptional case, the catalogue could be priced in the office in advance in a leisurely way, although in most instances it is best to price after the stock is taken down. Those experienced in stock-taking are familiar with the interruption and distraction at such times, but with such a skeleton to fill in, the mind is relieved of much, while the form offers many practical suggestions as the work progresses. Obscure articles in a large book can be quickly located by the index as a last resort.

Comparisons with preceding inventories are practically on the same basis, while future reference at any time during the ensuing year is quickly made by referring to the index, if the inquirer is not familiar with the copy. Often, in addition to the goods on the shelves, there is reserve stock in original packages, similar goods laid out but not charged, returned goods billed but not yet received, and often goods en route from mill or factory billed but not received, etc., all of which must be considered as stock on hand.

The various items are quickly assembled, each on its proper page, the figures roughly jotted down and added together afterward when being transferred. As stocks are usually run as low as possible before an inventory and replenished immediately afterward, one can quickly run through the important goods in this way as soon as the count is finished. After this the extending and footing is merely clerical work.

CUTLERY

A. C. LESLIE & CO., Montreal and ... Toronto

We are closing out the stock of Cutlery, Spoons, etc., at our Toronto office, and can offer special inducements to buyers during the present month.

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

Window Shades

Our travelers are out with a complete line of our goods, including the "Imperial" shade, of which we are sole manufacturers. We are now in our new factory and have new machinery and increased facilities for producing the best of everything in the way of

Window Shades
Blind Fixtures

Brackets,
Etc., Etc.

Write for our Catalogue, Color Book and Price List

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We are Sole Agents in Canada for Hargreaves Mfg. Co.
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TORONTO

TRADE CHAT.

JOHN Whitchelo, a prominent merchant of Moosomin, dropped dead in the Baptist church the other night. He had just entered the church, and was walking up the aisle to his pew, when he fell to the floor and was picked up dead. Heart disease was the case.

The Central Natural Gas Company, Ltd., Dunnville, has peen granted incorporation.

London, says a despatch, is now one of the best lighted cities in the Dominion, 247 electric lamps of 2,000 candle power each doing duty.

Barrie wants a syndicate to run the Sewrey foundry and iron works, that would employ 120 men, add life to the town and earn a handsome profit on the capital employed. It could be done.

In Berlin the use of glow lamps attached to vehicles and the horse drawing them is now so common as to excite no remark. The lamp is inclosed in a silvered reflector, and is fed from a small battery of accumulators carried on the vehicle.

Representatives of 50 American firms met in Cincinnati, O., on Monday and organized the National Association of Manufacturers of Corrugated Pipe and Galvanized Eave Troughs, with President T. C. Snyder, of Canton, and James A. Miller, of Chicago, as the temporary officers.

The annual meeting of the Toronto Board of Trade for the election of officers and the transaction of general business will probably be held during the first week of February. The nominations will be made a week earlier. The date of the meeting will be decided upon by the Council in the course of a few days.

At the annual meeting of the Calgary Board of Trade, held recently, the attendance was good. The following officers were elected for 1895: President, James Bannerman; vice-president, A. McBride; treasurer, A. Allan; secretary, I. S. G. Van Wart.

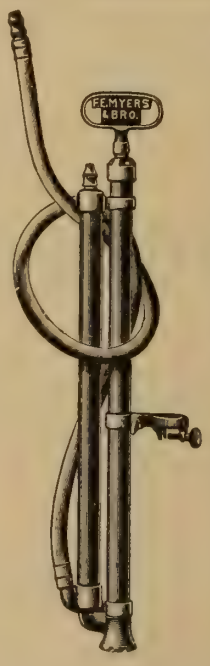
One of the prettiest weddings in Stratford for some time was on Wednesday week, when Miss Frances Graham, sister-in-law of Ald. W. Hepburn, was married to Mr. John S. Chambers, one of the leading business men of Birtle, Man. Miss Mader, of Atwood, assisted the bride, while Mr. Alex. Ballantyne supported the groom. Rev. E. W. Panton of St. Andrew's Church conducted the ceremony.

It is said that the arrangement between the Government and the Manitoba delegation in reference to the Hudson's Bay railway was that the Government would aid the undertaking to the extent of $6,000 a mile, and take as security therefor all the rolling-stock of the line when equipped, and a first lien upon the first 275 miles of the road. It is said the contractors agree to build the line on these terms. It is also stated that Sir John Thompson insisted on the promoters and their friends furnishing a million dollars on their own behalf before the Government would do anything.

Murphy & Hart's wire mattress factory at Toronto Junction was destroyed by fire on Saturday night. The building was a frame one, and there was little hope of saving it, but the firemen directed their efforts to the bridge crossing the C.P.R. track close by, which had caught fire. Although the fire broke out on it several times, it was saved. The factory, though of wood, was thought to be fireproof. It was erected as a model by the inventor. C. A. Hart estimates the loss at $30,000. The insurance amounts to $20,000. The cause of the fire is a mystery. By the fire twenty-eight hands will be thrown out of employment.

BRASS SPRAY PUMP.

M. & L. Samuel, Benjamin & Co. have a shipment of Myers' bucket brass spray pumps and fire extinguishers in stock. The accompanying illustration will give the trade an idea of what it is like. This pump is constructed entirely of brass, a material that is not affected by the poisonous arsenites used in different formulas for spraying fruit trees, vines and shrubbery. It is so arranged that the labor of pumping is all done on the downward stroke of the piston and nothing on the up; and the fact that it is not necessary to steady the pump with a foot rest, makes it very easy to operate, and gives it extraordinary power. The effect of this operation while pumping is to hold the pump down, and it is not necessary to use a foot rest or in any way steady the pump while in operation except by means of a small clamp which attaches to the top of the bucket or tub and steadies the pump, holding it in proper position.



It is provided with a large air chamber, and has a ball valve at the bottom between the cylinder and the air chamber, whereby the pressure is held uniformly in the air chamber and on the hose so that the nozzle throws a continuous spray, and is not affected by the movement of the plunger. The operator is enabled to keep a constant pressure on the nozzle of from 50 to 100 lbs. with very ordinary exertion. It will throw a solid stream 50 feet and is of unusual value for washing windows, buggies, and extinguishing fires, sprinkling lawns, flowers, etc. For spraying it is arranged so as to discharge a fine jet in the bottom of the bucket and keep the solution thoroughly mixed and agitated, a feature peculiar to this pump only and a very necessary feature to a spray pump. The pump is also provided with a sprinkler for flowers.

MAY GO TO NIAGARA FALLS.

Niagara Falls, Ont., is rejoicing at the prospects for the Gould Coupler Co., of Depew, locating a plant there brightening. J. H. Dunn, the general superintendent of the plant, visited the town last week. He was shown a tract of land for a site located in the western part of the town adjacent to the Grand Trunk, Michigan Central and St. Catharines and Niagara Central roads. It is an ideal location for such a business as the Gould Co., and Mr. Dunn expressed himself perfectly satisfied with it. In fact, he stated candidly that Niagara Falls, Ont., had impressed him favorably as a shipping centre. Mr. Dunn further stated that his company had quite a business in Canada, and it was their design to build finishing shops on the Canadian side. They would ship their manufactures in a rough state and do the finishing on this side. In this way the duty would be greatly reduced. He was now negotiating with the Controller of Customs to establish a fixed duty on their products, and just as soon as that was settled the company would immediately break ground and put up their plant on the site that would be selected. The Gould Co. has a contract with the G.T.R. to equip all the passenger coaches with the coupler, and is now negotiating with the same company for its freight cars. It has also a contract with the I.C.R. and with the Michigan Central. If the Canadian Pacific comes in over the Niagara Central, as is anticipated, the company, by selecting the site tendered by the town, will be in a position to handle that road's cars.

QUEBEC MINING SOCIETY.

The General Mining Association of the Province of Quebec met at Montreal on Thursday. The president, Mr. J. Blue, occupied the chair, and there was a large number of mining men present. Mr. John Blue, of Capelton, was elected president for a second term, and Captain R. C. Adams, Mr. S. P. Franchot, of Buckingham, Mr. G. E. Drummond, and Mr. F. P. Buck, of Sherbrooke, vice-presidents; Mr. A. W. Stevenson, treasurer; and Mr. B. T. A. Bell, of Ottawa, secretary.

Amendments to the constitution and by-laws were made, and a proposal of the council to admit members of the McGill Mining Society to the privileges of the society upon payment of one dollar per annum was adopted. A scheme for federation with the Ontario Institute of Mining was approved, and ordered to be sent for consideration to the Nova Scotia Society, with a view to forming one mining society for the whole of Canada.

EDUCATION FOR CLERKS.

AFTER an all too brief period of schooling, in which the rudiments of an education are usually acquired, and a course of clerking in a store, or a year or two spent in an office or in a workshop, the average young man (we refer, of course, to that class whose parents' means will not allow them to send their sons to college) usually considers his education as about completed, says Merchants' Review. If he has been so fortunate as to secure a college education, owing to the possession of ample means by his parents, he will almost certainly look upon his education as finished for all time. Indeed, the superciliousness and conceit of the college graduate have become proverbial, and yet so utter is the ignorance of most young men of all that comes to one from practical experience, that both college graduate and the farm graduate, also the workshop graduate, should be regarded as immersed in equal depths of darkness. It actually requires a certain degree of maturity for the individual to understand his own ignorance. Having, however, once learned his deficiencies, there is hope of his enlightenment, but the process of education never ceases; it must go on from the cradle to the grave.

All this is trite enough, but if so, how can we account for the, we won't say, ignorance, but inefficiency of so many employes in mercantile establishments. If they are already aware of these oft-told truths, why don't they set about the work of correcting their deficiencies and improving their minds.

It takes a mighty big brain, a superhuman will and a tremendous energy to make a shining success in the world without a proper education or training. When Napoleon, as a victorious general, burst upon the vision of astonished Europe, it probably was not known that his education had been very careful and more than ordinarily practical in its nature, hence the surprise and admiration at the notable feats of arms by which he became master of the continent grew to a wonderful height, but the early history of the great Corsican has been revealed and it is known that in his boyhood he received the kind of training that could perhaps best prepare such a youth for his after career of conquest.

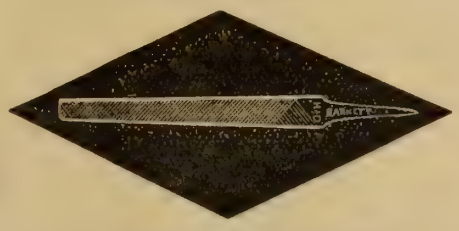
No young man can afford to dispense with education, and the more practical it is, the better for him in after life. The business training that a young man receives in the store or office is even more important to him than the instruction received at school, and we urge our younger readers to take advantage of every opportunity to learn all the details of the business in which they are employed. In after years, when they have become employers, such knowledge as they have acquired will be appreciated at its full value. Be certain that it will be worth far more to them than it cost.



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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

IN the case of Edwin. M. Roberts, trader, Pilly's Island, Newfoundland, an insolvency declaration has been applied for.

Simeon Beauchamp, teas and crockery, Montreal, has assigned.

W. E. Weeks, furniture, Brantford, Ont., has assigned to D. G. Read.

Voloshin & Cohen, general merchants, Carman, Man., have assigned.

James McKim & Sons, general store, Union, B.C., have assigned.

J. H. Cross, wholesale brushes, Montreal, will hold a meeting of creditors on Jan. 11.

Pierre A. Vaillancourt, general store, St. Charles Bellechasse, Que., has assigned.

Mrs. F. Voyer, general store, Rimouski, has compromised at 10 cents on the dollar.

Samuel Neall, cabinet and wagon maker, Hagersville, Ont., has assigned to W. J. T. Lee.

Thos. McKeough, painter, Ottawa, Ont., is offering to compromise at 30c. on the dollar.

J. L. Hagerman, general store, Sutton West, Ont., has assigned to G. H. May, Toronto.

A. H. Falardeau, general store, Spencer's Cove, Que., is in the hands of Napoleon Matte.

M. Hamel, trader, Quebec, Que., has compromised with his creditors at 50 cents on the dollar.

Edwin M. Roberts, trader, Pilly's island, Newfoundland, has applied for an insolvency declaration.

S. C. Larke, general merchant, Mount Stewart, P.E.I., offers to compromise at 50c. on the dollar.

Daniel McGregor, general store, Morewood, Ont., has offered to compromise at 50c. on the dollar.

Gustave Joly, general store, St. David, Yamaska County, Que., has assigned to Lamarche & Oliver.

The assignment of A. Durocher, general store, Belle River, Ont., has been transferred to W. A. Campbell, Toronto. The stock will be sold by auction at London, Ont., on January 11.

PARTNERSHIPS FORMED AND DISSOLVED.

Russell, McDonald & Co., general store, Vancouver, B.C., have dissolved partnership. Each continues.

Oliver & Steigler, general store, Mildmay, Ont., have dissolved partnership. John Steigler continues the business.

Louis Joseph Adelard Demers and Alphonse Magnon have been registered as proprietors of the firm of L. J. A. Demers & Co., traders, Quebec.

PARTNERSHIPS FORMED AND DISSOLVED.

McKay & Ryan, plumbers, Montreal, have dissolved partnership.

Jos. Noel & Co., hardware, Quebec, have dissolved partnership.

Smith Bros., marble dealers, Sherbrooke, Que, have dissolved partnership.

The Spanish River Talc and Nickel Mining Co. of Algoma, Ltd., has obtained a charter.

Arthur H. Foss and Robert Johnston have been registered proprietors of the Garland Oil Can Co., Sherbrooke, Que.

David Yuile and James Cochrane King have been registered proprietors of the Chanteloup Mfg. Co., founders, Montreal.

SALES MADE AND PENDING.

J. H. Farrow, general store, Hawkestone, Ont., has sold out to P. McLeod.

The assets of J. S. Mayo, oils, Montreal, will be sold by auction on January 15.

A. McMurphy, general store, Komoka, Ont., has sold out to Wesley Dingman.

D. A. McClure, groceries and crockery, Wingham, Ont., has given up business.

The stock of J. H. Notter, groceries and crockery, Owen Sound, Ont., has been sold.

F. Carter, blacksmith and carriage maker, Paisley, Ont., advertises his business for sale.

The assets of David Kerr, painter, Montreal, have been advertised to be sold by auction.

The estate of T. G. Anderson, general store, Arden, Man., has been sold to James Cameron.

The assets of J. S. Mayo, wholesale oils, Montreal, are advertised to be sold on January 15.

The stock of the late G. E. Manning, hardware, Bowmanville, Ont., has been advertised for sale.

The effects of Napoleon Baily, painter, Ottawa, have been advertised to be sold under chattel mortgage.

Dame Mary Hillea, wife of W. R. Cuthbert, has been registered proprietress of the house of W. R. Cuthbert, brass founder, Montreal.

Dame Mary Louiseau, wife of Thos. Jos. Mocock, has been registered as proprietress of T. J. Mocock & Co., axe makers, Danville, Que.

Dame Anna Coutu, wife of Joseph Alphonse Pelletier, has been registered proprietress of J. A. Pelletier & Cie, traders, Montreal.

CHANGES.

R. L. Rolls, general store, Leskard, Ont., has removed to Centreton.

FIRES.

T. Martin, tinware, Gravenhurst, has been burned out.

T. J. Overn, harness maker, Gravenhurst, has been burned out.

H. W. Marter, furniture, Gravenhurst, Ont., has been burned out.

Geo. F. Lawrence, general store, Buckingham, Que., has been burned out.

Robin, Sadler & Haworth, manufacturers of leather beltings, Toronto, have been burned out.

The Canada Wire Mattress Company, Toronto Junction, have been burned out.

Cassidy, Bonner & Co., leather beltings, Montreal, have been burned out. Insured.

Henry Michie, general grocer, Fergus, Ont., had his stock damaged by fire and water.

DEATHS.

Daniel Palfrey, general merchant, Bridgetown, N.S., is dead.

C. E. Saunderson, of B. & S. H. Thompson & Co, general merchants, Montreal, is dead.

TO REGULATE PEDLARS.

The Quebec Government bill to amend the license law relating to pedlars was adopted by the Legislature on Monday last. This new bill empowers municipalities to levy taxes upon wandering pedlars in any sum up to $100. In connection with its passage in the House, Hon. Mr. Taillon said that, should the bill have the desired effect of putting an end to pedlars carrying on a business in the province, it would mean a loss of $12,000 to the Provincial treasury. Mr. Fitzpatrick stated that a Mr. Vineberg, in Quebec city, pays as much as $3,000 for licenses.

Chas. McNab, a well-known commercial traveler, died in London last week of congestion of the lungs. He leaves a large family.

ARBENZ'S RAZORS

For sale by the Trade



With Interchangeable Blades

The Best, Most Reliable, Easiest and Cheapest High-Class Razors in the World.

Lamplough & McNaughton

Sole Agents MONTREAL



"Build to-day then, strong and sure, With a firm and ample base." — Longfellow.

DO YOU?

WISH THUS TO BUILD, an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before.
Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East. TORONTO

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Masonry Burlington Bridge," will be received until Thursday, the 10th day of January, 1895, for the construction of the Pivot Pier and Abutments of a Swing Bridge over the Burlington Channel, near the city of Hamilton, Ontario, according to plans and a specification to be seen at the Custom House, Hamilton, at the office of the Resident Engineer, 36 Toronto street, Toronto, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the form supplied and signed with the actual signatures of tenderers.

An accepted bank cheque, payable to the order of the Minister of Public Works, for the sum of two thousand dollars ($2,000,00) must accompany each tender. This cheque will be forfeited if the party decline the contract, or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

E. F. E. ROY,
Secretary.

Department of Public Works, Ottawa, 18th Dec., 1894. (2)

GALVANIZING IRON CASTINGS.

A WRITER in Metal Worker recently wrote that journal asking for a formula for galvanizing small iron castings, just as they came from the rattler.

The answer given was as follows: The process of galvanizing, though an easy one in theory, requires considerable practical knowledge and experience to produce satisfactory results. The pot for holding the melted zinc is usually made of wrought iron, and should be very heavy to be of sufficient strength to hold the contained zinc. The pot, as a rule, is set in brick, supplied with a coke fire about the bottom and sides, and should contain a sufficient amount of zinc so that the temperature will not be rapidly reduced as the articles are immersed. The surface of the zinc is covered with powdered sal-ammoniac to protect it from the action of the atmosphere, and also to act as a flux. An addition of about 3 per cent. of tin to the zinc improves the appearance of the work. The molten zinc gradually takes up iron from the pot and from the articles galvanized. This formation, being heavier than zinc, sinks to the bottom of the kettle while in a melted state and at rest. The action of dipping mixes the alloy with the zinc and gives a rough appearance to the work. As a remedy, the melted zinc should be allowed to stand until the alloy has settled to the bottom of the kettle, when it can be removed by means of a perforated iron skimmer. As the sal-ammoniac and atmospheric oxygen act to a certain extent on the molten zinc, a scum is formed which must be removed from time to time. The sal-ammoniac covering the zinc is also vaporized during the process of galvanizing, and additions are to be made as required. The first step to be taken with the castings is to remove the outer scale or oxide, and much of this can be done with the rattler. If the castings are sufficiently clean for galvanizing, well and good; if not, they can be scoured with sand or coke. As much of the success of the operation depends on a clean surface, it may be necessary to place the castings in a bath of sulphuric acid and water. If desired, the articles can be kept for some time after cleaning by being covered with pure water. They can then be dipped in muriatic acid, dried in a reverberatory furnace, or on a sheet of iron placed over a fire. While hot, the castings are taken and placed in the melted zinc, and allowed to remain for a short time, when they are taken out, the superfluous zinc being allowed to drain off, or removed by brushing. Small castings can be taken out of the zinc by means of an iron skimmer. They must be separated before cooling, so they will not stick together.

The Toronto Street Railway Co. is putting in two extra engines, in order to gain an addition of 100 horse-power.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

CLAY IN IRON ORES.

CLAY or adhesive earthy substances prove about the most difficult matters to deal with in regard to iron ores, says a writer named Walter J. May, for while moisture and insolubles are largely increased, thus reducing the metallic contents of the ore as received at the furnaces, the difficulty of removing adhesive matters is considerable, particularly when it is inclined to form slimy balls when moved. Some clays disintegrate easier than others, while some become almost glutinous when wetted, and as they are always more or less moist when raised, they cannot be dealt with in a dry state, however desirable a dry process would be. Friable or sandy clays are easily dealt with, as they disintegrate readily in an ordinary revolving washing cylinder, and the ore and other solid matters are easily separated: therefore, these ores need not be considered.

Those clays which, while more or less adhesive, can be disintegrated by friction in the pressure of water, can be well treated in a revolving cylinder having internal blades, as in the case of a claywashing mill; but if the grains of ore are much larger than eggs, this cannot well be done owing to the continual stoppages, and to the repairs which become necessary through the knocking about the ore grains. Where the grains are large, it becomes necessary to use a nearly horizontal cylinder of considerable length, spikes projecting from the sides to prevent the wet material forming ball by checking the regular rolling of a large mass. A regular flow of water must pass through the cylinder to remove the fine matters as they become separated, and the larger parts will travel out of the cylinder in the ordinary way adopted to these apparata. It is not readily possible to crush the large grains before washing, as the crusher would probably ball the clay in such a way that subsequent washings will fail to cause disintegration. So far as possible, the men engaged in mining this class of ore should separate the larger grains of metal from the bulk, and this they will usually do if an increase of a few pence per ton is given for large clean grains for loading.

Ore which is full of tenacious clay readily separable in water, but which requires some amount of soaking can, if water is plentiful, be well and cheaply cleaned by turning a jet of water on them and washing the face of a heap, the water and clay in suspension being carried away in troughs, while the cleaned ore is loaded up for further separation in jigs, or into wagons for sending away to the furnaces, as the case may be. By carefully laying out a floor for this work, and by having a moderate head of water, large bulks of clayey ore can be treated very cheaply in this way, while if there is only a small quantity of fine sandy ore, the loss in metallic value will not be great. Special washing troughs of perforated steel plates might also be used, if preferred, and in these the ore might be readily prepared for market, as only that which was perfectly cleaned need be left in the troughs, the water and dissolved clay passing through the plates.

Very tenacious clays are best washed out with a more or less powerful jet of water, and in this case the troughs just described are very useful indeed, as they permit of the removal of the clay at once. The cost is more in this case than with more friable material, but conditionally on the ore being placed in the troughs, or in a bin communicating with the troughs, say, in 1-ton lots, the water thoroughly removes the clay before another lot is shot in the washing receptacle.

A RAPID CORK PULLER.

"The Quick and Easy" Cork Puller is being placed on the market by H. S. Howland, Sons & Co. It is automatic in its operation, pulls the cork by one movement of the lever, and throws it off when the lever



is returned back to position. It is especially adapted for rapid work. It cuts the wire when pulling the cork, if desired. The screw and nut can be quickly changed in case the screw bends or breaks or the nut wears out, without removing the machine, which is an important feature. This machine is finely finished and strong in all its parts. Each one is packed in a box, with clamp and oil-can, with full directions for use.

A HUSTLING FIRM.

I came across an instance the other day, says "Vulcan" in Ironmonger, of what ironmongers can do who take time by the forelock and bring their season-goods under the notice of the public. A firm who, every spring and summer, advertise largely their lawnmowers, and exhibit them on every possible occasion at horticultural shows, have this season disposed of no fewer than 300, while they have repaired an even greater number. This is in remarkable contrast to another ironmonger in the same town, who last year complained that he had sold scarcely any wire dish-covers, notwithstanding the great heat. When questioned, he had to confess that he had never exhibited them in his window, but had kept them all the season on his shelves. Ironmongers can depend upon it that if the public do not see the article they want in the window, they will assume it is not kept, and go to a more enterprising establishment.

THE NORTHERNMOST MINE.

The mine which is located farther north than any other mine in the United States, and probably in the world, is, says Engineering and Mining Journal, the Omalak mine in Alaska, owned by Mr. J. C. Green, which has been steadily worked for nearly twelve years past, although very little is ever heard of it. The mine is on the Fish River not far from Golovnin Bay, about 60 miles north of St. Michael, and nearly 1,000 miles northeast of Sitka. The location is in latitude 65 deg. north, or almost under the Arctic Circle. Mr. Green, it is stated, discovered and secured possession of this mine in 1881, and has since then spent about $100,000 in development. It is a silver mine, the ore being galena, and the average yield for some time past has been about 75 per cent. lead and 143 oz. silver to the ton, but only a trace of gold. The owner spends his winters in California, and in the spring charters a ship to carry his year's supply of stores and the miners he engages to the Fish River. He returns in the fall with the cargo of ore, bringing back also the miners. As they receive their board while at work and on the voyage, and have no opportunity whatever of spending money, their wages are generally drawn in a lump upon their return. The natives of that part of Alaska are Eskimo, and are usually a very peaceful people. Mr. Green has always been good friends with them, and employs a number in performing the unskilled labor required. They are, he says, good workers, but are apt to get tired and leave after a few weeks, not being used to continuous labor. The climate is not as severe as might be supposed, as, like the whole of the Alaska coast, the effect of the Kuro Siwo—the great Japanese current—is felt, making the temperature very much lower than that of the corresponding latitudes on the Atlantic coast of the continent. In the intervals of work there is abundant chance to fish and hunt, game of many kinds being plentiful. Mr. Green has no hesitation in closing up his mine and leaving it for the winter, as there are no white men in the country except himself, and the miners he takes with him each year, and the Eskimo have no particular use for his ore.

CALCINED LAND **PLASTER**

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.
Windsor, N. S.



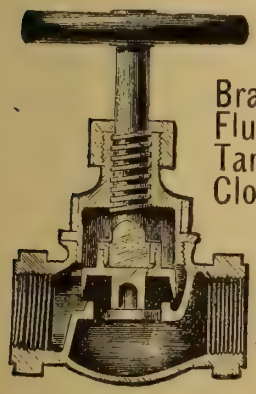
HORSE CLIPPERS

CEM AND H. BOKER

Finest Quality. New stock just arrived.

RICE LEWIS & SON
LIMITED
TORONTO - - ONT.

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE
Stevens Mfg. Co.
London, Ont.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS
Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

MINING CLAIMS.

The regulations for the disposal of Dominion lands containing minerals other than coal, provide that "creek and river claims" shall be 100 feet long, and shall extend in width from base to base of the hill or bench on each side, but when the benches or hills are less than 100 feet apart the claim shall be 100 feet square. As regards the Yukon district, however, the size of the claims as thus laid down is considered too small. An order in council has, therefore, been passed providing that creek and river claims in the Yukon district shall be 500 feet in length, and that the fee to be charged for an entry for a claim shall be $15, but that in all other respects the provisions of the mining regulations shall be applicable to that district.

THE IRON AND STEEL TRADE.

The Age of Steel contains reports from 200 leading manufacturers of iron and steel, hardware, machinery and railway rolling stock as to the condition of their business since midsummer, the proportion of it with the south, and the extent and significance of the prospects of 1895.

The tone of the responses is cheering. Broadly speaking, about 85 per cent. of the reports speak of some measure of improvement in conditions and prospects, and where the gains in business are explicitly stated they are generally given at 25 to 30 per cent. In iron and steel the demand has increased 25 to 30 per cent., but prices are low and not promising for the immediate future.

The hardware trade brings out rather conflicting reports. There is much complaint about prices on all hands, but especially among nail and barb-wire manufacturers. The volume of business has, on the whole, increased substantially, and the prospects may be regarded as reasonably fair. For machine tools some decidedly cheering reports are made. In steam specialties there has been a slow but steady improvement since last summer, and further gradual growth of demand is looked for.

TO A BURSTED PIPE.

Burst ! Burst !! Burst ! ! !
On the plastered walls, Ah me !
And I would that I could have drained out
The water congealed in thee.

Oh well, for the plumber's purse,
The householder makes delay ;
Oh well for the journey, and cub
That he trusts to another day.

And the undrained pipes burst on
As such pipes always will—
And all for the want of a plumber's hand
And the dread of a plumber's bill.

Burst ! Burst ! ! Burst ! ! !
On the icy walls, Ah me !
But the pristine strength of unpatched lead
Will never come back to thee.

—Plumbers' Trade Journal.

HELLO!

Is that the HARDWARE!

We wish to thank your readers for the orders we have received during the past year, and 1895 finds us in a better position than ever to fill any orders entrusted to us in the lines of Wringers, Washers, Churns, Mangles, etc.

Our aim is **GOOD GOODS** and prompt shipments.

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SONS, - Montreal

THE **UNIVERSAL VARNISH**

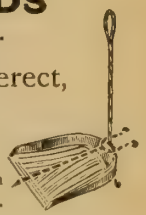
Is a leader for Inside or Outside Work.

A. RAMSAY & SON
MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS
As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S —We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

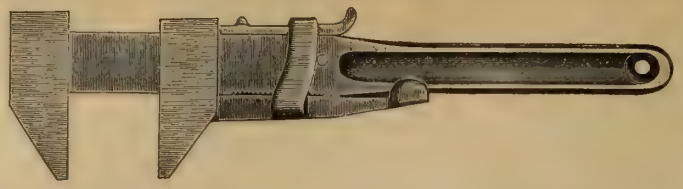
And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

——OF THIS NAME

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 4, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18½ 19
Straits "	18 18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb.	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
ank Plates1-5 and thicker	2 00 2 25
oiler Rivets	4 50 5 00

Boiler Tubes.

-inch	10½c
-inch	13½

Steel Boiler Plate.

inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 6 3-5
" ¼ " "	4⅝ 4¾
" 5-16 " "	4¼ 4½
" ⅜ " "	4½ 4⅝
" 7-16 " "	3⅝ 4
" ½ " "	3⅝ 3¾
" ⅝ " "	2¾ 3
" ¾ " "	2 4-5 2⅞
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths abou. fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Brazers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross } 7 25 8 00
" Sewing, "

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 50 per cent.
No. 1, leather, dis. 40 & 5 p.c. to 45 p.c.
Best, ditto, 30 to 33⅓ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis. 70 and 10 to 75 per cent

Cast Iron.

Loose Pin, dis 65 and 5 to 65 5 pc. and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 60 and 2½ per cent. From stock 60 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60⅔ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 57½ per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 to 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	11 5	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz 3 60 4 25

Hammers—*Nail.*

Maydole's net list to 5 per cent. dis Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb 0 12½ 0 13

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—
6 to 10 in., per lb. 0 3½ 0 04
12 up " 0 2½ 0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 p.c

Horse Shoes,

F.O.B. Toronto & Hamilton.... $3 60
Snow, " " 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.

Star, per doz..... 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy. A.P. Fine 3 70

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S.R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1½ 2
Tins, 1 lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

	Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6½	...	9½
¼, 5-16, ⅜ in.....	7	...	10
Cotton, per lb.....		13	16
Russia Deep Sea, per lb..		12¾	13½
Jute	" ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1½ 1¾

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 60 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 52½ per cent. revised list

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 42½ special brands net price.

Sieves

Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... .... 0 26

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3½ 3¾
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 0
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz 1 25 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5b
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1?
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid.]
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } ... 3
" 4 " 4 & 6 " }
" Plain twist, all deld ... 3
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 3
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1 9

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

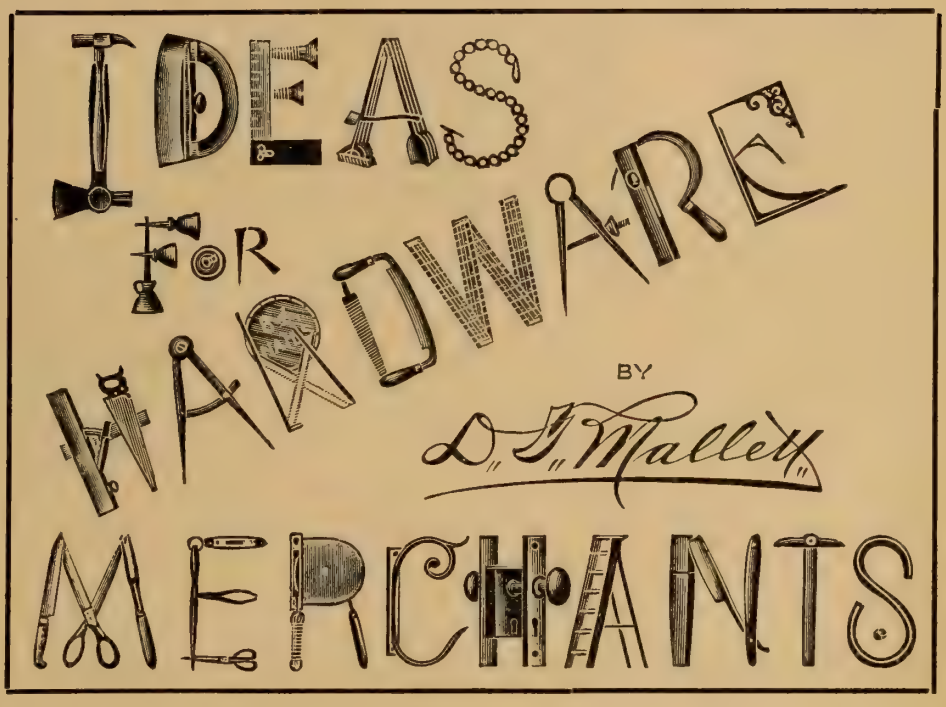
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AND METAL MERCHANT

VOL. VII. TORONTO, JANUARY 19, 1895. No. 3.

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BIG ADVANCE IN STEEL CALKS.

WHOLESALE hardware houses in Montreal, when they commenced to place their orders on spring account for steel lumber calks, had a decided surprise on them.

Lumber calks is the technical name which lumber drivers give to the steel spikes which they put into the soles of their boots to give them a sure footing on the logs during the lumber drive in the spring.

The demand for them will commence in the course of the month, and it was when providing supplies to meet this demand that the Montreal jobbers had the surprise worked on them.

For instance, one buyer told HARDWARE that last spring he had secured all his supplies at 70c. per 1,000, or thereabout.

This year, though it was hard to believe, he was paying over $3.

The cause of this abnormal advance was the formation of a combine between four or five makers in the United States and the one manufacturer in Canada, the result being the extraordinary advance above mentioned.

The single Canadian maker has his factory at St. John, N. B., and it is probable that Canadian lumber drivers will yield up a good deal more for their calks this year than last.

WILL IT BE CONSUMMATED?

HARDWARE'S reference last week to the renewed effort that was being made to resurrect the late White Lead Association caused a great deal of surprise to the trade.

A good many had thought that the attempt made a month ago had collapsed; that it should have been revived so soon they evidently had not dreamed.

Although all the preliminaries necessary to the formation of the association are not yet completed, HARDWARE is assured that they are nearly so.

All the grinders in Montreal have approved of the idea, and, to consummate the scheme, all that is now wanted is said to be the co-operation of one manufacturer in Toronto, who is at present out of the city. Whether or no he will fall in with the views of the promoters of the association, HARDWARE is not in a position to state.

The movement to resuscitate the old association is understood to have originated with the Canada Paint Company.

Most of the jobbers with whom HARDWARE has conversed regarding the matter seem dubious whether the association will hold together long, even if it should get a start. It is generally conceded, however, that with the formation of the society would come steadier prices.

This is something the wholesale trade would welcome, as, according to their own statements, their profits have not, as a rule, been much more than about 3 per cent. lately, after allowing for discounts.

COST OF SELLING GOODS.

WHEN estimating the cost price of an article one important matter is often overlooked. We refer to the cost of selling it.

It does not suffice that the cost of handling the different lines be grouped at a certain percentage, yet this is what a good many do. We are not speaking from mere supposition. We know it to be a fact.

Every manufacturer, every merchant, knows that there are some lines which he makes or sells that demand more time and attention to pack or deliver than others. But somehow this fact is at times overlooked.

Then when stock is taken—sometimes even before—it is found that there has somewhere been an unexpected and unexplained leakage.

Stock-taking is over with some people, while with others it soon will be. Then will come the period of stocking new goods. Opportune is it, therefore, for all classes of business men, whether manufacturers or merchants, to inaugurate a well-defined system of computing the cost of selling an article as well as the cost of buying it.

THE PRICE OF GLASS.

Although a good many import orders are being booked for window glass, yet the outlook in this line, as far as prices are concerned, is not of a bright nature.

A Toronto importer who has been going into figures on the matter, concludes that at the present price at which import orders are mainly being taken, namely, $1.90 first break in 100-foot boxes, not more than about 50c. per box is actually netted by the manufacturer in Belgium.

"For instance," he said, "there is the cost of carriage from the maker's factory to Antwerp, 10 or 15c. per box; freight from Antwerp to this country, 35c. per box; duty, 25c. Then there are, exclusive of box, such charges as insurance, and other incidentals. All this has indirectly to come out of the Belgium maker, and brings the net amount he receives down to about 50c. per box."

The lot of the jobber is not as bad as this, in spite of all the murmurings that are heard from that quarter regarding the lowness of values.

GOOD SUMMER EXPECTED.

IF the signs of the times mean anything, there should be good trade in Nova Scotia this summer, particularly in the eastern portion.

Coal mines are to be developed, and railroads opened up in every direction. First, there is the branch from Dartmouth to Windsor Junction, which the contract calls to be finished in July. Next, there is the road from Orangedale to Broad Cove Mines (45 miles), the contract for the construction of which has just been signed by Dawson & Chappin, of St. Catharines, Ont. The Local Government has just granted a subsidy for a road from Port Hawkesbury across the Island of Cape Breton (90 miles), to Mr. Frank Killean, who says he will begin work at once. The same Government has also granted a subsidy to the Lansdowne and Stewiacke road, through Hants county, and one or the other of the rival roads must be completed.

The Boston & Nova Scotia Coal Co. are to open up their mines at Broad Cove. Close by them is the Broad Cove Coal Co., the celebrated Wm. Penn Hussey mine, and that is to be opened up. Mr. Hussey's company is to build an artificial harbor for shipping purposes. He has a magnificent property, one of the best in Nova Scotia, and is well fixed financially.

Taking everything together, it should certainly be a good summer.

LACKED ESPRIT DE CORPS.

HUMAN nature is made up of a lot of opposite conditions. If a bank collapses its fellow banks come to the rescue with money and moral support. If a mercantile house is bereft of its premises its fellow business houses will come forward with various offers of assistance. If a newspaper is burned out its contemporaries fall over each other in their haste to place premises, presses, plant, and even the much discussed subscription lists at the disposal of the crippled journal.

But while much esprit de corps is shown on great occasions or in sudden calamaties in the little affairs of every-day business life they are too often marked by their absence.

An instance of this was brought to the attention of HARDWARE the other day. There is a large manufacturing firm whose head offices are in Toronto. For some years the firm in question has been losing money. At one time it had a line of credit to the extent of $200,000 with a local bank. Although the head of the firm was president of the bank, or if not president at the time, had been up to a short time previously, the bank became alarmed and refused further accommodation.

One would have thought that this fact alone would have been sufficient to have deterred other banks from according what the firm's old banking house had refused to do, not to say anything about the unsatisfactory condition of the business of the firm itself.

But not so. And not only one bank, but at least two banks, were willing to do what their contemporary had refused to do. Competition was keen and they chose to run the risk entailed in securing another big customer, an insolvent one though it might be.

One of these banks is now a creditor to the extent of $75,000, and the other to $50,000 or $60,000, while HARDWARE is assured on pretty good authority that the paper held against these respective claims will not yield more than 60 to 65c. on the dollar.

Bankers, in their annual reports, frequently lecture merchants upon the evil of careless credits and the absence of esprit de corps in the competition for business ; but it is evident that at last some of them require to apply their admonitions to their own hearts.

TORONTO'S PRIDE HUMBLED.

THE two disastrous fires that last week visited the business centre of Toronto have awakened her citizens to a realization of the fact that they have for some time been suffering, to use a slang term, from "swelled head," in regard to the efficiency of the fire brigade.

No city in the world has probably a braver or a better body of men than has Toronto. And in pluming themselves over this fact they have neglected to place in the hands of these men appliances proper for fighting fire in a modern big city.

Most people are at the moment throwing the onus for this state of affairs upon the parsimoniousness of an inefficient City Council.

True, the chief of the brigade has, time and again, during the last three or four years, memorialized the City Council to supplement his present appliances with one or more powerful fire engines and a couple of aerial trucks ; and equally true is it that the Council has invariably turned a deaf ear to his requests.

But the members of the City Council are the representatives of the people, and had the people been alive to their duty their will would soon have found expression in action by the aldermen. The people were passive; so were the aldermen. Like begets like.

When three and four storeys was the maximum height of the buildings being erected, it did not seem unreasonable to depend upon the force of water in the mains. But buildings of three and four storeys are no longer the maximum. Notwithstanding this, however, beyond getting one aerial truck, the Toronto Fire Brigade has been equipped with no better fire appliances than it had ten or twenty years ago. In reality, it is not so well equipped. Then the brigade could throw a stream to the top of a four-storey structure ; but while the height of buildings in the business portion of the city has increased, the power to raise a stream of water has not, as was demonstrated last week, when fire in the fifth and sixth storeys could not be reached.

Now that Toronto's pride in the fire brigade has been humbled, we may expect to see it open its purse and provide the brave fire laddies with the necessary and more modern appliances.

HEEDING THE LESSONS TAUGHT.

Toronto's recent visitations by fire have prevailed upon the City Council to take action to secure the better protection of property. Two powerful steam fire engines and a water tower will be at once procured. The Council is now considering the offer of the Street Railway Company to place at the service of the corporation an electrical fire engine, to be operated by the company's power free of cost. Toronto is heeding the lessons taught by the fire.

MONTREAL WHOLESALERS.

The annual meeting of the Metal and Hardware Association of the Montreal Board of Trade was held last week for the transaction of routine business and the election of officers.

The meeting was private, but the secretary afterwards furnished HARDWARE with the following list of officers :

President—Jas. Crathern.

Treasurer—J. B. Learmont.

Directors—F. Fairman, F. Phyminister and A. C. Leslie.

THE QUEBEC MINERS.

At the annual meeting of the Mining Association of the Province of Quebec, reference to which was made last week by HARDWARE, a lot of interesting matter to the iron and metal trades generally was discussed. Among other matters of this kind was an interesting paper from Mr. Geo. Drummond, president of the Canada Iron Furnace Co., on the pig iron trade of 1894, which is given in full in another part of this issue.

Another interesting paper was that on asbestos, contributed by Mr. John T. Penhale, of Black Lake, who stated that the production of asbestos during the year had been 8,600 tons, which showed a marked increase over the previous twelve months. The shipments abroad showed that the demand had been greater than in the last three years. During the year 1894 the total shipments from mines over the Quebec Central railway has been 7,318 tons, a quantity only exceeded in 1891, when it reached 7,774 tons. About 4,000 tons had been shipped to the United States, and the bulk of the remainder to various European points. The demand for crude asbestos during the year had been fair; but the prices had not been up to those of 1890-1. The annual report on mineral statistics for 1892, which has just been issued by the Geological Survey, placed the production of asbestos from 1888 to 1892, inclusive, at 49,161 tons. The record of actual shipments by the Quebec Central railway showed the production to have been 36,630 tons, a difference of 12,531 tons in favor of the Geological Survey. This shows how much reliance could be placed upon the reports of the latter. The returns furnished by the Quebec Central railway were furnished by the general freight agent from sworn returns.

Dr. Selwyn replied that the figures on which the report was made were supplied by the mine owners. The survey could only publish such information as it got. He had found it practically impossible to get correct returns, and he had long come to the conclusion that the publication of such returns, instead of giving people reliable information, was very apt to mislead them, without any blame being attributable to the exertions of the Geological Survey. The aim and object of the survey was to get the best it could, but it had no power to force returns, it was at the mercy of the people sending them.

The president, Mr. John Blue, supplied some information regarding copper and pyrites, showing that the total production in 1894 was 35,560 tons. He remarked that the market had been depressed, and low prices had been realized, but that at the present time prices were on the mend.

Another interesting paper was that on mineral waters, by Mr. James T. McCall, of Montreal. He spoke of the source of wealth which natural mineral waters were to the country and district in which they had been found, and then went on to describe the properties of the several mineral waters found in this province, showing that though they possessed medicinal properties, few could be classed as table waters, that was, waters pleasant to the taste and possessing tonic and alterative properties. He then referred to the most recently discovered of these table waters, Radnor water, which was said to be of the same class as Apollinaris and seltzer, and read analyses of the same and the opinions of eminent men thereon.

At the concluding day's session Mr. B. T. A. Bell drew attention to the fact that for the past two or three years some action had been taken respecting the importation of mining machinery free. The law, he said, admitted free mining machinery of a class or kind not manufactured in Canada; but still, within the knowledge of the members of the association, difficulty had been experienced in connection with machinery that should have been brought in free of duty. He cited cases in support of this assertion, and urged that the association again call the attention of the Dominion Government to the matter. At some ports there seemed to be a lack of proper understanding in regard to the interpretation of the law. He moved that Messrs. John Blue, president; J. J. Penhale, R. T. Hopper, S. P. Franchot, H. A. Budden, H. Drummond, J. B. Smith and S. L. Spafford, be appointed a committee to wait upon the Minister of Trade and Commerce and the Controller of Customs, with respect to the importation of mining machinery.

Mr. R T. Hopper said that the firm he represented had occasion to test the question some time ago with regard to crushing machinery of a kind not made in Canada; they had to pay duty, and it was never refunded. There seemed to be a difference of interpretation of the law. He seconded Mr. Bell's motion.

The president said he had been informed there were articles in use in hydraulic mining in British Columbia which were not manufactured in Canada — they were imported from the States—and yet duty had to be paid upon them.

Mr. B. T. A. Bell explained that himself and some other members of the association had some time ago waited upon the Controller of Customs in regard to the free importation of mining machinery not manufactured in Canada, and at the Controller's request they had furnished him with a list of such machinery; but whether that list had been sent to the collectors at the different ports it was impossible to say.

Mr. E. B. Haycock considered that the law as it at present stood was all right. All that had to be done was to explain to the Department of Customs that certain machinery which was coming in was of a class not manufactured in this country, and there would be no trouble at all; instructions would be sent to the collector at the port of entry that it should be admitted free.

Mr. Penhale said that the only list in the hands of the appraisers was one of goods manufactured in Canada, which embraced everything under the sun. He had imported some crushing machinery, and he had no difficulty in convincing the appraisers that it was not manufactured in Canada, although he (the appraiser) produced a Canadian firm's price list which stated that they manufactured crushing machinery of all kinds.

Mr. Bell's motion carried.

MONEY AND STOCKS.

NOTHING new has developed in the Toronto money market during the week, call loans still being quiet at 4 to 4½ per cent.

"Insurance stocks," said a broker to me, "are keeping fairly steady, when we consider the downward tendency that would naturally be imparted by the losses entailed by the big fires in Toronto. The fact of the matter is, the men who are holding insurance stocks are big men. Therefore it is to their interest to keep in the bids for them, and thus keep them strong."

Commercial Cable stock is occupying a great deal of attention just now, and on the Toronto Exchange on Tuesday it sold up to 146¼. This stock, it is the general opinion, is a good purchase at the moment. Commercial Cable is one of the best managed concerns on the continent; and the people have confidence in it. It is also one of the best paying. On a capital of $10,000,000 its earning power is between 9½ and 10 per cent., and the company owes nothing. From the day it started it paid off $600,000 annually on its bonded indebtedness, until this indebtedness was wiped out. So conservative is it that no work is undertaken until there is the money in the bank to pay for doing it. This was done even in regard to the last cable that the company laid across the Atlantic. It is thought that there will, before the year is out, be an amalgamation of the Commercial Cable and Postal Telegraph companies. These companies, though practically owned by one man, Millionaire Mackay, are under separate control. The probability of this amalgamation is one of the influences, if not the influence, that is causing the present appreciation of Commercial Cable's stock. The capital of the Postal Telegraph is the same as that of the Commercial, so that the combined capital of the two will be $20,000,000 should the proposed amalgamation be consummated.

There is a steady demand for investment stocks, such as Gas and Dominion Telegraph and municipal debentures of all kinds. "Some of the county and city bonds are selling as low as 3¾c per cent.," said a broker. There seems to be a tendency on the part of capitalists to keep their money in as safe places as possible.

Toronto Street Railway stock is active and higher at 66c. bid, and 66¼c asked, but it is a good deal the result of manipulation.

ARGUROS.

THE PIG IRON TRADE OF 1894.*

THE year 1894 is not likely to go down to history as a year of unparalleled success in the iron trade of the world. In common with nearly all other leading industries, that of iron has been working on "rough ground." In the United States, now the leading iron market of the world, the shadow of the panic year of 1893 seems to have darkened every avenue of trade and commerce, and, not least of all, the iron industry. The exhaustion, following on so severe a shock, of itself prevented any very rapid recuperation at the commencement of the year. At the commencement of 1894 the outlook was gloomy enough, and as the year wore on it brought with it a long series of troubles calculated to prevent reviving confidence and enterprise.

Among the difficulties referred to, the depletion in the Government gold reserve, beginning in January, led to enormous issues of bonds, which, of course, went to prolong the season of depression. Then the coal and railway strikes, and finally the great uncertainty of the tariff question. This combination of adverse circumstances all tended to bring about an unparalleled shrinkage in values, affecting everything in the iron line, from the raw material to finished product, and of course served to restrict the purchasing power of the people.

New and economic methods of production were introduced wherever capital permitted, but withal the work from the first has been unprofitable to capital and labor. Many works have been kept in operation simply to keep the men employed, even if at what a year or two ago would be called "starvation wages."

Despite all this, the feeling of hopefulness has never died out, and, for instance, at the close of the year the output of pig iron in the several districts reported shows an increase over the production of 1893, with many more furnaces in operation.

There is a more hopeful feeling abroad, brought about in a great measure by the result of the recent elections in the United States, and 1895 opens with numerous enquiries from consumers, who are not unlikely to be good buyers in the near future. While the experience of the last two years in the iron trade, and in fact in all other trades in the United States, has not been a pleasant one, yet the enforced "breathing spell" is not unlikely to prove a blessing in disguise. Great economy has been practised in all branches of trade, and this must result in good. For instance, the railway companies have been so economical that their rolling stock has run down to a great extent, and they must very soon come into the market as large buyers. When they do, the whole tone of the iron trade will be strengthened, and it is hoped that capital and labor will be able to earn at least a fair return.

GREAT BRITAIN.

The course of the British iron market during 1894 was marked by the great strike among the Scotch coal miners, which lasted for several months, beginning in July and not coming to an end before October. It appears to have been altogether uncalled for, and did not awaken the public sympathy as did the English coal strike of the previous year. The result, however, was that the Scotch iron trade was brought almost to a standstill while it lasted, and it will be a long time before the loss of trade can be made up. For over three months hardly a furnace was in blast in Scotland, but, owing to the fact that the great proportion of the foundries, rolling mills, and other consumers of pig iron were also idle for want of coal, the local demand for iron was light, and prices did not advance to any appreciable extent. Warrants remained stationary about 42s. to 43s., and the closing price on 31st December was close on 42s. The effect, however, on special or shipping brands of iron was to advance the price of these about 5s. to 7s. 6d. per ton, owing to their scarcity. No. 1 Summerlee was sold as high as 58s. 6d. in Glasgow, the highest point it has touched for the past two years. Several brands were entirely unobtainable. It shows that the Scotch market no longer controls the iron trade of the world, for such a scarcity happening ten or twenty years ago would have sent prices up to an alarming extent. As it was, however, the production and consumption of iron for 1894 show a large decrease on the previous year, the figures being as follows: Official returns show that the Scotch pig iron production in 1894 was 655,614 tons, as against 783,867 tons in 1893, a decrease of 128,253 tons. The consumption also shows a decrease, and, whilst taking all British-made iron into the calculation, the consumption only fell 41,657 tons behind that of 1893, yet the decrease in the consumption of Scotch iron, owing probably to the strikes and consequent high prices of coal, was 125,657 tons.

STOCKS.

At the close of 1894 the stock in Connell's store amounted to 287,886 tons, as against 320,851 tons in 1893, a decrease of 32,965 tons. Stock in makers' hands at the close of 1894, 70,713 tons, as against 60,936 tons at the close of 1893, an increase of 9,777 tons.

English irons, that is those made in the Middlesboro' district, remain almost unchanged, and a large quantity finds its way into Scotland.

Bar iron and manufactures of mild steel, such as plates, angles, etc., have remained practically unchanged during the year, but owing to the quiet state of trade, prices closed a few shillings lower than the opening figures of the year. The change that has come over the trade in these goods is very marked. A few years ago almost the entire requirements of the country in mild steel, and all the bar iron that was not produced in this country, came from Great Britain. During the year just ended the importations of these goods from Great Britain were practically nothing. Prices on the American side have been forced down, by keen competition, to such an extent that all the steel plates, and the great proportion of the angles and other shapes now come from Pittsburgh, at prices which the English manufacturer cannot touch.

CONTINENTAL IRON TRADE.

The same general features of restricted production and consumption, brought about by the depression in trade, obtain in the iron markets of Germany, Sweden, France and Belgium, with the exception that the returns from Belgium evidence an increase in the output, although the consumption has been unsatisfactory.

CANADA.

In sympathy with the condition of the iron trade elsewhere, the Canadian iron industry has felt the depression in some degree. The battle over the tariff question that was fought at Ottawa throughout the winter months all had the effect of retarding the progress of the industry, and it may be safely claimed that the first half of the year was, to a certain extent, lost in uncertainty.

Happily, the Dominion Government decided that the industry should be encouraged. This restored confidence, and the iron masters took up the work promply. The effects, however, of the depression in the U. S. had a very marked effect on the trade of the last six months of 1894. The overstocks of the American iron furnaces were thrown into the Canadian market, and American pig iron found its way as far east as Montreal, at prices that, under ordinary circumstances, would be quite impossible, and that certainly did not return any profit to the American manufacturer. In many cases the bankrupt stocks held by American banks were thus unloaded, presenting a formidable competition to Canadian iron masters. Aside from this, the general depression affected the largest consumers in Canada, such as the railways, and the consumption fell short of the ordinary requirements.

Under the existing circumstances, and, compared with the state of the trade in the U. S., Great Britain and elsewhere, the Canadian iron industry has made very good progress in 1894, at least demonstrating that those now interested in the manufac-

*These notes are from an address delivered before the General Mining Association of the Province of Quebec, at Montreal, January 9th, by George E. Drummond, and revised by him for THE CANADIAN HARDWARE AND METAL MERCHANT.

ture of iron have thrown themselves heartily into the work of development, even under most adverse circumstances.

In Nova Scotia the New Glasgow Iron, Coal & Railway Co. have kept their furnace in full blast from the beginning of the year, and their record of output for 1894 will quite likely equal (if it does not surpass) that of 1893. The Affiliated Company of New Glasgow have gone on steadily extending their operations in the steel department.

The Londonderry Co., who seek their principal market for pig iron in Ontario, have perhaps felt the American competition more keenly than the New Glasgow Co., but they have done comparatively well for the times.

The Pictou Charcoal Iron Co. at Bridgeville were in operation for several months of the year, and although closed down at the present moment will show a fair output.

The same applies to the work at Drummondville, in the province of Quebec.

At Radnor Forges the operations of the Canada Iron Furnace Co. in all branches will surpass the record of 1893. In the charcoal iron department the output is practically the same as last year.

In August last the company, after a continuous campaign of nearly two years, found it necessary to shut down for re-lining of the furnace, and the campaign for 1894 was, from this and similar causes, reduced to a period of a little over nine months. In this nine months the company produced of: High class charcoal iron, 7,178 660-2240 net tons; ore made, 15,866 1033-2240 net tons; charcoal, 663,269½ bushels; cordwood, 23,363½ cords.

An average of some 650 men and 300 horses were employed throughout the year, in the field and at the works.

The work of prospecting has been carried on vigorously as in the past, and the ore fields extended and perfected over a very large territory.

The company have found competition very keen during the year, but the high quality of their iron has commanded a steady market for it. The auxiliary businesses in connection with the company have all shown progress, and the value of the industry to the province, and especially to the farming community, has been more than ever demonstrated.

ONTARIO.

Aside from the difficulties experienced by Canadian iron masters in meeting the panic prices of their American rivals, another grave difficulty has recently arisen by the passage at Ottawa of an Order-in-Council, Nov. 2nd, 1894, entitled "Redrawbacks on import goods used in Canadian manufactured articles, and exported." This Order-in-Council was passed with a view of encouraging the exportation of agricultural implements to foreign markets. The principle of encouragement was perfectly correct, but the way in which the enactment is framed, and the manner in which it works, are most detrimental to the development of the Canadian iron industry in its broadest sense.

As it stands to-day, it obliges Canadian consumers to use foreign raw material before they can avail themselves of the encouragement offered by the Government, and it bars out altogether the use of Canadian raw material. A striking illustration of this was given a few weeks ago, when a western plow manufacturer wrote to one of the iron furnace companies, and said that much as he desired to use Canadian material at competitive prices with those of American, yet, inasmuch as he exported largely to Australia and Great Britain, he was compelled to use American iron and steel, so as to take advantage of rebates from the Dominion Government.

Another Canadian manufacturer, when absent from home recently, received a letter from his house, reading somewhat as follows:

DEAR SIR.—We beg to advise having just received an order for plows for shipment to Australia. The shipment must be made by outgoing steamer, and we deeply regret that we have been compelled to use Canadian steel, as we have no American steel in stock, hence we must sacrifice the ordinary rebate.

In the United States things are done somewhat differently. Manufacturers of agricultural implements are entitled to rebates equivalent to what the duty would be had they imported the raw materials used in their machines, but they are left entirely free to use American raw material, and as a matter of fact they do so in almost every case.

It is quite evident that the manner in which the Dominion Order-in-Council was drawn up, and is now being acted upon, is merely an error, but it is one that should be rectified immediately, as it simply serves to nullify the protection and encouragement to the Canadian iron industry granted by the Dominion Government itself at the last session of Parliament.

So long as the Order-in-Council referred to remains as it is to-day, and the present condition of the American iron market exists, Ontario agricultural implement manufacturers will prefer to confine their purchases to American iron and steel, so that they will be relieved from the trouble and annoyance of locating specific importations of iron and steel necessary in making out papers calling for the rebate of duties.

Among other important legislative enactments of the year is one passed by the Liberal Government of Ontario, and which reflects great credit on the wisdom of the legislators of that province. For some time back the Ontario Government have been making a very full investigation as to the importance of the pig iron industry in the proper development of the mineral wealth of the province. Their investigation has finally culminated in the passage of an Act, now in the Statute Books of Ontario, entitled "An Act Relating to Mines and Mining Lands," by which Ontario appropriates the sum of $125,000 to aid miners and producers of iron ore in developing the ore deposits of that province.

Clause 12 of the said Act authorizes the treasurer of the province to pay out to miners or producers of ore, upon all ores which shall be raised or mined and smelted in that province, for a period of five years from 1st July, 1894, the equivalent of $1 per ton on the pig metal products of such ore; this to a maximum amount of $25,000 per annum.

In better times the effect of this Act would likely have been, ere this, that companies would have been formed for the erection of several furnaces in Ontario. As it is, a coke furnace of large capacity is now being erected at Hamilton, Ont., and it is expected that it will be in blast during the ensuing summer. Other furnaces are talked about, and there is not the slightest doubt but that Ontario, hitherto so dilatory about developing one of the greatest natural wealths that she possesses, will very shortly, under such wise legislation as the Act referred to, come to the front in the manufacture of iron in Canada.

It will be in the best interests of Quebec if our legislators will meet the action of Ontario promptly, and not only preserve to this province the credit of having been the first iron-producer, but of being to-day the largest producer of high class charcoal iron within the limits of the Dominion.

Quebec possesses such a great wealth of the very highest class of ores, and wood necessary for the manufacture of charcoal, that it only remains for her Government and people to give the industry every sympathy, and at least give the same support as that offered by her sister province of Ontario.

Carrie Bros., general merchants, Bobcaygeon, have dissolved, and the business will be carried on by M. Cain & Co. Mr. James Cain, of D. Cain & Co, of the same town, has bought out a general business in Sundridge, and will move to that place.

Works: St. Helens, England

PILKINGTON BROS.
LIMITED

MANUFACTURERS OF

Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

WHAT TORONTO RETAILERS THINK

HARDWARE has interviewed several of the leading retail dealers of Toronto, with a view to ascertaining the opinion of that section of the trade to which they belong concerning the recent action of the manufacturers of cut nails, outlined in our last issue.

As far as could be learned, the retailers do not regard the agreement as of much importance.

A member of the firm of Wilkins & Co. said that two or three weeks before the manufacturers' convention he knew there was something in the wind, from the fact that the makers could not be got to quote carload prices. He did not think the agreement to keep cut nails at a fixed figure would last long. As in former cases, some of the manufacturers, who did not make as large sales as they would like, would go around among the dealers quoting "confidential" figures. The other makers who had stuck to the agreement when they learned of this would also lower their prices. The sale of nails, he thought, would not be large this year, and the building trade was in a poor condition.

Mr. Meredith, of Thos. Meredith & Co., expressed the opinion that the agreement would not hold good three months. The difference in price between cut and wire nails was now only 50 cents a keg. Wire nails would largely be used in place of the cut article, to the depreciation in value and price of the latter. It would soon be shown that all the cut nail makers in the country could not sell enough nails to keep their factories going. They would be forced to lower the price.

Mr. C. S. Godden thought that the convention would not hold out. Prices would have to be lowered in order to successfully compete with American cut and wire nails, which could be laid down here cheaper than Canadian nails.

Rice, Lewis & Son and M. & J. L. Vokes refused to be interviewed on this question.

WILL THE AGREEMENT HOLD?

SEVERAL Montreal hardware men expressed their doubts of the ultimate success of the recent cut nail agreement to HARDWARE this week.

They base their contention upon the fact that the Maritime Provinces are not parties to the new arrangement, and for this reason are doubtful of prices being maintained.

The question of freights does not enter much as a factor, for the well known reason that a rate could be had from St. John, N.B., to Montreal that permits of nails being laid down for next to nothing. It is common talk among the trade in Montreal that the representatives of the Ontario Rolling Mills Co., of Hamilton, were very reluctant about entering the combine, owing to the above fact, but that they were convinced, after lengthy arguments, to do so.

In the meantime the list price is the basis the trade are working on—viz., $2.10—but a sales agent told HARDWARE not to be surprised if it heard of cut nails being offered under the list rate before long.

INCIDENTS OF THE "ROAD."

BY BOLIVAR.

THE traveler's life is not the soft snap that some people imagine, but still it has its humorous side, and a drummer, who should make a note of all the amusing incidents happening to him, could write an interesting biography. For my own part, I am not a professional drummer by any means, but have been on the road enough to have a few experiences to relate.

When stopping at the Royal Hotel, in Guelph, last summer, I met a jolly young fellow, who told me, somewhat to my surprise, that his "line" was tombstones, or, to put it in a more genteel way, granite monuments. "I had quite a funny experience the other day," he said, "in the 'bus at Kincardine. I met a traveler for a wholesale undertaker's supply house, whom I had chummed with on a trip several weeks ago. There were two other travelers in the 'bus, so we took a census, and found that the first man was a drug traveler, the second sold crutches and wooden legs, my friend handled coffins, and I supplied tombstones. We at once looked around for a doctor to complete the circle." This story is a fact, as I happened to meet the coffin man a couple of days later, and he corroborated it.

When waiting for a train at the station one day, I was accosted by a gentleman, who introduced himself as Mr. ———, a well-known traveler for a leading wholesale hardware house. I had no recollection of having seen him before, but he recalled having seen me in a certain store about three years ago. "I have a great memory for faces," he said. "Once I meet a man I never forget him;" and at once entered on a string of stories illustrating that characteristic.

It was just about two weeks later that I next saw him; both of us were alone, and we met squarely face to face in Toronto, but he didn't know me from Adam, and passed by without a sign of recognition. Yes, as I remarked before, the memory of some people is truly wonderful.

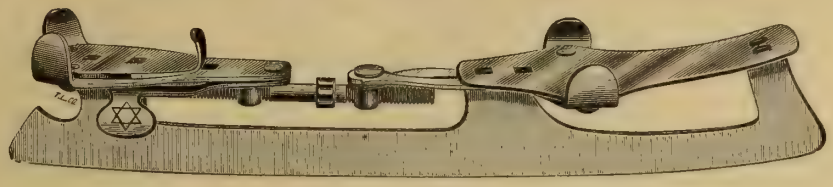
Another incident requires the introduction of the parties' names, but is too good to be lost. Who doesn't know Taylor Webb, the genial little traveler for Thos. Davidson & Co.? On his first trip to Chatham, he called, among others, on O. & F. Shoemaker. In the course of conversation he worked off a carefully prepared joke. "I hope, sir, if we should not happen to get along very well together at any time, that you won't find it necessary to introduce your Shoemaker to my Taylor." But, alas, the retailer had never heard this familiar old saying, and so the joke was wasted on the desert air.

Coming in one Friday night on the C.P.R., I was crowded into the same seat with an elderly little man. He was a very sociable and cheery fellow, joked with the brakeman, amused the baby in the seat in front of us, and proved a most agreeable companion. On one point he was most enthusiastic. "I always travel by the C.P.R.," he said. "I believe in the N.P., and believe in the C.P.R. for the same reason." Anyway, it is the best road, and it is a pleasure to travel on it. When near the city he decided to change at Toronto Junction, and get off at North Toronto, instead of the Union. He asked the conductor to alter his check, and I did the same. After a while the new conductor came around, looked at the little man's check, said it read to Toronto Junction, and asked for fifteen cents more. The little man explained, but the conductor wouldn't accept his explanation, and asked for the fifteen cents. The little man grew warm, refused to pay, abused the conductor, and threatened to report him to Mr. Shaughnessy. But the conductor was firm, and got more and more so. Finally, the little man played his trump card by explaining how he always traveled by the C.P.R., and talked up the road. "Guess they don't make much out of you," said the conductor, "if you beat them like that very often." As I left the station at North Toronto, they were having a final round at it, and I have never met the gentleman again to ask if he still travels by the C.P.R.



The Star Skate

Made by the
Starr Manufacturing Co.
HALIFAX, N.S.



Quality and efficiency considered, it is the cheapest skate on the market.

We have them in all sizes.

We also have

Genuine Acme No. 7 in all sizes.
No. 0 in 7½ and 10½ in.
Starr Hockey No. 7 in 10 and 11½ in.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE MERCHANTS

37 FRONT STREET WEST. . . . . TORONTO

HONORING A HARDWAREMAN.

MR. THOS. S. HOBBS, the head of the big wholesale hardware establishment, of London, Ont., and representative of the Forest City in the Ontario Legislature, was on Friday last banqueted at the Queen's Hotel, Toronto.



THOS. S. HOBBS, M.P.P., London.

Those who sat around the festive board were: Dr. Beemer, Mimico Asylum; Dr. Cotton, Lambton Mills; Hugh C. McLean, of THE HARDWARE MERCHANT; A. White, district freight agent G.T.R.; J. H. Walker, manager of the Canadian Rubber Co.; Ald. Geo. McMurrich, Toronto; W. A. Wilson, Canadian agent for the West Shore railroad; A. F. Rutter, of Warwick Bros. & Rutter; R. L. Patterson, manager of Miller & Richard, typefounders; Charles Millar, of Millar, Riddell & LeVesconte, barristers; Frederick G. Cox, manager Central Canada Loan and Savings Co.; J. B. Miller, manager Parry Sound Lumber Co.; D. Barclay, of Barclay, Clark & Co.; E. W. Cox, Toronto; Hartley H. Dewart, County Crown Attorney; Thos. Reid, of Reid & Owens, barristers; J. D. Montgomery, of Mulock, Miller, Crowther & Montgomery; Thos. McGaw, of the Queen's hotel; John G. Gibson, secretary-treasurer O'Keefe Brewing Co.; Lud K. Cameron, Queen's Printer; C. A. B. Brown, of Bradstreet's; L. P. Kribs, of The Advocate; R. Crean, of the Ontario Straw Goods Co.; Geo. W. Booth, Canadian representative of Borgefelt & Co.; Dr. Gi'm ur, registrar County of York; R. J. Rattray, accountant Provincial Treasurer's Department; J. N. Sutherland, general freight agent C.P.R.; Charles W. Taylor, business manager of The Globe; James Murray, of the Murray Printing Co.; Hugh Hartshorn, of the Imperial Insurance Co.; W. F. Maclean, M.P.; Dr. J. E. Elliott; T. C. Irving, manager of Bradstreet's; Reginald Northcote, and Dr. C. W. Snelgrove.

Telegrams of regret were received from Nicholas Awrey, M.P.P., and John Earls, of the Grand Trunk railway.

Mr. T. C. Irving occupied the chair, and Dr. J. E. Elliott the vice-chair. The list of toasts included only seven, of which Mr. Irving proposed the first four, and Dr. Elliott the remaining three.

Mr. Cameron responded to "The Queen," Mr. W. F. Maclean and Dr. Gilmour to "The House of Commons, and Ontario Legislature," Mr. Hobbs to "Our Guest," Mr. Kribs to "Canada's Commercial Interests," Mr. Dewart, Mr. Reid, Dr. Beemer, Dr. Cotton and Dr. Snelgrove to "The Learned Professions," Mr. McLean to "The Press," and Mr. Crean to "The Ladies."

The speeches were interspersed with songs by Ald. McMurrich, and Messrs. Sutherland, Barclay, Brown and Reid. The evening proved a most enjoyable one throughout to all present.

Walter Cowley, inspector of weights and measures, Winnipeg, died in that city on Tuesday after a surgical operation for appendicitis.

"EXCELSIOR"

POTATO BUG KILLER

Cheapest and most effective Insecticide on the market.
It is a strong fertilizer—strengthens the vines, and makes potatoes larger and better.
Used in United States for past three years with great success.

Sanderson Pearcy & Co.

61, 63 and 65 Adelaide Street West
Sole Agents in Canada. TORONTO

THE MERCHANT PLUMBER.

IF the public had sense enough to give their work to the highest bidder, or pay for labor and a percentage on materials used on their building, it would make it better all round. The lowest bid simply indicates that the bidder who was the most anxious to get the work made a mistake or intended to "skin" it. It also shows that he had no merit, or he would not need to be the lowest bidder. Square architects utterly despise the lowest bidders. As pay for their work, architects get a percentage on the entire cost of the building. Every skin bid reduces his means of living; besides, if a skinner gets the job, it makes the architect's life a burden to watch him.

There are fourteen trades connected with an ordinary building. If the owner is inclined to cater to one low bid, there is no reason why he should not accept the entire fourteen. In such an event it would behoove the architect to quit and burn up the plans.

How does it come that there is such idiotic competition in the plumbing line? I have told the plumbers of this country long ago that they make their own competition and continuously draw attention to their trade. Freezing of water pipes is the greatest calamity which can befall our trade. It gives the chestnut editors a chance to get in their work at the great expense of the plumber. Freeze-ups always occur at a season when most all the work of the country is suspended. Idle men read how plumbers get $20 for stopping up a small leak, and $10 for finding it. They become madly anxious to join the prosperous band of robbers. As special help is taken on at this season, and no skill required to pour hot water on the pipe, by spring time the idler has acquired more knowledge of the trade than the ordinary person outside of the trade. That is all that is necessary. He starts a shop, and the supply houses break their necks to secure his trade.

Trap venting and other unnecessary iron pipe work is another competition factory. This opens the way to the tramp and the "Ho Bo," who does not require as much skill as is necessary in sawing wood, for a clumsy man is apt to buckle the saw and bump his chin on the saw frame. In running vent pipe you start from a chalk mark on the wall to an opening in the soil pipe above the top fixture, and the "Ho" don't even need a rule, yet he has more conceit than the man who engineered the Brooklyn bridge. What is the trap vent for? The truthful answer is: To make more work. Those who first advocated its use, no doubt, had honest reasons, as at that time plunger closets were extensively used and the soil pipe not carried through the roof. In such cases discharging the contents of the closet, which contained about ten gallons, through a 4-inch plunger, would break the seal of the traps, not by suction, as was generally supposed, but by pressure and momentum. Soil pipe is now carried through the roof, and to syphon out a trap you must produce a vaccuum in a pipe with both ends open, which is an impossibility.

If this trap venting was profitable, or had any redeeming feature, plumbers would be foolish not to advocate its use. The points against its use are: It is an additional expense; it makes competition; it opens the trade to the unskilled; the settling of the building breaks off the vent horns and admits sewer gas to the house; the washers in the vent couplings dry up, and in many cases are lost or never put in; by-pass connections are often made. If you must put them in, make permanent connections under the floor, and, at least, do away with the vent horn.

To license the merchant plumber is not all that is necessary—he is not the man that does the work. License the man that works, and only if he is a qualified first-class plumber. This will protect the journeyman and the merchant plumber, and protect the health of the public. The "helper" is another freak. A working plumber has no more need for a helper than a painter. It serves them right to use up most of their time looking for work. In dull times the cheap man is kept on, while the man that made him a competitor is discharged. The iron vent pipes keep plumbers so busy that they have not the slightest idea about plumbing fixtures. There is not one out of one hundred men that work at it that can put up a syphon water closet and make it syphon. If it happens to work they have no idea why it works, and if it don't work they are like the Indian who took a clothes wringer to be a hand organ.

Manufacturers are afraid to send out anything new, scientific or novel, for they know what hands it is apt to fall into. All new stuff should bear a tag inscribed as follows: "Do just the opposite to what you think is right, and this fixture will work perfectly." In the good old days it took five years to learn plumbing, but now an intelligent man could, in five days, learn more than a great many who command first-class wages know. In days gone by, plumbers were never known to say a thing was complicated. They were glad to have ideas that were puzzling. To be able to make repairs on over two hundred different kinds of valves was their stock in trade, and a lack of this knowledge barred out pauper competition. To-day if a tramp is unable to get an article to work it is condemned, and the trade is reduced simply to delivering the materials on the ground and distributing them to their various positions, the same as chairs or bedsteads.

A plumber working at plumbing should be first-class or be classed as a helper; if not, he is obtaining big money by false pretences. Pay a plumber according to his knowledge, skill and the amount of work he does, even if you have to pay him $10 per day. He is cheaper than three tramps at $3 75 per day each.

Merchant plumbers should keep up a respectable-looking store with something to sell. You cannot sell a man a roll-rim bathtub when you have only a few broken closet bowls. They don't like to look at junk! Merchant plumbers should confine their figures to their own city, and in large cities to their own district, or at least arrange it so work can be done properly and at a profit. Associations should lose no time in looking to the pecuniary interests of the trade, as it is fast passing away. Department stores sell sinks, roll paper, gas fixtures, gas burners, filters, hose, hose reels, bath tubs, gas pipe, and even tools to do the work with. While honest manufacturers refuse to sell outside the trade, their goods are knocked out for their kindness.

If plumbing goods must be made so a farmer can put them in and repair and handle them, why should plumbing be classed as a trade? And why should plumbers receive pay that is greater than that given to mechanics? A farmer can put a reaper or threshing machine together and take them apart. Could a plumber do it with a sanitary fixture?—Rube Tompkins, in Plumbers' Trade Journal.

SPARKS FROM THE ANVIL.

ADVICES from the heavy hardware trade are to the effect that a pronounced and widespread demand for anvils has been in force during the past week or ten days. This is not a matter of information that would ordinarily be given editorial consideration, but in the present case there are surrounding circumstances that warrant more than the usual notice. In fact, the demand is taken by the wholesale trade as indicating a revival of business activity in general manufacturing work and especially in the smaller shops. It is said that in past periods of depression, or at times when business has been dull, any change for the better has always been preceded by an increased sale of anvils, the reason being that new work frequently requires new tools and that the demand is indicative of a coming enlargement of industrial activity. This may seem a rather too favorable way of looking on the present movement, but it is seriously presented by the jobbers and is supported by the fact that the general line of blacksmithing tools is in stronger demand than at any time for months, and this, too, at a time when the trade is usually dull. Straws show the direction of even the trade winds, and it is probably not too much to say that the sparks from the anvils will throw a more favoring light on the business situation.—Hardware Reporter, St. Louis.


BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors
Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

OTTAWA'S CARNIVAL.

OTTAWA will have a winter carnival January 21 to 26. Unfortunately they are a wholesouled, liberal sort of people. They are letting everyone here and abroad know what a good time they expect, and are inviting them to come. They promise ice castles, arches, ice trotting races, skating races, snowshoe races and such like wintry sports.

They thus advertise Canada more extensively and much more intelligently and effectively than the Dominion Government with its expensive system does.

People abroad thus always associate Canada with ice and snow. Only a few years ago this country was represented in the Lord Mayor's procession by an iceberg labelled "Canada." This was the Londoners' idea of a typical representative of the Dominion. As a matter of fact, not one in a thousand Canadians have ever seen an iceberg. This is the impression these winter carnivals create. They send emigrants to the States, Africa, Australia and other warmer climes.

But Ottawa is committed to its carnival. Under the circumstances let us do all we can to help it. It should be worth attending. It will do most business men good to take a brief holiday at this season of the year. Let them go, therefore, and make it a success.

Next year if any citizen in any part of Canada proposes "Winter Carnival," he should be locked up until he recovers from the mania.

The railways have made special rates. The Canadian Pacific will carry passengers at single fare from January 19 to 25 inclusive, from Toronto, North Bay, Quebec, Lake Megantic, and intermediate stations, including branches, also stations on London section, Toronto to Milton inclusive, and from Hamilton. Then they will have special excursions from Pembroke, Sharbot Lake, Kingston, Montreal and intermediate stations, including branches, by all trains, January 24 to noon, January 25.

The Grand Trunk make a single fare return ticket from Suspension Bridge, Hamilton, London, Quebec, etc., and intermediate stations, on January 19 to 25; and special fares from Montreal, Kingston and intermediate stations on January 24 and up to noon, January 25.

All tickets on both roads will be good to return up to January 28. The special excursion rate will be about one cent per mile.

NEW LIST ON STAMPED WARE.

HARDWARE recently intimated that the Stamped Tinware Association was to be reorganized. This has now taken place, and the association will hereafter be managed by R. & T. Jenkins, through whom all complaints are to be made. Hitherto there has not been this central medium.

At the meeting held the other day quite a few changes were made in the list of prices. The discount is now uniform, at 80 per cent, instead of 70 and 12½ per cent. off on some lines and 70 and 25 off on others.

THE ASSESSMENT PROBLEM.

A good deal of interest has been aroused in the mercantile community by the address of Mr. John McClary, the noted stove manufacturer, at the last meeting of the London Board of Trade. Mr. McClary moved the following resolution:

"That whereas the Assessment Act, as applied to the personal property and joint stock companies in the Province of Ontario, is out of reasonable proportion to the earning power of money, retarding development of manufacturing, mercantile and other important interests, leading to centring an undue proportion of these investments in the Province of Quebec, we recommend the support of this board to any reform legislation granting such relief as will establish a legitimate and reasonable foundation for investment of capital."

Mr. McClary compared the assessment of capital in Montreal and London, greatly to the advantage of the former. Despite the financial troubles of Quebec, taxes were lower in that province than in Ontario. To manufacture on a reasonable basis in Ontario, one had to ask exemption favors of the Municipal Council, which in Quebec were given freely. Mr. McClary contended that capital should pay taxes only on its earning power, and declared that unless the present law was amended Ontario manufacturers would be driven to Quebec, where the assessment was on a more equitable basis.

The Board of Trade referred the resolution to a committee, with instructions to report fully on the question.

HOPEFUL ABOUT PRICES.

Most people in the trade are of the opinion that prices in hardware have touched bottom. Two travelers from the United States, who were in Toronto this week, expressed themselves in the same strain.

One of them was E. V. Bayard, representing Sargeant & Co., of New York and New Haven. He is generally looked upon as an authority in such matters, and he expressed himself as feeling satisfied that prices in shelf hardware have reached the turning point, and that it will not be long before the manufacturers of the United States will put on considerably higher prices on many lines of goods. "He is no boomer," said a local jobber to HARDWARE, "and what he says is generally found to be pretty nearly correct."

The other traveler was C. L. Campbell, of the Peck, Stow & Wilcox Mfg. Co., Southington, Conn. He expressed the opinion that it was impossible for the manufacturers in the United States to give lower prices, and held that with a revival of business, which is looked for in many districts, goods will not be made and sold at the low figures they now are.

"Holders of large stocks in Canada," said a local jobber, "will, no doubt, be glad to see prices advancing instead of declining, as they have been for some time."

IT'S A BEAUTY.

The Nicholson File Company, of Providence, R. I., U. S. A., have forwarded to HARDWARE a copy of their 1895 catalogue. It is a very complete book, nicely bound in pliable leather, embossed with gilt letters. The illustrations with which it is replete represent the factory buildings of the company, and the various lines of files, rasps and tools which they manufacture. The little work should prove of great value to every enterprising dealer.

INSURANCE RATES GO UP.

ONE of the most important results of Toronto's two great fires is the action taken by a joint meeting of the Toronto and Canadian Boards of Fire Underwriters held last Monday. It was decided to raise the Toronto insurance tariff all along the line.

The rates on retail stores will be slightly raised to conform with the tariffs in effect in Hamilton, Ottawa, Buffalo and other cities. On wholesale stores and warehouses the rates will stand as they are. On this class of risks, however, rates will, it is said, be raised 10 cents per $100 on a four-storey, 20 cents per $100 on a five-storey, and 40 cents per $100 on a six-storey structure.

To secure the most favorable terms wholesalers will have to insure up to 75 per cent. in value. Merchants, carrying only small lines on their stocks, on which, in case of fire the loss would be nearly total, will be called upon to pay increased rates. Manufacturers will find their rates of insurance augmented on a sliding scale, according to the class of risk.

The new tariff will go into force for a year until the city can provide what the companies consider proper fire protection. At the end of this period the situation will be again looked into, and if the conditions warrant it, the rates may be reduced to the old schedule.

It is announced that as a result of these fires, three of the smaller British companies have retired from the Canadian field.

In view of the fact that Toronto has already practically decided to forthwith purchase two powerful fire engines and build a water tower to protect the business quarter of the city, many wholesale and retail men look upon this action of the companies as too hasty.

They must reflect, however, that they are now paying the penalty of negligence on the part of the city fathers, and console themselves, as far as possible, with the promise of the companies to return to the old rates as soon as conditions warrant such action.

The companies, however, should not go too far, or they may drive the city to the adoption of the civic insurance bureau scheme already much discussed. Such action would entirely drive the insurance men from the city.

A NEW INDUSTRY.

Mr. A. D. Kennelly, Toronto, manager for the McClary Mfg. Co., has just returned from London, where he attended the company's annual meeting. He reports that the company's books made a satisfactory showing for the year 1894; in fact, a much better showing than has been expected, for a year of general business depression.

The company has now concluded stock-taking, and is ready to attend to the wants of the trade, and a seasonable demand for spring goods is springing up, Mr. Kenelly says, and milkcan trimmings and sap buckets and spiles for the maple sugar industry are moving well.

The McClary Mfg. Co. will immediately make some extensive additions to their factories at London, with a view to manufacturing new lines of goods. They intend making steel and cast iron enameled goods. These lines have hitherto been altogether imported, but this company will shortly be in a position to fully supply the market.

One large new building will forthwith be erected, and extensive additions to their standing factories will be made, in order to give the increased facilities for the manufacture of various lines which the growing demand for them renders necessary.

THE FIRST OF ITS KIND.

The Toronto Street Railway Company have recently extended their generating plant by the addition of a 1,600 h.p. engine directly coupled to the generating machine. This, remarks an exchange, is said to be the first case of direct coupling in Canada It is satisfactory to see how English ideas on this subject are spreading. The dynamo consists of general electric machines with ten poles, of eight hundred kilowatt capacity, running at ninety revolutions per minute, and is similar in type to the plant for the Intramural Railway at Chicago, which we illustrated in one of our numbers last autumn. The frame consists of two steel castings weighing complete nearly forty tons, so that the machine complete, with armature, has a total weight of sixty-five tons. The current output is 1,500 amperes at 550 volts, the indicated h.p. of the engine at full load being nearly 2,000.

HAMILTON IRON AND STEEL CO.

At a meeting of the Hamilton City Council, on Monday night, Chairman Colquhoun presented a report from Engineer Haskins regarding the amount of money expended by the Hamilton Iron and Steel Company on the smelting works site, accompanied by a statement from the company that $37,809 had been spent on foundations, right of way, grading, excavating and masonry, and $52,000 on furnaces and structural iron. The engineer stated that the solidity of the work done was a guarantee that the company was going ahead in good faith, but he could not see how or where the large sums mentioned had been spent.

Ald. Milne, Morris, Lees and McAndrew expressed dissatisfaction at the partial and unsatisfactory report of Engineer Haskins, but Ald. Colquhoun and Reid moved to accept it, and to convey the site to the Hamilton Iron & Steel Company. The motion after some discussion was adopted.

STILL ANOTHER ORDER.

THE Halifax merchants seem to be the general target for the Customs authorities to shoot their orders and regulations at. This is the way an importer puts it in The Halifax Chronicle:

"Since the day of confederation much of the dissatisfaction of Halifax merchants is, I feel sure, attributable to the series of annoying Custom House regulations which are from time to time imposed, and which, however suitable they may be to the Upper Canadian cities, are out of place in the Maritime Provinces, and especially Nova Scotia. In Montreal and Toronto the trade in imports is almost exclusively in duty-paid goods, while in Halifax there are many lines of merchandise, chiefly West India goods, which are, as a rule, sold 'in bond,' and they are transferred by substituting the purchaser's name at the Custom House in place of the original importer. Until recently such goods could remain in the importer's warehouse, if desired, and business has been done in this way from time immemorial until not very long ago, when orders came from Ottawa that no one should be allowed to hold goods in any warehouse except his own, or in some public warehouse, and it would be impossible to tell the extent of annoyance this regulation has caused. If such regulations were based on common issues, or were for the good of the public service, no doubt one would learn to submit with more or less good grace; but in many instances they seem to be merely the vagaries of some eccentric brain, and it is most exasperating to business men when they become the victims of such stupidity and gross ignorance of commercial requirements."

MOSES & CLAPP'S FAILURE.

Moses & Clapp, hardware merchants, Toronto, have assigned to Geo. Clay, Toronto, and the estate is wound up.

About two years ago the business was owned by Frank Moses, an ex alderman of Toronto, who assigned. The stock was bought in, and Mr. Moses, in company with Mr. Clapp, a former clerk in his employ, started up under the style of Moses & Clapp.

The assets amount to about $2,300, and the liabilities to $2,800. The estate will be sold out.

TWO GOOD LINES.

Chas. Boeckh & Sons are making a leader of a special line of flat paint brushes, called "Acme," which are intended for ordinary household use. Its extremely low price will, no doubt, make this a very popular line. Their Jersey butter molds are much improved this season, being all hand carved, and the reduced prices will bring them into general use.



Bank and Office Counter Railings
Inside Wire Window Blinds and Signs
PLAIN and LETTERED.
Basement Window Guards

Manufactured by
WRITE FOR CATALOGUE.
The B. Greening Wire Co., Ltd.
Hamilton, Canada.

TO TAKE A QUICK INVENTORY.

DURING an experience of 20 years, writes N. P. Townley in Iron Age, the pricing has been the slowest and hardest part of the taking of our inventory, so we now try to make everything bend to pricing. The first is to get the stock in the best possible shape. On deciding the first week in January to be the best time for this work, all the spare time of clerks and porters during the previous week is spent in arranging, cleaning and counting stock ; also during this week the cost book is carefully brought down to date.

ARRANGING GOODS.

Take all scattered goods from show windows, showcases, etc., and put each kind by itself. For example, cutlery, spoons, granite ware, hollow ware, stamped ware, etc., being massed upon the shelves so that they can be invoiced together. Then lists and discounts can be easily used in the putting of prices.

CLEANING AND COUNTING.

After arranging, the porters go through the entire building from roof to cellar, dusting, cleaning thoroughly, weighing and counting each item, and marking it either with chalk or slips of paper. The time used in this preliminary work is well spent.

INVENTORY SHEETS.

Instead of taking down in a book, use sheets of paper of uniform size and ruled for two columns of figures. These sheets are numbered 1, 2, 3, 4, etc., up to 100, or as many as are needful. Hand these to the men who are to do the work, keeping a record of the numbers given to each, and see that they are returned, whether used or not. By this record you may know that no sheets are lost. Only one side of the sheet is to be written on. Two men work together, one to take down, while the other does the counting, weighing or calling off. Assign your men to different parts of the stock or different floors, so the work goes on at several places at the same time. On account of the arranging of the goods, all goods of a kind can be taken on consecutive sheets. This is of very great importance, if lists and discounts are used in pricing. All large articles, as stoves, mantels, furnaces, tin plate, etc., are invoiced first and each marked with chalk as soon as it is taken.

PUTTING PRICES.

This is tedious work where the utmost care, labor and time is needed. As soon as a few sheets are filled they are handed back to the office so the pricing can begin about an hour or two after the invoicing is begun. After all pages are priced, they should be marked O.K. by a second person. Next the extensions are made, each in turn being marked O.K. by a second person. Then additions are made and marked O.K. Thus each step is O.K. before the next step is taken. By using separate sheets all the work can be carried on at the same time by a half dozen or more clerks, and therein lies the great saving of time. Always use lists and discounts in preference to net costs.

BINDING.

When these sheets are completed they are bound in a permanent form by blocking them with mucilage at the top. They are then handled as easily as any book, and can be referred to as quickly.

GOODS SOLD AFTER INVENTORY.

A record of all goods sold after they have been invoiced must be kept and their value subtracted from the total inventory.

EN ROUTE.

Goods en route, which have been journalized, must be invoiced from the file on which these invoices are kept.

SUMMARY.

For the sake of comparison, make a summary of the amounts of each kind of goods shown on the inventory. This is done by ruling one of the sheets with spaces for names and amounts like the following, reserving spaces for entries for several years to come :

	1893.	1894.
Stoves	$2,176	$1,907
Tin plate	1,104	882
Mantels	807	750
Furnaces	614	600
Stamped ware, etc.	554	425

Bind the summary with the other sheets and it will be a source of interest and will repay the little cost to make. By it you can tell the amount you have invested in each kind of goods, and it will be a guide to you when you wish to even up stock.

OLD STOCK.

Don't fail to go carefully over the inventory and make a list of the old and odd stock which you wish to get rid of. Put low prices on such goods. Tack a copy of them in a conspicuous place in the office and paste another copy in the cost book.

If possible, put the goods themselves in a conspicuous place, remembering the old adage, "Out of sight, out of mind." Use your best efforts to push them off. Better lose money on them promptly than allow them to become shopworn while costing you interest to carry them.

These suggestions may have to be modified to suit varying conditions, but we find the plan has worked entirely satisfactory with us.

IRON AND STEEL.

The output of furnaces in blast January 1st was 168,414 tons weekly, against 168,762 December 1st, a slight decline. The returns include as in operation some works temporarily stopped for repairs only. Much more important is the fact that the known stocks unsold were 82,989 tons larger January 1st than December, which reduces the actual consumption in manufacture to not more than 148,000 tons weekly, against 157,000 in November. Some decrease in the demand about the close of the year is expected, however, and although the December output is at the rate of 8,750,000 tons, while the consumption is at the rate of 7,750,000 tons yearly, it would be reasonable to hope for better things if the demand had shown any improvement since January 1st. As yet the tendency has been rather in the opposite direction, and the prices of grey forge iron, nails, wire rods and barbed wire are lower. The principal difficulty is that the consumption of rails is remarkably small, and it is noted that the Pennsylvania order was for 30,000, against 36,000 tons a year ago. Otherwise there have been one or two small sales. The structural business does not show the full demand, of course, at this season, but manufacturers are not quite so hopeful as they have been.—Dun's Review, Jan. 12th.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Jan. 18, 1895.

HARDWARE.

THE hardware trade shows a little more activity this week, but business has not assumed full proportions even yet. No special feature is to note, except an advance in the price of lumber calks, the facts of which are referred to elsewhere. Other values continue much as they were reported last week. Payments would stand a good deal of improvement.

WIRE—No activity to note in this line, which rules the same as before.

ROPE—There is little business doing in this line. We quote: Sisal at 6 to 6½c. for 7-16 in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—Demand for these has picked up a trifle since the price was settled, but the volume of trade is not large. The base is $2.10, with rebate of 5c. per keg on 200 kegs and over.

WIRE NAILS—Trade remains quiet, as before. Discounts are as last quoted—75, 10 and 5 per cent.; shipments of 10-keg lots prepaid.

HORSE NAILS—There is a rather better enquiry for horse nails at the new list rates.

TACKS—Business remains as dull as ever.

CHAIN—There has been some demand for this, but no extensive business is expected until the lumbermen commence to lay in supplies for the spring.

HORSESHOES—Quite a few fair-sized orders for horseshoes have been attended to during the week. We quote: $3.50 for iron shoes; steel shoes—XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

WINTER GOODS—There have been some small lots of skates moved, but demand for these will not last much longer now.

CEMENT—Remains dull and nominal.

FIREBRICKS—The price remains at $15 to $22 per 1,000.

CUTLERY—Some sorting orders for these are noted.

METALS

No radical change is to note in the heavy iron or metal market, and prices as a rule are as they were last quoted.

PIG IRON—Demand inactive, but the market is firm in tone, especially on Scotch iron, as noted last week. We quote, ex store: Summerlee and equal brands, $21.50 to $22.50; Carnbroe, $19, and Eglinton, $19.50; Ferrona, $17.25 to $18; Siemens, No. 1, $17.25 to $18.

BAR IRON—Demand is quiet and prices are unchanged at $1.60 to $1.65, but it is possible that nearly any decent quantity could be had at the inside price.

TIN PLATE—There is no change in tin plates, sales of cokes being noted this week at $2 85, and we quote $2.85 to $3, with charcoal $3.25 to $3.75, as to quality and brand.

TERNE PLATES—There is no change in this line, and we repeat our range of $5.75 to $6.25.

CANADA PLATES—This line rules very quiet at former prices, viz., $2.05 to $2.10.

SHEET IRON—No activity to report, and prices the same as last week, at $2.20 to $2.30 for No. 28 gauge.

IRON PIPE—Quietness still rules, with discounts ranging from 70 per cent., and 70 and 5 per cent. on block, and 50 per cent. to 50 and 5 on galvanized.

LEAD PIPE—Continues quiet and unchanged.

INGOT TIN—Values on this are well maintained at 16½ to 18c., though demand is very light.

COPPER—The firm feeling in this line is unchanged, but business is dull. We quote: 10 to 10½c.

LEAD—Prices are firm and tendency upward, but there is no quotable change this week, the range being $2.85 to $3.

SPELTER—Featureless at $4.25.

ZINC SHEETS—Demand is inactive, but prices are steady at $4.50 to $4.75.

ANTIMONY—No change to report, 10c. still being the price.

HOOPS AND BANDS—Little or nothing doing, and the range is the same, at $2.20 to $2.30.

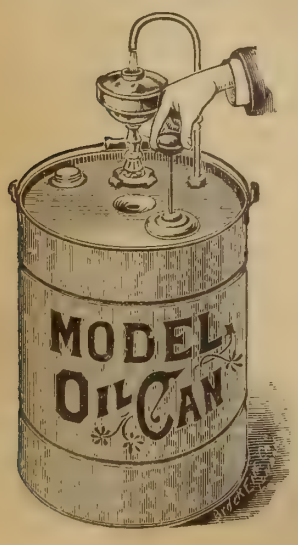
GALVANIZED IRON—A moderate volume of business is to report. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 6 to 6¼c.; No. 26, 6½ to 6¾c., with the usual extra for larger sizes.

PAINTS AND OILS.

Travelers in this line started out this week taking orders for spring importation, but it is a little too early yet to speak. In the meantime trade is quiet.

LEAD—This line remains quiet and prices of last week may be repeated. We quote: Choice brands white lead, Government standard, $4.50; No. 1, $4.25; No. 2, $4.00; No. 3, $3.75; No. 4, $3.50; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

PUTTY—There is no change in putty, which we quote at $1.85.



TWO NEW LINES

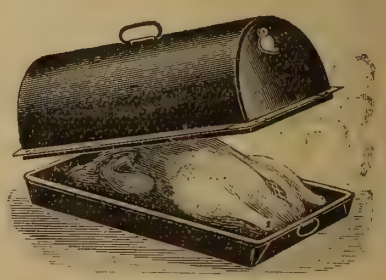
The Model Oil Can

In 5 gallon size, made of heavy galvanized iron, and with a perfect pump. Filling tube can be raised or lowered to suit any lamp.

Roast Pans—3 sizes

No. 2. 9 x 14¾ in.
No. 3. 10½ x 15½ in.
No. 4. 12½ x 17½ in.

Send for Sample Order



THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver

MONTREAL MARKETS.—Continued.

TURPENTINE—Advices on turpentine are firmer from the south, but the spot range remains at 41 to 43c., according to quantity.

LINSEED OIL—This line is firm in tone, owing to strong advices from abroad. We quote: Raw 56 to 58c. and boiled, 59 to 61c., according to quantity, the inside figures for round lots.

CASTOR OIL—Business is quiet and prices unchanged, at 6¼ to 7c.

RESIN, ETC.—Little or no life is to report in this line. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3 50 to $4.00; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

The glass market is unchanged, with little or no business to note. We quote on the basis of $1.25 for first break.

CHEMICALS AND DYESTUFFS.

The chemical market is quiet and unchanged. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 20 to 22c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10.

PETROLEUM.

This market is steady and fairly active on the whole. We quote: Canadian refined, 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 15½c. car lots, and 16½c. smaller lots.

TALLOW.

The tallow market is dull and unchanged at 5½c.

WOOL.

There is nothing but quietness to report. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 32c; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

The market for ashes is quiet and unchanged. We quote: First pots at $4.10; seconds at $3.70 to $3.75, and pearls at about $6.40 per 100 lbs.

MONTREAL TRADE NOTES.

American buyers took some Canadian fleece off this market at 17½c. during the week.

Carload lots of petroleum were placed on Montreal account since our last at 11¾c. This is rather lower than the basis of previous sales of this kind from first hands.

The price of turpentine has advanced over 1½c. at primary markets in the south.

A few small lots of No. 2 American foundry pig iron were placed here on Monday.

Prices on linseed oil in England have made an advance equivalent to ½c. per gallon.

The price of steel calks for lumbermen's boots has been advanced over 200 per cent. from the basis of last year.

TORONTO MARKETS.

TORONTO, Jan. 18, 1895.

HARDWARE.

TRADE is a good deal better than a week ago. It is not, however, brisk. A feature of the trade is the fact that orders are considerably larger than they were, indicating that more confidence abounds. Merchants throughout the country are taking advantage of those lines in which Jobbers are allowed to book ahead for several months, and are placing their orders. Considerable reductions are to be noted in coil chain, also a better demand. There is still quite a demand for skates, and sleigh bells are in better request. Horse nails are showing a little more life than they did a week ago.

WIRE—Trade is still quiet. We quote: Barb and plain twist, 3c.; truss wire, 4c.;

CARVERS and SCISSORS

IN CASES.

GEO. BUTLER & CO.'S and E. M. DICKINSON'S.

Large Assortment of

SPORTING, HUNTING KNIVES, DIRKS, Etc.

We are showing special value in Imitation Ivory TABLE AND DESSERT KNIVES AND CARVERS.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

.... Toronto

Guarantee

GIVEN WITH THE



"EASTLAKE" and "EMPIRE" Patent Steel Shingles
AND THE
"OWL" Brand of Galvanized Corrugated Iron

We guarantee that the above named brands of roofing are better constructed, made of better material, and will last longer than those made in imitation. We further guarantee that the "Eastlake" Patent Shingles can be laid quicker than any other metallic shingles. The "Empire" Patent Shingles have been on the market since 1882; the "Eastlake" since 1885, and have been thoroughly tested.

The Metallic Roofing Co. of Canada Ltd.

We Always Lead; We Never Follow.
Send for new Catalogue and Price List.

MANUFACTURERS

84 to 90 Yonge Street, TORONTO

MARKETS.—Continued

staples, 3c. Freight is prepaid to the extent of 500 pounds, but 10c. extra will be charged on spools lighter than 75 lbs. each. Terms, 60 per cent. off or 2 per cent. off 30 days.

ROPE—Business remains quiet. We quote: Sisal, 7-16 in. and larger, 6½c.; ¼, 5 16, ⅜ in., 7c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Business remains quiet and unchanged. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—Much as before. Discounts 75 and 10 per cent.

HORSE NAILS—The improvement noted last week has continued, especially the "C" brand. Discounts, 60 per cent. on "P B," "M," and "C."

TACKS—Trade keeps steady, particularly in carpet and cut tacks and clout nails. We quote; Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails etc., 37 per cent. Coopers' nails and flour-barrel nails 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—Prices have been reduced considerably on coil chain, and enquiries are coming in more freely.

CLOTHES WRINGERS—Demand is moderate and prices unchanged at $27.50.

CHURNS—Are quiet, at discounts of 65 per cent., ex store Toronto, or 65 and 5 ex factory.

SPORTING GOODS—No business doing outside a little ammunition.

CUTLERY—Business is still of a limited character and without any new feature.

WINTER GOODS—There are still a few skates going out, but the season's trade is about over. Demand for snow-shovels is brisk, jobbers finding it difficult to supply it. These remarks apply especially to the steel kind.

TAR, ETC—Business is dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4 50 per bbl.; XXX refined coal tar in quart tins, $1 per doz; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—There is nothing doing. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—The movement is light. Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The metal market remains much as it has for some weeks past, dull and featureless.

PIG IRON—Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Quietness in pig iron still prevails. Carload orders seem to be the rule. The only thing which has caused a ripple of excitement is the action of the railroads in advancing the freight rates from Southern United States points to Canadian points. Prices remain the same as reported last week. We quote for cash f.o.b. Toronto: No. 1 Foundry strong coke iron, Lake Superior ore, $13.05; No. 2 Foundry strong coke iron, Lake Superior ore, $12.55; Jackson County silvery No. 1, $16 to $17; Lake Superior charcoal, $15.15; Southern soft, No. 1, $11.75; Southern soft, No. 2, $11.50.

BAR IRON—The market is still dull and featureless at $1.70 to $1.75.

SHEET STEEL—Business is still moderate only. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

IRON PIPE—Demand is fairly good. Jobbers are now in better position to supply the demand, some large shipments having came to hand. Block iron is still being moved at equal to 70 to 70 and 5 per cent., and discount on galvanized iron pipe is 50 to 50 and 5 per cent.

SHEET IRON—There has been no change either in regard to business or prices. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

LEAD PIPE—Business is still confined to small lots. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Shipments from stock are still light, but a number of orders have been received for the heavier gauges. Orders for import are still being booked regularly for Gordon Crown and Queen's Head brands. Prices are unchanged, $4.25 still being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—There is little or nothing doing. The outside markets are quiet and steady. We quote: Lamb and Flag at 18 to 18½c., and Straits at 17 to 17½c.

INGOT COPPER—The movement is moderate. The markets, both London and New York, are firm. We quote 10 to 10½c.

SHEET COPPER—Nothing new has developed, business being dull and prices unchanged.

SHEET ZINC—There is very little doing. We quote cask lots at 4¾ to 4⅞c. and small lots at 5c.

BOILER TUBES — Business is quiet and unchanged. We quote: 1¼ inch, 7c.; 1½

MARKETS—Continued

inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

HOT WATER BOILERS—Demand is fair for galvanized boilers. We quote: Galvanized, 30 gal., $6; 15 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

TIN PLATES—Trade remains quiet, although a number of orders have been received for the better grades. Import orders are still being booked, but not to such an extent as they were at this time last year. A better business is, however, looked for in this particular next month. We quote: Coke, 14 to 20 gauge at $3 10; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Demand is light and prices unchanged at $6 25 to $6.50.

ZINC SPELTER—There is scarcely anything doing. We quote Domestic at 3¾ to 4c., and imported at 4 to 4½c.

HOOPS AND BANDS—Have been moving more freely during the past ten days. A number of enquiries have been received for large lots, and a few good orders have been booked. We quote: $2 20 from stock for ton lots, and $2 25 for small lots.

CANADA PLATES—Trade in this line is almost over, only a few boxes now being called for. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—There is still a little business doing in half-and-half. We quote better grades at 12 to 13c.

ANTIMONY—Dull and unchanged at 9½ to 10c.

GLASS.

Shipments from stock are light, but import orders are coming in quite freely, with specifications attached only in some instances. There is a little better demand for window glass, mainly on account of repairs resultant from damages caused by the recent conflagrations in Toronto. Fancy glass is quiet. We quote: Window glass, for import, $1.90 to $2, in 100-foot boxes, first break; from stock, $1.10 to $1.15, in 50-foot boxes, first break. Plate glass, discount 35 per cent.

OLD MATERIAL.

There is no business of any account being done in this line. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

PAINTS AND OILS.

WHITE LEAD—Is quiet and unchanged at the base price of 4¼c.

PUTTY—Business is quiet and prices unchanged, at $1.75 for bladders in barrels and and $2.25 in cases.

TURPENTINE—There is a firm feeling in Savannah again, and there is a slightly stronger feeling on the local market. Some dealers in fact are quoting higher prices, but this is not general, the idea still being 39 to 40c. for single barrel and 5-barrel lots respectively, f.o.b. Toronto.

LINSEED OIL—The movement is still light. We quote: Raw, 53 to 54c.; boiled, 56 to 57c.

PREPARED PAINTS—Orders are coming in freely for spring delivery, and a few small orders are being received for immediate delivery.

PARIS GREEN—Trade is beginning to open up, and at steady prices. We quote: English, lb. packages, 12c.; bulk, 11½c.

SEEDS.

The market for red clover seed remains steady and firm, although the markets in the United States have receded during the past few days. Alsike continues to come forward in very large volumes, and exporters are finding considerable difficulty in finding a market for it. If receipts hold out as at present for any length of time, it looks as though lower prices will have to be faced almost immediately. Timothy is in good demand, and prices are well maintained. We quote: Red clover, $5.75 to $6.25; per bushel; alsike, for fair to prime qualities, $4 to $5, while choice to fancy lots command somewhat better prices; timothy covers a range of from $2 to $2.75, with fancy lots slightly higher.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a good demand, receipts selling as fast as offered. Prices are a little higher. Local dealers quote 4¾ to 5c. for cured and 4c. for green.

SHEEPSKINS—Plenty are offering, and prices are unchanged. We quote: 70c. for choice skins. There is nothing doing in calfskins, and prices are nominal; 6c. for No. 1 and 4c. for No 2.

TALLOW—There is a plentiful supply, and the market is quiet with a tendeney downwards. Local dealers are paying 5½c. and selling at 6c.

WOOL—Quiet with nominal prices. There is no demand from the factories. Local dealers are offering 18 to 18½c. and selling at from 19 to 21c. The market is dull in pulled wool. Supers are quoted at 18 to 19c., and extras at 21c.

PETROLEUM.

Orders are coming in well, but prices are unchanged. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 11½ to 12c.; carbon safety, 15 to 16c.; Canadian water white, 16c.; American water white, 17½c.; photogene, 19c.

MARKET NOTES.

The next meeting of the Stamped Ware Association will be held in March.

Francis Frost & Co. are having good success with their weather and waterproof prepared paints, the right to which they recently purchased, as already stated in HARDWARE.

The hardware firm of Bowman & Moore, Hamilton, Ont., has assigned to T. H. Pratt. The Bank of British North America and Bank of Hamilton are the chief creditors.

The Canadian Stationary Engineers' Association will ask the Legislature to pass a law compelling all engineers in charge of steam plants to pass an examination and secure a certificate of competency.

The hardware stock of the late J. Brocklebank, Toronto Junction, amounting to $3,500 was sold on Wednesday afternoon at Suckling's auction rooms at 48c. on the dollar. Mr. F. W. Unitt was the purchaser.

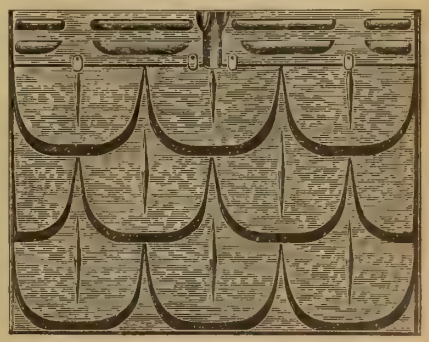
The Kemp Manufacturing Co. on the 14th instant started up in full blast after the usual holiday shut-down. They will offer the trade in a few weeks time some very fine new lines. These will be noted in a later issue of HARDWARE.

It is probable that the Canada Wire Mattress Co.'s factory, recently destroyed by fire at Toronto Junction, will be rebuilt. A stock company will likely be formed, to which the Town Council will grant exemption from taxation and water power free of cost.

The creditors of J. D. Richardson, general storekeeper, of Norwood, Ont., who is in financial difficulties, recently met at the Palmer House, Toronto, when Mr.

SECOND TO NONE

The only shingle made in Canada that is sold under a guarantee.



A protective discount allowed the trade.

☞ SEND FOR NEW CATALOGUE.

Manufactured by

THE PEDLAR METAL ROOFING CO.

Office and Works: Oshawa, Ont.

MARKETS—Continued

Richardson offered to compromise at 40 cents on the dollar. It is understood that the creditors demanded 55 cents. The liabilities amount to about $15,000, and the chief creditors are Wyld, Grasett & Darling and D. McCall & Co.

A shipment of Wostenholm's "I X L" pocket cutlery, farrier knives, and "Pipe" razors is to hand with H. S. Howland, Sons & Co.

M. & L. Samuel, Benjamin & Co. report that their stock is complete in Nos. 0 and 7 genuine "Acme" skates. They have also a few more pairs of the "Athletic" skate left.

One of the firms that had a narrow escape from being burned out at last week's big fire in Toronto was A. C. Leslie & Co. There was only one building between the rear of their premises and the fire, and they had the greater part of their samples packed ready for removal in case the worst should happen.

H. S. Howland, Sons & Co. advise the trade that they have received a fresh consignment of Joseph Elliot & Sons' butchers' knives, fruit sets, and razors. Every package turned out by Elliot & Sons now contains a guarantee by the makers to the effect that all goods bearing their trade mark are hand-forged and free from all flaws.

Sanderson Pearcy & Co. report the receipt of a large number of orders during the week for "Excelsior" bug killer. "We have a decided advantage over other makers," said a member of the firm, "in that we are in a position to supply barrels of 300 lbs. net weight; also in the peculiar manner in which the article is ground."

The Gurney Foundry Co., Ltd., report that since the opening of the new year business has picked up splendidly, and that the prospects are bright for the future. They have secured the contract for heating St. Joseph's Hospital at Guelph, Ont., with three Double Crown hot water heaters, and the Oxford radiator system. They have also secured contracts for the heating of the Murray House, St. Catharines, Ont., and Mr. Geo. A. Cox's new Bank of Commerce building at Peterboro', Ont.

Notice has been given that a number of St. Thomas and London, Ont., gentlemen intend to apply at the approaching session of the Ontario Legislature for a charter for a company to be known as the St. Thomas Radial Electric Company, with power to construct and operate electric railroads from St. Thomas to the villages of Union, Sparta, Port Bruce, and Port Stanley; from St. Thomas to Fingal, Wallacetown, Dutton, West Lorne, and Rodney, and from St. Thomas to the town of Aylmer and the village of Port Burwell.

The self-basting roasting pan, and the "Model" oil can, mention of which was made in last week's issue, are quoted at the list price, on which there is a discount to the trade. The firm reports the milk-can season opening up favorably, orders coming in freely. It has a large stock made up, and is in a position to fill all orders promptly. A full stock of body tin of all sizes is also on hand.

M. & L. Samuel, Benjamin & Co. are this season again handling the "Daisy" barrel churn.

A number of orders for spray pumps and syringes are being booked by M. & L. Samuel, Benjamin & Co

J. Fennell & Son, wholesale and retail hardware, iron and coal merchants, of Berlin, Ont., have issued a handsome calendar for 1895. The leaf devoted to each month bears a beautiful lithograph of the "old flag."

M. & L. Samuel, Benjamin & Co. report the receipt of a large number of orders for the "Ideal" spring hinge since the illustration of this article appeared in last week's paper.

The Graham Nail Works, Toronto, have issued a nice annual card, which dealers will doubtless appreciate. Those dealers who have not yet secured one of their cards will be supplied on application.

M. & L. Samuel, Benjamin & Co. are booking a number of orders for future delivery for the screen doors and windows for which they have the exclusive agency in Canada.

UNITED STATES MARKETS.

NEW YORK, Jan. 18, 1895.

PIG IRON—A slight improvement in prices took place during the forenoon, the result chiefly of 5s. advance quoted by early London cables. This was all lost immediately after the receipt of the second cable advice showing a reaction to the lowest figures of the preceding day. Speculation was moderately active and reflected a sensitiveness among operators that has heretofore not existed or been carefully concealed. Out-of-town trade was very fair and mostly at about 10c advance on Monday's price. Transactions recorded on 'Change included 25 tons April delivery at 12.95c; 20 tons March at 13c; 10 tons June at 13c; 25 tons June at 12.90c.

COPPER—A fair business was reported, in which electrolytic copper seemed to have fared relatively the best. Buying is still conservative for the most part, and consumers are influenced little, if at all, by peculiar statements that get afloat, apparently circulated with a view to working up sentiment here that might be of advantage to the speculative branch of the foreign markets. Orders are filled here in a measure, indicating that there is enough copper to go around, but supplies are offered reservedly and prices remain very steady. We quote at 9.90 to 10c. for Lake Superior ingot, 9¾c. for electrolytic, and 9⅜ to 9½c. for ordinary casting stock.

ANTIMONY—Of ordinary jobbing parcels fair sales are making, chiefly at about 7¼c. for Hallett's and 8½c. for Cookson's.

NICKEL—Dealings are of very fair volume. Prices vary between 37 to 42c., as to size of order.

TIN PLATE—In some quarters business was referred to as having been slightly more active, but the improvement was by no means general, and operations in both spot and forward deliveries are still below the average for the season.

IRON AND STEEL—The conditions in the several branches of the trade are practically

Terrible Fiery Ordeal!

TORONTO, 28 Jordan St.
January 15th, 1895.

MESSRS. J. & J. TAYLOR,
TORONTO:

Dear Sirs,—In answer to your enquiry, would say that when the large safe of your make was taken out of the ruins of the late fire at our factory on Jordan Street, next the Globe office, and opened by our Mr. Haworth, everything was found to be in a good state of preservation, and we are only too pleased to give you this letter to add to your long list of testimonials.

Very respectfully yours,

(Signed)

ROBIN, SADLER & HAWORTH.

Have you a Taylor Safe?

the same as outlined in previous reports latterly. Business is uneven, alternating between fair and slow, first in some branches and then in others. There is nothing that would border upon uniform experience or suggest tendency towards general improvement. Changes in values are still slight, and, as a rule, the markets show more or less weakish undertone.

NOVA SCOTIA MARKETS.

HALIFAX, Jan. 18, 1895.

HARDWARE, like all other lines, is suffering on account of the unprecedented open weather, and the general report of the merchants is: "Nothing doing." I was talking with some of the largest firms to-day, and they all agree that business was never so dull at this season of the year. January is always a good month for lumbermen's supplies, but, so far, the orders are few and small.

The Hardware Merchants' Association have decided to hold a supper. It will take place about the latter part of this month, and invitations will be issued to the leading men in other lines of trade.

The association has been successful, in a measure, as regards the cutting system, so far as the local dealers are concerned. I heard several complaints, however, as regards outsiders. The representative of an Upper Province house recently sold a bill of $15 to a Truro carriage builder at a lower rate than his bill of $2,000 to a general dealer in the same town. There is considerable cutting going on among the local men in retail trade, although they all deny it.

A. J. Grant & Co., who were recently burnt out, have returned to their old quarters on Water street. They are having their premises considerably improved.

Lobster packers' supplies are beginning to move. Trade in this line will be in full swing in February.

There is nothing doing in builders' supplies, but merchants look forward to a good spring trade.

A fair demand is reported for linseed oil, the buying for spring delivery having begun. Raw is quoted at 54c. and boiled at 56c.

The directors of the New Glasgow Steel Company and the Ferrona Iron Company held several meetings in this city recently, but the amalgamation of the two concerns is not yet announced. Mr. Harvey Graham, of the Ferrona Iron Company, told HARDWARE that the question was virtually settled, and was only waiting the due course of the regular legal process. TAUNTON.

A POSTAL WARNING.

The Post-Office Department calls attention to a practice prevailing in certain parts of the country of printing upon the envelopes or wrappers enclosing printed matter a request to have such matter returned to the sender in the event of its not being delivered within a certain number of days. This request is contrary to the regulations of the Post-Office Department, printed matter not being returnable to the sender. Such a request appearing on any wrapper or envelope enclosing printed communications means that the document will be promptly forwarded to the Dead Letter Office.

TIN STATISTICS.

The Straits Settlements, according to French & Smith's circular, shipped 46,119 tons of tin in 1894, against 39,782 tons in 1893 and 34,150 tons in 1892.

Australia shipped 5,821 tons, against 5,722 in 1893 Sales of Banka and Singkep amounted to 6,100 tons, against 5,418 tons in 1893 and 6,246 in 1892. Sales in 1895 will be further increased. From Billiton they received about 500 tons less than last year. They estimate the production of Cornwall at about 500 tons less than last year.

From Bolivia the supply is steadily increasing, and, with better transit facilities, is gaining some importance. From South Africa some parcels of excellent high-class ore have been received.

WRAPPING PAPERS

PAPER BAGS

THE E. B. EDDY CO. HULL, CAN.

Both plain and printed. Any size, weight, color, quality and at mill prices. Inducements to Hardware dealers. Write us or our agents for estimates.

Also Montreal, Toronto, Quebec, Hamilton, Kingston, St. John, Halifax, Winnipeg, Victoria, St. Johns', Nfld.

A HARDWARE STOCK INDEX.

YOU may have turned to the index of a book in search of a topic supposed to be treated within, and thrown down the book in disgust because of your inability to find the topic in its proper place under index rules, remarks Bulletin and Trade. Did you ever compare a hardware stock in a store to a poorly indexed book ; the clerk goes fumbling around for a certain article, plunging into drawers and looking over that the article must have been mislaid. This sort of hardware store and a poor index are very much alike, because they are not convenient in their arrangement and they do not satisfy anyone who comes in contact with them.

Let us turn to another picture. Did you ever look at a highly polished engine and admire its secret power which seems to stand out on each glistening bar of steel? If so, you have looked on a well-arranged hardware stock, where all is order, and where the clerk can find any article wanted, without hesitation. Everything is in its place and the store is well indexed, comparatively speaking. Look across from this highly polished engine to one that is poorly kept; the dust has settled upon it and the bars are greasy and unsightly ; it looks weak and uninviting. Compare this with the hardware stock that is literally thrown together with no attempt at order, and the lesson is plain.

There are greasy hardware stores. The shelves are not polished and everything is out of order. There are too many hardware stores of this kind. There are a good many of the other kind, however, and the case is not hopeless. There is something inviting about a well-arranged hardware stock; there is a glisten that pleases the eye of the visitor. The hatchets and the scythes and the chisels are in sight, and they "shine" with a brilliancy that we see in the engine. This is the kind of a hardware store one likes to visit. There is order and the visitor admires it, just as he admires the revolving engine strokes, whether or not he be an educated mechanic. The regularity of system is always attractive to the eye from an inner impulse. The uneducated man observes order, whether he is cognizant of disorder in his own surroundings or not.

Isn't this matter of hardware store display of sufficient importance to demand better work? Should there be as much disorder? These are details that have to deal with the success of anything in life; there must be order that the best results may be secured. The strange fact is that this is not more generally appreciated.

SUDBURY NICKEL DISTRICT.

A Sudbury despatch says : "With the new year comes the welcome intelligence that the nickel market in Europe is looking up at last, and, as a natural result, we confidently expect an active demand for nickel properties in this district before the present season is over. The Engineering and Mining Journal, of New York, which is the highest authority on mining matters in America, if not in the world, says in its last issue, in a review of the nickel market for the past year : 'From all we can gather, it appears that the consumption of nickel during 1895 will materially increase.'

"The price of nickel has come down in the last nine months to such a figure that it can be used more generally in the steel and iron industries, and all that is now required to make nickel mining go ahead here on a proper scale, is for the Ontario Legislature at the coming session to remove the absurd restrictions in our mining laws. If this is not done, the French syndicate, owning the nickel mines of New Caledonia, and one or two companies here, will control the market and prevent new companies from coming in to develop our mines."

PERSONAL MENTION.

Mr. Geo. Brown, architect, Winnipeg, is at the Elliott House, Toronto.

Messrs. Eli Brown, of Aurora, and J. W. Allan, of Newmarket, were in Toronto on business last week.

Mr. W. C. Raeman, manager at Winnipeg for the James Robertson Co. (Ltd.), of Toronto, is in Toronto.

J. O. Thorn, manger of the Metallic Roofing Co., Toronto, left for Great Britain last Thursday on an extensive purchasing trip.

The death of James Brocklebank, hardware merchant, Toronto Junction, Ont., is recorded. He passed away on Sunday last, and was buried on Tuesday. He failed in business shortly before his decease.

THE THOS. DAVIDSON CO.

With the first of the year the firm of Thos. Davidson & Co., Montreal, well known advertisers in our columns, changed the style of their firm to "The Thos. Davidson Mfg. Co., Ltd." The management will be the same as before, the officers being: James Davidson, president ; T. Chas. Davidson, vice-president ; Edward Goodwill, director; John Hamilton, secretary. The same eight travelers will thoroughly canvass the country from Halifax to Western Ontario. Messrs. Merrick, Anderson & Co. will handle their goods for Manitoba and the Northwest, and Mr. John Burns will act as agent in British Columbia. A new catalogue of the various lines is in the printers' hands, and will be forwarded to customers in about three weeks.

During the last year a large quantity of German and American machinery has been added, necessitating a new engine, and one of Goldie & McCulloch Co.'s was put in and started the first of the year.

The goods made by the firm are stamped, pieced, and japanned tinware, galvanized iron enameled ware, tin boxes for packing tea, coffee, tobacco, etc., lithographed advertising signs, etc.

PLUMBING AND GASFITTING.

Both the plumbers' and gasfitters' supply houses and the practical plumbers and gasfitters of Toronto report a very dull season for trade. The chief reason for this is that nothing is being done in the building line.

Appearances are now, however, in favor of a revival of the building trade during the coming spring and summer, and the plumbers and gasfitters may console themselves with the prospects of some substantial contracts in the near future.

The smaller houses are suffering also because of the mildness of the winter. They are earnestly hoping that the frost king will speedily arrive, and make known his arrival by bursting all the water-pipes and taps he can lay his hands on.

Mr. Wm. Leak, plumber and gasfitter, Vancouver, B.C., was in Toronto a few days ago. He is visiting in Oshawa at present.

Mr. J. Plaxton, of Plaxton Bros., plumbers and gasfitters, Winnipeg, will be in Toronto in a day or two.

Bennett & Wright have secured the contract for heating the new Toronto Union station. They will also put in new plumbing in this building.

Messrs. Graham, Fraser and Thomas Cantley, acompanied by Mr. Stairs, M.P., had an interview with Controller Wallace the other day in regard to the bounty on pig iron and steel billets.

The Canadian Marine Engineers' Association, at a meeting held in their new rooms, Forum Hall, Toronto, on Thursday, elected their officers for 1895, as follows : President, O. P. St. John, re-elected by acclamation ; first vice-president, E. J. O'Dell ; second vice-president, J. S. Adam ; council, J. D. Banks, R. J. Parsall, W. Harwood, J. Findlay and R. Hughes ; treasurer, J. H. Ellis, re-elected by acclamation ; secretary, F. E. Smith, re-elected by acclamation ; auditors, S. A. Mills and D. L. Foley ; inside guard, J. Hopkins.

The Ontario Association of Harnessmakers held a meeting on Thursday at the Albion hotel, Toronto, at which there were present : President J. C. Griffiths, Secretary W. A. Kirkpatrick, and Messrs. M. P. Kearns, Charles Kelly, W. Smith, A. Lane, W. Armstrong, J. Pinder, J. C. Moat, J. Maddox, A. Smith, H. Truax, C. Nix, F. Buchanan and T. Woodbridge. A code of rules for apprentices was drawn up, the prices of harness dealt with, and the question of wholesalers selling goods at retail discussed, without any action being taken. A committee was appointed to draw up by-laws for the association.

THE BICYCLE CONTROVERSY.

THE bicycle controversy, to which the leading Canadian journals are daily devoting columns of their editorial space, was precipitated by Mr. A. E. Kemp, of the Kemp Manufacturing Co., of Toronto, who, although not interested in the production of the two-wheeled machines, took The Toronto Globe up when that paper made a statement to the effect that bicycles were not manufactured in Canada.

The Globe argued that the different parts of a wheel were imported, and put together in this country, and that this "putting together" did not constitute "manufacture."

In refutation of this statement Mr. W. J. Knowles, of The Goold Bicycle Co. Ltd., wrote under date of Jan. 12. "I would ask him (the writer of The Globe's article), to come to Brantford and I will show him through a factory that employs 150 men the year round making every part of a bicycle, from a screw, nut and stamping to the wheel and frame, and which expects to place on this market from three to five thousand bicycles during 1895, and I will prove that bicycles can be made in Canada."

The Toronto World of Jan. 17 attacks The Globe for what it calls its "Anti-Canadian Policy," and shows that factories for the manufacture of the various parts of the bicycle, and for the manufacuture of a bicycle as a whole are springing up all over Canada. The World further asserts that as regards price and quality Canada will be able to compete with the rest of the world.

To Mr. Kemp is largely due the fact that light has been thrown upon this important question from all sides.

THE PRIVILEGES GRANTED.

At Monday night's meeting of the Toronto Junction Council a bylaw was passed to authorize a certain agreement between the corporation and W. H. Bore, re the establishment of a new factory for the manufacture of steel and malleable castings. A letter was read from Marsh & Marsh, solicitors for Mr. Bore, asking for the usual exemption, and agreeing to erect a large building on the vacant lot near the electric lighting station within nine months, and providing that at least twenty of their employes shall reside in the Junction during the first year, thirty-five during the second, and at least thirty during the third and each succeeding year. All the privileges asked for have been granted.

NO PROHIBITION IN ONTARIO.

The Supreme Court of Canada on Tuesday gave judgment in the celebrated "power-to-prohibit" cases. A majority of the judges held that the Provincial Legislatures have no jurisdiction to prohibit either the manufacture, importation, or sale of intoxicating liquors. This lets Sir Oliver Mowat out, but the case will be carried to the Privy Council by the prohibitionists.

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

Window Shades

Our travelers are out with a complete line of our goods, including the "Imperial" shade, of which we are sole manufacturers. We are now in our new factory and have new machinery and increased facilities for producing the best of everything in the way of

Window Shades
Blind Fixtures
Brackets,
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We are Sole Agents in Canada for Hargreaves Mfg. Co.
Room and Picture MOULDINGS
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TORONTO

Plymouth Interlocked Wood Rims

USED BY LEADING BICYCLE MANUFACTURERS OF THE UNITED STATES AND CANADA . . . . .

CHICAGO, Illinois, Nov. 12, 1894.

THE INDIANA NOVELTY MFG. CO., Plymouth, Indiana.

Gentlemen,—We have examined and tried the wood rims of other manufacturers of such articles during 1894, shaped for "G. & J." tires, and found that those you made of that pattern were in all respects the most satisfactory. The writer was so well pleased with the quality of the goods, compared with others, that he personally advocated your rims to all prospective purchasers that mentioned the subject to him. The material, the joint, the finish, and the exactness with which you follow the shape of pattern, are points in which you have excelled all others that we have so far seen.

Yours truly,
GORMULLY & JEFFERY MFG. CO., (by Thos. B. Jeffery).

RICE LEWIS & SON, LTD., Toronto, Canadian Agents.

We have patents covering our joint, and others covering the process of making single piece wood rims for bicycles.

THE INDIANA NOVELTY MFG. CO., Plymouth, Indiana.

TRADE CHAT.

THE Quebec Legislature passed a bill just before adjourning to pay to the Ontario Bank the sum of $35,000, being the bank's claim against the Baie des Chaleurs Railway Company, viz., $28,546 and interest from November, 1889.

The Grand Trunk employes at London, Ont., are on short time.

The Grand Trunk railway officials at Montreal say that their company will not lay off any men.

The Commercial Travelers' Association has decided to give a grand ball in the opera house, London, Friday evening, Feb. 15.

Newspapers of Manitoba and the Territories are liberally sprinkled with advertisements like this : "Change of Policy—Cash Only."

The unemployed of Montreal again interviewed the Mayor, on Wednesday, with regard to the stopping of the relief works recently started.

Mr. McNicol, of the C.P.R., says the differences between his road and the western lines have been settled, and that the settlement looks to the maintenance of rates.

Milton Carr, of McEachren & Carr, general merchant, Trout Creek, was a successful candidate for the reeveship at the recent elections, leading his Powassin opponent by 26 or 27 votes.

Car wheels are being made at three-quarters of a cent a pound, $4.50 for wheels weighing 600 pounds, and are the cheapest iron castings on record in this country.—Detroit Free Press.

The Bank of British North America today began action against W. P. Howland & Co., the well-known millers, who recently went into liquidation, to recover $71,000 on an overdrawn account.

In two weeks the handsome Maryland street bridge, Winnipeg, will be completed. The Hamilton Bridge Co. are putting the finishing touches to the girders, and have started upon the flooring.

An Act for the incorporation of the Assiniboine Water Power Company is being prepared. If the Act passes the Legislature, construction operations will be commenced early in the spring.

Application is made for the formation of a company having for its object the running of radial electric roads from Brantford to Paris, Galt, Simcoe and Port Dover. The gentlemen who are moving in the matter include Messrs. T. Elliott, H. McK. Wilson, Q.C., C. H. Waterous, Dr. Secord and P. L. Connor, of Brantford.

It is said that two additional stories will be added to the Merchants' Exchange Building, Montreal. Other improvements are also talked of, among which will be a passenger elevator. The principal tenant of the building is the Montreal Stock Exchange. The building is the property of the Ogilvie estate. The walls have been sounded and found capable of sustaining the weight of the additional stories.

The City Council of Quebec, Que., has voted an annual grant of $2,500, for five years, to the Globe India Rubber Manufacturing Co., of Manchester, Eng., to induce them to establish a branch factory in the former city. M. Frankenburg, owner of the business, visited Quebec recently to arrange for the new enterprise.

Here are some building figures from Montreal : In 1894 there were erected in the city 384 dwelling houses, 66 stores, 2 bank dwellings, 1 factory, 1 public hall, 3 churches, 2 presbyteries, 5 schools, and 6 warehouses, the whole representing a sum of $1,634,900. In 1893 the figures were : 568 dwelling houses, 74 stores, 2 bank buildings, 9 factories, 1 public hall, 2 churches, 4 schools, and 3 warehouses, representing in all $2,835,800.

Several eastern lines have experimented to their complete satisfaction with a new storm window for engine cabs. The window is double and water tight, to hold water between the two panes. A steam jet is used to keep the water at a temperature which prevents the deposit of sleet or congealed steam on the outer window. No matter how badly the snow drifts the view of the engineer down the track is unobstructed. The method is much more satisfactory than the only other possible method at times—keeping the cab window open and exposing the engineer to the storm.—St. Thomas Journal.

At Montreal in the case of Rossignol vs. Chouillou, Mr. Justice Archibald has rendered judgment in favor of Mr. Rossignol for $175. This was an action by the agent of Enguerr & Freres, of France, against their former agent. There were some amounts in dispute, particularly 993f.95c, claimed by Mr. Chouillou as commission of 10 per cent. on goods unsold and returned. This charge, the learned judge declared, could not be allowed. The late Sir Francis Johnson, in a decision in the case of Cantlie vs. the Coaticooke Cotton Co., confirmed unanimously in appeal, had reviewed the whole law on the matter very ably, rejecting a similar charge to the one in question.

The second annual meeting of the Ontario Good Roads Association will be held in the Y. M. C. A. building, Yonge St. Toronto, on the afternoon and evening of Feb. 7th, and the forenoon of Feb. 8th. Among those expected to address the convention are : His Hon. Lieutenant-Governor Kirkpatrick, Hon. Thomas Ballantyne, His Honor Judge Woods, of Chatham, and A. F. Wood, ex-M. P. P. Delegates have been invited from the boards of trade, the municipal bodies, and the various agricultural associations and societies of the province. The meeting should be largely attended.

The United Fire Insurance Co., of Manchester, England, has decided to discontinue business in Canada, and has just closed a contract with the Western Assurance Co., of Toronto, to cover all its risks in the Dominion. The United Fire has been doing business in Canada since 1891, having its head office for the Dominion in Montreal and agencies throughout all the provinces. Its annual premium income has been about $175 000. The liabilities under its policies are assumed by the Western from the 15th inst.

MINERAL PRODUCTION OF N.S.

The returns from the Mines office for the twelve months ending 30th September, 1894, will shortly be presented to the Provincial Legislature.

We understand that the production of coal from that period amounts to 2,200,155 tons of 2,240 lbs., and the sales 2,006,684 tons.

The production of gold amounts to over 15,000 ounces from 46,740 tons of quartz. This is equal to between 6 and 7 dwts. to the ton, and is the lowest yield of any year since 1862. Last year, for the nine months ending September 30, the yield was 10 dwts.

This does not indicate that the gold industry of the province is depreciating, but simply shows that the general tendency is towards working low grade ores of great width in preference to the thin rich leads, such as have been the rage hitherto.

The new idea of having the returns made up for the twelve months ending Sept. 30th each year, instead of the end of December, is for the purpose of being able to present them at the first meeting of the Legislature in the year. This, perhaps, has its advantages from one point of view, but to statisticians, who like to compare results between each country, it is annoying. Nova Scotia is only one part of the Dominion, and its returns ought to be published concurrent with that of the other provinces.

There is one thing, however, about our Nova Scotian Mines Department which is comforting, and that is, that the returns every year are published expeditiously—a thing most unusual with Government blue books.

In the States, the returns for 1893 are only now published, and we blush to acknowledge that we have only just received the Mineral Statistics of Canada for 1892.

Surely there are printing offices in the Dominion capable of getting out a 200-page book within less than two years. The Mineral Statistics of Canada, or any other country, for 1892 are matters of ancient history by this time.—Colliery Gazette.

CHROME IRON IN QUEBEC.

A correspondent of Engineering and Mining Journal writes regarding chrome iron in Quebec as follows :

In its issue of September 8th, an interesting article on this subject, written by Prof. J. T. Donald, was presented in The Engineering and Mining Journal. Professor Donald, in speaking of the chrom c ore found near Black Lake station, calls it the Lambly mine. This was discovered and opened by the Provensals and a Mr. Nedau, who were the first in this region to find chrome ore. Shortly after they commenced work attention was drawn to the place, and many who had been engaged in the asbestos mines went to this section and began prospecting. The result was that a number of openings were made, among them a large one belonging to the Coleraine Mining Company, of Montreal. Mr. Lambly purchased the first opening, though it had been almost exhausted, some 600 tons having been taken out, and afterward made another strike about 700 ft distant.

The Coleraine Company first made leases for one year free of rent or royalty, but soon changed, requiring 50 per cent., though returning a part for working expenses. Other land owners made leases on more favorable terms, from $3 to $5 per ton, according to the percentage of chromium in the ore.

The ore usually is found outcropping, and is mined without machinery. As a rule, it occurs in bunches in a belt of serpentine about one mile wide, running east and west, and lying south of the asbestos-bearing serpentine.

Other companies expect to begin prospecting work in the spring, but as the ore seldom runs over 500 tons in a pocket, prospectors are cautious about going to any expense on the chance of finding a small bunch which would r pay neither time nor money.

At Little Lake, St. Francis, another discovery of chromic o e was made recently. This does not appear to be so rich as the ores ab ve mentioned, but is in a larger body.

A HARDWARE DRIVE.

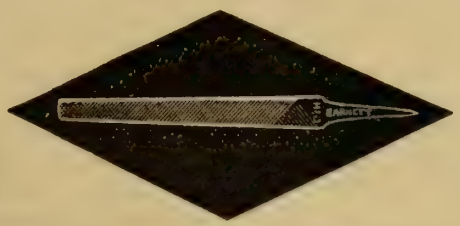
The staff of the wholesale hardware firm of Crathern & Caverhill, Montreal, always have an annual outing, and their forty-first yearly drive last week was as enjoyable as any of its predecessors.

The objective point was Peloquin's Hotel, at the Back river, and about fifty members of the staff left the Windsor Hotel at 8.30 in sleighs, the harness of all decorated with cow bells, making things rather ively along the route. When the boys arrived at Peloquin's they sat down to an excellent dinner, the menu being the best, and after the usual toasts, which were submitted by George Goldthorpe, the chairman, songs were the order of the night. The party broke up at 3.30 a.m., after having a grand outing.

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11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

CUTLERY
A. C. LESLIE & CO., Montreal and ... Toronto
We are closing out the stock of Cutlery, Spoons, etc., at our Toronto office, and can offer special inducements to buyers during the present month.

TRADE MARK.
BLACK DIAMOND FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.
G. & H. BARNETT,
MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

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OUR WELL KNOWN BRANDS
MONARCH
THURBERS AND
PHILADELPHIA
Have given universal satisfaction and are acknowledged to be the Best Anti-Friction Metal for all Machinery Bearings, High and Low Speed, Steam, Marine and Stationary Engines, Dynamos, Saw, Paper, Flour, Cotton, Sugar, and Rubber Mills, Threshing Machines, Shafting and General Repair Work. Quotations upon application. Sample order solicited.
Manufactured only by
The James Robertson Co. Ltd.
Montreal Winnipeg St. John, N.B.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

S. R. PAGE, general store, St. Ephrem de Tring, Que., has assigned. His creditors will meet on January 26.

Levi B. Donkin, tinware, Springhill, N. S., has assigned.

Mary A. Ross, general store, Baddeck, N.S., has assigned.

G. F. Lawrence, general store, Buckingham, Que., has assigned.

Baird Bros., general merchants, Pilot Mound, N.W.T., have assigned.

Mrs. E. Vervais, crockery, etc., Montreal, has assigned to Kent & Turcotte.

Geo. E. Stacey, planing mill, Orillia, Ont., has assigned to Thos. Goffatt.

Moses and Clapp, hardware and stoves, Toronto, have assigned to Geo. Clay.

The creditors of Job Dufour, general store, Chicoutimi, Que., will meet on Jan. 25.

The creditors of Simeon Beauchamp, crockery, Montreal, will meet on Jan. 21.

Macdonald Bros. & Co., general store, Montague Bridge, P. E. I., have assigned.

McCrae & Watson, plumbers, Montreal, Que., have compromised at 50 cents on the dollar.

J. B. Weir, agricultural implements, Clinton, Ont., has assigned to Thos. Jackson, Jr.

A meeting of the creditors of J. C. Hart, general store, Alliston, Ont., has been called.

Crozier & Fleming, general storekeepers, Orangeville, Ont., are offering to compromise.

Wm. White, general store, Whitehall, Ont., has assigned to David Blackley, Hamilton.

MacEwan & Co., general storekeepers, of Sudbury, Ont., have compromised with their creditors.

J. A. Thibault, general merchant, Amqui, Que., has offered to compromise at 10 cents on the dollar.

A meeting of the creditors of Jemima D. Richardson, general store, Norwood, Ont., has been called.

The stock of P. Therien, Jr., & Cie, general merchants, Ste. Antoine Abbe, Que., is under seizure.

There is a demand of assignment in the case of Francois Porcheron, trader, St. Henri de Montreal, Que.

The Mowat Manufacturing Co. (incorp.), agricultural implements, Whitby, Ont., has assigned to J. F. Paxton, sheriff.

There is an offer on behalf of the estate of the late J. C. Hart, general merchant, Alliston, Ont., to compromise with creditors at 25 cents on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Hill & Hill, general merchants, Humberstone, Ont., have dissolved. W. M. Hill continues.

Wightman & McCart, general store, Maxville, Ont., have dissolved.

Lindsay & Jones, paints and oils, Brockville, Ont., are starting business.

The Dry Plate Co. of Toronto, Ltd. (H. T. Sharpe), have applied for a charter.

The Dorrien Plating & Manufacturing Co. of Toronto, is applying for a charter.

Polston & Chater, manufacturers laundry machinery, Guelph, Ont., have dissolved partnership.

The Facer Hammered Solid Steel Car and Locomotive Wheel Co. of Ontario, Perth, Ont., is applying for a charter.

Robillard & Genereux, wholesale saddlery hardware, Montreal, have dissolved. N. C. Robillard continues in his own name.

Joseph Dollars Major and Joseph Prosper Major have been registered proprietors of Major Frere & Cie., roofing materials, Montreal.

SALES MADE AND PENDING.

Joseph Young, hardware, Hartney, Man., has sold out.

C. A. Bradley, general store, Lansdowne, Ont., has sold out.

H. Welbanks, hardware, Picton, Ont., has sold out to J. S. Williams.

The general stock of A. Durocher, Belle River, Ont., has been sold.

J. Campbell, general store, Avonmore, Ont., has sold out to W. J. McCart.

The assets of the Hamilton Bridge Co. (incorporated) are advertised for sale.

The assets of Brosseau Freres & Cie, planing mill, Montreal, have been sold.

The general stock of Jean Fortin, Joliette, Que., has been sold at 57 cents on the dollar.

The bailiff advertises the stock of Thos. B. Ross, Victoria Silver Co., Montreal, as for sale.

The stock of the late James Brocklebank, hardware, Toronto Junction, is advertised for sale.

The stock of W. Mayhew, general storekeeper, Huntsville, Ont., has been sold by the assignee.

The general stock of C. Turpain, general store, etc., Bryson, Que., has been sold at 54c. on the dollar.

The assets of A. H. Falardeau, general store, Ancienne Lorette, Que., are to be sold by auction on January 22.

W. C. R. Allan, proprietor of the Allan Foundry & Machine Co., St. John, N.B., has sold out to Walter H. Allan.

The North American Mill Building Co., of Canada, Ltd., has had its plant, etc., advertised to be sold by auction on Jan. 24.

The assets of G. M. Fortier & Co., general merchants, St. Charles (Bellechasse), Que., are to be sold by auction on January 15.

CHANGES.

The Samuel Rogers Co., oils, Montreal, have dissolved partnership. They are succeeded by Rogers, Robertson & Co., composed of Samuel Rogers, Jas. S. Rogers, Albert S. Rogers, and Duncan Robertson.

Elizabeth Johnson, general store, Atwood, has been succeeded by W. R. Erskine.

John Barclay has been registered proprietor of the Watson Heating Co., Montreal.

Elizabeth F. Evans has been registered proprietress of the Don Manufacturing Co. (Brazilian Furniture Polish), Montreal.

The style of the Belting Co. of Toronto (Ltd.), manufacturers of leather belting, has been changed to "The Beardmore Belting Co. (Ltd.)"

FIRES.

W. A. Storey, carriages, Bracebridge, Ont., has been partially burned out.

J. H. Seccombe, wholesale saddlery hardware, Toronto, has been burned out.

P. Kyle, malleable iron works, Merrickville, Que., has been partially burned out.

H. Powell, carriage and agricultural implements, Belleville, Ont., has been partially burned out.

DEATHS.

Donald McKay, general merchant, Rustico, P.E.I., is dead.

Mrs. Richard Hatch, of Hatch & Co., hardware, Toronto, is dead.

James Brocklebank, hardware and housefurnishings, Toronto Junction, is dead.

J. B. Campbell, of Campbell & Pinkerton, Pinkerton, Ont., was elected deputy-reeve of the Township of Greenock.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

WE WANT

To send a man to every store in Canada to show samples of our goods, and would pay for a seat in a conveyance driving through the country. State terms and route now covered. B. M., care of MacLean Pub. Co., 10 Front E., Toronto.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before.
Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

STUDY YOUR CUSTOMERS.

TACT is a very little word, but it is a very important one. Whether, says a writer in Ironmonger, it be in business or in everyday life, the man who possesses it gets on smoothly, steers clear of breakers ahead, and, in short, does not run his head against a stone wall. Tact in dealing with the whims and fancies of your customers is a very great thing towards success. The man who bluntly tells his customer that he cannot have his plan carried out, or the article he requires cannot be procured, often drives away a good client; whereas the man who takes the trouble to go round a corner to obtain the same end secures a client and probably keeps him. Customers must be studied, and the man who possesses tact is the one to do it with success. In our retail trading we come into personal contact with our customers in a way that the wholesale dealer cannot understand; and we have plenty of opportunity of finding out their little fads, and, if we are wise, of humoring them. The character of the customer must be studied. If he be a man slow of speech and somewhat dull of comprehension, he must not be "rushed"; we must talk to him quietly, give him a plain explanation of the subject under discussion. Time may be no object to him, and although it may be of great importance to us, we must not let him see it. Let him take his time, and instead of his being driven away by our hurried manner, he will appreciate our patience and attention, and a sale will probably be the result. Again, we must be quick to recognize the hasty man of business; we must not irritate him by our slow and deliberate manner, or by our long descriptions or superfluous information. To do this would be as bad as extolling the claims of temperance and giving a gratuituous advertisement of a teetotal lecture to a red-faced publican; or trying to sell a sober-sided man with a blue ribbon in his coat some new electro spirit-labels or patent corkscrews warranted not to spill the champagne. The descriptions given by some customers are very vague, and a little practice will enable a tradesman to gauge their ability to understand size and measurement. Many are the odd articles made, especially to order, and thrown away as utterly useless owing to the failure to discover the uncertain ideas of size a customer possesses. A little tact in showing similar-sized articles and a little comparison would obviate this error. The discovery of the taste or color possessed by a customer, too, often assists in the class of goods to be offered them; it will soon be seen whether an old or discolored article may be shown. Again, some customers, ladies especially, have an eye to a bargain, and the knowledge of this will at once open up to the sharp salesman an opportunity of selling some off or out-of-season goods. In fact, the study of a customer affords a wide field of knowledge and research. A few judicious questions dropped here and there, a close watching of the face—nay, the very movements of the hands in touching the goods shown them—will give the key to unlock the thoughts, ideas, and opinions that may be passing through the mind. A salesman who has this ability and knows how to use it is of increasing value, and is in possession of the faculty that will enable him daily to put money in the pocket of his employer, in addition to giving greater satisfaction to the customer he serves.

CANADIAN ASBESTOS.

The first quality of Canadian asbestos a few years ago brought $50 per ton, but it is considerably less now. This grade was used for spinning and weaving. The two inferior grades are largely used in the coarser arts. Canadian asbestos belongs to the talc or serpentine group of minerals, and extends through the eastern townships, from the boundary of Vermont to the Peninsula of Gaspe. The area of the mines is confined, practically, to the townships of Thetford, Coleraine and Wolfestown.

In the Quebec asbestos-bearing rock proper the veins of asbestos are seen, without any special arrangement, intersecting the mass of the rock, generally in every direction. In size they range from mere threads, sometimes close together, to a thickness of one or two inches. Hand labor has been largely superseded in Canada by the use of steam derricks, drills worked by compressed air, and other appliances. When a block of asbestos-bearing rock has been displaced by the usual methods employed in blasting, the pieces are broken, barren rocks removed to dumps or waste heaps, and the remainder passed through the process of cobbing, whereby the remaining rock is removed and the asbestos exported ready for the manufacturer.

UNION IS STRENGTH.

Good feeling should exist between rival merchants in small towns, tritely remarks Northwestern Merchant. There is more to be gained from union than from quarreling. There are a great many things that need looking after in connection with business in small towns, just as there are in smaller towns, and there is just as much reason why there should be good feeling among the merchants so that they can work for improvements as there is that such should be the case in larger towns. The railroad company may have reduced the service for economy; a mixed train may be running in place of the passenger. A competing point may have the old train service, and an injustice may be worked this way. Here is an opportunity for united effort for better railroad service. This is only an instance, but it is suggestive of other ideas.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C. I. F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

BLACKSMITH'S TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.

HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

BICYCLES IN HARDWARE STORES

THERE is no doubt, writes A. Stainforth in Iron Age, that successful hardware men make the best cycle salesmen, and more particularly if the man having charge of this department is a rider and takes pains to understand the machine he represents, so that he can explain its good points intelligently to would-be purchasers. Enthusiasm in any business or enterprise is a sure foundation for success, and in any branch of business which caters to the sporting or recreative proclivities of men, enthusiasm on the part of the salesman begets a like feeling and sense of trust in the customer.

ALL SORTS OF SALESMEN.

There is a peculiarity about the marketing of bicycles not observable in any other business, in that we find all sorts and conditions of men selling them; insurance agents, physicians, editors, bank clerks, school teachers, etc., may all be found upon the ledger of some bicycle manufacturers, but how few of these people have any mechanical knowledge or can speak of the merits of a bicycle in an intelligent way? The hardware business begets in its employes a certain mechanical knowledge, whether they desire to learn it or not, and there are few indeed who would not be able to explain the advantage of having Jessop's tool steel bearings over those used upon the cheaper grades of bicycles; while another but minor point favoring hardware stores is the fact that mechanical advice and assistance can often be obtained when repairs are needed, which the average insurance agent or school teacher could not give.

BICYCLE SUNDRIES.

Wherever bicycles are sold an assortment of the most prominent sundries should be kept. Quantity cannot be stipulated, as demands vary greatly in various districts, and the true capacity can only be arrived at by test and experience. The laws of one township may call for lamps and bells, which may be unknown in another section of the country. These articles can be purchased so readily from wholesale agents that it is not advisable for the retailers to keep a large stock, as the patterns change every season and bicycle riders always want everything up to date. I should recommend those contemplating the addition of bicycles to their stock in trade to begin cautiously. It is better to buy six wheels and sell six than to buy twenty and sell ten, as carrying bicycles over a season means loss—dead loss—a depreciation of one-third on the list price of the average wheel. Where pneumatic tires are fitted, the tires, if kept inactive for a year, will be practically worthless, as rubber deteriorates rapidly when at rest. Therefore, let it be borne in mind that no orders should be placed except for wheels which the dealer feels sure of selling in one season, otherwise bicycles will be a millstone about his neck.

GRADE OF BICYCLES.

It is not wise to handle several different makes of wheels, excepting in large cities where riders are numerous and well posted. Let the agent handle two or three patterns if he will, but he should avoid the prices clashing—that is to say, he should not offer more than one make at $100, one at $75, etc. He can then suit his customers' tastes and pocketbook. The only case in which this rule can safely be relaxed is when the weights vary to any marked degree, as, for instance, two bicycles at $100 may be safely kept in stock when one weighs 25 pounds and the other 32 pounds, this to suit the various weights of riders.

THE BEST METHODS

of stimulating the sale of bicycles are to join or organize a club, and ride out with the members; to promote races; to keep a wheel of the pattern you are agent for, and to allow the boys to try it; to have copies of the various cycling journals where the riders of your acquaintance can read them, and to advertise locally, but not run down other wheels. A live agent who has been wonderfully successful told the writer that he attributed a large part of his success to an idea of his own, which, although entered into as an experiment, had been productive of the best results, which was as follows: At the beginning of each season he buys outright half a dozen of the latest pattern of the wheel which he represents. These he hires out new by the hour to reliable patrons. He claims that more sales of this particular pattern of wheel have been made by him without a word of inducement than he has been able to make by talking the "points" into his customers. Although his plan involves considerable outlay, he more than reaps his reward by the end of the season.

REPAIR DEPARTMENT.

As the craze for light wheels increases, breakages are likely to become more numerous. It is well known that pneumatic tires are, even after years of experimenting and perfecting, far from perfect, and that the repair of tires is among the most important items in the repair shop. Whether it is necessary to have a repair department is dependent largely upon the number of wheels in use in the vicinity. The expense of properly fitting up one is considerable if it is intended that every branch of the work is to be done. In small towns it is not to be recommended, unless there be some one who could act as salesman, and could repair a tire or true a wheel as well. Brazing work, enameling or nickeling can generally be done by the manufacturer at lower rates than the average repairer can afford to make; while tire manufacturers are generally willing to keep their output in repair for a year when expressages are paid by the owner. The situation is different in cities where riders are numerous. Many mechanics who, under ordinary circumstances, could earn but $15 per week in a machine shop, find a valuable business in keeping wheels in repair in large cities. In connection with the repair shop, the writer would suggest that a system of checking be adopted, and that tags, with a number upon them corresponding with a number upon the "repair book," be attached to each job when it is brought in, and the repair instructions on the tag be made to correspond with the book. This tag should not be removed until the job is finished and turned over to the owner after payment has been made. It is well to give the owner of a bicycle brought in for repairs an approximate idea of the cost of the work necessary, as few riders are aware of the charges made by manufacturers for parts, and in many cases objections are made to paying what may appear exorbitant prices.

THE INSTALLMENT PLAN.

Before closing, the installment plan of payment should be discussed. No dealer should let wheels go out on small payments; one-half list price down is none too much, and prompt payment of the installments as they become due should be insisted upon. The present year has been, in some instances, a disastrous season for those who let wheels go on too easy terms; second-hand wheels have had to be taken back upon which perhaps only one-quarter of the price had been paid. It should be borne in mind that a season of depression such as we have passed through will deprive many of the means to pay for their wheels—an event which cannot well be foreseen; it is, therefore, advisable to secure a first payment which, together with the probable value of a second-hand wheel, will give the dealer the profit he would make upon a spot cash sale. In conclusion, I would say that there is everything in the favor of hardwaremen handling bicycles, but some of the secrets of success are as follows: Don't carry a stock over into a second season; don't do an installment business on small payments and long periods; don't handle too many makes of bicycles; don't fail to be enthusiastic, and don't sell a wheel if you haven't confidence in it.

GOOD NEWS FROM ALBERTA.

Johnson & Co., general merchants, Cochrane, Alberta, N.W.T., write as follows under date of Dec. 31: "The weather so far this winter has been most favorable to stock on the ranges. They will pull through all right unless severe weather is in store for us. Still we look for a short winter. Give us fair and reasonable freights and fares, with a 17 per cent. tariff, and this country will flourish."

STOCK WANTED.

SMALL STOCK HARDWARE WANTED in good town, doing profitable trade. Give full particulars. E. A., HARDWARE Office, Toronto.

CALCINED LAND **PLASTER**

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.
Windsor, N. S.



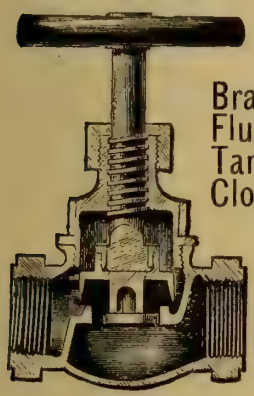
HORSE CLIPPERS

GEM AND H. BOKER

Finest Quality. New stock just arrived.

RICE LEWIS & SON
LIMITED
TORONTO - - ONT.

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE
Stevens Mfg. Co.
London, Ont.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

THE PIG IRON PRODUCTION.

In its monthly review of the pig iron production The Iron Age says: The changes during the month of December have practically balanced one another, so that we entered the new year producing pig iron at a rate of about 8,750,000 tons annually. On January 1, the active furnace plant, grouped according to fuel, possessed the following weekly capacity:

	No.	Capacity. per week. Tons.
Anthracite	39	22,082
Coke	121	141,446
Charcoal	22	4,886
Totals January 1	182	168,414
Totals December 1	184	168 762
Decrease	2	248

The weekly product of all the furnaces on January 1, compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity per week. Gross tons.
January 1, 1895	182	168 414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110 166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99 379
November 1	117	80,070
October 1	114	73 895
September 1	125	83,434
August 1	169	107,042
July 1	220	153 762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858
March 1	255	176,978
February 1	251	171,201
January 1	246	173,068

The position of stocks, sold and unsold, as reported to us January 1, was as follows, the same furnaces being represented as in former months:

Stocks.	Nov. 1. Tons.	Dec. 1. Tons.	Jan. 1. Tons.
Anthracite pig	96,857	90,091	94 073
Coke pig	196,112	256,193	344,961
Charcoal pig	219,351	216,185	260 424
Total	512.320	562,469	645 458

J. S. Boddy & Bro., of Bradford, who were burned out some months ago, will remove in a few days from their temporary premises into their new building, which has been erected on the site of the structure destroyed by the fire. The new store is said to be one of the handsomest north of Toronto. There are two large plate glass windows, ample shelves, and the ceiling is handsomely appointed.

HELLO!

Is that the HARDWARE!

We wish to thank your readers for the orders we have received during the past year, and 1895 finds us in a better position than ever to fill any orders entrusted to us in the lines of Wringers, Washers, Churns, Mangles, etc.

Our aim is **GOOD GOODS** and prompt shipments.

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SONS, - Montreal

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes
ARE AHEAD

Long Folding-Handle Dust Pan

HANDLE FOLDS
As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S.—We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and
Only Reliable
And Durable
Green

Imperial French Green

OF THIS NAME

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by **THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.**

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

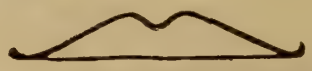
D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated **"WADE & BUTCHER"** Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 18, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18½ 19
Straits "	18 18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs 14x60, " 14x65,	6c, 6¾c

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
ank Plates1-5 and thicker	2 00 2 25
oiler Rivets	4 50 5 00

Boiler Tubes.

²-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ¼ to ⅞ in	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04½
Domestic "	0 04 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 39	0 40

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1, leather, dis. 15 p.c.
Standard, 37½ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell "		1 00	1 50
Nail and Spike, per gross		2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis. 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8	"		6 00
" No. 9	"		7 00
Queen City		7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per lb	0 3½	0 04
12 up "	0 2½	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter	doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 60
Snow, " " .. 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss. bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 5% per cent. dis.
Lightning, per doz. 6 50 8 40
Hearths, 52½ per cent.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy A.P. Fine 3 70
Car lots 5c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets. per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R, Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... . 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Star R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¼ ...	9¼
¼, 5-16, ⅜ in.....	7 ...	10
Cotton, per lb.....	13	16
Russia Deep Sea, per lb..	12¾	13¾
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 50
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 60 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list
Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, " 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.
Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent.
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent.
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each .... 0 90 2 [illegible]
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c to 35 p.c
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1[illegible]
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils..... 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } " 4 " 4 & " "	... 3
" Plain twist, all deld	... 3
" Trues	... 4
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 3

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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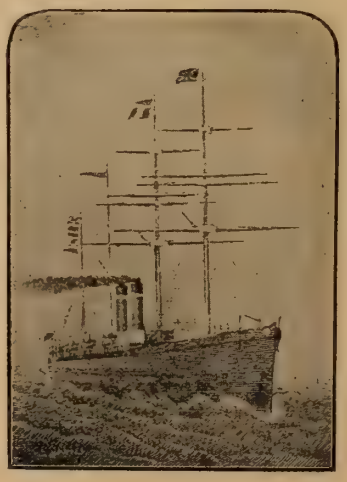
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NUMIDIAN	Jan. 31..	Feb. 2
MONGOLIAN.....	Feb. 14..	" 16

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AND METAL MERCHANT

VOL. VII. TORONTO, JANUARY 26, 1895. No. 4.

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BEST ANTI-FRICTION METAL FOR

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Owners and Sole Manufacturers,
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LEAKY JOINTS

Largest Variety of Styles.
Biggest Stock in Canada.

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LIMITED

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FINE BUILDERS' HARDWARE.

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"No. 2" Clad

We are now making in two lengths, viz. :

5 ft. 6 in. List Price $25.00

5 ft. " " 23.00

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LIMITED.

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ON THE

SYPHON PRINCIPLE



Made of Heavy Galvanized Iron.

Pump supplied with this can is attached by means of a screw, thus giving free access to both can and pump and leaving a large hole for filling. A cap is fitted over the syphon tube and pump handle which protects it from being damaged in shipping.

KEMP MANUFACTURING CO.

Toronto.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

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ANOTHER DROP IN WIRE.

WHEN the new price on barb wire, plain twist wire and staples went into force on the 14th inst., no one probably dreamed that another change would be ordered by the manufacturers inside of ten days, yet such has actually happened.

The meeting which decided upon the change was held on Tuesday last, and the new figures went into effect the following day.

Barb wire, plain twist and staples are now down to $2 87½ per 100 lbs. delivered in 500 lb. quantities. Discount is as before at 60 per cent. or 2 per cent. off 30 days.

The meeting in question was held in Toronto, but the only members present were Mr. Cyrus A. Birge, of the Canada S rew Co., Hamilton, and Mr. McCormick, of the Dominion Wire Co., Montreal. The association has yet to deal with plain wire, and the two members in question have gone to Montreal to confer with the manufacturers there in the matter.

The immediate cause of this last reduction in price is a determination on the part of the Canadian manufacturers to meet competition from the United States.

The decline in the price of wire during the last year or two has been remarkab'e. At one time barb wire was 8c. per lb. Five years ago at this time barb wire was quoted at 5¾ to 6c. per lb.; plain twist at 4¾ to 5c., and staples at 5 to 5½c. In 1891 barb was 5 to 5½c., plain twist 5c., staples, 5 to 5½c. A year later barb and plain twist were quoted equal at 4¾ to 5c. per lb., and staples had got down to 4½ to 4¾c. In 1893 4½ to 4¾c. represented the price of the two wires, while staples were ¼c. lower than in 1892. Last January at th's date barb wire was quoted at 4 to 4¼c, per lb., and plain twist at 3¾ to 4c., and staples 3¾ to 4c. Now, as already noted, $2.87½ per 100 lbs. represents the price all round.

Whatever the profits of the manufacturers might have been in the palmy days, it is generally conceded that it will keep them hustling to make money at the figures now obtaining.

THE COMMISSIONER OF CUSTOMS.

COMPLAINTS regarding rulings of the Customs Department are still being heard. And as long as the present acting commissioner continues to act there is very little probability that they will cease.

A square spile is ill-adapted for stopping a round hole. And Mr. Watters is scarcely more adapted for the position he now fills as acting commissioner of Customs.

As an accountant he stands high ; as a commissioner of Customs he stands low. In consequence of which the department in which he wields so much power has become the laughing stock of the business men of the country. Even the Hon. Clarke Wallace, the Controller of Customs, than whom none in the Ministry is probably held in higher esteem by mercantile men, is losing in prestige because of the absurd rulings of his commissioner.

All the onus for the present unsatisfactory condition of affairs must not, however, be allowed to rest wholly on the shoulders of Mr. Watters.

A merchant who would take his expert accountant and place him in the position of, say, the expert buyer, for which he had had neither training nor adaptability, could scarcely escape responsibility for the results which would assuredly follow.

Neither can the Government a'together escape responsibility for the mistake of transform ng Accountant Watters into Commissioner Watters.

And its duty is to put the acting commissioner where he can do the most good, and not keep him where he appears to be doing the most harm—to the Government as well as to the trade of the country.

UNCERTAINTY ON CUT NAILS.

THE cut nail problem, so far as HARDWARE'S Montreal representative can learn, is still in a more or less uncertain state.

Since our last issue the representative of the single large concern in the Maritime Provinces has had conferences wi h the makers in Montreal and representatives of those in the west.

The conferences appear to have been quite harmonious, but at the present date of writing no definite decision has been arrived at.

The basis of the propositions made, HARDWARE is informed, was that if the western makers would promise to keep out of the lower province market, the St. John firm would not attempt to cut under their list price of $2.10 up here.

This is substantially the proposition that was made in the preceding instance that did not hold good.

It worked all right for a while, and then a Montreal concern that generally is the first to try and get outside an arrangement, in its anxiety for orders, adopted the novel method of making a wager of $25 or $50, as the case might be, with prospective customers, etc., and, naturally, the latter took the precaution of winning, and the travelers for the concern who bet got the order.

In the meantime the list rate in Quebec, Ontario, and the west is $2 10, but it is understood that one Montreal jobber is realizing on a quantity of nails at $1 85 that he bought very low previous to the agreement.

It is understood, however, that steps are being taken to bring him to time, though how this is to be done the p rties who are taking the steps do not say

A TACK DIFFICULTY.

IF jobbers in Montreal are to be believed, there is going to be trouble over the recent tack schedule agreed upon by the Tack Manufacturers' Association late last December.

Some of the largest jobbers in that city, when spoken to by HARDWARE, said that the stumbling block was the change made in the discount list, whereby the quantity basis, on which 5 per cent for six months was allowed, was radically altered.

Under the old arrangement, the basis on which this discount was allowed for six

months was for purchases of $250 worth and over.

At the solicitation of a firm of makers in Montreal, and one in the west, this quantity was cut down to $125; and ever since then the jobbing trade has been protesting without much result.

The ground for their protest is that it is a very poor dealer who does not handle $125 worth of tacks in six months, so that the practical effect of the new clause is to place small dealers on the same level with them. They hold that this is unfair. As a result there has been some pretty warm correspondence over the matter, and it would not be at all surprising if the jobbers took the matter into their own hands, and ignored the list rate on tacks entirely.

SITUATION IN TURPENTINE.

The turpentine market has been a good deal excited during the past week. Prices have advanced 1 to 2c. per gallon in Savannah, and there has been a corresponding gain in the figures on the Toronto market.

The market is, however, in a feverish condition, and there is no certainty regarding its immediate future, as it would not take much to send prices either up or down.

Prices are, however, much below what they usually are at this time of year, and from now till April, when the new crop comes in, it is customary to look for an appreciation in values.

The price at this time of the year used to be about 50c. per gallon. Even last February it cost about 46c. per gallon, in carload lots, to lay turpentine down on the Toronto market.

Over-production, and the fact that benzine and other petroleum products are being used as substitutes, have been the principal causes of the low prices ruling for some time past.

Wholesale dealers on the Toronto market are now quoting single barrels at 41 to 42c. and five-barrel lots at 40 to 41c.

A PROMISE ON LEADS.

AFTER a fight extending over eight months the lead grinders have decided that they have had enough of it, and at a meeting held in Montreal last Thursday decided to advance the price of leads 25c. all round, as will be seen by our Montreal market report.

It must be understood, however, that the new arrangement is not in the nature of a combine. It is not, for only one of the manufacturing concerns represented was willing to bind itself under penalties to observe a uniform price.

The new basis is simply a verbal promise of the chief executive officers of the different lead grinding concerns that they will sell at a uniform price.

Now the proverb about promises, if it holds at all, clinches with double force in trade matters, where the temptation is often to slip over.

For this reason the trade, in Montreal at at least, is very skeptical of the new arrangement holding.

It is admitted that prices have been cut almost below cost, but still the trade think that it will be difficult to abolish cutting under an arrangement such as that just consummated.

The agreement has not been subscribed to by all the grinders. There is at least one large manufacturer in Toronto who has not. Neither has the price there been changed up to the time of writing.

SELECT BUSINESS MEN.

BOTH parties are now selecting candidates to run in the coming Dominion election contest. It is of the utmost importance that successful business men should be selected.

There has been too much truckling of late to Patrons of Industry, Trades' Unions and such like. Both have many excellent features to commend them. If the really good men in these organizations were the leaders they would be deserving of support, but in most instances they are simply professional politicians who are in politics for what they can make out of it.

Take the leaders of the large deputations of alleged starving men in Montreal, Ottawa and Toronto at different times in the past few years. They carried a black flag and demanded work or bread. Many of them were offered work but refused to take it.

The other day a similar starving deputation was raising a riot in St. John's, Newfoundland. It was found that the leader had a house well filled with provisions and was living more comfortably than many a well-to-do citizen.

If this toadying to such organizations continues, our politicians will get us into the same position as Newfoundland is in to-day.

There the political parties vied with each other in doing favors for the fishermen, farmers and laborers, as against the business men. The latter were heavily taxed, and the money freely spent in bribing, directly and indirectly. The country has been brought to a state of bankruptcy.

It is in this direction our politicians are carrying us to-day. Let us go to our conventions and pull the wires and secure the nominations of business men of ability and integrity.

Some of us may be in a constituency where it is policy for the party to support a Patron, or one of the various other third parties. In such a case we must compel them to give us a voice in the selection of a candidate as the price of our support. We should see that such candidate is a man who has made a success of the particular work on which he depends for a livelihood; that he can afford the time and money to go into politics; that his character is above reproach. A man like that may make a good representative, though from his lack of knowledge of business affairs he will be less useful.

PUT TRAVELERS ON COMMISSION

THE close competition among wholesale merchants and manufacturers, and more cautious buying on the part of retailers, have cut the margin of profit to a finer point than ever.

Jobbers and manufacturers are therefore looking about them for ways of reducing expenses.

In some instances the number of travelers has been reduced, while in others travelers have been put on commission or on part salary and part commission. That is, they go on the principle of payment by results, not on the quantity of goods sold, but on the profits made.

In the past, commission or increase in salary was based on a percentage of the goods sold, not on the profits made. This to some extent led to the cutting which has been so ruinous to the trade everywhere. The system of paying by profits will be much more satisfactory to both the firm and its salesman. The latter will take a greater interest in his work and his customers. He will not only aim to sell goods, but to get a profit and to see that they are paid for.

HARDWARE knows of one house that has followed this system for some years. It pays salary, but bases it on profits on that particular salesman's territory.

It has often been remarked that this particular house very seldom appeared on a list of creditors of an insolvent firm. This is the secret.

The head of the firm remarked a few days ago that his senior traveler had not lost a cent in bad bebts on his route in seven years.

PETROLEUM GOES UP.

Coal oils have within the past few days gone up in the United States markets, and there has been a sympathetic advance among Canadian dealers. On the Toronto market a general increase of about one cent per gallon all round on all brands has been noticed. It is said that local wholesale dealers are pleased at being able to advance their prices, for they claim that for some time past they have been handling Canadian petroleum almost without profit.

Some one has said: "Behold, the fool saith, put not all thine eggs in one basket, lest it fall and they be broken; but the wise man saith, put all thine eggs in one basket, and watch that basket." A good ad. in one paper is worth a poor one in a dozen papers, adds Printer's Ink.

HOW TO RETURN GOODS.

JOBBERS and manufacturers occasionally complain that retailers return goods which they have ordered with the simple explanation, "Don't want."

Sometimes the cases are not opened; at other times they are, and the goods displayed for a few days; then, fearing they cannot sell, they repack them—carelessly, very often—and ship back. The jobber writes for an explanation, but can get none.

If the jobber is a man of some backbone, he will either insist on the buyer accepting the goods or instruct his men never to sell that house again.

Too often he meekly submits, but he remembers the man and watches for him in future, and makes him suffer eventually.

There is another class of business men who buy more than they really want, often under the influence of good salesmen. When the season comes round, and before they unpack and handle the goods, they figure that they have over-bought, and write at once to the house, explaining the circumstances, and asking them to be good enough to take back a portion of their purchases.

A house which will not then endeavor to help a customer out does not deserve the trade in the future.

There are some houses that will be only too glad to put themselves out for such a customer.

Sometimes the return freight, or in case of United States shipments, the duty as well, would mean a heavy loss to the shipper. Then it is only fair that the buyer should bear the loss like a man and say nothing about it.

The men who return goods without explanation, and who will not answer letters, are not business men. They should join the Patrons of Industry—many of them do, and soon disappear from business circles. The second class get any favors that are going, and they have the respect of the jobbers and manufacturers.

SOME CAUSE FOR SATISFACTION.

While the finally revised Dominion trade returns for the fiscal year of 1894 show an aggregate falling off in the total trade of over $6,500,000, yet it is by no means like drawing blood from a stone to extract from these returns some amount of satisfaction.

And that is, that exports which were the produce of Canada showed but a small decline; only, in fact, a little more than one per cent.

The cause of the decrease of nearly 8 per cent. in the goods entered for home consumption is not far to seek. Retailers, departing from the old system of reckless buying, have been curtailing their purchases. The wholesalers, if they wished to avoid having their warehouses stocked with goods that would be left over till the next season and depreciate in value, had, of course, to follow suit. Such a course must necessarily be reflected in the trade returns of the country.

Had this course not been taken, the trade returns of the country would have been swelled at the expense of the financial standing of the business men of the country.

ALLEGED "SHADY" FAILURE.

IF all that is alleged be true regarding the failure of W. H. Osborne, the Bowmanville general merchant, who recently assigned, it is somewhere else than into business he ought to go.

A merchant who was one of the victims asserts that a few weeks before the assignment took place, Osborne, when purchasing some goods from him on credit claimed that his business was in a good condition; that he owed nothing for wages, and that he had a $1,500 farm upon which there was only an encumbrance of $500.

When he assigned, however, and the statement was presented, the estate was shown to be in anything but a healthy condition. The farm was evidently a myth. At any rate, it did not figure among the assets. On the other hand, two of his sons ranked among the preferred claims for wages to the extent of $58.50 and $78 respectively, while these same two boys, together with three other Osbornes, included in whom was the insolvent's wife, were among the general creditors for an aggregate of $1,884.72. The wife's claim was $1,047, and was for money advanced.

THIS JOURNAL
Is mailed every FRIDAY without fail. If you do not receive your copy regularly something is wrong.

All the assets that were forthcoming were, stock $500 and book debts $1,000, and all these were sold to the wife of the insolvent for $500. Of this amount, after the preferred claims and the expenses were paid, there was left the sum of $196, which, distributed among the creditors, netted them just 5c. on the dollar. Excellent compensation, indeed, for a healthy estate!

Naturally, there is a great deal of indignation among the general creditors, and proceedings have been taken by at least one of the creditors to set some of the preferred claims aside.

Lives of advertisers all remind us
We can "get there" if we try;
And success will crown our efforts
If we catch the public eye.

MONEY AND STOCKS.

THE feature of the Toronto stock market during the week has been the fluctuations in Toronto Street Railway. First the stock touched 75, then it fell back to 68, and on Tuesday it sold up to 72. Most, if not all, the sound old-time brokers aver that the stock is much above its value, 55 being considered nearer its worth than the figures now obtaining. In the annual statement presented last week no provision was made for the payment of the mileage to the city. Had this been done there would not have been the 4 per cent. net earnings. Toronto Railway stock is good property—but not at the present figures.

It is to be noted that the Ontario Bank stock has again resumed the even tenor of its way, and is once more numbered among the steady stocks on the market.

The Bank of British North America has brought an action against W. P. Howland & Co, the milling firm now in liquidation, for the recovery of the sum of $71,000 odd. This was one of the banks that gave the Howland Co. accommodation when its own bank, the Ontario, proposed to curtail in this particular. I was told some weeks ago that the paper held by the bank as security was only valued at about 60 per cent., and that the Bank of British North America felt that it was not treated as well as it might have been.

The insurance of the United Fire Insurance Company, which has decided to give up business in Canada, has been taken over by the Western Assurance Company.

The decrease in bank clearings in the Montreal clearing house last year was 4 per cent. The decrease in the leading cities of the United States during the same period was 16 per cent.

The deposits in the Government savings banks for December amount to $271,976 and the withdrawals to $300,877. The deposits at Toronto reached $15,972 and the withdrawals $15,597.

The Canadian Gazette, London, Eng., of the issue of January 10, notes that the alterations in Canadian securities on the London market were unusually few the preceding week. "Dominion Government 3 per cents. moved up ½, and are now quoted at par, ex the half-year's interest paid on the 1st inst. Provincial loans are exactly as they were, and in municipal securities the only changes have been in a couple of Montreal loans, which have risen. In regard to railways, the principal feature has been the weakness of Canadian Pacific shares, which were at one time down to 57¼, but are now 58¾, a net decline of 1¾."

ARGUROS.

TORONTO'S LONG FELT WANT.

ONE of Toronto's needs for a long time has been a new modern-sized big hotel. The prospect for securing such desideratum is at the moment better than it has yet been since the movement in favor of such a scheme was started. Those who have been actively interesting themselves in the matter have decided to form a joint stock company with a capital of half a million dollars. Of this sum the public will be asked to subscribe $200,000, and this amount must be subscribed before operations are begun. The remaining $300,000 it is proposed to retain for the purpose of providing capital for future extensions, etc., if required. The Board of Trustees of the Toronto University have decided to recommend the Government to grant for the proposed hotel a site free of cost on the north-west corner of King and Simcoe streets, comprising a frontage of 225 feet on King street, by a full depth of the property to Adelaide, with a street 66 feet wide on the west of the hotel site. Among the projectors are such well-known citizens as Edward Gurney, W. Christie, D. R. Wilkie, W. D. Matthews, Elias Rogers, J. Herbert Mason, John I. Davidson, B. E. Walker, Hugh Blain, Joseph F. Eby, E. Samuel, Stapleton Caldecott, Smith & Keighley, Perkins, Ince & Co., J. K. Macdonald, A. B. Lee.

SIGNS AND PRICE TICKETS.

J. A. H. "Can you give me an idea of where I will be able to get a nice sign printed and what the newest style of sign is like? I also want to know where these city stores get those large figures printed, or do the clerks print them off hand? They are a nice large round hand."

REMARKS: The best thing we have seen for some time was a 22 feet long by 4 feet deep sign made for a Montreal laundry at a cost of $50. The letters were carved instead of being sawn out, and just fancy enough to be noticed without detracting from the effectiveness of each letter. They were painted in gold, and mounted on wood, painted black. Such a one can be got in most large cities. For a cheap but effective sign a blue wooden background with white lettering can be made by a good local painter, but to an enterprising business the golden letters glittering in the sun may and do attract new customers, and it is worth our correspondent's consideration whether the best would not pay in the long run. A sign painter gives us the probable cost of a plain but substantial gold-lettered sign.

One, of the dimensions noticed above with a moderate amount of lettering, would cost about $35. Signs of smaller size would cost a proportionately small sum, and a sign 22 ft. by 4 ft. with blue background and white lettering can be gotten for $25, and smaller ones for smaller prices.

As to price tickets, the best of these are made by professional ticket painters. There are several men in Montreal and Toronto who do nothing else but paint these tickets, and similar lettering. They work mostly to order for the city trade. In many houses one of the firm, or an employe, does this work. We know of one firm which bought several sets of different styles of letters. These were carefully cut out. They were laid on Bristol board, and the outline traced in pencil and filled in with India ink, or painted the desired color. This is probably the cheapest way of all. The cardboard may be improved by adding a plain or fancy border, but not too fancy to detract from the strength of the figures. A Montreal ticket painter is sending our correspondent a few samples and prices.—EDITOR HARDWARE.

HOW TO PAY BROKERS.

"I WISH you would draw the attention of your numerous European friends to a class of agent who 'does them up,' so to speak," said a Montreal broker on Saturday morning.

"Their scheme seems to have originated in New York, but some Canadians have picked it up. They go to England, or to some European country, and call upon leading firms. They represent the immense importance of the American and Canadian trade, and express surprise that the firm has not been doing an enormous business there. The people would have their goods if they were only properly placed before them. They, the brokers, explain they have the best connection with the trade in the country, visit every part of it, and would not mind taking one more agency if the European firm were willing to pay them to do the work. The innocent European manufacturer always felt that he should do a profitable business in America, but never before had he found the right man to do it. He willingly agrees to pay $2,000 to $5,000 a year and expenses for 3, 5, or 10 years. A contract is prepared and duly signed. The American returns to his native shores.

"The European soon begins to receive orders, not large but numerous, and he feels quite pleased with his agent's work. Time runs on and orders increase, and goods are shipped, but when the day of reckoning comes it is found that the expenses have eaten up the entire proceeds of the sales. The manufacturer has to pay salary in cash.

"One English firm which is doing a good business in Canada had to pay on a five years' contract about $25,000 expenses to an American firm. Another firm is paying a Canadian broker $2,500 a year, and I am told his total sales do not amount to that. It is no wonder, therefore, that many European firms are disgusted with business on this side.

"The only safe way is to pay by commission. There are now any number of reputable firms who are ready to take good agencies on a commission, expecting the manufacturer to pay advertising expenses only. If they cannot sell the goods the manufacturer loses nothing."

HARDWARE agrees with the Montreal broker. Any good broker is only too glad to get an agency on commission. There are circumstances, however, in which it may be advisable to pay salary and expenses, but no manufacturer should close a contract of this sort until he has made careful inquiry as to the ability and standing of the firm he proposes to engage.

A VISITOR FROM "NICKEL" LAND.

G. H. LENNON, of Sudbury, was in Toronto this week. Mr. Lennon went to Sudbury about nine years ago. He was sent there by the Hudson's Bay Co., and has grown up with the place. After conducting the company's branch there he went into the wholesale business. This he has now severed himself from to carry on agencies for lumbermen's and miners' supplies; and it is for completing arrangements for so doing that he is now in the east.

Without saying anything whatever regarding Mr. Lennon's good looks, it might be remarked that he is a man of fine physique. And it is no wonder. For twenty years he was in the employ of the Hudson's Bay Co., and during that time he had charge of different posts in the wilds of the Canadian Northwest, several years being spent on the coasts of Labrador.

On Tuesday last HARDWARE had a pleasant chat for a few minutes with Mr. Lennon. The conversation naturally turned upon Sudbury and the outlook thereabouts. In answer to a question, he said:

"The outlook is good. Lumbering operations are looking up, and I believe there are more men in the camps than there were last year. Our lumber supply is good for another ten or fifteen years at any rate."

"What about mining operations?" he was asked.

"The owners of the gold mine discovered in Wahnapitae township about two years ago are now beginning to develop it, and it is showing some valuable deposits. They are stocking it for over three millions of dollars. The gold is in decayed rock and quartz. When samples were first brought in from the mine there you could see the gold in the shape of nuggets. If the mine holds out it will be great property."

"How about the nickel mines?"

"The furnaces there are running on full time. Of course, the surface mining is shut down for the winter. The prospects for this year's operations are bright. At least, that is the way people are talking. The mines are very rich in nickel, and as the process of separating the copper and the nickel becomes more perfected and cheaper their development must rapidly increase. There is a terrible lot of nickel there. No one

down here can realize what there is. What we want is a market for the nickel as fast as it is turned out."

"How many smelters are there at work?"

"Three; one at the Canada Copper Co.'s mine, one at the H. H. Vivian mine, and another at the Dominion Mineral Co.'s mine. The Canada Copper Co. has also a refiner in operation."

Mr. Lennon stated that a gold mine was also being worked in Creighton township, eighteen miles from Sudbury, and another was being prospected at Markstay, twenty-four miles from the latter place.

A DETROIT BATH CO.

The annual meeting of the Steel Clad Bath Co., of Detroit, Mich., was held in Toronto on Wednesday. The directors of the company are nearly all Toronto men, and many of them are also connected with the Toronto Steel Clad Bath and Metal Co. George Booth, of the Booth Copper Co., of Toronto, is president, and H. W. Booth is manager of the Detroit concern. A most satisfactory report of the past year's business was presented.

AN ALUMINUM CLAD BATH.

The Toronto Steel Clad Bath and Metal Co. are just placing on the market an entirely new line in the shape of an aluminum-clad bath tub. The difficulty of neatly soldering the aluminum joints, for a method to overcome which large rewards have been offered in different parts of the world, was of course experienced. But under the circumstances the company have made a good job of it.

The annual meeting of the company will be held during the first week in February, when it is expected a most satisfactory report of the past year's business will be submitted.

LUMBERMEN MEET.

The annual meeting of the lumber section of the Toronto Board of Trade was held on Tuesday, when the following members were appointed an Executive Committee: Ald. Oliver, Ald. Scott, A. A. Scott, George Gall and John Firstbrook. The Arbitration Committee was drafted as follows: John Donogh, Robert Laidlaw and C. E. Peck, of Penetanguishene. By resolution, the chairman was instructed to prepare a report of the lumber trade for incorporation in the president's annual report to the board. John Donogh acceded to the urgent request of the members to allow himself to be nominated to a seat on the council, and he will be nominated at to-day's board meeting by Ald. Scott. After the section adjourned the Executive met and elected Ald. Oliver chairman, Ald. Scott deputy chairman, with E. A. Wills secretary-treasurer.

TORONTO SILVER PLATE CO.

The Toronto Silver Plate Co. have been taking stock since the first of the year, but started up again on the 21st inst. They took the opportunity while the machinery was not running of remodelling their factory in many respects, this being found necessary on account of their largely increased business. In addition to these changes they have added a lot of new and expensive machinery for the manufacture of special designs.

They are now making up to order for the Windsor Hotel Co., Montreal, a complete outfit of hollow ware in electro silver plate. This is probably one of the largest orders ever placed in Canada for hotel goods, and speaks well for the enterprise of the Toronto Silver Plate Co. As soon as received the Windsor hotel will discard the patterns now in use.

BASIC BESSEMER PROCESS.

AMERICAN iron and steel makers have long since learned what seems to have dawned upon our English friends only lately, remarks Iron Age, that their most dangerous competitors are the Germans. They are commercially enterprising and aggressive, and in that manner have worked their way into the world's markets with striking success during the past decade. In the steel trade in particular, however, their opportunities for expanding have developed greatly since their successful introduction of the basic process. The technical skill which they have brought to bear upon the problems involved would probably not have led to the startling growth in the adoption of the process had they not had an ideal ore in the Minette of the Luxemburg district. Though lean, it is so cheaply mined that even our rich Mesabi ores cannot be laid down at works at as low cost.

It has looked lately as though our German friends would suffer a little setback through the lowering of the revenue obtained from basic slag, due to rapid decline in the price of phosphate rock. This decline has been precipitated by the lively competition between the phosphate rock of Florida and Algeria. In this direction reports of recent progress in basic Bessemer practice in Germany are significant.

Our valued contemporary, Stahl und Eisen, gives same data collected by E. Schroedter on the results obtained with the Scheibler process. The latter consists in dividing the lime additions into two parts, two thirds of the total required being charged early in the blow. After the slag produced has been poured off the last third is added toward the end of the heat. Experiments on quite a large scale have been conducted at Hoerde, Phœnix, Rheinische Stahlwerke, and Gutehoffnungshuette. The results obtained varied in detail, but on the whole indicated that important technical and economical advantages were obtained by this modification of the basic Bessemer process. The Scheibler method makes it possible to reduce the total quantity of lime additions by about one-third. The time of the blow is lessened, in spite of the fact that some delay must result from pouring off the slag twice. The quantity of iron blown may be increased, and the waste of iron in blowing is reduced. At Phœnix the waste in the converter declined from 3 8 to 3 3 per cent. Some of the steel men hold that they can blow hotter, while others claim that the Scheibler process can only be carried through with hot charges. Results have shown that the elimination of phosphorus is more thorough without increasing the converter waste of iron. Finally, the process yields two kinds of slag. That resulting from the first charge of lime is higher in phosphoric acid and lower in iron, while that obtained from the final addition is lower in phosphoric acid and higher in iron. A number of charges at Phœnix yielded a first slag carrying 23 92 per cent. of phosphoric acid, 51.54 per cent. of lime and 6.22 per cent of iron, while the final slag had 17.11 per cent. of phosphoric acid and 20.69 per cent. of iron, the lime being 42.80 per cent. This, of course, increases the value of the first slag.

The Phœnix engineers figure out that they save 0.56 mark per ton on lime additions, 0.29 mark on waste of iron and 0.63 mark on slag, making a total of 1.48 marks per metric ton of steel, or, say, over 30 cents per gross ton of steel. That is certainly a very serious item in these days of international competition, in which American steel makers will take a lively part before the end of the century.

THE BOUNTY ON STEEL.

John F. Stairs, M.P., Halifax, Graham Fraser, and Thos. Cantly, of the New Glasgow Steel Co., had an interview with the Government last week with reference to the meaning of the resolutions giving a bounty on the steel produced in Canada. The framers of the resolution mean one thing and the Controller of Customs thinks they mean something else. They also had a general talk on tariff, bounty, and iron trade matters with the members of the G vernment.

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TORONTO BOARD OF TRADE.

PRESIDENT Hugh Blain presided at a special meeting of the Toronto Board of Trade, held on Wednesday, for the purpose of nominating candidates for office for 1895. The following were nominated and elected by acclamation : President, Stapleton Caldecott; first vice-president, E. B. Osler; second vice-president, Edward Gurney; treasurer, D. W. Alexander.

According to the rule of promotion that has been observed in the board elections for some years, Mr. Edward Gurney, who is the chief director of the Gurney Foundry Co., Ltd, and is second vice-president this year, will be first vice president in 1896 and president in 1897.

The following 29 members were nominated for the council, which will be composed of 15 members: Elias Rogers, H. N. Baird, N. C. Ellis, Robert L. McLean, W. D. Matthews, W. J. Gage, Archibald Campbell (miller, Toronto Junction), Thomas Dunnet, J. S. McMaster, W. Christie, R. J. Score, John Donogh, D. R. Wilkie, M. McLaughlin, John Pugsley, A A. Allan, Fred Nicholls, Hugh Blain, W. Blackley, Charles Cockshutt, A. E. Kemp, J. H. Mason, J. K. Niven, W. G. Gooderham, Peleg Howland, J. H. G. Hagerty, W. T. Jennings, J. K. Macdonald, and F. Wyld.

These 17 members were nominated for the Board of Arbitration, which is composed of 12 members : Robert McLean, J. L Spink, R. S Baird, Thomas Flynn, W. Galbraith, W. Badenach, C. W. Bond, J. H. Sproule, Thomas Davies, H. Shaw, John Carrick, John Keith, Thomas McLaughlin, J. E. Perren (Brampton), George Gall, James McIntosh, and Noel Marshall.

The following were nominated for the Harbor Commission, on which the board places two representatives yearly : Capt. W. Hall, R. W. Elliott, George A. Chapman, and Capt. Sylvester.

Three representatives are sent yearly to the Industrial Exhibition Board, and for the vacancies the following were nominated : Ald. Oliver, W. B. Hamilton, J. D. Laidlaw, and D. Gunn.

As scrutineers at the elections, which will take place on February 13 at 3 p.m., the following were appointed : W. S. Lee (chairman), George McMurrich, C. D. Watts, and H. C. Dixon.

IT IS NOT OUR FAULT.

We receive complaints now and again that subscribers do not receive HARDWARE regularly. This is not our fault. Your copy is mailed, without fail, every Friday evening. It is almost impossible for us to miss you, and the mistake must be in your postoffice or your own office. In investigating complaints of this kind we almost invariably found that the paper was captured and laid aside by the one first receiving it from the postoffice, usually a clerk. An investigation usually resulted in the proprietor subscribing for additional copies for his clerks. We will gladly send extra copies.

LUMBER TRADE PROSPECTS.

One of the Canadian industries which at the moment augurs the best for a revival is that relating to lumber.

As far as HARDWARE can learn, stocks in the United States are low, and in Canada there does not appear to be as much held as was at first supposed, while those that have got them are holding for higher prices.

By no means the least of the good signs is the resuscitation of many of the old mills and the starting up of new ones in Canada.

And as a result of the revival of this particular industry, partial as it yet is, more groceries, more pork, and more hardware has been going to the lumber camps.

Products of the forest exported by Canada during the fiscal year 1893, the latest official figures to hand, aggregated in value nearly six millions of dollars. The possibilities for increasing this are great. Canada has the lumber storehouse—if the expression be permissible—of the continent, wherein there is a supply unlimited, while near and far are to be found customers whose purchases are capable of being enlarged, particularly those of our nearest neighbor, the United States.

A GOVERNMENT RULING.

THE Canadian Government have had under consideration the application of certain Toronto grain handlers for permission to return to Canada, duty free, a quantity of Manitoba wheat now in elevators at Buffalo. The question has been fully considered, and it has been decided that under the law the Government are precluded from assenting to the wishes of the dealers.

Clause 14 of the Customs Act specifies how certain Canadian exports may be admitted free on reimportation. The clause reads as follows :

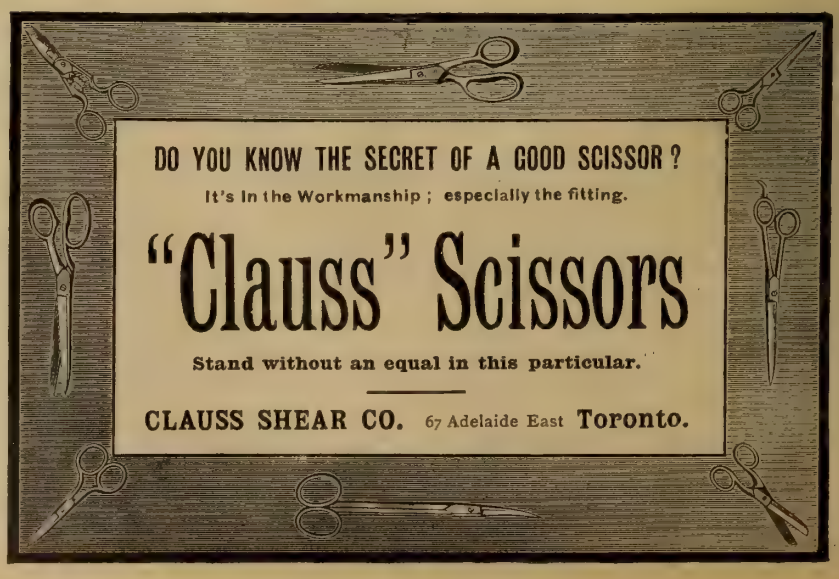
Any goods or packages being the growth, produce, or manufacture of Canada, and having been exported therefrom and intended to be returned, may be admitted free of duty on being reimported into Canada, provided such goods or packages were entered for exportation and branded or marked by a collector or proper officer of Customs, and are fully identified by the collector or proper officer at the port or place where they are so reimported; and provided, further, that the property in such goods or packages has continued in the person by whom they were exported, and that such reimportation takes place within one year of the exportation thereof.

As there is no Canadian Customs officer at Buffalo, the Government holds that it is legally impossible to allow the grain to be reimported under this clause. Had Buffalo been in the same category as Duluth, the circumstances might have been different. At the latter point large quantities of Manitoba wheat are annually stored. It is placed in sealed bins or compartments under the supervision of a Canadian Customs officer, who holds the keys of the bins, checks the exact amount of grain elevated into the building, and superintends the discharge of the wheat when it is to be removed from Duluth to Canada.

It is also claimed by the Government that to allow the re-importation of this wheat would be to tacitly sanction an infraction of the coasting laws by permitting American boats to convey Canadian produce from one Canadian port to another.

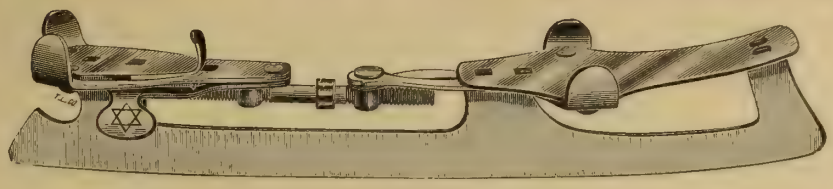
The decision of the Government has caused no change in the price of wheat in Toronto, but it has the effect of rendering the market firmer.

The drummer, explains an exchange, is a person so full of news respecting the lines he carries, and he drops it in conversation so unreservedly when received cordially, that it will pay all retail merchants to always treat the drummer well, even though no purchase is intended. You cannot ignore such an important source of trade information.



The Star Skate

Made by the
Starr Manufacturing Co.
HALIFAX, N.S.



Quality and efficiency considered, it is the cheapest skate on the market.

We have them in all sizes.

We also have—

Genuine Acme No. 7 in all sizes.
No. 0 in 7½ and 10½ in.
Starr Hockey No. 7 in 10 and 11½ in.

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WHY SCOTCHMEN DO NOT GO.

A SCOTCH friend of a contemporary in overhauling his papers recently, found the annexed scrap, which he sends to that paper for publication :

Long years ago, in times so remote that history does not fix the epoch, a dreadful war was waged by the King of Scotland. Scottish valor prevailed, and the King of Scotland, elated by his success, sent for his Prime Minister, Lord Alexander.

"Weel, Sandy," said he, "is there ne'er a King we canna conquer noo ?"

"An' it please your majesty, I ken o' a King that your majesty canna vanquish."

"An' who is he, Sandy ?"

Lord Alexander, reverently looking up, said : "The King o' Heaven."

"The King of whaur, Sandy ?"

"The King of Heaven."

The Scottish King did not understand, but was exceedingly unwilling to exhibit any ignorance.

"Just gang your ways, Sandy, and tell the King o' Heaven to gi'e oop hi' dominions or I'll come mysel' and ding him oot of them ; an' mind, Sandy, ye dinna coom back tae us until ye hae dune oor biddin'."

Lord Alexander retired much perplexed, but met a priest, and, reassured, returned and presented himself.

"Weel, Sandy," said the King, "has ye seen the King o' Heaven, an' what sae He tae oor biddin'?"

"An' it please your majesty, I hae seen ane o' his accredited ministers."

"Weel, an' what sae He?"

"He says your majesty may even hae His Kingdom for the asking o' it."

"Was He soo civil?" said the King, warming to magnanimity. "Joost gang your ways back, Sandy, an' tell the King o' Heaven that for His civility the de'il a Scotchman shall set foot on His Kingdom."

ANOTHER ELECTRIC ROAD.

Another radial railway, with Hamilton, Ont., as its principal point, has been projected. The information is contained in the recent issue of The Ontario Gazette. Crerar, Crerar & Bankier, of that city, have made application to the Legislature for the necessary powers to build and run an electric railway, to be known at present as the Hamilton, Valley City & Waterloo Railway. The route of the road will be through the townships of Barton, Ancaster, West Flamboro and Beverley, Wentworth county, and on to Waterloo. The company also asks for power to operate a branch line from some point in West Flamboro' or Beverley to Guelph.

TIN PLATE TRADE IN WALES.

At the annual meeting of the Swansea (Wales) Chamber of Commerce, held on Wednesday, Sir John Jenkins, chairman of the Harbor Trust, said that the serious condition of the tin plate trade with which they were threatened was due to severe competition from America, where, he added, ultimately tin plate would be manufactued more extensively. The falling off in the shipments of tin plate from Wales, he continued, was principally due to competition in America. But he believed that other markets would be opened which would compensate for this loss.

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PARIS GREEN

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Government Standard.

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PLUMBERS' AND GASFITTERS' DEPARTMENT.

THERE is likely to be some trouble between the Toronto civic authorities and the master plumbers of the city. Some time ago a proposition was made to place the plumbing department, now under the control of the city engineer, in the hands of the medical health officer. At that time the idea did not seem to meet with approval, and the proposition was dropped.

Now, however, the matter has been revived, and the change is again talked of. On the 22nd inst. Dr. Sheard, the medical health officer, held a conference with City Engineer Keating over the question, and the impression prevails in some quarters that the inspector of plumbing ought to be controlled by the city's sanitary department.

The master plumbers of the city, however, are decidedly opposed to any change. They argue that it will be prejudicial to their interests to take the supervision of their work out of the hands of the city engineer, and put it in those of one who knows nothing of the practical side of plumbing. The plumbers have called a special meeting for Monday next, when, it is probable, arrangements will be made to make a strong protest before the City Council against the putting into effect of the change suggested.

* * *

An insolvency declaration has been applied for in the case of Gough & Moore, plumbers, St. John's, Newfoundland.

* * *

Under the Employers' Liability Act a plumber in England was recently awarded £55 damages by the Lambeth County Court judge against a London firm of builders for injuries received while in their employ. The plaintiff was sent to repair a gutter, and, to do so, had to stand upon a plank placed across two step-ladders. One of the ladders was rickety, and gave way, throwing the plumber to the ground, and injuring him so that he was laid up for weeks.

* * *

John Mitchell, president of the National Association of Master Plumbers of the United States, has written an open letter to The Metal Worker on "Benefits from Organization." In the course of this communication he says :

In these days of sharp competition considerable rivalry among master plumbers prevails in localities, and it is to be deplored that it sometimes reaches enmity ; operating to the detriment of all, and especially disastrous during general financial depression, when instead of pursuing the policy of "the dog in the manger," making nothing yourself nor allowing your neighbor the chance, you should have done as has been done in some associations—"live and let live." Or reversing the phraseology of the terse maxim : Allow others to live and they will do likewise.

I have found the feeling of antagonism so great in localities that actually one plumber would go on the other side of the street rather than meet his neighbor in the same line of business. And for what reason? In the majority of cases simply because he has met you in what should be honorable competition—figured on a job too low, secured it, and then has done what you would have done from necessity ; slighted the work and substituted material where possible. Then what have you done? Taken means to have the owner informed that your competitor has done so and so. What is the result of all this? The owner or builder, to say the least, makes it disagreeable. He may refuse to pay. Your competitor is compelled to sue and jeopardize the motive actuating him at first ; that is, if he could once do the work, he would in the future have the preference from that owner. It is most pleasing to note that there are many master plumbers above this kind of rivalry. They can be picked out, as they have always work at living prices. The supply houses know them, for they can promptly pay their indebtedness. But there are many who might be likened unto the dog in the manger who could not eat hay, but nevertheless jumped into the manger, biting and starving the horse.

Before you can expect to inaugurate reform you must first have a good foundation on which to build. It is as truly essential that the underlying principles, the stability and unity of the association, should be strong, as it is that the foundation of the building should be solidly constructed ; otherwise it is like a "house built upon sand," the first wave of dissension causes destruction. Before attempting to carry out measures for the aggrandizement of members sheathe the knife you have carried up your sleeve so long, and be ready to greet your fellow member cordially, show him by your action that you trust him, and he will soon learn to trust you. Have a good word for him, and he will remember you kindly.

While dictating this paragraph a business man came into my shop, exclaiming : "My wash-bowl has given out." Without giving me a chance to inquire the cause, he anxiously volunteered the information, which he supposed would make me happy—"The plumber who put it in was a fraud." The countersunk piece in the bottom of the bowl, connecting with the plug and coupling, had pulled out. I said ; "It is not the fault of the plumber, but an unforeseen flaw in the bowl." He looked astonished that I disagreed with him ; but do you think he would have had any more confidence in me had I agreed with him in denouncing a neighbor's work ?

Let it be written in your constitution that you will do unto others as you would wish others to do unto you. I fancy my readers smiling at the Scriptural injunction as impossible, and each saying, "I would do it, but the other fellow would not." That is the trouble—distrust. There is an association that has made this injunction rather obligatory by means of a fine for a violation of the principle. Means are adopted to collect the fine. One way is expulsion, which means forfeiture of offender's share in the treasury, containing several thousand dollars.

It very frequently happens that bills are brought in for criticism, the recipient expecting that he will be assured of the exorbitancy of the bill and receive a hint that had he patronized the "only practical" plumber he would not have been thus annoyed. I call to mind a large association that has adopted a schedule of prices to obviate this practice, and which has given satisfaction. If the bill is brought in for denunciation the plumber looks it over, and if in accordance with the schedule says : "It is the same as I would have charged." Try it and you will never have some customer say you have robbed him, and as a result lose his trade.

Agree to finish no work for an owner on which a member has been employed, and for which he has not been fully paid. Sometimes a settlement cannot be secured by reason of alleged inferior workmanship or a non-compliance with an architect's whim. It may be owing to a failure of the owner or builder. The failure of a plumber to get his pay means his inability to pay the supply man. The supply men realize this, and will assist you. Try this, and you will find that each member has a great financial advantage over non-members.

Agree to sell no goods you do not put in, and then members of the craft will never have a customer say, "I have some goods which I want you to put in." An instance came to my notice a short time ago where a city plumber sold some material to a suburban resident, who went to his local plumber to have the work done. The local plumber was a member of the National Association, and supposed he had a clear case against a dealer, but found that some brother plumber had wronged him. Adopt this rule and you will have less complaints to make.

Agree to put in no material that you do not furnish, for you can't afford to guarantee goods that you do not buy. A strict compliance with this rule will teach owners who have plumbing to do that it is to their advantage, with regard to sanitation and cost, to deal with the plumber exclusively.

Did you ever contract to do a job, and a little later be informed by your journeymen that they must have an increase in wages, which you could not afford to give, as you had figured on a certain rate? Too much importance cannot be laid upon the beneficial results of harmony between employer and employe. Conference committees I have always found to be most satisfactory. In some cases unwarranted ruptures have occurred ; conference committees have been discharged and conflicts have followed where, had the pleasant conference relations existed, disputes might have been amicably adjusted without recourse to strikes. I hope for the time when all associations will have a regular conference committee to meet with the journeymen, and then all master plumbers will know in advance what wages they are to pay.

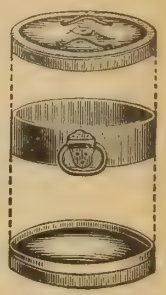
Can you reckon the monetary value to be derieved from each one sincerely following out the above suggestions, each one of which has been successfully pursued in several sections ?


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The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors
Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

CHARCOAL.

Its Bearing on the Utilization of Our Forests.*

IN asking the attention of a mining association to a paper on a forest product, I think, perhaps, it is best at the outset to remind you that, as so far charcoal is the only known fuel natural to this province for the smelting of iron ore, this important product of the mine must be governed by the product of the forest. If we cannot produce cheap charcoal, and if we cannot see a supply ahead, then any attempt to establish an iron industry in this province, on anything like an extensive scale, would mean failure. The importance of this question of the production of charcoal and its encouragement, and the conservation of woods for its manufacture, therefore, cannot well be over-estimated. Canadians have truly a magnificent national asset in their forests, and every care and thought should be given to the question of how it may be utilized.

It will be unnecessary for us to dilate on the forests of the Dominion. While the variety of trees is not as great, still the area under timber in Canada is certainly equal to that of the United States, and the woods are useful and valuable. In our province there are probably not more than fifty or sixty species, but they have already yielded a large revenue to the country, and with proper care they will continue to do so for generations to come. In fact, with a climate like ours, our supply should be unending, as it is in every way favorable to the growth of forests, and if a proper system of cutting is followed, and due care given by the Government, through a system of inspection, new forests will spring up to replace the timber removed, where the land is not put to agricultural or other purposes. To preserve these forests, and to utilize them to the best advantage to the country, should be both a national and provincial care, and, if necessary, vast districts should be set aside and reserved for this purpose, over which the Government should exercise full control.

We have forest wealth now, and so, as I have said, what we must consider is how we can utilize this to the best advantage to the nation. In considering this, it seems to me that as in the case of private assets, we must consider each class of wood separately, and try and find out in what way these woods can be utilized so as to return the greatest benefit in cash and labor, and, in my opinion, we should not be content to be simply "hewers of wood" and allow others to reap the benefits derived from the labor that may be employed in bringing any of our goods to a higher state of finish and value, but should encourage, by legislation and otherwise, the manufacture within our own boundaries of whatever articles the variety of woods of our forests may be suitable for.

If we are to advance in wealth and population, if we are to build a nation, we must be able to offer fair work and fair wages, and to do this, we must develop our natural resources, more especially in those directions that require the greatest amount of labor. When we have labor and the producing power of the earth working together, whether in agriculture, mining, or the utilizing of our forests, we are doing this, and the higher the point to which we can bring the earth's product, with the consequent increase of value through extra labor expended within our own boundaries, the better for our country. So, I reason, that if instead of shipping our forest products in practically a raw state, we can carry the process of finishing to a higher stage, then our forests will of a necessity yield us so much greater benefit. To a very large extent, the value of a forest tree is the value received for the labor expended in hewing it into square timber, sawing it into boards, or turning it into an article of furniture, and it stands to reason that the tree that was by Canadian labor transformed into furniture, has yielded more than its fellow that was exported in the form of square timber; or that a spruce tree shipped in the form of paper yields more than if it had left Canada in the form of sawn logs, or even pulp. As with our soft or merchantable woods, so with the unmerchantable or hard woods. If we burn these woods to clear the land, it means dead loss, or if we use them for domestic fuel, the return is small, and if we turn them into charcoal and export the charcoal in that shape, the value to the country will not be very great; but if we use these woods in such a manner as to develop an industry that must otherwise be non-existent, then we have obtained something worth while. And so I hold that by burning into charcoal, and using that coal for the smelting of iron, the value of the cord of wood to the country becomes the value of the labor expended in producing the amount of pig iron that quantity of wood will smelt; in other words, the value of a cord of wood for domestic purposes to the farmer would be say $1.50 to $2, and would yield nothing beyond that to the country. But if that cord of wood is burnt into charcoal, and by that fact an iron industry becomes possible, then as it takes from two to two and one-half cords of wood to obtain sufficient charcoal to produce one ton of iron, so it must be plain that a cord of wood utilized in this way brings through the labor consequent on raising the ore, flux, etc., and smelting, say from $6 to $9 per cord, according to the class of ore smelted and wood used. In making this statement I am, of course, dealing principally with our province of Quebec where the conditions are such that without charcoal an iron industry cannot be commercially established, and where, with proper attention, consideration, protection and encouragement towards the utilization of what are known as unmerchantable and waste woods, insuring a long and regular supply of charcoal, a charcoal iron industry can be developed as great and as important to the province and the Dominion as that industry has been, and is, to Sweden and the United States. Next week this subject will be continued, giving the different systems of manufacture of charcoal generally followed.

*From paper, by Thomas J. Drummond, Canada Iron Furnace Co., Montreal, read to the Quebec Mining Association.

TRADE CHAT.

R. C. STRUTHERS, the retiring president of the Western Ontario Commercial Travelers' Association, has been presented with a handsome silver tea set of thirteen pieces, in recognition of his three years' service in that capacity.

Preston will soon be lighted by electricity.

Beamsville is having its new water pipes laid.

A 450 foot dock is to be built at Amherstburg.

The Imperial Oil Co.'s premises at Petrolia have been scorched.

The C. P. R. shops at Carleton Place and Perth are working half time.

Valuable stone quarries have been discovered at St. Raymond, Que.

It is proposed to establish a telephone line between England and Holland.

Stores in Gananoque close at 6 o'clock except on Mondays and Saturdays.

James A. Cantlie has been elected president of the Montreal Board of Trade.

McLean's store, Teeswater, has been frequently robbed within the last few weeks.

The Hudson Bay Co.'s stores at Manitou, Man., were destroyed by fire on Wednesday.

Canada and Newfoundland Steamship Co. will run their boats to Manchester, E., N.S.

R. T. Palmer, aged 29, hardware drummer, suicided by shooting, at his home in Buffalo.

A new gold find has been made at Oldham, and a large number of areas have been taken up.

Mr. Barr, of Woodbridge, has invented a new door spring which will hold the door open or closed.

Victoria, B. C., last year erected buildings worth $320,000 and spent $100,000 on the extension of its sewers.

The Rathbun Company shipped last week to the South Shore Railway a fine flanger for use on that road.

A project is on foot to establish a direct line of steamships between Montreal and St. John's, Newfoundland.

Debentures to the amount of $10,000 will be issued by Collingwood for the extension of its water and light system.

Owing to the dissolution of the firm of Russell, McDonald & Co., Vancouver, B.C., the estate has to be closed up.

Hambly & Hodson, of Drayton, have bought out E. S. Hubbell, of Thamesville, where they intend removing their stock.

The residence of John McKee, blacksmith, Napanee, was destroyed by fire on Tuesday. Loss about $1,000; insured for $800.

The Dominion Freight Rates Commission met at Winnipeg and heard a protest by the Manitoba Government against C. P. R. charges.

Tenders will be received by George Sleeman, up to Thursday, January 31st, for the supply of railway ties for the Guelph street railway.

It is understood that James Monceer, late manager of W. Keough's hardware store, will soon return to Owen Sound to take a position.

The London, Ont., Gas Co. will probably reduce the price of gas to one dollar per thousand feet on April 1st, to meet electric light competition.

The P. Walsh Hardware Co. and A. M. Bell, of Halifax, N.S., have united their businesses, which will hereafter be carrried on under one managemant.

George B. Morris has purchased the business of the Guelph Cartage and Oil Co., and is operating the same in connection with his hardware at 22 Wyndham street, Guelph.

Once a month is often enough to black a stove, if it be kept clean in the meantime. Rub the stove over with an old chamois skin after blacking, to remove the dry carburet of iron.

Soap has been substituted for wax on the recording surface of the phonograph by a Berlin inventor. The advantage gained is that soap is unaffected by ordinary changes of temperature.

Telegraph lines throughout the world aggregate 1,069,123 miles; of these America has more than half, 548,822 miles; Europe, 382,637; Asia, 67,875; Australasia, 47,812, Africa, 21,687 miles.

The total output to January 1, 1895, of Lake Superior iron mines is 87,058,922 tons. The veteran Marquette range leads with a total output of 41,808,735 tons, or nearly half the entire Lake Superior production.

W. J. Relyea, dealer in bankrupt stocks, Perth and Brockville, Ont., has assigned to W. A. Campbell, Toronto, with assets amounting to $20,000 and liabilities totalling $15,000.

In the matter of R. Hutchinson, insolvent, a final dividend of 18½c. on the dollar has been declared. The liabilities totalled $4,325.15, while the proceeds from the sale of stock, book accounts, etc, amounted to $1,109.63.

Samuel T. Green, the one-time well-known gunsmith on Yonge, near King street, Toronto, has just passed away at Quebec at an advanced age. For many years Mr. Green carried on business in Toronto; then retiring from trade, he became mail officer on the Allan line.

The Customs Canadian Department has called the attention of collectors to the fact that at some ports parts of sewing machines are being rated for duty at 27½ per cent., under item 319 of the tariff, notwithstanding that such parts are clearly provided for at the rate of 30 per cent. as coming under item 296 of the tariff.

A meeting of the jewelers' and silverplaters' section of the Toronto Board of Trade was held Wednesday forenoon, at which the chairman was instructed to prepare a report for embodiment in the annual report of the board, and Mr. M. C. Ellis was chosen as the section's representative on the council.

At the meeting of the Toronto Builders' Exchange, the following officers were elected: George Oakley, president; John Aldridge, 1st vice; William Park, 2nd vice; D. Williams, treas.; William Pears, James Thompson, William Booth, James Craig and H. Martin, committee. George Clay and J. Holmes were elected auditors.

The Government will send out the two new well-boring outfits, lately purchased for use in Manitoba about Friday of this week. One goes to the Brandon district in charge of Mr. M. Gibb, and the other to the Melita country in charge of Mr. W. Ward. Work will be commenced in the Brandon district next week.—Winnipeg Free Press.

There is a boom in gas out in the vicinity of Clachan, and almost all the farmers in the neighborhood that have bored for it have been successful. Some of them have dispensed with wood, and use gas for fuel and light. There is being arranged now a post and jet to light the village with gas. It is reported that R. Willis, of Euphemia, struck a gushing gas well.—St. Thomas Journal.

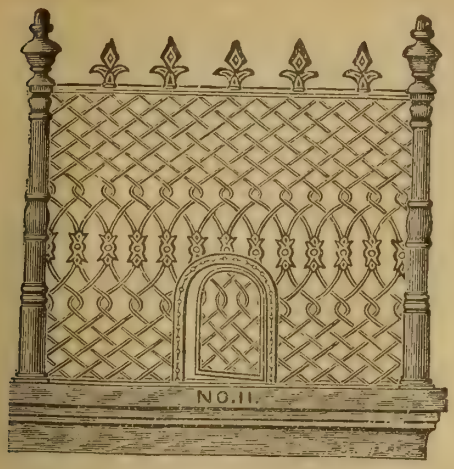
The Rathbun Co. are now shipping from their mill yards, in Campbellford, between 3,000 and 4,000 ties daily, clearing out the large accumulation of last summer's work, amounting to scores of thousands. They are being shipped to all divisions of the Grand Trunk Railway between Toronto and Montreal. Some will be deposited at Ste. Anne, several thousand along the Madoc division, and a quantity on the Peterboro division.

A Niagara, N.Y., despatch says: J. H. Dunn, superintendent of the Gould Coupler Co., of Buffalo, was at Niagara Falls, Ont., yesterday on his way to Toronto to see Hon. N. Clarke Wallace, Comptroller of Customs. If Mr. Dunn cannot catch Mr. Wallace at Toronto he will go to Ottawa, where he will arrange with him for the duty to be charged on the product of the company going into Canada in a rough state. Indications denote that if the arrangements with the Comptroller are satisfactory the company will locate its finishing plant at Niagara Falls Ont.

Proud Mother—Little Dick is the most ingenious boy. He'll be a great inventor.

Practical Father—If he has a bent for experiment I'll make a doctor of him. A doctor gets paid for his experiments; an inventor doesn't.—Good News.

The man who is first to fail
When a panic begins to rise,
Is the man who takes in sail
When he ought to advertise.



Bank and Office Counter Railings
Inside Wire Window Blinds and Signs
PLAIN and LETTERED.
Basement Window Guards

Manufactured by
WRITE FOR CATALOGUE.
The B. Greening Wire Co., Ltd.
Hamilton, Canada.

NOVA SCOTIA LETTER.

HALIFAX, Jan. 25, 1895.

"WE are taking a Newfoundland rest," said Cragg Bros., to-day. When asked what a "Newfoundland rest" meant, they explained that when a Newfoundlander wanted a rest, he "knocked off work and sawed wood." Trade was dull, so they tackled stock-taking. This is the way with the trade here generally; they are all taking stock. I asked the Messrs. Cragg how the new nail combination was working. They replied that it made no difference in this province. They had received an intimation of an advance, but paid no attention to it. Messrs. Stairs, Son & Morrow said they paid no attention to the combination, as it could not work in the lower provinces. The New Glasgow works would not go into the combination, and without them, and the close proximity of Boston by water, with low freights, it was an impossibility for the combination to do anything in the way of advanced prices. Nails are still sold on the base of $1.70 per keg here, while a raise of 10 cents has taken place in St. John. Other dealers express similar opinions.

Hardware drummers are not scarce just now. The city is being visited by representatives of leading houses in Canada, England and the United States. Mr. F. A. York, representing the well-known house of Henry Rogers, Sons & Co., Wolverhampton, arrived this week. He was detained owing to sickness in his family. Mr. E. J. Neale, representing the Peck, Stow & Wilcox Co., Southington, Conn., was here this week.

Two well known firms have merged into one. The P. Walsh Hardware Co. and A. M. Bell have amalgamated their interests. For the present business will be carried on as before, owing to the amalgamation being arrived at sooner than expected. As soon as the travelers for both houses are through their spring trips, one of the houses will close its doors. The house to do the business will be Mr. Bell's, as that gentleman has really bought the other firm out.

The "big Nova Scotia lumber deal" has not yet been comsummated. The plans are not perfected.

The amalgamation of the Nova Scotia Steel and Iron Company, and the New Glasgow Iron Coal and Railway Company is still hanging fire.

The Steel Works at New Glasgow has a relief fund, made up by a certain percentage deducted from wages. The annual meeting was held the other day. The report shows $1,325 to have been paid out during the year for claims.

St. John has followed the example of Halifax and organized a Hardware Association. The organization meeting was held on the 21st inst. Following are the officers: President, W. H. Thorne; vice-president, S. Hayward; secretary-treasurer, John J. Barry; directors, Thos. McAvity, R. B. Emerson and F. Beverley. TAUNTON.

'TWAS A BIG FACTOR.

The Alabastine Co., Ltd., of Paris, Ont., report largely increased orders over any previous season on all their lines of goods. They are running their factory to its fullest capacity. This firm attributes its success in a large degree to printers' ink. The enormous sales of Church's Alabastine and Bug Finish attest the truth of this statement. They say they will expend more money in advertising this season than ever before. That they are headquarters on wall coatings is evident from the shipments made, not only from ocean to ocean, but across the ocean to London, Eng. This is suggestive of carrying coals to Newcastle.

THE PRICE OF GLASS.

Editor HARDWARE,—Among your editorials in last Saturday's issue I notice one in reference to the manufacturer's share of the price of a box of glass. Your informant says it amounts to about 50 cents on a 100-foot box in the first break selling at $1.90. His own figures are $1.90, less Antwerp freight 10 to 15 cents—say 12 cents; freight, Antwerp to this country, 35 cents; duty, 25 cents. This would leave $1.18, but presuming there is to be a margin (say, 7 per cent) for the jobber, it would leave about $1.05. What do you suppose becomes of the other 55 cents?

The following, I think, would be more correct (I take the same basis, although it seems a roundabout way for an importer to get at his cost):

Selling price		$1 90
Less jobber's profit		0 13
		1 77
Freight	0 47	
Duty	0 25	
Box and straw	0 20	
		0 92
The maker gets for his glass		0 85

The nearest way to get at it, however, is: Take the net prices in Antwerp, which, at 6, 77 and 3 per cent. discount, would be $1.17. Deduct from this 12 cents freight and 20 cents for box, and you have the same amount left for the glass.

It certainly seems a small amount for the manufacturer, but the probability is that he is just as well off as most others in his country.

A hundred feet of glass for 85 cents may look cheap, but is it any more so than a hundred pins for a farthing? TEMPUS.

Toronto, Jan. 22, 1895.

WHO DEALS IN ASHES?

ST. STEPHEN, N.B., Jan. 14. 1895.

GENTLEMEN,—Please send me address of parties dealing in ashes and oblige, Yours truly,

J. A. BOYD.

REMARKS: The demand for ashes is not as large as it was a few years ago, and we know of only a few firms who are buyers. H. Dobell & Co. or J. C. Sinton, are in the business. They are both on St. Sacrament street, Montreal. Any of our readers who can recommend other firms will kindly do so. —EDITOR HARDWARE.

"THE ALUMINUM WORLD."

The steadily growing importance of aluminum as a leading metal has warranted the appearance of a new journal, a copy of the third number of which HARDWARE is in receipt of. The new publication, which is called The Aluminum World, is neatly printed on toned paper, contains some valuable information, and is nicely illustrated.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Jan. 25, 1895.

HARDWARE.

THERE has been no special change in the hardware trade since our last report, business ruling quiet on the whole. The only lines that have shown any movement are cutlery, tools, and some particular lines of shelf goods. Values are much the same as they were, but it is claimed that, despite the agreement, some jobbers in Montreal are shading prices on cut nails under the combination price. This is about the only line in which any unsteadiness can be noted, and it is predicted that arrangements are in shape for having the offending firm brought to time. Payments continue much as they were.

WIRE--There is no life to report in wire, which is dull, with barb and plain twist lower at $2.81½.

ROPE—No activity is to note in this line. We quote: Sisal at 6 to 6½c. for 7-16 in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—In the majority of cases the new list price of $2.10, with a rebate of 5c. per keg on 200-keg lots and 10c. per keg on 1,000-keg lots, is fairly well observed. Business, however, is quiet, and the fact that one jobber has been unloading some of the stock that he purchased during the war of rates at $1.85 is causing some disturbance. It is understood that steps are being taken to bring the offender to time.

WIRE NAILS—Remain quiet and unchanged. Discounts are unchanged.

HORSE NAILS—There is a moderate sort of demand for horse nails at the regular list rates.

TACKS—No change in these, and business rules quiet.

CHAIN — Business continues quiet and dull.

HORSESHOES—Business in these has been quiet. We quote: $3.50 for iron shoes; steel shoes—XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TOOLS—Demand has commenced to make itself felt for assortments of carpenters' and other tools.

CUTLERY—Several good orders for general cutlery have been booked during the past week.

WINTER GOODS—Trade on these is over.

SHELF GOODS—Quite a few orders have been booked for locks, bolts, etc., during the week.

CEMENT—Continues dull. We quote: English brands, $2.05 to $2.15, and Belgium, $1.90 to $2.

FIREBRICKS—Business in these is exceedingly quiet at $15 to $22 per 1,000, as to brand.

METALS.

Exceeding dulness is all there is to note in the heavy iron and metal market, and there are no new features to report of any importance.

PIG IRON—No special change is to note in the pig iron market, but there is one holder here who it is said would shade prices a trifle on Summerlee, and our range is 50c. lower accordingly. We quote, ex store: Summerlee and equal brands, $21 to $22; Carnbroe, $19, and Eglinton, $19.50; Ferrona, $17.25 to $18; Siemens, No. 1, $17.25 to $18.

BAR IRON—Demand for this line continues dull, but values have a steadier tendency, and no supplies can now be had under $1.60 and we quote $1.60 to $1.65.

TIN PLATES—Demand is quiet, the only important business that we hear of this week being some fair sized lots of charcoal plate at $3.25. We quote: Cokes, $2 85 to $3, with charcoal $3.25 to $3.75, as to quality and brand.

TERNE PLATES—No activity is to note in these, which we quote as before: $5.75 to $6.25, as to brand.

CANADA PLATES—There is little change to note in these. Some round lots of stock have been placed at a slight shading on our range, but for ordinary business the range is $2.05 to $2.10.

SHEET IRON—The sheet iron market continues quiet and unchanged at $2.20 to $2.30 for No. 28 guage.

IRON PIPE—Little life describes this market. Discount are 70 to 70 and 5 per cent., on black, and 50 to 50 and 5 per cent. on galvanized.

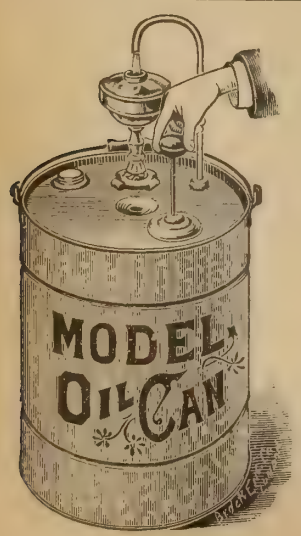
LEAD PIPE—Only a few small lots are moving, and discounts are the same.

INGOT TIN—The feeling on this line has ruled rather easier, but business is so dull that prices are largely nominal. We quote, however, at 16 to 16½c.

COPPER—There is no change in copper, which, though quiet, retains its position at 10 to 10½c.

LEAD—The firmer tendency that we have noted in this article continues, and now the best inside price is 5c. higher than it was a week ago, at $2.90 to $3.

SPELTER—No change is to note in this, which remains dull at $4.25.



TWO NEW LINES

The Model Oil Can

In 5 gallon size, made of heavy galvanized iron, and with a perfect pump. Filling tube can be raised or lowered to suit any lamp.

Roast Pans—3 sizes

No. 2. 9 x 14¾ in. No. 3. 10½ x 15½ in.
No. 4. 12½ x 17½ in.

Send for Sample Order



THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver

MONTREAL MARKETS.—Continued.

ZINC SHEETS—The market rules quiet and inactive at $4.50 to $4.75.

ANTIMONY—Continues featureless at 10c.

HOOPS AND BANDS—Business rules quiet, and some business is doing in Canadian bands at $1.85, but we quote the range on imported at $2.05 for bands, $2.15 for hoops.

GALVANIZED IRON—There is no special change in this line, but demand is beginning to pick up for tinned sheets, especially for Nos. 24 and 26, the standard sizes, on which the price is somewhat lower. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6¼c., with the usual extra for larger sizes.

PAINTS AND OILS.

There is rather more activity in this line, and in consequence of an informal agreement between makers generally prices have been advanced 25c. all round. Whether it will be permanent or not remains to be seen.

LEAD—An understanding has been arrived at whereby prices are advanced 25c. on these and demand is rather better. The particulars are specially referred to elsewhere. We now quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

PUTTY—There is no change in this article, which continues dull at $1.85, in bulk.

TURPENTINE—Advices continue firm from primary markets on this article. There is no special change on spot, but none can now be had under 42c., and we quote 42 to 43c.

LINSEED OIL—This line is quiet but firm at 56 to 58c. for raw, and 59 to 61c. for boiled.

CASTOR OIL—There is no change in this line, which we quote at 6¼ to 7c.

RESIN, ETC.—Quiet and dull, with no special change to mention. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3 50 to $4.00; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

The glass market is easier, and now the regular quotation is $1.20 for first break, and of course there is the usual of 5 per cent. on this for wholesale lots.

CHEMICALS AND DYESTUFFS.

There has not been much stir in the heavy chemical market since our last. Chlorate of potash is lower, selling at 17½ to 20c., while sulphate of copper is firmer in tone. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17¾ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2.00; ditto roll, $2.00 to $2.10; sulphate of copper, $4.50 to $5.00; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumach, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2.00 to $2.10; castor oil, 6½ to 7c., and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

This market continues fairly active and firm, and a good business is being transacted, for the season of the year. We quote as follows: Canadian refined, 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 16c. in car lots, and 17c. for smaller quantities.

HIDES.

The market for light hides rules strong and active, and ½c. per lb. has been made by sellers. This is due to the continued active demand for this class of hides and the fact that receipts of such are small. In heavy hides, business is quiet, and prices show no change. The market, on the whole, is fairly active, with a good business doing. Dealers are paying butchers for light hides 5c. for No. 1, 4c. for No. 2, and 3c. for No. 3, and they are selling at 6c. for No. 1, 5c. for No. 2, and 4c. for No. 3. Heavy hides are quoted at 4½ to 5c. for No. 1, 3½ to 4c. for

CARVERS and SCISSORS

IN CASES.

GEO. BUTLER & CO.'S and E. M. DICKINSON'S.

Large Assortment of

SPORTING, HUNTING KNIVES, DIRKS, Etc.

We are showing special value in Imitation Ivory TABLE AND DESSERT KNIVES AND CARVERS.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E.C.

. . . . Toronto

Guarantee

GIVEN WITH THE



"EASTLAKE" and "EMPIRE" Patent Steel Shingles
AND THE
"OWL" Brand of Galvanized Corrugated Iron

We guarantee that the above named brands of roofing are better constructed, made of better material, and will last longer than those made in imitation. We further guarantee that the "Eastlake" Patent Shingles can be laid quicker than any other metallic shingles. The "Empire" Patent Shingles have been on the market since 1882; the "Eastlake" since 1885, and have been thoroughly tested.

The Metallic Roofing Co. of Canada Ltd.

We Always Lead; We Never Follow.
Send for new Catalogue and Price List.

MANUFACTURERS

84 to 90 Yonge Street, TORONTO

MONTREAL MARKETS—Continued

No. 2, 2½ to 3c. for No. 3, and 5½c. for steers. The receipts of lambskins have been large, and stocks are accumulating to some extent, owing to the limited demand at present. The feeling is easier, but prices show no actual change, being still quoted at 60 to 65c. each.

TALLOW.

Demand for tallow is very slow, and the market is dull at 5 to 5½c.

WOOL.

The wool market has been more active, some fair sized lots of Canadian fleece and greasy capes changing hands, but prices are unchanged. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 32c; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

In ashes business continues quiet, and prices are about steady. We quote first pots at $4.10; seconds at $3.70 to $3.75, and pearls at about $6.40 per 100 lbs.

MONTREAL TRADE NOTES.

American petroleum is ½c. dearer this week than it was last on this market.

Boston buyers have taken some 200 bales or so of greasy Cape wool and Canadian fleece off this market during the week.

Easiness in ingot tin is one of the features of the week, and any quantity is now easily available at 16½c.

A leading French jobber is said to be still offering cut nails to his customers on the basis of $1 85.

Makers have informally agreed to advance the price of leads 25c. It is only a promise, however, and the adage about pie crust holds as good as ever.

Jobbers at last admit that the base price of glass here is $1.20. They have been selling at this for nearly a month, though nominally asking $1.25 for first break.

Buyers here have distinctly the best of it in any negotiations involving a round lot of either tin or Canada plates, for the reason that stocks here are ample and advices from England very easy.

TORONTO MARKETS.

TORONTO, Jan. 25, 1895.

HARDWARE.

BUSINESS has been fairly well maintained during the past week. Orders from the travelers have been coming in regularly, and most of them are fair-sized. The business is, of course, largely of a sorting up character. This applies both to hardware and tinware. In heavy hardware, however, there is not as much doing as jobbers would wish. The quietness in this line is no doubt largely owing to the heavy freight rates existing, and not much improvement is anticipated until the middle of April, when larger orders may be expected in consequence of lower freights. The principal change in prices to note is a reduction of ⅛c. per lb. in barb wire, plain twist wire and staples. Payments are improving a little, but they are by no means satisfactory.

WIRE—The feature of this market is a further reduction in barb wire, plain twist wire and staples. The price is now 2⅞c. per lb. instead of 3c. Terms, as before, namely, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each. There is a good demand for coppered steel and spring wires, particularly for "W W W" in the latter kind.

ROPE—There is very little doing in either sisal or manilla, but prices are firm. We quote: Sisal, 7-16 in. and larger, 6½c.; ¼, 5-16, ⅜ in., 7c. Manilla, 7-16 in. and larger, 9½c.; ¼ 5-16, ⅜ in., 10c.

CUT NAILS—Shipments from stock are small. There are very few orders for carload lots, business generally being quiet. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—Trade is picking up in this line, principally in 10-keg lots, as heretofore. Discounts, 75, 10 and 5, except in 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Demand is quite brisk. Although, if anything, "C" has the call, a number of orders are being received without any particular brand being specified. Discounts, 60 per cent. on "P B," "M" and "C."

TACKS—Trade remains fairly steady. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails etc., 37 per cent. Coopers' nails and flour-barrel nails 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—So far, very little improvement has taken place, although enquiries for quotations are coming in more freely, and a number of import orders have been booked.

CLOTHES WRINGERS—Demand is getting a little better, and prices are steady at $27.50.

CHURNS—Shipments from stock are limited. Quite a number of orders have, however, been booked for delivery in March.

SPORTING GOODS—Business remains dull and unchanged.

CUTLERY—This line is still without feature worthy of note.

WINTER GOODS—Demand continues brisk for steel snow shovels, and there are still a few skates going out.

MARKETS.—Continued

TINWARE—A general assortment in both pressed and piece wares is being called for, but the principal feature is the booking of orders for milk can trimmings and other spring supplies.

TAR, ETC—Business is dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—There is nothing doing. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—The movement is light. Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The metal market is characterized by a good deal of irregularity, and business is quiet.

PIG IRON—Business is still dull and quotations nominal. We quote as before, ex cars Toronto: Carnbroe, $19.50; Summerlee, $21 to $21.50; Nova Scotia, $18 to $18.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: A little more interest is manifested by consumers of pig iron. Several orders of the one hundred or two hundred ton variety have been placed, and a larger number of single carloads. Prices remain substantially unchanged, as given below. We quote for cash f.o.b. Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $12.80; No. 2 Foundry strong coke iron, Lake Superior ore, $12.30; Jackson County silvery No. 1, $16; Lake Superior charcoal, $15.15; Southern soft, No. 1, $11.60; Southern soft, No. 2, $11.50.

BAR IRON—The market exhibits a little more life, but the volume of business is still light. We quote base price as before at $1.70 to $1.75 f. o. b. Toronto.

SHEET STEEL—There is no change to note. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—There has been a little more activity in this line, although not of a marked character. Quite an improvement is to be noted in the demand for tinned sheet iron, orders for a number of case lots having been marked. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

LEAD PIPE—Trade is quiet and featureless. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Very few case lots are changing hands, but shipments from stock are numerous, although in small quantities. Import orders are being freely booked. Prices are unchanged, $4 25 still being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—The market is a little easier, Lamb and Flag now being quoted at 17½ to 18c.; Straits, 17 to 17½c.

INGOT COPPER—A few orders have been booked, but trade in general is quiet. We still quote 10 to 10½c.

SHEET COPPER—Shows a good deal more life. A good deal of braziers' has been going out, as well as ordinary sheathing.

SHEET ZINC—Only small lots are being called for, and prices are as before. We quote cask lots at 4¾ to 4⅞c. and small lots at 5c.

BOILER TUBES — Business is quiet and unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

HOT WATER BOILERS—Demand is fair for galvanized boilers. We quote: Galvanized, 30 gal., $6; 15 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

TIN PLATES—There is a little improvement in this article in the way of present shipment. Several import orders are being booked, principally in the larger sizes, 20 x 28. There is virtually no change in prices, although some inferior brands have been offered at figures a little lower than those quoted. We quote: Coke, 14 to 20 gauge at $3.10; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Only a few shipments have been made during the week. Being out in some of the sizes, stocks are low. We still quote $6.25 to $6.50.

ZINC SPELTER—Is exceedingly quiet, only a few enquiries having been received. We quote domestic at 3¾ to 4c., and imported at 4 to 4½c.

HOOPS AND BANDS—Have been in good demand. Stocks are more uniform than they have been for some time. Prices are steady. We quote: $2.20 from stock for ton lots, and $2.25 for small lots.

CANADA PLATES—While there is a steady demand for small quantities, quite a few boxes of 20 x 28 have been disposed of during the week. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Trade has been fair. Owing to competition prices have been reduced, 500-lb. lots now being offered as low as 11½c.

ANTIMONY—Is still dull and unchanged at 9½ to 10c.

GLASS.

There is a fair sorting up trade in window glass for the season at $1.10 to $1.15 for first break. Several enquires have been heard for window glass. Fancy glass is quiet.

PAINTS AND OILS.

WHITE LEAD—Some orders are being booked for future shipment, but not to the extent that is usual at this time of year. There is not much doing for future delivery. We still quote 4¼c. as base price.

PUTTY—Is quiet and unchanged at $1 75 for bladders in barrels, and $2.25 in cases.

TURPENTINE—Prices are 1 to 2c. higher in sympathy with the Savannah market. We now quote single barrels at 41 to 42c., and 5-barrel lots at 40 to 41c. There is a good demand at these prices.

LINSEED OIL—There is a little better demand than a week ago. Prices are unchanged at 53 to 54c. for raw and 56 to 57c. for boiled, although the feeling is weaker owing to a decline in prices in England.

PREPARED PAINTS—Demand is fairly good for the season at the unchanged price of $1 for pure. Some good contracts are being booked for spring delivery.

SHELLAC—There is not much doing.

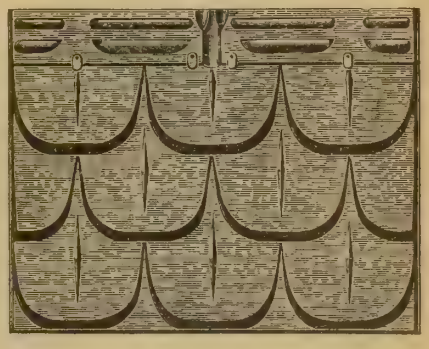
PARIS GREEN—Business is much the same as a week ago: English, 1-lb. packages, 12c.; bulk, 11½c.

OLD MATERIAL.

The market is very dull, and prices are unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

SECOND TO NONE

The only shingle made in Canada that is sold under a guarantee.



A protective discount allowed the trade.

☞ SEND FOR NEW CATALOGUE.

Manufactured by

THE PEDLAR METAL ROOFING CO

Office and Works: Oshawa, Ont.

MARKETS – Continued.

SEEDS.

The offerings of red clover are comparatively light, but prices are likely to be affected by the fact that in the United States market prices have declined 27½c. since the first of the year, and are still on the down grade. Reports from Detroit say that seeds are being thrown on the market regardless of the figure they will bring. We quote $6 to $6.25 for red clover.

Large quantities of alsike continue to offer, and the market is exceedingly dull. Prime to choice qualities bring $4.50 to $5, and a little higher price is paid for fancy lots, while inferior and medium lots sell as low as $3.

In timothy the offerings are light, and the market is firm. Prime to choice qualities bring $2.50 to $2.75. Extra choice to fancy lines will command 15 to 25c. more, while medium and low grade machine-threshed lots do not bring more than $1.50 to $2.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is little change in the market. The demand is good and receipts are easily got rid of. Prices have gone up another point. Local dealers quote 5 to 5¼c. for cured, and 4c. for green.

SHEEPSKINS—Although there is a good quantity coming in, prices for choice skins have gone up a little. We quote 70c. for choice skins. In calfskins nothing is being done and prices are nominal, 6c. for No. 1, and 4c. for No. 2.

TALLOW—The supply is more than equal to the demand, and the market has a downward tendency. Local dealers are paying 5¼c. and selling at 5¾c.

WOOL—Nominal prices rule on a quiet market. Local dealers are offering 18 to 18½c. and selling at from 19 to 21c. The market is dull in pulled wool. Supers are quoted at 18 to 19c., and extras at 21c.

PETROLEUM.

Oils have gone up in the United States during the past few days, and as a result prices in Canada have advanced considerably. Judging from the present outlook, oils in both countries may advance still further in the near future. The present advance, Canadian dealers claim, is a great relief to them, as for some time past they have been handling Canadian oils almost without profit. The first point in Canada at which petroleum went up was Petrolea. Orders are coming in well. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12 to 12½c.; carbon safety, 16 to 17c.; Canadian water white, 16 to 17c.; American water white, 18c.; photogene, 20c.

MARKET NOTES.

Turpentine is 1 to 2c per gallon higher.

Barb and plain twist wires and staples are down to 2⅞c. per lb.

The Western Wire and Nail Co., the newly incorporated wire nail and barb wire manufacturers, of London, Ont., has its factory in full running order. Mr. W. C. Allen is the secretary of the company.

Silver and copper coinage to the face value of $164,529.35 was coined and imported by the Dominion of Canada during the fiscal year ending June 30, 1894. The profits on the same amounted to $83,466 76.

Sanderson Pearcy & Co. have an enquiry this week from New York State for a round lot of paris green. "We are now able to supply the trade with paris green in any sized package, from ¼-lb. up to casks," said a member of the firm to HARDWARE.

The Toronto Lead and Color Co. have been appointed sole agents in Canada for Dr. Nagy's "Sterling Silver Fluid." The peculiarity of this fluid is that, combined with whiting, and applied to metal of any kind, a silver plating is ensured.

The Metallic Roofing Co., of Toronto, report that the business prospects for the coming season are exceedingly bright. Enquiries for prices are continually coming in from intending builders. The company have just secured some large contracts for their brand of corrugated iron in the lower provinces.

The Gurney Foundry Co., Ltd., of Toronto, say that business for this month so far is away ahead of that for January, 1894. They have just received a contract to heat Columbus Greene's new and handsome St. George street residence with their Safford radiators.

A. H. Symonds, manufacturer's agent, Toronto, has recently been appointed agent for Acton & Borman, emery mills, London, Eng.; also agent for the province of Ontario, by Henry Rogers, Sons & Co., Wolverhampton, Eng., shelf hardware, chains and heavy goods. Mr. Symonds looked after the latter firm's interests when traveling for the late Mr. Hutton (Jas. Hutton & Co.), Montreal. He also represents in Canada George Butler & Co., Ltd.; James Chesterman & Co., Ltd., and Robert Sorby & Sons, Ltd., all of Sheffield, Eng.

HARDWARE has interviewed the manager of the H. P. Davies Co.'s gun department. He reports that the firm has more than doubled its trade in this line, and a largely increased business is anticipated during the coming year, as the manager has just returned from a trip to the English and Belgian factories, where he closed some large agency contracts. Their travelers are now on the road with a new line of goods which are said to be of better value than ever before. The firm has a complete 60 page gun catalogue, which it issued last fall. Another one is in the press, together with a catalogue of athletic supplies.

UNITED STATES MARKETS.

NEW YORK, Jan. 25, 1895.

HARDWARE.

PIG TIN—Prices dropped £1 2s. 6d. in London, and the local market moved sympathetically, spot delivery falling ¼c. per pound, January about 0.20c., and later deliveries 0.10 to 0.15c. during the regular session on 'Change. Not a great deal of local trading took place. The appearances were that January short interest has been closed out in a great measure, but the events of the past few days have more or less restraint upon "bear" operations, and investment buying at present prices is not popular in the face of the heavy visible supply. Transactions recorded on 'Change included 25 tons June delivery at 13.25c., 5 tons spot at 13 60c., 5 tons January at 13.50c., and 25 tons February at 13.35c.

COPPER—Of moderate quantities of ingot very fair sales are making in a quiet way, the total of which makes quite a good showing at intervals. Between this home trade movement and the shipments to Europe supplies are apparently kept well within manageable bounds. In any event, the offering is remarkably reserved, while prices are held very firmly. It is doubtful if purchases can be made now at less than 10c. for Lake Superior ingot, 9¾c. for electrolytic and 9½c. for common casting stock.

PIG LEAD—In the way of important dealings nothing new transpired here and the market was quiet, although showing very firm tone. Bids of 3.10c., delivery here or at common point, but there were no sellers at less than 3.12½c., and most holders wanted 3.15c. for early shipments. The firmness of sellers is attributed to the favorable statistical position and possibility of its continuing for some time to come, as a season of large consumption is near at hand. London cables to the Metal Exchange quoted £9 13s. 9d. for soft Spanish.

SPELTER—The market remains quiet, and is wholly bare of new features. Sellers are quite as backward as buyers in the matter in departing from the policy of inaction that they have followed for some time past, and trades involving more than a few carloads are the exception. Prices for western remain at 3.30 to 3 40c., according to brand. London cable to the Metal Exchange quoted £14 7s. 6d. for good merchant brands.

ANTIMONY—The market is steady, with fair business at about 7⅛ to 7¼c. for Hallett's and 8½c. for Cookson's.

NICKEL—Prices remain at 35 to 40c. as to quantity of metal involved.

TIN PLATE—A somewhat uneven trade is experienced at present, the demand for futures being alternately good and slow, and the dealings somewhat similar. Spot stock meanwhile finds fair sale, but the individual transactions are mainly in moderate quantities.

IRON AND STEEL—The business passing in pig iron is only fair, and buying interest is quite as tame as it has been at any previous time. Meanwhile sellers compete sharply enough to keep prices low and weak.

COUNTING THE PROCEEDS Of the year's business. I am at your service for assistance, inspection, or advice.

A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.

Tel. 1040. Canada Life Building, TORONTO.

Bug Killers Discussed

At the Farmers' Institute, held at Wycliffe Hall, Brantford, Jan. 16, 1895.

Prof. James Fletcher, Entomologist of the Central Experimental Farm, Ottawa, at the close of his address was interrogated before the meeting as follows :

Question.—"A Toronto firm is advertising 'Peerless Bug Killer,' stating that it is recommended by the Experimental Farm, at Ottawa. Do you know anything about it?"

Answer.—"I do not recollect the name, and do not remember ever having heard of it."

Question.—"If it had been recommended by the Experimental Farm at Ottawa, would you have known about it?"

Answer.—"Any recommendations with regard to the subject of insects would probably come from my department of the Farm; but I do not remember ever having either heard of or testing this substance."

Question.—"Have you ever used 'Church's Potato Bug Finish,' made at Paris, Ontario?"

Answer.—"I have used it to a limited extent; some samples were sent to me for trial."

Question.—"Did you find it a success?"

Answer.—"Yes, the results were very satisfactory as far as I used it."

Dealers can draw their own conclusions from above. Every recommendation or testimonial for Church's Bug Finish published by us guaranteed genuine. One hundred dollars for proof to the contrary.

Church's Bug Finish was used last season by the Experimental Farm, Guelph, and paid for by the barrel.

A few more towns open for agencies.

THE ALABASTINE CO., LTD.
Paris, Ont.
Sole Manufacturers.

CHURCH'S COLD WATER

Alabastine

Has superseded all other water-color wall coatings.
It is the **best advertised goods in this line.**
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **fifty per cent. profit.**
Beware of **imitations** bearing similar names.
Order early to insure a full line of advertising matter.

Jellstone

The new **Cold Water Wall Coating.**
Made especially for Painters' use, and sold in bulk at a low price.
Not advertised to the general public.

Church's Dry Size

Stops suction and kills stains.
Just the thing for painters.
One coat of size and one coat of Jellstone make an elegant job on a bad wall.

N. B.—All of our goods protected by letters patent.

The Alabastine Company
LIMITED

WHOLESALE AGENTS :
Sanderson Pearcy & Co., Toronto, Ont.
Hill & Forbes, Montreal, P.Q.
G. F. Stephens & Co., Winnipeg, Man.

Sole Manufacturers
PARIS, ONT.

Old iron and steel find slow sale also. Steel rails are quiet and unchanged. Track fastenings are weak in price under sharp selling competition. Nothing new reported in structural material, plate, or the lighter forms of manufactured products.

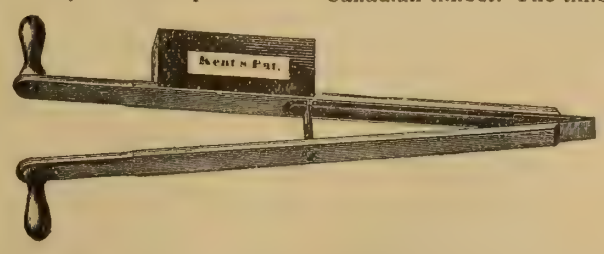
ADVANCE IN GUNS.

Cables received this week say that there has been an advance in the prices of guns at nearly all the leading manufacturing centres in Europe, and they are likely to go higher.

This advance will no doubt be a permanent one. Prices declined owing to the poor demand from the United States in 1893-94. Wages of employes in the factories were reduced in sympathy. Now that trade is improving in the States the demand from there is increasing, and employes, knowing there are more orders, are insisting on better wages. Manufacturers have therefore advanced prices. Representatives of European houses here have b en instructed to hold prices firm, and not to give the concessions they were at liberty to a few days ago.

A CORN PLANTER.

HARDWARE here presents a cut of a corn planter handled by Samuel, Benjamin & Co., Toronto. This article is a great labor saver, and sells readily wherever placed on



the market. This is the second season that Samuel, Benjamin & Co. have carried this planter in stock, and they anticipate a better demand for it this year than they even did last.

BIG LUMBER DEAL.

Alpena, Mich., lumbermen have made a big deal for Canadian pine with which to stock Alpena mills. The deal includes the timber limits of the Blind River Lumber Co. of Georgian Bay. The price paid was $93,000, Gen. Alger having offered $125,000 for the same property last year. The limits are estimated to cut 75,000,000 feet, and the timber is said to be of the finest quality of Canadian timber. The timber will be towed to Alpena, and will keep the now idle mills going for considerable time.

Mamma—"What was the sermon about this morning, Willie?"

Willie—"Well, I guess it was tellin' about cash boys."

Mamma—"What did the minister say about them?"

Willie—"Nothin', but his text was : 'All the days of my appointed time will I wait, till my change comes.'"

DISCOVERY OF CONCRETE.

THE discovery of the use of concrete is curious. In excavating for one of the piers of Waterloo bridge, says The Builders' Reporter, the workmen had a good deal of difficulty, owing to the very compact state of the gravel forming the bed of the river, which everywhere else they had found perfectly loose. This effect had been produced by the accidental sinking of a barge-load of lime over that spot some time before, which had cemented the loose gravel into a solid mass, resembling the calcareous conglomerates of nature which are gradually formed by a similar process. Mr. Rennie having mentioned this circumstance to Sir Robert (then Mr.) Smirke, the latter, with great judgment, availed himself of the hint, and subsequently used it in all his foundations, none of which have ever been known to fail. Part of the penitentiary at Milbank, begun by another architect in a different manner before Sir Robert Smirke was employed there, was evidently giving way. The superior efficiency of concrete was also proved in a remarkable manner at the new Custom House, where the floor of the large apartment called the Long Room actually fell in and the whole building was in danger, owing to the insufficient manner in which the piling had been originally executed in a very difficult situation. At this period Sir Robert Smirke was consulted, who found it necessary to pull down a small part of the building, but saved the rest of it by undersetting all the walls with concrete, to the average width of 12 feet and to the depth of from 12 to 15 feet—that is, until he found a natural bed of gravel, including one course of Yorkshire landing stones and twelve courses of brick laid in cement, having three offsets or footings between the Yorkshire landings, resting on the concrete and the base of the original walls. No other expedient could possibly have saved this fine edifice from entire demolition. It must be allowed that not only the ancient Romans, and after them the Moors, but even the Norman barons of England in their feudal castles used concrete, of which Kendal Castle is one of the most striking examples; and more recently Belidor, in his "Architecture Hydraulique," treats of beton mortar, which is much the same; so that is not absolutely new. In fact, according to the old proverb, there is scarcely anything new under the sun; but the merit of introducing this immense improvement systematically and generally into the modern practice of architecture is undoubtedly due to Sir Robert Smirke.

500 BICYCLES CONCERNED.

In the case of the St. George's Engineering Co. versus the T. Eaton Co., an action to recover the balance of the price of 500 bicycles sold to defendants, the solicitor for the defendants on Friday appealed at Osgoode Hall, Toronto, against an order by the Master-in-Chambers, allowing the plaintiffs to issue a commission to England for the examination of special witnesses. The appeal was dismissed, as was also an application by the plaintiffs for an extension of the commission to other witnesses.

PERSONAL MENTION.

MR. R. C. STEELE, of Steele Bros., seedmen, has been elected chairman of the Toronto Business Men's Association, the object of which is to build a big hotel and generally improve Toronto.

Mr. V. E Ashdown, who has been with H. S. Howland, Sons & Co., Toronto, for the past three years, is entering the employ of F. J. Wesley & Co., window poles, window shades, and brass goods, Toronto Junction, and will represent them in the Maritime Provinces and eastern Ontario.

Mr. Cook, representing Masury & Co., Co., New York, reputed to be the largest coach color manufacturers in the world, is in Toronto this week looking up business.

L. Streamer, who has been representing M. & L. Samuel, Benjamin & Co. in the western part of the city, will hereafter look after the same firm's interests in Manitoba and the Northwest Territories, with headquarters at Winnipeg. M. Morrell will take Mr. Streamer's route in Toronto west.

ANOTHER CHANGE IN CUT NAILS

At a special meeting of the Cut Nail Association in Montreal on Thursday evening Harris & Co., St John, N.B., signed an agreement making the uniform base price $2.10 for iron and $2.20 for branded steel nails, f.o.b. St. John, Halifax, Charlottetown, and Summerside.

These are exactly the same prices as at Ontario and Quebec points, but for the Maritime Provinces it was agreed that they should give rebates of 15c. on carload lots, 20c. when the total orders for the year amount to 500 kegs, and 25c. on 1,000 kegs or over.

A HAMILTON FAILURE.

Bowman & Moore, hardware and bicycles, Hamilton, Ont., have assigned. The immediate cause of failure was pressure brought to bear by the Bank of British North America. The firm was compelled to assign in order to protect the other creditors. The liabilities of the house amount to $28 000, exclusive of an additional mortgage indebtedness of $45,000. It is claimed that the estate will realize a surplus of $20,000. The firm of Bowman & Moore since two years ago has been composed of Mr. Moore. At that time Mr. Bowman retired, and established the Bowman Hardware and Sporting Goods Co., of Hamilton, which went under only a few months ago.

GERMAN TRADE WITH CANADA.

The following figures, according to an English contemporary, have recently been published relating to the German trade with Canada. The Canadian imports from Germany last year were in value beyond those of the average of the last ten years, amounting to £765,152, which, however, was less than those of 1892. The values of the principal items of imported hardware were: Iron and steel goods, £62,200; glass and glassware, £26,400; chinaware, £15,200. The Canadian products exported to Germany amounted in value to £133,490.

At Suckling's auction rooms Wednesday the general dry goods stock of Devaney Bros., Toronto, amounting to $22,130, was sold to W. Butler at 48½c. on the dollar. The stock of A. Foster, hatter, St. Catharines, amounting to $3,120, was sold to James Foster.

Content thyself in early life to consume less than thou dost produce, lest in old age thine unappeased appetite turn and gnaw thee to thine anguish. Moreover, contentment is better than satiety, and "godliness with contentment is great gain."—Solomon Levi.

The directors of the Winnipeg Industrial Exhibition Association have resolved to get an expression of opinion from the country as regards the best season of the year for holding the exhibition. A circular will be issued, asking opinions from the people as to the advisability of holding a summer or a fall fair. The directors personally are in favor of a summer fair. It will be interesting to know how much wiser they will be after they have duly sounded public opinion.

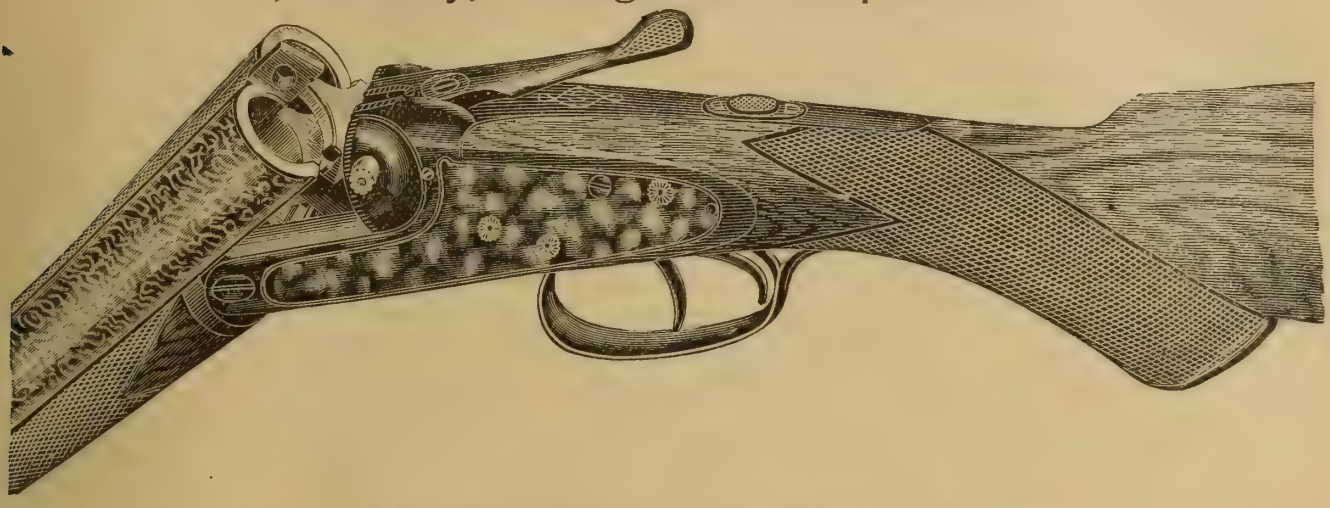
Your work is what you are. It cannot help but carry with it the moral atmosphere in which you live. Tell me what manner of man you are, and I'll tell you what the moral effect of your work will be. Strip it of all moralizings, all aphorisms, all texts, all moral platitudes, but don't imagine that you are therefore stripping it of all moral effect. . . . Imagination is a chemical which, let a man pour it on any plate whatsoever, it is sure to develop the features of his own face.—Hall Caine.

The shipments of gold from New York last week aggregated $5,550,000. The mid-week shipments of gold were $1,500,000, $850,000 going to London, and the balance to Germany. The export to London was the first of the kind for several months, and fears were expressed that it might prove the beginning of a regular movement, to continue for some weeks. The Bank of England is paying 76s. 4d. per ounce for American gold coin. Taking the weight of coin available for export at 5,370 pennyweights per bag of $5,000, the specie point for sterling is 4 8884.

Some time ago a piece of machinery was passed through the customs at Toronto by R. W. Prittie. It was entered as mining machinery, which class of goods is duty free. On account of the peculiarity of the mechanism, however, the department passed the goods conditionally. If they were not used for mining purposes the duty was to be imposed. It was subsequently decided that they were dutiable to the extent of about $350, and on Tuesday a Customs appraiser seized the goods. H. G. Dun & Co., the agents of the Dominion firm, attached the goods, and in consequence complications have arisen.

FIREARMS!! Will It Pay?

Yes, certainly, if bought at Headquarters.



AGENTS FOR
F. DUMOULIN & CO.
LIEGE - BELGIUM

Import Orders Solicited

PAINCHAUD, SQUIRE & CO.

MONTREAL and ANTWERP, Belgium

EVOLUTION IN GLASS-MAKING.

THE manufacture of glass has progressed so rapidly in the last twelve years, says Kuhlow's, that it may now pertinently be asked what cannot be done with glass. M. J. Henrivaux, a prominent French manufacturer of this article, an original and enthusiastic inventor, has recently proved to us, by means of a veritable museum of curious samples, that everything is becoming possible to the modern glassmaker. Even conducting pipes of large diameter have been made of it, tiles, drains, tubs, curtains, furniture, chimneys, and even houses.

Glass is now blown mechanically. M L. Appert, vice-president of the Society of Civil Engineers, some years ago substituted for the human breath an injection of compressed air. This was a great advance in the perfecting of glass-making. The work of blowing was painful and injurious to the health of the workmen; to-day it is the machine which blows; the lungs rest. And as this machine has the breath of a giant, it has become very easy to manufacture objects of great size. This industry has been still further revolutionized by methodical molding. This was formerly done by placing the glass, which had been made plastic by heat, between two metallic surfaces. But these surfaces cooled so quickly, and the glass with them, that it was impossible to obtain large pieces. M. Appert went resolutely towork to find some way of molding while the glass was in a malleable condition, so that larger pieces could he made. At a short distance from the melting oven is fixed a post, to which a verticle mold is attached, which opens in two or three places on hinges. This mold is of a very thick cast iron and retains the heat. A verticle core moved by a machine crosses the mold from side to side. The melted glass is poured into this mold in suitable quantities. The core is turned rapidly. The glass is driven against the walls of the mold and takes the impressions. Several molds are grouped and form a battery. If pipes are to be molded, a length of two metres is given to each one; the battery is comprised of eight molds and cores; these easily perform 15 operations an hour and produce 30 metres of pipe, which, with the waste, gives the production of 500 metres a day. By this method glass pipes are produced which rival those of sandstone and even of cast iron, and which have the advantage of not being affected by the soil. The resistance of glass is very great. Glass slabs can very easily support carriages of great weight, and champagne bottles are veritable explosive machines, charged with a pressure of 25 atmospheres. For certain experiments in physics, gas with a pressure of 100 atmospheres has been sometimes placed in glass tubes.

M. Henrivaux hopes to have a house made entirely of glass as one of the sights of the next exposition. The walls will be constructed of an iron skeleton, on which will be placed slabs of glass in such a manner as to form a double wall, in the interior of which hot air will be circulated in the winter, and in summer compressed air, which will cool the walls. The roof will be of glass on a network of iron, and also the walls, the staircases, etc. As glass lends itself readily to all kinds of decorations, brick, marble, etc., can be imitated.

Flat surfaces are now being manufactured which are very pretty. On one of the surfaces are shown, in relief, various designs obtained at the moment of cooling by the action of a stamping roller. These can be gilded or silvered in various combinations. They are used in decorating walls, ceilings, etc. We will soon even have glass hangings and tapestries. M. Henrivaux draws on glass with an aluminum pencil. The metal remains on the glass, and the designs appear in very soft tones. We may look forward to many surprises connected with this material.

HOW RAILWAYS WERE AFFECTED

According to The Railway Age, receivers were appointed in the course of 1894 for 38 companies, having 7,025 miles of road, with a funded debt of $196,647,000 and capital stock amounting to $199,144,000. Here was an aggregate capitalization involved of $395,791,000. Nor do these figures, impressive as they are, include accrued interest, car trust obligations, unpaid wages and bills for supplies, amounting to many millions more and extending the wide range of loss and embarrassment which suspension of payment by a railway company necessarily involves.

What these bankruptcies, and the accompanying business conditions among the railroads generally, meant to locomotive and car builders is clearly indicated in statistics compiled by The Railroad Gazette. These show that only about 695 locomotives were turned out last year, against 2,011 in 1893; while the 27 companies which built freight cars at all made 17,029 in 1894, against a total by all companies of 51,216 in 1893. Fifteen important companies did not make a single car, and only 510 passenger cars were built, against 1,980 in the previous year.

PIG IRON PRODUCTION LAST YEAR IN THE STATES

THE January pig iron statistics of the American Iron and Steel Association have been issued, and, according to the Philadelphia correspondent of The N. Y. Journal of Commerce, they make a much more encouraging showing than the figures of six months ago. From the extreme depression of the last half of 1893, during which period the production of pig iron was only 2,561,584 gross tons, there has been a steady recovery, the output for the first and last six months of 1894 being respectively 2,717,983 and 3,939,405 gross tons, making the total for the year just ended 6,657,388 tons. This is the smallest product in the past six years, as is shown by the following statement:

Years.	Gross tons.
1894	6,657,388
1893	7,124,502
1892	9,157,000
1891	8,279,870
1890	9,202,703
1889	7,603,642
1888	6,489,738
1887	6,417,148

The gain of 45 per cent. in production in the last half of 1894, as compared with the first six months of the same year, is not a full measure of the increase in activity during the year, for the furnaces in blast at the close of December, as reported by The Iron Age, are credited with an aggregate capacity of 168,414 gross tons per week, which would make the production at that time at the approximate rate of 8,750,000 gross tons per year. The appended statement of the number of active and idle blast furnaces at the close of certain years, compiled from the reports of the American Iron and Steel Association, will indicate in a measure the activity at the dates mentioned:

Dec. 31—	Active.	Idle.	Total.
1894	185	326	511
1893	137	381	518
1892	253	311	564
1891	313	256	569
1890	311	251	562
1889	344	226	570

In connection with these figures, however, it should be remembered that the number of furnaces in blast is not always a safe basis on which to judge of the quantity of production, because improved methods and more powerful machinery give to the fewer stacks of to-day a much greater productive capacity than was possible for a larger number a few years ago. At the close of 1888, in which year 6,489,738 tons of pig iron was made, 344 stacks were producing, and 23 years ago, when the output was only 2,548,713 tons, there were no less than 410 furnaces in operation. The abandonment of half a dozen old stacks is more than offset by the erection of a single modern furnace.

The pig iron product of the past two years was contributed by the different States as follows:

	Gross tons—	
States.	1893.	1894.
Massachusetts	7,853	156
Connecticut	12,478	7,416
New York	191,115	175,185
New Jersey	74,305	63,273
Pennsylvania	3,643,022	3,370,152
Maryland	151,773	5,600
Virginia	302,856	298,086
North Carolina	2,843	.....
Georgia	39,675	40,258
Alabama	726,888	592,392
Texas	6,257	4,671
West Virginia	81,591	80,781
Kentucky	47,501	33,854
Tennessee	207,915	212,773
Ohio	875,265	900,029
Indiana	5,567	.....
Illinois	405,261	604,795
Michigan	117,538	95,171
Wisconsin	131,772	91,595
Missouri	32,360	6,522
Minnesota	10,373	.....
Colorado	45,555	73,669
Oregon	4,739	1,000
Total	7,124,502	6,657,388

The most marked changes in production during the last half year are shown in the following statement:

	First half 1894.	Second half 1894.
Pennsylvania	1,350,466	2,619,686
Alabama	255,950	336,442
Ohio	332,804	567,225
Illinois	216,121	388,674
Colorado	25,465	48,204

It is most encouraging to note that, while there has been an increase of 45 per cent. in the production of pig iron in the past six months, there has been an increase of only about 15 per cent. in the stocks of unsold iron in the hands of producers, indicating that the increased output has gone largely into immediate consumption. At the beginning, middle and end of 1894 the stocks of unsold pig iron were as follows in the different producing states:

	Gross tons—		
States.	Dec 31, 1893.	June 30, 1894.	Dec. 31, 1894.
New England	16,623	15,387	12,019
New York	42,976	36,033	36,705
New Jersey	20,417	15,659	11,291
Pennsylvania	193,286	118,398	188,217
Maryland	2,525	3,703	4,459
Virginia	73,921	62,110	40,779
N. C., Ga. and Texas	18,495	18,868	21,554
Alabama	69,067	70,261	78,130
West Virginia	.....	.....	.....
Kentucky	5,381	9,263	5,972
Tennessee	25,452	22,982	17,853
Ohio	111,737	43,198	66,046
Mich., Indiana and Minn.	29,028	51,411	74,672
Illinois and Wisconsin	16,360	17,639	7,843
Missouri and Colorado	34,298	30,824	30,948
Pacific States	2,502	1,300	1,200
Total	662,068	517,036	597,688

Stocks on hand at the close of former years, together with the percentage of the product represented by the unsold iron, have been as follows:

	Stocks, gross tons.	Per cent. of product.
1894	597,688	11.9
1893	662,068	9.2
1892	506,116	5.5
1891	596,333	7.2
1890	608,921	6.6
1889	247,679	3.2
1888	300,144	4.6

Of the total unsold stocks in producers' hands at the close of 1894, amounting to 597,688 gross tons, 227,907 tons were of iron made with bituminous fuel, as compared with 288,528 tons one year ago; anthracite iron amounted to 119,598 tons on December 31, 1894, against 166,539 tons a year previous, while charcoal iron increased in stocks from 207,181 to 250,183 tons in the same period. At the close of 1894 the American Pig Iron Storage Warrant Co. held 111,200 gross tons of pig iron in its yards, nearly all of which was in the south. A year ago the quantity similarly held was 101,200 tons. On December 31 in previous years the amounts were as follows: 1892, 79,700 tons; 1891, 51,900 tons; 1890, 64,200 tons; 1889, 36,200 tons. As these figures refer almost entirely to the south, they indicate in a measure the manner in which the iron industry of that section has been cramped by lack of means, and consequently obliged to pledge its product as collateral for loans.

Analyzing the figures of stocks at the close of 1894, regardless of state lines, it is seen that the increase in the past six months has been chiefly in the Lehigh and Shenango Valleys and Allegheny County in Pennsylvania, the Mahoning Valley in Ohio and the State of Michigan. In the Lehigh Valley, which is largely a foundry iron producing region, the unsold stocks increased in the last half year from 34,057 to 58,704 tons, this gain being about the same as the increase in the output of Bessemer pig in that region during the same period. In Allegheny County, the largest Bessemer district in the country, stocks increased during the last half of 1894 from 2,900 to 14,181 tons, neither amount being of importanee as related to the output for the district, which increased in the half year from 748,651 to 1,033,428 tons. In the Shenango Valley, an essentially Bessemer district, the output of Bessemer pig for the last half of 1894 was 242,408 tons, as against only 99,107 tons in the first half of the year, and from the middle to the end of the year stocks increased from 6,395 to 54,764 tons, the larger part of which is generally understood to be Bessemer iron accumulated within the last few weeks of the year. In the Mahoning Valley in Ohio, another large producer of Bessemer iron, the output of all grades of pig iron increased from 120,529 tons in the first half to 235,008 tons in the second six months of 1894, unsold stocks increasing meanwhile from 3,026 to 26,316 tons. From these figures relative to production and stocks in leading districts, it is inferred that much of the increased output of the last half year is due to the activity of the Bessemer iron producers, and also it is evident that Bessemer pig iron figures largely in the increase in stocks, although no figures for this class of iron are stated separately.

As regards the increase in stocks in Michigan, the conditions are quite different,

that state being exclusively a producer of charcoal iron. The latest figures only serve to emphasize the showing made by former statistics during the past two years. This branch of the iron industry has been the greatest sufferer during the past two years, not only on account of the extreme depression in every branch, but also by reason of the tremendous pressure from the competition of coke iron, which is steadily supplanting charcoal iron for many uses — in fact, for most purposes. Although the production of charcoal pig iron in Michigan was maintained at a uniform rate throughout last year, and that less than one-half the normal output, there was an increase in unsold stock equal to a little over one-half the entire product for the year. Michigan made last year 95,171 tons of iron, against 117,538 in 1893 and 184,421 tons in 1892; yet the stock increased during 1894 from 26,028 to 74,672 tons. These figures are characteristic of the condition of the charcoal iron industry as a whole. The output for the entire country during half-yearly periods and the unsold stocks at the end of each six months have been as follows:

Six months ended—	Product Tons.	Stock. Tons.
December 31, 1894	119,725	250,183
June 30, 1894	102,697	229,705
December 31, 1893	149,549	207,181
June 30, 1893	237,240	184,536
December 31, 1892	257,706	173,486
June 30, 1892	279,915	193,753

It will be observed from the above table that the decreasing output of charcoal pig iron in the past three years has been accomplished by a continuous accumulation of unsold product, until there exists the rather extraordinary condition of stocks at this time exceeding by nearly 28,000 tons the entire output in the country during 1894.

Apart from the single item of charcoal iron, remarks N. Y. Journal of Commerce, the showing made by the pig iron statistics for 1894 encourages belief in the early return of normal activity to the industry.

STOCK WANTED.

SMALL STOCK HARDWARE WANTED in good town, doing profitable trade. Give full particulars. E. A., HARDWARE Office, Toronto.

WESTERN ASSURANCE COMPANY

Incorporated 1851.

Fire and Marine

Capital - - - $2,000,000.00
Assets, over - - 2,400,000.00
Annual Income - 2,350,000.00

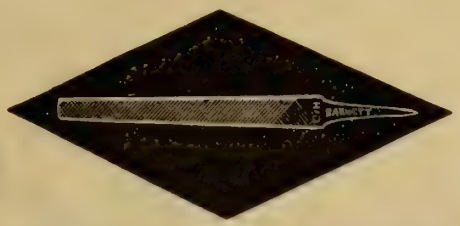
Head Office: TORONTO, ONT.

A. M. SMITH, President. GEO. A. COX, Vice-President
J. J. KENNY, Man. Director. C. G. FOSTER, Secretary.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

CUTLERY
A. C. LESLIE & CO., Montreal and ... Toronto
We are closing out the stock of Cutlery, Spoons, etc., at our Toronto office, and can offer special inducements to buyers during the present month.

TRADE MARK.
BLACK DIAMOND

FILE WORKS
21 to 43 Richmond St., Philadelphia, Pa.
G. & H. BARNETT,
MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

Babbit Metal

OUR WELL KNOWN BRANDS
MONARCH
THURBERS AND
PHILADELPHIA
Have given universal satisfaction and are acknowledged to be the Best Anti-Friction Metal for all Machinery Bearings, High and Low Speed, Steam, Marine and Stationary Engines, Dynamos, Saw, Paper, Flour, Cotton, Sugar, and Rubber Mills, Threshing Machines, Shafting and General Repair Work. Quotations upon application. Sample order solicited.
Manufactured only by
The James Robertson Co. Ltd.
Montreal Winnipeg St. John, N.B.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

BOWMAN & MOORE, wholesale and retail hardware, Hamilton, have assigned to T. H. Pratt.

Peloquin Laurin, general store, Sorel, Que., has assigned.

H. A. McKinnon, general store, Napinka, N.W.T., has assigned.

Wm. Johnston, hardware, Montreal, Que., has obtained an extension.

J. B. Holmes, general store, Comox, B.C., is asking for an extension.

James Collins, general store, Sydenham, Ont., has assigned to M. Tovell.

D. Lavery, general store, Kirkfield, Ont., has assigned to J. W. Lawrence, Toronto.

Daniel McGregor, general store, Morewood, Ont., has compromised at 50c. on the dollar.

W. J. Davidson, lumber, St. John, N.B., is offering to compromise at 33c. on the dollar.

B. F. Young, planing mill and contractor, Stratford, Ont., has assigned to W. C. Young.

Russell, McDonald & Co., general stores, Victoria and Vancouver, B.C., have assigned.

Pauze & Lamouche, hardware, Montreal, Que., have offered to compromise at 50c. on the dollar.

L. &. E. Hart, general store, Guysboro, N.S., is offering to compromise at 40c. on the dollar.

The affairs of Lemieux & Co., general store, Chicoutimi, Que., are reported embarrassed.

A meeting of the creditors of Gustav Joly, general store, St. David, Que., has been called.

O. De Lisle, general store, St. Casimir, Que., is offering to compromise at 60 cents on the dol ar.

The stock of P. Therien, Jr. & Cie., general merchants, Ste. Antoine Abbe, Que., is under seizure.

There is a demand of assignment in the case of E. Bourgouin & Co., general store, St. Flavie Station, Que.

A meeting of the creditors of James A. McHardy, saw mills, Windsor Mills, Que., has been called for Jan. 29.

Chas. D. Marteau has been appointed curator of the stock of J. B. Tremblay, saw mill, St. Henri de Montreal, Que.

A meeting of the creditors of Jemima D. Richardson, Norwood, Ont., is called for January 28 at the office of Henry Barber & Co., Toronto.

PARTNERSHIPS FORMED AND DISSOLVED.

The Natural Gas and Oil Co., Toronto, is applying for a charter.

Hamilton & Cochrane, hardware, Deloraine, Man., have dissolved.

The A. R. Williams Machinery Co., Toronto, is applying for a charter.

The Southampton Manufacturing Co., Ltd., lumber, has obtained a charter.

The Tulameen Mining Co., Ltd., of Ottawa, Ont., is applying for incorporation.

Carey & Co., machinery manufacturers, Montreal, Que., have dissolved. Chas. Carey continues, style unchanged.

Jean B. Guertin, and Hormidas Girard, Farnham, Que., have been registered proprietors of Guertin & Girard, carriage builders.

SALES MADE AND PENDING.

G. J. Manning & Co., general store, Lefroy, Ont., are giving up business there.

The assets of L. D. Richer, wagon maker, Montreal, Que , are to be sold by auction.

The stock of J. D. Charest & Co., Saddlers, Quebec, has been sold at 55 cents on the dollar.

The assets of Deneault & Bleau, crockery, Montreal, Que., have been advertised for sale by tender.

A. H. Falardeau, general store, Ancienne Lorette, Que. Lorette stock sold at 53 cents on the dollar, and Sillery stock at 38 cents on the dollar.

The general stock of Miss M. B. Lang, Golden, B. C., is advertised for sale.

The business of A. Moyer, general store, Mildmay, Ont., is advertised for sale.

The general stock of Reid & Co., Port Dover, Ont., has been advertised for sale.

J. K. McLennan, general store, Holland, Man., has sold out to J. M. McLachlan

The stock of L. D. Heroux, general store, St. Barnabe, Que., has been advertised for sale by auction.

The estate of the late James Brocklebank, hardware, Toronto Junction, has been sold at 48 cents on the dollar.

The assets of P. A. Vaillancourt, general store, St. Charles (Bellechasse) Que., are to be sold by auction on Jan. 29.

Marie Alvina Vigneux, wife of Louis N. Bourgeois, has been registered proprietress of L. N. Bourgeois & Co., general store, Danville, Que.

CHANGES.

R. Scates, general store, Highgate, Ont., has been succeeded by J. S. Foster.

H. O. Edy, manufacturers' agent, tinware,

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

CHAS. BOECKH & SONS
Manufacturers

TORONTO, ONT.

OUR STOCK OF

Window Shades

Is now complete in every department . . . .

Laces, Fringes, Poles, Pole Trimmings, Vestibule Rods, Room Mouldings, Rug Fringes, Spring Rollers, etc.

Our travelers are showing the whole range. We have also secured the sole agencies for Canada for the Turner-Seymour Mfg. Co., of Torrington, Conn., manufacturers of Brass Goods; the Ann Arbor Mfg. Co., of Ann Arbor, Mich., manufacturers of Shade Pulls and Novelties; the Hargrave Mfg. Co., of Detroit, Mich. Importers can purchase from us any of the above concerns' lines at the price our competitors have to pay. Our new catalogue is about completed; we will be pleased to mail you one. It will pay you to examine our goods.

Menzie, Turner & Co.

TELEPHONE 5461

OFFICE, FACTORY AND WAREHOUSE:
LATE MACFARLANE SHADE CO.
8, 10 and 12 Liberty St, King St Subway

TORONTO

etc., Montreal, Que., has been succeeded by the Edy Mfg. Co.

A. W. Lehman, carriages, Stouffville, Ont., has been succeeded by W. H. Todd.

Matthew W. Corbitt has been registered proprietor of the Montreal Electric Supply Co.

Thos. B. Ross has been registered proprietor of the Victoria Silver Co., Montreal, Que.

Marie E. Thibaudeau, wife of Evanho L. Caron, has been registered proprietress of E. L. Caron & Cie., general store, Quebec.

DEATHS.

Alex. Laing, of A. & T. Laing, blacksmiths, Keene, Ont., is dead.

"ONLY ONE PER CENT."

BAD debts are inevitable wherever business is conducted upon the credit system. That system may in time be overthrown in the retail trade, but chances are that it will exist long after the present readers of trade journals are dead. There are many points in its favor, but the one which finds expression at the head of this article must, says a contemporary, not be so considered. Yet there are thousands of retailers who are contented with their system of credits because losses from bad debts "are only one per cent." We are frequently asked if this is too large, and unhesitatingly reply—Yes! It is fully one eighth of the net profit of a well conducted retail business, and is a burdensome tax upon the earnings. Many are contented so long as the year's showing indicates no greater loss, congratulating themselves that only £1 out of £100 credited is lost. If the retailers would figure the per cent. of loss on the net earnings rather than on the volume of credits, they would find that their loss "of only one per cent." had increased from 10 to 15 per cent. of the reward of their year's labor.

In conversation with business men we hear frequent complaints about the amount tied up in credits. All mention a class who, to give one man's expression, "pay £5 on account and trade £10." There is a fear, which, almost amounts to commercial cowardice, that if such an account is checked or stopped it involves a loss of the entire credit. Rather than take that risk Tom, Dick and Harry are permitted to trade and pay on account, doing it in a manner that keeps the balance steadily growing larger. It is the exception when such an account is desirable. Sooner or later the majority of such customers manage to leave the retailer in the lurch. As a general rule no such credit should be extended unless to a party of known responsibility and holding title to real estate.

Know your customers thoroughly before extending an account, and, far better, find out all about them before granting credit. Render bills promptly and make it the rule that all accounts shall be settled at least every month. In case of delay close the account, unless you know you are dealing with a perfectly safe man. Better lose a few customers through being over-careful than to pass to profit and loss a considerable sum which you will never see except on your books. A credit business should be kept as close as possible to the line of sharp cash. Cater to the good payers and weed out the slow and risky patrons. Do not always hesitate through fear of giving offence. Money is a tool, and, if tied up in accounts, lessens the efficiency of the merchant, robs him of opportunities for bargains and desirable purchases, lessens his power of expansion, robs him of confidence in himself, and sets him to shunning and making excuses with his creditors. That is a great deal of mischief for "only one per cent." to accomplish, and excuse enough for our opinion that such an annual leak is too great for the permanency of a well-regulated retail establishment.—Ironmongery.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

THEILE & QUACK
ELBERFELD, GERMANY.
Manufacturers and Exporters of High-Class
Hardware, Cutlery, Enamelled Ironware
Ask for goods bearing mark Theile & Quack
LAMPLOUGH & McNAUGHTON
Canadian Agents
Temple Building, - MONTREAL.

Books for Retailers
Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

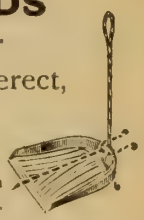
Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

HELLO!
Is that the HARDWARE!
We wish to thank your readers for the orders we have received during the past year, and 1895 finds us in a better position than ever to fill any orders entrusted to us in the lines of Wringers, Washers, Churns, Mangles, etc.
Our aim is GOOD GOODS and prompt shipments.
DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SONS, - Montreal

RAMSAY'S
Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish
In Handy Cans
IS THE PROPER LINE.
A. RAMSAY & SON
MONTREAL.

Long Folding-Handle Dust Pan
HANDLE FOLDS
As shown by the Cut.
While in use stands erect, locked in place.
Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S —We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.
TARBOX BROS., TORONTO.

Be Sure
The brand reads
JOHN LUCAS & CO.'S
And you will get the old . .
Original, and Only Reliable And Durable Green
Imperial French Green
——OF THIS NAME

THE WINDOW-DRESSER'S CORNER.

WINDOW dressing is the twin brother of advertising, going together hand-in-hand as they do for the soliciting of business. HARDWARE proposes to make this more a feature of its columns than it has hitherto. The members of the trade can assist us in the premises by forwarding to us from time to time anything of interest that may come in their way bearing on the subject. For instance, should any of them have a particularly well displayed window, let them send a photopraph of it to the publishers who will reproduce it in a subsequent issue of HARDWARE.

A SEASONABLE WINDOW.

AT this season of the year most ironmongers, says a writer in London Ironmonger, make a special show of seasonable goods, and those who deal in plated goods, table cutlery, etc., make an effort to attract the attention of buyers to their windows, either by a good display, or by some other means of attraction.

In large towns, where the sale depends to a great extent upon the articles shown in the window, it may answer the purpose of the proprietor to purchase some good working model, and by that means attract the attention of the public to the shop windows; but in the smaller towns, if one is inclined to make a special show, he has to resort to some cheaper method of attracting attention to his stock, the "bottlejack," for instance, having done good service in many a shop window, and the novelty of the arrangement worn off. In arranging a show of cutlery, etc., this season, it occurred to me that a sheet of "perforated zinc" might be used to advantage as a background to show table cutlery, etc., upon, as it could be cut to suit the window, and it would be an easy matter to fasten any article upon it. My zinc measured 6 feet 6 inches by 3 feet, nailed to a slight framework of wood 1½ inch by ½ inch, covered with a dark red material stretched very tightly over the zinc, and secured to the wooden frame at back by means of tacks. This gives a nice even surface to work upon. The zinc can then be laid upon a bench, the articles placed upon material, in position, and secured by means of a needle and thread, same color as the material. To secure a table knife, for instance, it would only be necessary to put one loop over the shoulder of blade and one loop near the bottom of handle, when the thread is drawn tight. The two loops will be found sufficient to keep the knives in their original positions, and allow for the lifting and turning of the zinc. It will be found to be much easier to work, in setting articles to a design, to first draw the design on thin white paper, and fasten the paper on to the material, just sufficient to mark the position, then the articles placed and fastened upon the design by means of the needle and thread, the paper can then be pulled off, leaving the articles secured in position to a design, but leaving no trace of drawing upon the material. The advantages of using "perforated zinc" as a show board are, that it can easily be cut to shape or space, will bend so that it can be fitted round a curve as easily as to a flat wall, and holes are to be found wherever they are wanted.

THE VALUE OF WINDOWS.

THERE are but few firms in existence to-day who do not recognize the value of their windows as a direct advertising medium, says a correspondent.

The art of window-dressing—for it is an art—has reached such proportions that it is to-day one of the leading features of all wide-awake stores.

Having reached its present proportions it should be dignified by the name of a department and receive the treatment due to a department of such importance.

As a department is of little practical value without an experienced head, so should this be given a head—a man fully up to the necessities of the position and fully aware of the possibilities as well.

It is false economy, but an economy (?) that too many merchants are practising, that leads to the employment of a man inexperienced, inartistic and entirely unfitted for this position.

Related so closely to the advertising account as this department is, the same general principles should apply to both. Many a merchant who gives attention to his advertising, placing it where he gets the best returns from the outlay, knows that this is not accomplished through the cheapest mediums.

So in window dressing; and it would be far better to leave it to the department clerks, who at least are acquainted with the goods they handle, than to create this department and place it under the management of some inexperienced, unfit man, simply on account of price. A good window dresser has become a necessity, and the staff of no up-to-date store can be considered as complete without one.

Another great mistake made by many houses in connection with their window dressing is the way they hamper their trimmer by neglecting to provide him with the necessary fixtures on the score of expense. It is not meant by this that a costly set of new fixtures is necessary for good displays, although they may be desirable, but that, at least, common fixtures be provided for the use of the trimmer, and he be not left or expected to make them out of barrel-hoops, packing cases and rolling boards, as is too frequently the case.

Complete sets of up-to-date window fixtures can now be obtained at comparatively slight expense, and the durability of such fixtures and the time they save in the making of a display, as well as the attractiveness they add to the completed trim, more than counterbalance the slight outlay required.

This indisposition to spend money on windows noted in many cases is traced back to a professed inability to see direct results, which a keen business man always claims should follow any outlay. If a merchant, running his windows on the slip-shod, short-sighted policy of dirty, ill-trimmed windows would make the necessary outlay and place a competent man in charge of this department, he would quickly perceive such direct results as would forever insure that manager's receiving whatever he asked for in the form of new fixtures, stands or figures. As a department cannot sell goods unless the right goods are provided, so a window-trimmer should not be expected to turn out artistic displays unless provided with suitable fixtures and given the goods wherewith to work.

This question of stock is another important one, as there is much needless friction existing between the window trimmer and department managers, especially those of dress goods and silks.

Although these departments receive the greatest benefits from well-dressed windows, in many cases their buyers always make a vigorous kick over the displays of their lines, claiming that it damages the goods, overlooking the fact that the direct results of such displays would cover any slight loss due to damage received in the display four times over, to say nothing of the indirect results, such as customers attracted to the store, comments of passers-by, etc.

Give, therefore, to your windows during the new year, first, a competent trimmer; next, provide suitable fixtures for his use, and, lastly, allow him full swing of the store for the selection of goods for his displays, guiding him, of course, in the same by your knowledge of what is desirable and seasonable.





We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before.
Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

Clarkson & Cross

ACCOUNTANTS . . .

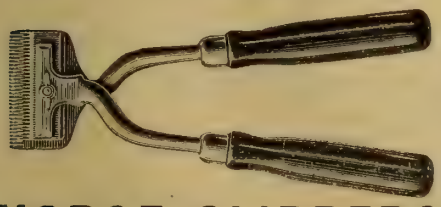
Established 1864.

26 Wellington St. East, TORONTO

CALCINED LAND **PLASTER**

We manufacture from the best rock only. We guarantee our plaster a first-class article. Write for Prices.

WINDSOR PLASTER CO.
Windsor, N.S.



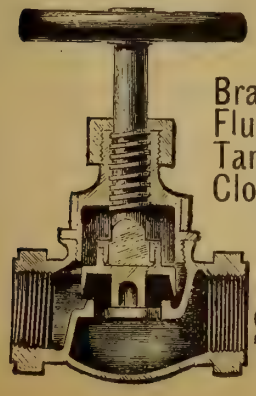
HORSE CLIPPERS

GEM AND H. BOKER

Finest Quality. New stock just arrived.

RICE LEWIS & SON
LIMITED
TORONTO - - ONT.

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE
Stevens Mfg. Co.
London, Ont.

PLAN FOR SHOWING CURTAIN RODS

An unpretentious plan for exhibiting curtain rods in a small country shop, where it is desired to show only a few samples of ordinary curtain rods, has been suggested by a Berkshire assistant, in Ironmongery. It is not suggested that the plan would be suitable for large shops, especially in towns, "but," says the assistant who sends the description, "it must be recollected that there are in our comprehensive trade some ironmongers who have started small businesses in villages where large shops of any description—except, perhaps, the publican's—are not to be found, and we have to adopt many little plans for displaying a few samples of our stock, and this is one of them." The method is quite simple, and no detailed description is therefore necessary. Two brackets are fastened to the side of the shop, about three or four feet apart. Upon the top of each bracket is riveted a strip of corrugated iron, stretching the length of the bracket, which should be about twelve inches. The cornice poles rest in the corrugations. The brackets are made of iron throughout, and are of the kind which every ironmonger has in stock. The utility of the arrangement need not be confined to showing cornice poles, for at any time that it is thought that other goods may be displayed, the corrugated iron can be removed, and the brackets made to serve as supports for a shelf for other articles, a board being placed across and fastened near the ends to the brackets. The effect will be better in this case if the board is covered with green or red baize.

BLACKING FOR IRON.

For coloring iron and steel a dead black of superior appearance and permanency, the right article has long been sought, and to meet this want M. Mazure now proposes a fluid, of which, according to The New York Sun, the following is the formula : One part bismuth chloride, 2 parts mercury bichloride, 1 part copper chloride, 6 parts hydrochloric acid, 5 parts alcohol, and 50 parts water, these being, of course, well mixed. To use this preparation successfully—the article to be blacked or bronzed being first made clean and free from grease—it is applied with a swab or brush, or, better still, the object may be dipped into it ; the liquid is allowed to dry on the metal, and the latter is then placed in boiling water, the temperature being maintained for half an hour. If, after this, the color is not so dark as is desired for the purpose, the operation is simply to be repeated, and the result is in the highest degree satisfactory. After obtaining the highest degree of color, the latter is fixed, as well as much improved generally, by placing for a few minutes in a bath of boiling oil, or by coating the surface with oil and heating the object until the oil is completely driven off. The intense black attained by this easy method is said to be admirable.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date,** and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools
HESPELER, ONT.

1879—ESTABLISHED—1879

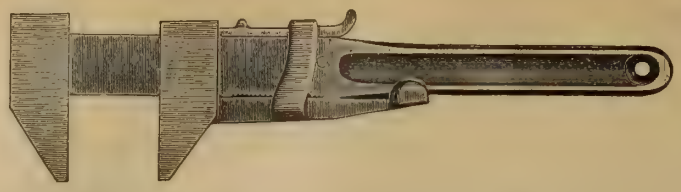
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Jan. 25, 1895.

These prices are for such qualities and quantities as are usually offered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	18¼	19
Straits "	18	18¼

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5	25
I.X., "	6	50
I.X.X., "	7	75
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X., "	4 50	4 75
D.X.X. "	5	00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
I.X., 14x56, 50 sheet bxs	6c,	6¾c
" 14x60, "		
14x65,		

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb		1 80
Refined " "	2 35	2 65
Horse Shoe " per 100 lb.	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 20	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

¾-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
½ polished		2 25
All Bright	2 50	2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4½
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10	0 10½
Lake Superior	0 10	0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20	$0 22
" round & square 1 to 2 in	0 18	0 19

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14	0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½	0 16½

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26	0 27

Braziers. (In sheets.)

14x6 ft, 25 to 30 lb ea, per lb	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb and above per lb	0 14	0 14½

Boiler & T. K. Pitts

Plain Tinned per lb		0 19
Spun "		0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge, up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04½
Domestic "	0 04	0 04½

Zinc Sheet.

5 cwt casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 2¾	0 03
Domestic "		0 02¾
Bar, 1 pound		0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼	0 04½

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note.—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13	0 13½
Standard	0 12	0 12½
Wire	0 17	0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10	0 10½
Other makes "	0 9½	0 10

White Lead.

	per cwt.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4	25
No. 1 Do	4	00
No. 2 Do	4	75
No. 3 Do	3	50
Brandram Bros'. Genuine	6	00
" " Decorative	5	75
" " No. 1	5	10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1	00
2nd qualities "	0	90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0	05
Chrome Yellow "	0	11
Golden Ochre	0	06
French "	0	05
Marine Black	0	09
" Green	0	09
Chrome "	0	08
French Imperial Green	0	15

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35	1 40
" " (J.F.L.S.) " "	2	75
" " Royal " "	1 10	1 15
Venetian Red, (best) " "	1 80	1 90
English Oxides per cwt	3 00	3 25
American " " "	1 25	1 90
Canadian "		
Paris Green, per lb	0 15	0 16
Burnt Sienna, pure, per lb	0	08½
Burnt Umber "	0	05
do pure	0	08
Drop Black "	0	09
Chrome Yellows "	0	12
" " Lemon pure, 8 lb. tins, per lb	0	19
Chrome Greens "	0	12
Golden Ochre	0	03½

Varnishes (in bbls).

o. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 40	0 42

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepar d pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing	per gross	0 65	1 50
Pegging,	"	0 65	1 25
Brad,		0 85	1 60
" handled	"	3 60	7 30
Saddlers'	"	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1. leather dis. 15 p.c.
Standard, 37½ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8	"		6 00
" No. 9	"		7 00
Queen City		7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4	23

Butts—*Brass.*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.		
Plate	dis. 50 & 5 to 50 & 10 p.c.	

Cattle Leaders.

No 31 and 32, per gross	8	50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.

Tanged Firmer per doz	0 85	4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1	65	2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—
6 to 10 in., per lb. 0 3⅞ 0 04
12 up " 0 2⅝ 0 03

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Car. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 60
Snow, " " .. 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss. bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70, 10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy. A.P. Fine 3 70
Car lots 5c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets. per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S. R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p. c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle..... 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

	Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6½	...	9½
¼, 5-16, ⅜ in.....	7	...	10
Cotton, per lb.....		13	16
Russia Deep Sea, per lb..		12½	13½
Jute	" ...	06½	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8[illegible]

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz 1 25 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1?
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5⅝ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils..... 3 95

Wire Fencing.
Galv. 2 barb, 2½ & 5 in. apart } ... 2 87½
" 4 " 4 & " "
" Plain twist, all deld ... 2 87½
" Truss 4
" Steel thorn and ribbon..... 4½ 5
"Lock Barb," 4 point 3½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 2 87½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1 9

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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AND METAL MERCHANT

VOL. VII. TORONTO, FEBRUARY 2, 1895. No. 5.

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BIG DECLINE IN SMOOTH WIRE.

HARDWARE last week referred to the sudden change in the list rate of barbed wire. This week it has to note an equally sudden change in the smooth wire list.

At a meeting held in Montreal of the different makers it was decided that, owing to American competition, the list would have to be reduced, and reduced it was.

The effect of the reduction means substantially lower prices on some staple kinds of smooth wire, annealed, oiled and galvanized, of over 10 per cent. and in others less.

The discount off the list has been increased also from 20 per cent., the figure decided upon at the last meeting, to 25 per cent.

Such reductions as these make it clear that the American competition must be very keen, despite the duties.

The plain truth of the matter is, according to a leading Montreal wire man, that they are slaughtering their surplus in Canada, and that at the recent reduction the margin is a narrow one indeed for the Canadian maker.

The new list goes into effect after the first of the month.

Under the list issued on Jan 1st, oiled or annealed wire was as follows: Nos 7, 8 and 9, $2.70; No. 10, $2.75; No. 11, $2.85; No. 12, $2.95; No. 13, $3.10; No. 14, $3.25; No. 15, $3.65; No. 16, $4; No. 17, $4.15.

Under the new list the prices will be as follows: Nos. 7, 8 and 9, $2.50, or 20c. less, No. 10, $2.50, or 25c. less; No. 11, $2.50, or 35c. less; and No. 12, $2.80, or 15c. less. Nos. 13, 14, 15, 16 and 17 are unchanged.

In plain annealed wire, Nos. 13, 14 and 15 are reduced: No 13, 10c., to $3; No. 14, 25c. to the same figure; and No. 15 also 25c, to $3.35.

In galvanized wire the change has been wholesale and complete, every number on the list except five being marked down. The reductions are as follows: No. 7, 25c., to $3; No. 8, 35c., to $3; No. 9, 65c., to $2.85; No. 10, 40c., to $3.20; No. 11, 45c., to $3.20; No. 12, 55c, to $3 20; No. 13, 40c., to $3 50; No. 14, 60c., to $3.60; and No. 15, $1.15, to $3.75. Nos 16 to 20 are unchanged.

THE REMEDY NOT HERE.

One of Toronto's aldermen, Mr. T. Davies, has what he conceives to be a scheme for stunting the growth of department stores.

The scheme was given publicity at the first meeting of the new Council. It was in the form of a notice of motion, and asked that a special committee be appointed "to take into consideration the advisability of levying a graded business tax or license with a view of protecting the retail merchants, druggists and others against the ruinous practices of monopolists in the centre of the city."

Ald. Davies' idea, HARDWARE understands, is to limit the number of departments which a merchant shall carry on under one roof.

There is no question about the evil that is being wrought to the retail trade by the department stores, and any legitimate remedy that could be found for its curtailment would be hailed with delight by HARDWARE, but it is no use expecting that the panacea is reposed in Ald. Davies' scheme. Its shadow is not even there.

There is one thing common law will not allow, and that is legislation in restriction of trade. It is this very "thou shalt not" that the proposition in question proposes to do.

A legislative body has as much right to say how many lines a man shall carry in stock as to say how many he shall not.

Anything that is going to help the retail merchants on the premises must, it seems to us, come from themselves and not from the hand if any municipal or parliamentary body.

HOW TO GET YOUR CLAIMS IN FULL

THERE are some firms who are not losers by the failures of their customers. They appear on the creditors' list, sometimes for large amounts, but they are generally paid in full. If they are not, there are criminal proceedings.

The system is one which is gradually increasing. When a buyer applies for a line of credit, they ask him for a statement of his affairs signed by himself in the presence of a witness. If the statement is favorable, they sell him the goods on the strength of it. In time the buyer fails, and an examination into his affairs shows that the statement he submitted and signed in the presence of witnesses did not represent his true financial condition. It put it in too favorable a light. He offers to compromise with his creditors at 20 to 50c. on the dollar or bluffs them by abandoning his estate.

The firm to whom he made the false statement turns up now and privately demands 100 cents on the dollar on its claim.

The insolvent answers, he will give nothing of the kind; but sometimes he adds he is going into business again, and promises to buy all his goods from this particular firm in future.

Generally he is told it would not sell to him in future, excepting for cash, as he has proved himself unreliable. He is then reminded of his statement. On the strength of this the firm in question points out that it sold him goods, intimating that he had thus obtained goods under false pretences, which is a criminal offence.

The firm then gives him the alternative of paying in full or being arrested. He pays in full and the other creditors suffer.

Most of us are familiar with a case in which the Eby, Blain Co., the wholesale grocery house, had a man arrested for obtaining goods from them on such a false statement. He was found guilty of obtaining goods under false pretences and sent to jail for three months. The judge remarked that had it not been for his previous good character and respectable connections he would have sent him to the penitentiary for a long period. He announced his intention of punishing future offenders to the utmost limit of the law.

With this effective method of getting at buyers who obtain unlimited quantities of

goods on false representations, then sell them at cut prices, damaging the business of their local competitors, creditors who are caught deserve little sympathy.

TARIFFS THE STUMBLING BLOCKS.

THE most formidable difficulties that are at the moment in the way of the development of the Canada-Australia trade are of a tariff nature.

This obstacle obtains in Australia as well as in Canada. Indeed, if anything, the difficulties are greater in Australia than they are in this country. There the variety of tariffs equal in number the several colonies that exist in what is known as Australasia. Here, of course, the tariff is uniform in all the provinces comprising the Dominion.

In New South Wales the conditions are at the moment more than usually unfavorable to the development of trade with Canada. In a word, that colony is in the midst of a tariff reform agitation. The Reed Ministry, which came into power there a few months ago, is pledged to assimilate the tariff to that of the United Kingdom; but, according to a letter which HARDWARE has just received from J. A. Stanley Adam, manager of The Storekeeper, Sydney, it is a question whether the Government will be able to carry out its proposals.

"Merchants are, therefore," adds our informant, "disinclined to commit themselves to any new departure until something definite is known on this point. At the same time they are alive to the advantages offered by the Canadian line for opening up a lucrative trade with your country, and if only a little finality characterized the political situation here, they would be ready to go ahead."

The possibilities of trade between Canada and Australia are realized by both parties concerned, as also are the advantages of the steamship line plying between those parts of the British empire. What is wanted now is to get the respective tariffs into shape, and then get to work to build up trade.

THE WHITE LEAD SITUATION.

There appear to be still a good many doubting Thomases regarding the ultimate outcome of the grinders to fix a better price on white lead.

As far as Montreal is concerned there does not seem to be any difficulty in the matter. There the price has been raised 25c. per 100 pounds, as stated last week. But in Toronto $4.25 per 100 pounds is still the idea.

At present price, it is conceded, there is no money for anybody. And manufacturers and jobbers alike are desirous of seeing higher figures ruling. Even those that will not join the grinders in the present movement for a verbal agreement to maintain better prices state that they will not cut under any reasonable advance that may be made; but still, for some reason or other, the old figures still rule on the Toronto market.

If the truth were only told, the why and the wherefore would be ascribed either to want of confidence among the different parties interested, or reprisal for the dissolution of the old White Lead Association.

PARIS GREEN IN CANADA.

IT is the general opinion among the trade that there will not be much English paris green on the Canadian market this season. One dealer opines that there will not be much more than twenty or thirty tons.

This probability is based on the supposition that the English manufacturers will not generally make any change in the formula of their green in order to comply with the Government standard.

The Canadian-made paris green is given a high testimonial for excellency by the horticulturists of the Dominion experimental farms, and, as long as the quality is maintained, no one probably will regret the absence of the imported article.

Should anticipations be realized in regard to English made green, it is not likely that there will be any appreciation of values as a result. There are now two factories in the country, and it is the opinion among the trade that the competition between these will be sufficient to keep prices normal. And, furthermore, it must not be forgotten that the number of substitutes on the market is gradually increasing.

The consumption of paris green in Canada is estimated to be about 350 tons per annum. The Trade and Navigation returns for 1893 give the imports for that year at about 160 tons, but those in the trade estimate that 125 tons is now about the total brought in

One of the factories in Canada, and the largest, expects, so HARDWARE understands, to turn out 200 to 250 tons this season, so that with what the other factory may make, together with the substitutes already referred to, there is by no meaas any danger of a paris green famine in Canada even if not a pound is imported.

GUNS STILL HIGHER.

Last week HARDWARE referred to the fact that there had been an advance in the price of guns, and intimated that another advance was probable.

Cables this week advised sales agents in Montreal of the second advance on Wednesday last, and now medium-priced shot guns are from 10½ to 12½ per cent. higher than they were.

In fact, HARDWARE knows of an import order for a round lot of $2,000 worth of a particular line that had to be refused because the recent rise meant a difference of 80c. on the price.

SELECT THE BEST FIRE ENGINES.

TORONTO is discussing the purchase of several fire engines, water towers, extension ladders, and other appliances for fighting fires. Various companies are pushing the claims of the engines built by them. A cry is being raised in favor of Canadian engines, not because they are better or as good, but because they are Canadian.

Men of experience who have expressed a preference for another make are charged with receiving bribes for their influence. The committee has a good business man at its head in Ald. George McMurrich, and he should not allow himself or his committee to be bulldozed into voting for any but the best machine. The matter has been referred to experts whose report should be valuable. Experience of other cities with engines should also be considered.

We confess a sympathy for Canadian make in preference to all others, but it is the engine which will give the best results that the citizens want.

All things being equal, by all means give the order to the Canadians. Experience gives the preference to the English engine, the "Merryweather."

A matter of prime importance, and one that should receive very careful consideration in selecting an engine, is weight. Heavy, unwieldly engines are rather a drawback in a city spread over such a large area as Toronto. Those which can be moved to a fire quickly should be selected in preference to the more ponderous machines which cannot do any better work.

From the tenders submitted it would appear as if the "Merryweather" was by far the lightest machine offered. Montreal, which it is admitted has the most efficient fire department in the Dominion, has three of these engines, and both the fire chief and chairman of the fire committee write 'they are the best engines for any fire department."

Chief Deasy, of Victoria, B.C., says his "city relies solely on them," and that twenty-five years' experience has proved their value to him, and he intends asking his corporation for another engine of the same kind at once.

Winnipeg has ordered a "Merryweather" in preference to any other; so has the Newfoundland Government, which recently purchased two large ones in preference to all other makes.

Reference might also be made to other essential points, such, for instance, as the question of repairs, but what has already been said is sufficient to show that the City Engineer and others who recommended the "Merryweather" in preference to any of the Canadian or American makes had very substantial reasons for doing so.

BOARD OF TRADE ELECTIONS.

MONTREAL BOARD.

The Montreal Board of Trade has been holding its annual meeting this week. The proceedings extended over two days, concluding Wednesday, the delay being necessitated by the balloting for the members of the council. The president and other officers were elected by acclamation, but there were three tickets proposed for the council, and after the ballot it was found that a selection of names from the three had been chosen. The new officers and board are: James A. Cantlie, president; John Torrance, first vice-president; John McKergor, second vice-president; Charles F. Smith, treasurer; council, George Childs, George Hague, John T. McBride, David MacFarlane, Wm. McNally, W. H. Meredith, Hy. Miles, Arch. Nicoll, Wm. Nivin, James E. Pendell, David Robertson, G. F. C. Smith; Board of Arbitration, Robert Archer, John Baird, H. A. Budden, Chas. Chaput, J. P. Cleghorn, E. B. Greenshields, F. H. Henshaw, Edgar Judge, J. R. McLea, Hugh McLennan, W. W. Ogilvie and James Slessor.

TORONTO BOARD.

The annual meeting of the Toronto Board of Trade was held on Wednesday.

In his address, the retiring president, Hugh Blain, referred at considerable length to the present depressed condition of trade. Nor does he look hopefully on the future. The people, he thinks, can only lift themselves out of the present financial strait by hard work, watchfulness and rigid economy. He reviewed the work of the council of the board for the past year.

J. L. Spink, in his report, showed that the receipts for the past year amounted to $44,469.39, and the expenditures $45,531.90.

The assets are estimated at $493,520.82, a surplus over the liabilities of $13,777.

The new officers of the board are:

President—S. Caldecott.

First vice-president—E. B. Osler.

Second vice-president—Ed. Gurney.

Treasurer—D. W. Alexander.

Board of Arbitration — William Badenach, accountant; R. S. Baird, Confederation Life Association; John Carrick (A. V. De Laporte & Co.); Thos. Davies, alderman; Thomas Flynn, grain merchant; William Galbraith, flour merchant; John Keith, coal merchant; James McIntosh (P. McIntosh & Son); Thomas McLaughlin, flour and grain; Robert McLean, secretary Fire Underwriters' Association; J. L. Spink, miller; J. H. Sproule, grain merchant.

Harbor Commission—Capt. Hall, shipowner, and George A. Chapman, grain merchant.

Council—Hugh Blain, wholesale grocer; Wm. Christie, biscuit manufacturer; D. R. Wilkie, cashier Imperial Bank; W. D. Matthews, grain merchant; H. N. Baird, grain merchant; John Donogh, lumber merchant; M. McLaughlin, Dominion Flour Mills; Elias Rogers, of Elias Rogers & Co.; A. A. Allan, hat, cap and fur dealer; John Macdonald, of John Macdonald & Co.; William G. Gooderham, of Gooderham & Worts Co., Ltd.; M. C. Ellis, manufacturing jeweler; Peleg Howland, wholesale hardware; J. Herbert Mason, president Canada Permanent Loan Co., and J. H. E. Hagarty, steamboat owner.

A UNIQUE COMBINATION.

A NEW element in opposition to the department stores is developing. We refer to the property owners whose stores have either depreciated in value or have actually ceased to be a source of revenue because of loss of tenants owing to the competition of these latter-day big "grab-alls."

Through a kindred desire to destroy a common foe they are joining their forces with the ordinary retail merchants.

This movement has probably advanced more in Chicago than in any other city. There, owing to the deterioration of property values on the West Side, the real estate men have been persuaded to join issues with the retail merchants, and the two influences between them are going to try and hatch some scheme that has for its object the double purpose of protecting the merchants and the property owners in the outlying districts of the "Windy City."

What they propose doing has not yet been demonstrated. All that the retail merchants seem so far to have done is to pass resolutions deprecating the encroachment of the department stores upon their businesses, and solciting the united action of the merchants of the city with a view to counteracting the evil.

Chicago, as well as New York, seems to be thoroughly aroused in the matter. With a view to ascertaining what power the city possesses to enact laws to protect the retail trade in the premises, a resolution has been introduced in the City Council authorizing the corporation counsel to give an opinion thereon. Should this opinion be unfavorable to the interests of the retailers, it is proposed that an appeal shall be made to the Legislature of the state.

With the retail merchants and the property owners enlisted under one banner against the department stores quite a formidable front should be presented, and if legislative action for the protection of the retail merchant is possible or permissible, their influence should be strong enough to obtain it.

The great question is, what can they do by legislative enactment or otherwise to put a limit on the appetite of the Department Store Octopus? It strikes most people that it will well test the solons of the land to create the desideratum.

MONEY AND STOCKS.

THERE is a decidedly unsatisfactory feeling on the Toronto money market this week in consequence of the deplorable condition of financial affairs in the United States. "We have nothing common politically," said a prominent broker to me, "but we are closely allied to the United States financially, and consequently when the money market over there gets into the position it is in to-day we are bound to be more or less affected."

* * *

The feature of the Toronto stock market at the time of writing is Toronto Street Railway stock. On Monday it sold up as high as 80, a gain of three points for the day, in spite of the opinions of "old timers" that the stock was away above its value. But on Tuesday morning the turn came, and a bad turn it was. The stock went down 4 points with a rush. The decline seems to have been the result of an attempt of those who had purchased the stock at high figures to unload. "Yes," remarked one dealer, "it will need to go down about 10 points more before it reaches its actual value." "Comparatively little of this stock has been bought by Toronto speculators," said another broker. "The purchasers have been largely Montreal men"

* * *

Fire insurance stocks are keeping strong, and I am told that it is in part due to the large amount of new business, and at advanced rates, too, that has been secured from business men and others who, in consequence of the recent conflagrations, have considered it politic to carry more insurance. The insurance companies are drawing consolation from this fact. But it is safe venturing that after all they would rather not have had the cause which produced the effect of increased business.

* * *

Call loans are still quiet. The ruling rate is 4½ per cent., but sharp call loans, backed by good security, are obtainable at 4 per cent. Commercial discounts are unchanged at 6 to 7 per cent.

* * *

The monetary situation in the United States has become critical. The gold exports last week aggregated $7,700,000. These, with the exception of those for the week ending June 23, 1894, were the largest on record. On Monday there was a further engagement of $4,500,000 for export. The net reserve on that day was brought down to a little over fifty-two millions, or nearly 50 per cent. below what it should be. To relieve the threatened danger to the nation's credit, President Cleveland on Monday issued a message to Congress, urging immediate legislation in the premises, and a bill was forthwith introduced providing for the issue of 3 per cent. bonds, payable in gold fifty years after date. This will make the third issue of bonds during the twelve months, there having been two issues of $50,000,000 bonds last year, one in January and the other in November.

ARGUROS.

BRITISH TRADE IN 1894.

IN review of British trade in 1894, The London Times, just received, says :

"While the possibilities in view a year ago have only in part been realized, trade in the aggregate may be said to have turned the corner in the series of lean years, the general results being better than during the previous three years. Record prices have been made, lower than looked for in several directions, and necessity trading has in many cases been experienced. Speculation has not been active in any particular trade, cautious observance of the economic conditions and the uncertainties prevailing having tended to restrict operations, notwithstanding the continuance of cheap money readily available for any sound effort.

"The depreciation of silver has continued to hinder enterprise, whilst the tariff wrangle in America had considerable influence in restricting manufactures, and when ended the impetus given has not held good. Labor troubles have not been absent, and, as in previous instances, other districts have gained at the expense of those effected. Foreign competition has also contributed to the want of success in some trades, but, on the whole, it is not increasing, the main injury principally arising from our own enterprise in establishing manufactures in the countries of growth, which, while helping machinists, is against similar manufactures at home. The disappointing home harvest has been a further factor in depressing trade generally, agriculturists getting lower prices than before known, especially for the out-of-condition grain through the wet harvesting season. The reduced incomes from foreign and home investments have played a part in the restriction of domestic demands, many traders reporting absence of liberal orders and a tendency to seek cheaper lines of goods.

"On the other hand, evidences of sounder trading are increasing, the failures recorded being fewer in number and the capital involved much below recent years. The shipping returns show greater tonnage totals, both inward and outward, coastwise or foreign, and the Board of Trade returns confirm this by details of enlarged shipments of cotton goods, coals, machinery, chemicals, etc., and heavier imports of grain, cotton, wool, etc.. From the abundance of cheap food supplies there has followed the natural impulse of the artisan and other classes to spend on home or personal adornments more freely, and, with the low prices ruling for most products, a greater turnover has resulted in most of the distributing centres, which accounts for some of the improved features of the year. The wise adoption in the past of the principle of requiring margins from speculators and the establishment of clearing houses in the leading trades have been a source of strength in preventing disaster in face of the unprecedented decline in values, thus minimizing risks and preventing any crisis. Labor-saving machinery is also to be credited with the improvement effected in some trades.

"The centres which have benefited mostly are Hull, Newcastle, Hartlepool and Cardiff from increased coal exports, Middlesbrough from better out-turn of iron and steel, Lancashire from an enlarged production of cotton goods, and Bristol, Leeds and Leicester from improved boot and shoe business; whilst a mixed experience is reported, some trades faring better and others worse, in Nottingham, Sheffield, Birmingham, Leeds and Glasgow.

"Adverse results or complaints of extreme dullness in raw products are shown in linens, jute, silk, wool, cocoa, sugar, spices, hops, leather, timber, wines and spirits, American provisions, frozen meat and grain. Poor business results are also reported from Rochdale in the flannel trade, from Bristol in the building trade, from Scotland owing to the three months' coal miners' strike, and from Newcastle in coastwise freights.

"The hopeful views now current are mainly directed to an early improvement in the American markets now that a more assured basis is secured by the tariff settlement, and the more satisfactory financial position. A feeling of better times being about due in South American countries, together with some recovery in Australian and Eastern trading, tends to expectations of the present 'record' of cheap products stimulating the demand when it comes, thus conducing to further improvement during this year."

TURPENTINE IN MONTREAL.

The turpentine market in Montreal, which has ruled strong for some weeks back, is excited and feverish at present in consequence of an advance of 3c. in the price, which was decided upon by holders in that market on Tuesday last.

For some time advices from primary markets had been strong, and as the stock in Montreal is very light and in few hands, the firms who hold it decided to take advantage of the situation as early as they could.

MONTREAL ROLLING MILLS.

The Montreal Rolling Mills held their annual meeting on Wednesday last for the election of officers and other business.

Considering the general condition of trade, the year's business was found to be fairly satisfactory. The old board was elected as follows :

President—Andrew Allan.

Vice-president—H. McLennan.

Directors—Hon. G. A. Drummond, E. S. Clouston, H. M. Allan, H. Archibald, and Wm. McMaster.

The board subsequently named Mr. McMaster managing director as usual.

COST AND SELLING PRICE.

A LINE of goods that cost $100, says Hardware Reporter, may be sold for $125 and show a loss instead of a profit. An apparent gain of 20 per cent. is wiped out and the merchant may be unable to tell what has become of it. Too many merchants are in the habit of estimating the cost price and adding to it a figure that, in their opinion, will realize a reasonable return on the investment, but without specifying the various items which are to be charged against the goods. That is, they lump the total cost, and are apt either to go above or below the figure that would otherwise represent the proper selling price. In one case, they rob themselves not alone of the profit in the sales and possibly pay out money for the privilege of selling the goods, and in the other they are likely to fix a price that is too high for their customers.

Close calculations should be the rule at all times, and especially when buyers are close and are more anxious after bargains than has been their usual habit. Nor is it a difficult matter to determine the proper selling price of an article. In fact, the only difficulty is in ascertaining the proportion of store expense that shall be borne by each line, and this proportion has occasionally to be approximated. Guessing at it, however, will not answer in any sense, since the odds are generally against the guesser, and it is a slip-shod method of doing business at the best. The better way is to estimate the expense account for the year, making a due allowance for possible errors, and dividing the sum so obtained between the different lines so that each one shall bear its proper share and not be charged with so much that its sale will be interfered with, or with so little that the proportionate expense will eat up the profits. The other items of cost are easily ascertained, and when they are once down on paper all that is left to be done is the fixing of the rate of profit which the merchant thinks his trade will bear. This is a matter that is determined according to individual circumstances, and no general rule can be applied.

NEW CREAMER DEVICES.

The McClary Manufacturing Co., of London, Toronto, Montreal, Winnipeg, and Vancouver, are placing on the market a new tinned-steel creamer tap. This little article will undoubtedly prove a valuable substitute for the solid metal tap so generally in use.

Another new contrivance for the dairy, also introduced by this company, is a "Mica" creamer gauge. This has proven a great improvement on the glass gauge. It is made of the best North Carolina mica, and cannot be easily broken like the glass article. The new gauge will undoubtedly have a large sale as soon as it is once introduced to the trade.

CHARCOAL.

ITS BEARING ON THE UTILIZATION OF OUR FORESTS.

LAST week I gave in a general way my ideas as to the utilization of our forests, and the bearing those forests have on the iron industry in this province. I will, in as few words as possible, explain the different systems of manufacture of charcoal generally followed, giving particularly the practice adopted at the works with which I am identified.

In cutting wood for pit burning, the custom in Sweden is to cut the logs in about nine-foot lengths, but in our own experience we have found it better to cut to shorter lengths for reasons hereafter given.

For kiln burning, the general practice in the United States is to cut to four-foot lengths. Formerly the cutting to lengths, as well as the felling, was done with the axe, but latterly the saw has been brought into general use, with a view not only to quicker work, but to prevent waste. The value of the saw in cutting the cord wood to length is considerable, for the axe chips represent a very material loss. The axe seldom makes a cut at an angle less than 45 degrees, so that in practice as much wood is cut away as remains in the two adjacent points, and the loss of chips in cutting to four-foot lengths with the axe amounts to fully from 8 to 10 per cent., according to the size of wood cut.

In the province of Quebec, when we first took up the charcoal iron industry, we found that the practice was to work wholly with the axe, and to cut to three-foot lengths, and we saw that this must be changed, as the loss was considerable in labor through cutting to such short lengths, and, as already pointed out, the loss in chips also was naturally very great. We had a great deal of prejudice to overcome, but we are now making for kiln purposes solely four foot wood and our men are using the saw for cutting to length. And we find that not only do we effect economy for reasons given, but our men are able to earn, working in pairs, with the saw, better wages than they formerly could, working singly, with the axe.

In burning into coal two systems are generally followed, viz., pit or meiler burning and kiln burning, and in the United States "retort" burning has been attempted. This is carried on, I believe, on a small scale at present, but I do not think it has ever proven to be a commercial success, although perhaps, if given full trial, it might be found to be more economical than it has so far proven to be.

KILN BURNING.

Two styles of kilns are generally used—the "rectangular" and "beehive." The latter has been found to be the most satisfactory, and has practically superseded the "rectangular" kiln. In our own experience, the "rectangular" kilns have given us good results, both as to durability and the making of coal, but we have found them more difficult to keep air-tight than the "beehive," and that they also require more experience and care in handling, being more subject to cracking and opening through being affected to a greater extent by expansion and contraction. They have also to be well bound with heavy frames of wood, which are affected by weather and time and require replacing.

Our present battery of "rectangular" kilns is, however, in first-class condition, although it has been in operation about twenty-four or twenty-five years. This is, perhaps, mostly due to the fact that they have been carefully looked after, and repairs promptly made when necessary.

When in operation, it is necessary that the burner watch the "rectangular" kiln very closely, owing to there being a greater liability to burn down to the centre than in the "beehive" kilns, the form of the latter giving solidity, while the action of expansion and contraction from heat and cold is not so great, and the "beehive" kiln is, therefore, easier to keep air-tight, and for these reasons the coal produced in the "beehive" is more uniform.

Apart from the question of coal, the "beehive" kiln is much easier to keep in repair, as it is not necessary to have any wood frames or binding. The wood can also be handled somewhat cheaper and faster in the "beehive" than in the "rectangular," and, owing to their greater liability to straining from expansion and contraction already referred to, the "rectangular" kilns require about two or three days longer to cool, and, therefore, cannot be "turned over" as often as the "beehive," and for general results the latter has been found to be the most suitable.

PRINCIPLES OF MANUFACTURING KILNS.

In our "rectangular" kilns, an opening is left from the front door to the centre of the kiln. This is made by piling the cord wood in such a manner that a canal of say twelve inches square is left in the middle of the kiln leading from the door to the centre. At this point a sort of cribwork is built, known as a "chimney," leading to the top of the kiln. On all sides of this, dry wood, or brands, is piled so as to fire easily. A small quantity of split brands is then placed in the hole in the centre. The wood on all sides is ranked in the same manner as cord wood, and is piled as closely as possible. Along the top of the kiln the lighter wood is laid, and this for two reasons: First, it is easier to handle; and, secondly, the fire will run through it quicker than through the heavy timber which is left in the centre of the kiln, then a fair quantity of light wood (or brands) is placed along the bottom and at the ends. When the kiln is closed and ready for firing, the top door is opened and a piece of oily waste is inserted by means of a long pole to the centre of the "chimney." The draft to the top of the kiln carries the fire upward and along the top, and, once fairly started, the top door is closed, and the air is allowed to draw down to the lower vents, three rows of which are opened around the base of the kiln. These vents are operated by the burner in such a manner as to draw the heat from point to point of the kiln, and thus to "cook" the whole mass. The direction and force of the wind have a large bearing on the manipulating of the heat, and will drive it from one side of the kiln to the other, hence the holes have to be closed and the windward side protected to prevent combustion, as otherwise the wood would become over-heated and be reduced to ashes. The condition of the coal in the kiln when approaching the finishing point is generally determined by the color of the smoke and sometimes by the insertion of an iron rod at various points to ascertain by feeling the condition of the wood or coal. This latter mode is only occasionally resorted to.

BEEHIVE KILNS.

The same mode of piling and firing applies to the "beehive" kilns as described in regard to the "rectangular." The fire is started at the bottom and allowed to burn upwards. Once fairly started among the light or dry wood, the kiln is closed, and as the gases escape from the wood they practically supply sufficient heat to "cook" the entire mass. Care must be taken at all times to prevent too great a supply of air to the kiln, and thus cause combustion.

The properly cooked kiln should contain only the ashes made by the wood that surrounds the "chimney" with a little from the dry or light wood on the top, the combustion of which has supplied sufficient fuel to heat the mass and cause the drying and evaporation of water and gas in the whole.

What a charcoal burner must keep before him all the time is that the wood is to be

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"cooked" and not burned, so that every care must be taken to prevent combustion, and sufficient heat must be introduced into the kiln or the "chimney" or canal leading to it, or by the combustion of a small quantity of light or dry wood on top, to "cook" the whole mass. The light wood, of course, will be consumed, but in the meantime it should have imparted sufficient heat to the rest to draw off the water and the lighter gases.

The burning of charcoal is more or less a process which distils or throws out the undesirable gas, leaving the mass of wood charred to the centre. If this could be carried out to perfection, the coal should be solid, without any breaks or cracks or tendency to fall to pieces.

Both our "beehive" and "rectangular" kilns have a capacity of about fifty-five cords, and they generally take from ten to fourteen hours to fill, according to the class of wood handled, and from five to six days to burn, which is again largely governed by the class of wood. The "beehive" kilns take about eight days to cool, and can be easily discharged in one day. The "rectangular" kilns generally take two or three days longer to cool, as already stated, owing to their being more affected by expansion and contraction. In our kiln work we use cord wood all the way from a limb of two and a half inches in diameter up to the trunk of the heaviest tree that is too solid or knotty to be split with the axe, so that in our practice there is practically no waste wood, as we use tops, lops, and everything.

THE MANUFACTURE OF COAL IN PITS.

In Sweden the coal is very largely manufactured in pits, and this has been carried on on quite a large scale also in the United States. One advantage of the pit system is that farmers and others can do coal burning on their own lands and obtain the results of the labor, and at the same time the cost of transportation is naturally greatly lessened, as forty bushels of charcoal can be transported for considerably less than a cord of wood, of which it is an average equivalent. In general results throughout the United States it would seem that the quantity of coal per cord obtained by pit burning has not been equal to the quantity obtained in the kilns. The general average seems to be about thirty-five bushels per cord from pit burning, as against about forty bushels from the kilns. In my opinion, this is very largely due to lack of care or knowledge on the part of the pit burner, as with the same care and attention, and with a thorough knowledge of the work, there does not seem to be any good and valid reason why the results as to quantity should not be about equal. Apart from this, however, in our own experience of pit burning, the coal produced was of a better quality than that obtained in the kilns —i.e., where the work was well done. We found the coal dense and close, and practically solid to the centre, and this class of coal develops at least 15 to 20 per cent. more gas than the ordinary coal obtained in kiln practice. It will not consume as rapidly, and gives a greater and more enduring heat, and has proved itself as economical even where an equal quantity per cord was not obtained, as compared with kiln practice.

In manufacturing coal in pits the process of firing is practically the same as that practised in kilns, a canal being made to the centre in which to insert the fire, and a "chimney" built to the top, along which light wood (or brands) is placed. The whole is then covered with eight or ten inches of evergreen branches, leaves, and sand or earth. After the fire is thoroughly started the top, or the centre over the chimney, will fall in, owing to the total consumption of the wood at that point, and a supply of hard wood is kept on hand, which is driven into this hole as soon as the covering shows a tendency to fall in. After it is thoroughly refilled a fresh covering is put on, then vents are opened along the sides towards the base. The condition of the coal inside is ascertained by feeling with an iron rod, and as the burner finds it at any point properly "cooked," he can open it and withdraw a portion of the coal, covering the balance rapidly and carefully again in the same manner as at first. This process is kept up until he knows, by the color of the smoke and by the inserting of his "try rod," that the whole is properly "cooked." It is all then carefully covered in and allowed to cool and die out.

This mode of burning coal requires very careful and constant watching, owing to the liability to fire. As I have already said, the practice in Sweden is to use wood for pit purposes in nine or ten-foot lengths, and when we took up the question of getting the farmers and others in our district to make coal in this manner, we had them follow the usual Swedish process in cutting; but, from various reasons, principally owing to the density of our woods, the burning of shorter lengths has proved more satisfactory, and our best results have been obtained from wood cut in four or five foot lengths, and a portion of it split, and also by using smaller pits.

The pits which we first operated contained as much as forty-seven to fifty cords, but the results were unsatisfactory, the process proving too slow and too many brands being made. The coal obtained, however, was fairly good. Our burners then resorted to smaller pits, containing from twenty to twenty-five cords of four-foot wood. These burned faster and gave better coal. Where our men had had experience in the work, the coal was clean and solid, and, as pointed out, gave better results in the furnace than ordinary kiln coal.

In pit and kiln practice we have used the following woods: Maple, birch, beech, soft maple, white birch, tamarac, hemlock, and balsam; and in point of value they can be reckoned in the order named. Our principal consumption has been in maple, birch, and beech, with which our district abounds. In practice, in kilns and in pits both, we have found it possible to use 25 to 30 per cent. of soft wood, but for furnace purposes we prefer not to go above that, as the coal made from the softer woods is more friable and will not carry a heavy burden of ore.

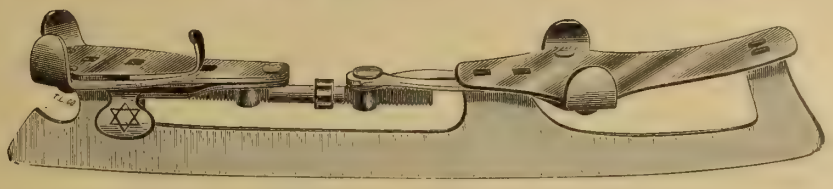
RETORTS.

In the United States attempts have been made to manufacture charcoal in retorts or closed vessels, in which the wood is placed and the charring done by external heat. In a report on this system, made by a prominent expert, he mentions that one system is to erect a furnace and supply it with a number of vertical cylindrical vessels, which are handled with a crane. These vessels are filled with wood, tightly sealed, lifted into the furnace, and connected by means of nozzles with conduits leading to condensers. After the fire has been maintained a suffi-



The Star Skate

Made by the
Starr Manufacturing Co.
HALIFAX, N.S.



Quality and efficiency considered, it is the cheapest skate on the market.

We have them in all sizes.

We also have—
Genuine Acme No. 7 in all sizes.
No. 0 in 7½ and 10½ in.
Starr Hockey No. 7 in 10 and 11½ in.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE MERCHANTS

37 FRONT STREET WEST. . . . . TORONTO

cient length of time to properly char the wood, the vessel is lifted out and allowed to cool, another taking its place in the furnace. In this method the retorts serve also as cooling vessels, but they must be handled, and the outlets for gases must be disconnected and closed at each change.

Another plan consists of a cylindrical retort hung from trunnions over a furnace. It is raised to a vertical position to receive the charge of wood, and reversed to discharge the charcoal into the cooling vessel, where the process is completed. The difficulty of filling these retorts and maintaining them makes this plan undesirable.

A system largely employed in Northern Pennsylvania and Southern New York consists of a series of cylindrical vessels set permanently in a horizontal position over furnaces. These retorts are filled with wood—either thrown in or, in improved retorts, placed in a crib which has been previously loaded. When the carbonization has proceeded sufficiently, the coal is withdrawn into a cooling tank, which is hermetically sealed until such time as the danger of the mass taking fire is greatly reduced.

Other forms have also been followed, but as far as I can ascertain, none of them have ever proved commercially successful, and the old-fashioned kiln and pit system still seems to be, for general charcoal purposes, the most economical, and, in fact, the only system by which charcoal can be successfully manufactured for general commercial purposes, or, at least, for the manufacture of iron.

BY-PRODUCTS.

Of late years considerable attention has been given to by-products obtainable in the manufacture of charcoal, and it has been found that with a chemical plant attached to a battery of kilns, every cord of wood can be so handled that the exact weight that went into the kiln will practically be taken out when everything is taken into consideration. What by-products can be drawn from a charcoal kiln would be too numerous to mention. In fact there seems to be very little that cannot be taken out of the wood in this way, but for commercial purposes the principal by-products, and those to which most of the companies using a chemical plant have given their attention, are the production of wood alcohol and acetate of lime, and these have been found to be, I believe, profitable, and it is very probable that within a very short time every battery of kilns will have its chemical plant adjoining, and the smoke that is now wasted will be drawn down and distilled, so that nothing will be lost. When this is done, the value to the country of a cord of wood will naturally be largely increased.

THOS. J. DRUMMOND.

[This interesting paper will be concluded next week, when Mr. Drummond will touch on the value of the industry to the country. —Editor HARDWARE AND METAL MERCHANT.]

Carrying on business without advertising, says an exchange, is like winking in the dark; you know it, but nobody else does.

Did you happen to know that Bradstreet says nearly 80 per cent. of the concerns that fail in business are those who don't advertise? Isn't there one big, large-sized moral in this authoritative testimonial?—Profitable Advertising.

PURE—

PARIS GREEN

Shipment guaranteed 1st May, or later if desired. . . . .

Government Standard.

Sanderson Pearcy & Co.

61, 63 and 65 Adelaide St. West. TORONTO.

PLUMBERS' AND GASFITTERS' DEPARTMENT.

IT now seems altogether probable that the Toronto civic plumbing department will remain under control of City Engineer Keating. The proposal to transfer the department to the jurisdiction of the medical health officer was commented upon in HARDWARE last week.

As a matter of fact, as things now stand, Toronto has two plumbing departments. Under the medical health officer is one plumber, and under the city engineer are three others. When a householder notices anything defective in the plumbing of his premises he notifies the health officer, who forthwith sends his inspector to look into the case. This inspector ascertains whether there is any defect or not, and if there is, tells the householder to have it remedied. The latter pays the inspector $5, (the fee authorized under the Provincial Act), and, besides, pays the charges of the plumber whom he has to secure to make the repairs ordered. After all this, one of the city engineer's plumbers must inspect the work and pronounce upon it.

This system, of course, seems rather cumbersome, but there are only two ways of escape from it. One is to transfer all the plumbers to the control of the medical officer as proposed, and the other is to have the Ontario Legislature alter the Medical Health Act so as to allow the city engineer to act as regards plumbing in the place of the medical health officer. The latter course would be difficult to effectually pursue, while, to the adoption of the former, the city plumbers strenuously object on the ground that it would be highly prejudicial to their interests to be subject to the control of a man who had no practical knowledge of plumbing.

At the last meeting of the Toronto Board of Works, Joseph Wright (of Bennett & Wright) and Frederick Armstrong, representing the plumbers of the city, waited upon the committee, and emphatically protested against the proposed change. They held that the plumbing of Toronto was the best on the continent, and that this was because the plumbers were under the supervision of a practical man like the city engineer.

At the same meeting City Engineer Keating brought in a report advising against the suggested transfer of authority, but making no definite recommendation. The report was referred back to him for definite finding. Thus the matter stands.

* * *

Joseph Vezina and Francois Descroiselle, have been registered proprietors of Vezina & Descroiselle, plumbers, Montreal.

* * *

D. & J. Gray, plumbers, Toronto, were the other day charged in the Police Court with putting in "light" piping in a house on Sherbourne street. It was urged for the defence that the plumbing inspector was at fault, inasmuch as, though he made an inspection on December 3, he never gave formal notice to the defendants of their default until December 26, when the house was tenanted. Further proceedings in this matter had been taken against the inspector in a higher court. The case was adjourned.

* * *

Pierre Vital Henri Grenier and Francois Xavier Eugene Grenier, have been registered proprietors of Grenier Freres, plumbers, Montreal.

* * *

The services of one of the city plumbing inspectors have been dispensed with by the Toronto Works department. Economy is the order of the day at the City Hall.

* * *

The Builders' Gazette says that water pipes in shallow ditches may be prevented from freezing in the following way :

"Cover them first with a thin layer of sawdust, spent tanbark, or any kind of litter.

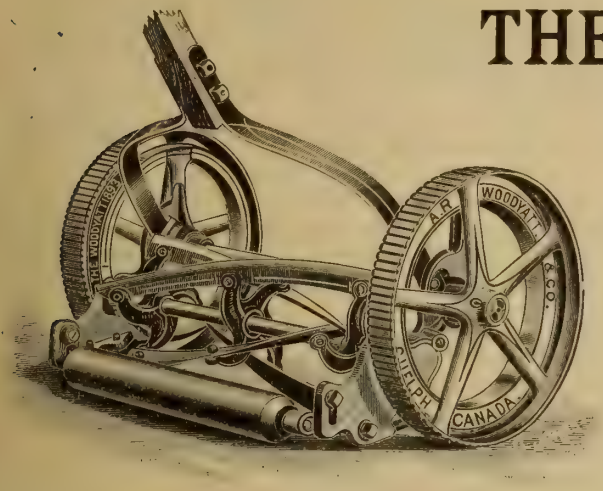
THIS JOURNAL
Is mailed every FRIDAY without fail. If you do not receive your copy regularly something is wrong.

Next a layer of quicklime in lumps the size of a hen's egg up to the size of a large orange, and over this place another thick litter to retain the warmth. The theory of this is that the gradual slaking of the lime will develop sufficient heat to prevent freezing of the pipe. A covering of this sort, if properly protected, will prevent a pipe from freezing during an entire winter, the heat from the slaking lime being given off slowly. Pipes that have been frozen can be quickly thawed by covering them with a layer of quicklime in lumps and slaking it by pouring on water. The object of the layer of litter next to the pipe is to prevent corrosion by contact with the lime.

"Pipes exposed may be prevented from bursting in freezing by a very simple device. Water, like everything else, contracts in volume, slightly, by cold, to a certain point —the freezing point. Unlike everything else, water, as it freezes, suddenly expands with a force nothing can resist. Pipes and vessels of the toughest material burst as easily as clay pipes from the freezing of water so confined in them as to permit no room for its expansion. If a small piece of rubber hose, securely tied at each end so as to prevent the air in it from escaping, is inserted inside the water pipe, about the place where it is most likely to freeze, it will prevent the bursting of the pipe. The expansion of the freezing water is counteracted by the compression of the air confined in the rubber hose, and thus relieves the pressure on the pipe."

* * *

Says a writer in The Sanitary Plumber : "Although I have often noticed that very few plumbers wear finger rings, I did not know that there was any particular reason for the aversion they seem to have for them until the other day. I met a plumber friend with his arm in a sling and one finger of the supported hand tied up. I joked him about putting his arm in a sling for so small a cause as a sore finger, and finally inquired what ailed the finger. 'I let it get burned while making a joint,' said he, 'I of en get a drop of solder on the hand, but it is easy to shake it off usually. This time I forgot to leave my ring off and a great drop of solder fell upon it and heated it up so that it burned my finger all around. The solder set about the ring in such a way that I could not shake it off. It served me right, for I have been warned about working with finger rings on. I have been in the habit of leaving the ring off Sunday night and not putting it on again until Saturday night, but as I said before, I forgot to leave it off this time and you see the result.' Speaking of plumbers denying themselves the pleasure of wearing finger rings on account of the danger of being burned through their agency, reminds me of the trials and tribulations of the plumber with his watch. In fact, a watch is so much trouble and expense to a plumber that there are but few plumbers who wear them regularly. If a plumber carries his watch in his pantaloons pocket, he is sure to pick up a kitchen sink or some other unhandy piece of ware, and, in order to carry it easily, will rest it against the person right where the watch will be crushed. If the watch is not ruined that way, a chance lick from some other cause will soon cause a trip to the jeweler's place. If the watch is carried in the vest pocket, and he takes off the vest and hangs it up while at work, the chances are that someone will steal it or some falling timber will strike it or knock it down and break the crystal. Should it escape loss or injury from these causes for a time, the plumber will sometimes find himself on the ground floor of a new building at quitting time, and will send his helper up to the third floor to get his coat and vest. Of course the boy will carry the vest upside down and drop the watch out and down through three or four sets of joists, or else will take it out to see just what time it is and stumble while he is not looking where he is going and thus drop it. All things considered, it is better for the plumber to leave his watch at home along with his finger rings."



THE WOODYATT LAWN MOWER

Improved and Patented IN CANADA . . . UNITED STATES and GREAT BRITAIN

It gave thorough satisfaction last season

WILL BE SOLD THIS YEAR

BY ALL THE LEADING JOBBERS IN THE DOMINION.

WRAPPING PAPERS

PAPER BAGS

THE E. B. EDDY CO. HULL, CAN.

Both plain and printed. Any size, weight, color, quality and at mill prices. Inducements to Hardware dealers. Write us or our agents for estimates.

Also Montreal, Toronto, Quebec, Hamilton, Kingston, St. John, Halifax, Winnipeg, Victoria, St. John's, Nfld.

A SUCCESSFUL INDUSTRY.

A representative of HARDWARE, being in Guelph a few days ago, paid a visit to the establishment of A. R. Woodyatt & Co., whose works are situated in that city, and occupy three large buildings with a floor space of 21,580 square feet, a cut of which we show below. Mr. Woodyatt, the head of the firm, is a thorough and practical mechanic, and under his guidance a walk through the works was most interesting. Every department is thoroughly equipped with the most modern machinery, and the ease and speed with which goods are turned out made the visitor marvel where they could all be disposed of. The piles of lawn mower parts seen in different stages of manufacture were a revelation to the visitor, and as every part is made in such a way that it is an exact duplicate of its fellow, the rapidity with which they are assembled together was simply astonishing. They manufacture all kinds of hardware and make a specialty of the "Woodyatt" lawn mower, a machine invented by Mr. Woodyatt and patented in Canada, the United States and Great Britain. The quality of this mower and the other lines they manufacture is so well known to the readers of HARDWARE that it is unnecessary for the writer to dwell upon it, but we think all will agree that it is excelled by none. This firm only sell their goods through the wholesale trade, who distribute them throughout the Dominion from the Atlantic to the Pacific; but they do not stop there, as was shown by the correspondence received from Great Britain, France and Russia.



THE WOODYATT WORKS, GUELPH.

'TIS OFTEN THUS.

A week or ten days ago Montreal was agitated over the demonstrations that were being held by the unemployed of that city. At one gathering there were ten thousand people who were supposed to be clamoring for work or bread; and some of the speakers asserted that there were as many more who were in a like condition. It was darkly hinted that unless the desideratum was forthcoming, there would be an uprising of this great (?) army. The latter part of last week Montreal was visited by a heavy snowfall, which impeded traffic on the streets. To remove the obstacle the city engineer sought to employ fifteen hundred men, which should not have been a difficult object with an alleged twenty thousand to draw upon. But search where he would all he could "drum up" was five hundred men. Comment is unnecessary.

TORONTO'S TELEPHONE SYSTEM.

"THE telephone service in Toronto is very unsatisfactory, if you compare it with that of Montreal." This remark was made by a prominent business man in the latter city.

He explained that in Montreal, when the Central was called up, the answer came back instantly. The moment you got the instrument to your ear you heard, "What number?" And in a very short time you got the number, or, if you did not, you heard Central again: "Did they answer?"

"In Toronto you generally have to wait one to three minutes for Central to answer, and as much longer for the number you want."

Mr. K. J. Dunstan, local manager of the telephone company at Toronto, was interviewed in regard to the Montreal man's statement. Mr. Dunstan stated that our correspondent's informant must have had particularly bad luck in his experience with the Toronto telephone system. As a matter of fact, Mr. Dunstan asserted, time tests taken every month in both cities showed that the two systems were about the same as regards the length of time it took to attract Central's attention. In fact, Toronto might sometimes be said to have the better of the comparison. By actual time tests, it had been proven that, the year round, it took, on an average, a little less than seven seconds to elicit a response from a Central in either city.

TAX REFORM AT HALIFAX.

FOR many years the wholesale business men of Halifax have been laboring under a very heavy load in the shape of taxes.

Some four or five years ago they formed a "Reform Tax Association," and have ever since been endeavoring to bring about a change. They drafted a bill on the lines of the Montreal system, which was rejected by the City Council. Last year they took it to the Local Legislature, but that body gave it the "three months hoist."

Last May two of the leading tax reformers managed to secure their election to the City Council, and the other day that body passed a measure which is to be sent to the Legislature.

It is sweeping in its provisions. The tax on personal property is to be abolished. A business tax, based on the value of rental, is to be substituted. Land will be taxed its full value, while the buildings thereon will only be assessed at half value.

The merchants claim that three-fourths of the personal property now assessed consists of stocks in trade. They argue that they are placed at a great disadvantage in competing with Montreal and Toronto, and the latter places send their travelers here with samples, while the local dealers are heavily taxed for keeping large stocks on hand.

The bill is meeting with much criticism from small dealers, who look upon it as a scheme to enable the wholesale men to unload upon them. They will oppose it in the Legislature. One of the strongest opponents to the bill is Mayor Keefe. Its friends, however, have a number of supporters in the Legislature, and they are confident it will run the gauntlet all right.

A SERIOUS CHARGE.

T. J. Watters, acting commissioner of Customs, Ottawa, has been arrested on a charge of appropriating public moneys.

Full many a coin within the pocket lies
Of men, who'd purchase if they only knew
The bargains merchants never advertise,
I wonder, Mr. Merchant, if that's you?


BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors

Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

THE ASSESSMENT PROBLEM.

A DISSERTATION THEREON BY MR. JOHN M'CLARY, THE WELL-KNOWN MANUFACTURER, OF LONDON, ONT.

IN our issue of January 19 we published a resolution introduced by Mr. John McClary at a recent meeting of the London Board of Trade, dealing with the Ontario Assessment Act, as applied to personal property and joint stock companies. Recognizing the importance of the question, HARDWARE wrote Mr. McClary, asking him for a more detailed statement of his views on this question than was contained in the report of the Board of Trade's proceedings. He has kindly complied. Here is what he says :

At your suggestion, I beg to state, in endorsation of the resolution, that I have great faith in the future development of this country and our province under wise legislation. Developing this country means a liberal investment of money. Wise investment of money is made to give a legitimate return on the capital. We need have no anxiety for the capitalist ; if his investment is reasonably profitable it is likely to be permanent ; if unprofitable, liable to removal. I make comparisons and illustrations to show the working of the present Assessment Act, strictly enforced, as applied to personal property in this province, and more especially our cities. No city in this province could support more than about ten thousand people from purely local country trade. The largest portion of the increase over the natural local trade is created and maintained through wholesale merchants and manufacturers. I use the term "wholesale merchants and manufacturers," meaning it to apply to all enterprises whose business is distributed over the country or province, adding to the city's wealth and population, whose business is beyond a local one. Compare Montreal and cities in Ontario, and in making this comparison, I beg to remind your readers that taxes levied in Montreal at present are high compared with other parts of the world, but are intelligently and reasonably distributed.

The assessor puts in an appearance. We cannot reduce the amount of taxes to be raised to meet current requirements. We have about seven millions of dollars in our savings banks here, a fraction of the whole deposits in all our cities. This money reached and assessed would drive 99 per cent. of it from the province in one year. He goes to the wholesale merchant and manufacturer, assesses their dwellings, their places of business ; he assesses their employes ; he assesses the increased local business created through these callings. In most countries the assessment ends here, unless a moderate income or business tax in lieu of income. Let us add to his burden a liberal additional tax as applied in the province of Quebec or the state of New York to incorporated manufacturing companies, 1-10 of 1 per cent.; these are all legitimate and reasonable taxes.

Are we now through with these men whom we rely on to build up and maintain our cities? Assuming the average rate struck in our cities, say eighteen mills, the assessor is required to make seventeen additional assessments of 1-10 of 1 per cent. against these companies. Assuming the merchant and the manufacturer to average 5 per cent. on the earnings of their capital, I take this to be an outside figure, they are compelled to pay at least 35 per cent. of their average earnings in increased taxes over their Montreal competitor. What would be thought of a banker doing business in this province, paying 2 per cent. taxes on his capital, while his Montreal competitor was competing against him over the same ground, paying 1-10 of 1 per cent.? yet manufacturing companies are doing this. Some appear to judge it legitimate and reasonable.

There is not a manufacturing company in this province with a large paid up capital, but will have to close, remove their factory or work under privileges of the corporation whose life largely depends on their permanency. Some may call this overdrawn. I think not. Assuming the law to be complied with in the development of this country, we are not to take into account the interest of the capitalist, he must act for himself, keeping in view the legitimate business methods, requiring him to make a reasonable return on his outlay. Would it not be a reasonable conclusion for him to arrive at, that his investment has no legitimate foundation unless the territory over which he distributes his goods gives him such an advantage over his competitor in the province of Quebec as to warrant him in paying 35 per cent. of his earnings over and above the taxes his Montreal competitor has levied upon him? Won't our prudent business men with ample capital be inclined to centre their business in the province of Quebec and distribute over the larger field?

Under reform legislation it may be asked : Would the rate to be levied unnecessarily be increased? I think not. I believe I am warranted in concluding that an unreasonable burden placed upon capital and enterprise is not going to add to the value of real estate in our cities, nor reduce taxation.

A business tax, as levied in the city of Montreal, 7½ per cent. on rentals, I think would make up the difference. The additional tax of 5 per cent. for the last few years on rentals, which goes to the Government, would not be required in this province.

Theile & Quack

ELBERFELD, GERMANY.

Manufacturers and Exporters of High Class CUTLERY

A★1

Corporate Cutlery Marks.

IRVING CUTLERY Co

Any infringement on our corporate marks will be promptly prosecuted.

FULTON CUTLERY WORKS

LAMPLOUGH & McNAUGHTON
Temple Building, Montreal.
Sole Canadian Agents.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Feb. 1, 1895.

HARDWARE.

THE week has not furnished much change in general hardware, nor was it expected that it would, for the month of January is quiet on the whole, as a rule. Expectations, however, are for a fairly good movement this spring. The actual trading this week has been chiefly confined to tools, cutlery and shelf goods, for which a quiet jobbing demand has been experienced. In other lines quietness is the rule, and the only further important change to note in the matter of values is a new list on smooth wire, the effect of which is a reduction in three staple kinds of wire of ten per cent. or over, and, instead of the discount being 20 per cent., it is now 25 per cent.

WIRE—The changes in barbed wire have already been referred to. This week the smooth wire manufacturers issued a new list of prices. The effect of the changes is a reduction in the price of annealed, oiled and galvanized wire, in some cases, of over 10 per cent., and in others under, while the discount on the list price is increased from 20 to 25 per cent. The new list will only take effect after the 1st of February.

ROPE—Trade in this line continues dull and inactive. We quote: Sisal at 6½c. for 7-16 in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—The jobbing demand is small at present, and makers do not report any special activity for car load and larger lots. The basis is $2.10 with 5c. rebate on 200 keg lots, and 10c. on 1,000 keg lots.

WIRE NAILS—There has been no great change to note, though rather more orders have come to hand during the week for 5 and 10 keg lots. Discounts are unchanged, 75, 10, and 5 per cent., etc.

HORSE NAILS—Small demand in a jobbing way is experienced, but otherwise the market is quiet. Discounts remain at 60 per cent.

TACKS—The tack market rules fairly steady, with a moderate enquiry to report.

CHAIN—There is no change in this line to report, business continuing dull.

SPORTING GOODS—Rule dull and unchanged, and the same can be said of winter goods, demand for which is now over. Guns continue firm in tone.

HORSESHOES—There is some jobbing enquiry for these, but in a wholesale way business is quiet. We quote: $3.50 for iron shoes; steel shoes—XI., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; steel the weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TOOLS—Quite a few assorted lots of carpenters' tools have gone out during the week, and on the whole a fair jobbing trade has been transacted in them.

CUTLERY—The shipments from jobbers' shelves have been of a moderate character, but still they have been sufficient to be noticed.

SHELF GOODS—A few good jobbing orders for locks, bolts, etc., keep coming forward.

CEMENT—Trade dull and prices unchanged at $2.05 to $2.15 for English and $1.90 to $2 for Belgian.

FIREBRICKS—Trade in this is practically nil, and prices are nominal at 15 to 22c. per 1,000, as to brand.

METALS.

The movement in heavy iron and metals continues small, and buyers pursue a very cautious course, while there is nothing to spur them along, as they have decidedly the best of it in most deals that are passing. Easiness in tin and Canada plates, of which holders are free sellers, is noticeable, while in metals easiness in tin and firmness in lead and spelter are worthy of mention. Tinned sheets are also active.

PIG IRON—In this line business is unusually quiet. Scotch pig is lifeless but steady, and other lines are the same, as supplies both in second and third hands are said to be ample for the present. We quote, ex store: Summerlee and equal brands, $21 to $22; Carnbroe, $19, and Eglinton, $19.50; Ferrona, $17.25 to $18; Siemens, No. 1, $17.25 to $18.

BAR IRON—This line does not furnish any particular change. We quote prices steady at $1.60 to $1.65.

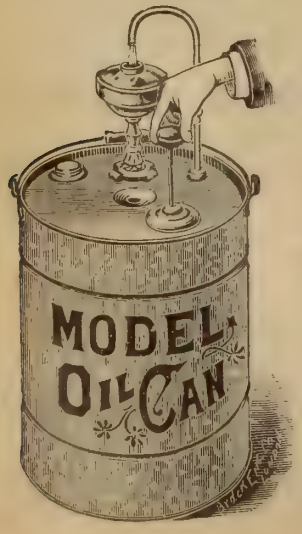
TIN PLATES—There is very little doing in tin plates in a wholesale way, and the distributive demand is small. Round lots of cokes have changed hands at $2.25, which is a decline of 10c., and we quote cokes at $2.75 to $3, and charcoal $3.25 to $3 75.

TERNE PLATES—There is little business to note in terne plates, and we quote $5.75 to $6.25, as to brand.

CANADA PLATES—The easy feeling in these continues, and holders are free sellers, if a buyer turns up, at our inside figure. We quote $2.05 to $2.10.

SHEET IRON—This line remains much as it was reported last week, and prices are the same, the base being $2.20 to $2.30 for No. 28 gauge.

IRON PIPE—No activity to note. Discounts are 70 to 70 and 5 on black and 50 to 50 and 5 on galvanized.



TWO NEW LINES

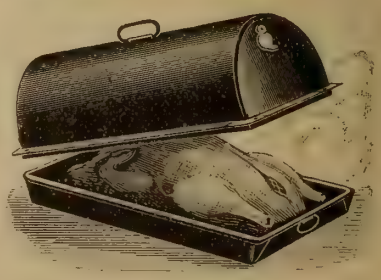
The Model Oil Can

In 5 gallon size, made of heavy galvanized iron, and with a perfect pump. Filling tube can be raised or lowered to suit any lamp.

Roast Pans—3 sizes

No. 2. 9 x 14¾ in.
No. 3. 10½ x 15½ in.
No. 4. 12½ x 17½ in.

Send for Sample Order



THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver

LEAD PIPE—Continues quiet and featureless, with values unchanged.

INGOT TIN—The easy feeling in tin noted last week is unabated, but no quotable change is to note from the range of 16 to 16½c.

COPPER—Rules quiet and steady, at 10 to 10½c.

LEAD—The firmness noted last week in lead is maintained, and sellers are firm at $2.90 to $3.00.

SPELTER—Business is quiet, but values are firmer at $4.50.

ZINC SHEETS—Rule quiet and unchanged at $4 50 to $4.75.

ANTIMONY—Remains as before, 10c.

HOOPS AND BANDS—Some sales of Canadian band iron are to note at $1.85, while imported is dull at $2 to $2.15, as to quality.

GALVANIZED IRON—The chief feature of this line is the demand for tinned sheets, which is on the increase, especially for standard sizes, canners buying actively. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6¼c., with the usual extra for larger sizes.

PAINTS AND OILS.

The orders in this line are beginning to come in more freely, while prices remain steady all round.

LEAD—There is rather more business doing at the advance noted last week. We now quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

PUTTY—This line is steady and unchanged at $1.85 in bulk.

TURPENTINE—In consequence of the firmness at primary markets and the light stocks, turpentine has been advanced 1 to 2c. further this week, and we quote 43 to 45c.

LINSEED OIL—Continues quiet and unchanged at 56 to 58c. for raw, and 59 to 61c. for boiled.

SEAL OIL—There is some speculative demand for this oil, and it rules firm at 37½ to 42½c.

CASTOR OIL—No change to report, and we quote 6¼ to 7c.

RESIN, ETC.—Continues quiet and dull. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4.00; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

The glass market rules quiet and the tone is easy at $1.20 for first break, with the usual rebate for wholesale lots.

CHEMICALS AND DYESTUFFS.

A moderate business is doing in chemicals for small lots to fill actual wants. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5¹; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 to $2.10; castor oil, 6½ to 7c., and Norwegian cod liver oil, $25 to $26.

PETROLEUM.

The market continues active and strong. We quote as follows: Canadian refined, 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 16c. in car lots, and 17c. for smaller quantities.

HIDES.

There is no further change in the hide market, and the feeling is firm all round. We quote: No. 1 at 5c., No. 2 at 4c., No. 3 at 3c., heavy No. 1 steers' at 5½c., and No. 2 at 4½c. Sheepskins are moving very slow, there being absolutely no demand for them at present, and dealers state they are a drug on the market. The stock here is very heavy, some dealers still holding all they received for the past four years. Prices are unchanged at 60 to 65c. each.

CARVERS and SCISSORS

IN CASES.

GEO. BUTLER & CO.'S and E. M. DICKINSON'S.

Large Assortment of

SPORTING, HUNTING KNIVES, DIRKS, Etc.

We are showing special value in Imitation Ivory TABLE AND DESSERT KNIVES AND CARVERS.

M. & L. SAMUEL, BENJAMIN & CO.

26, 28, 30 Front Street West

ENGLISH HOUSE:

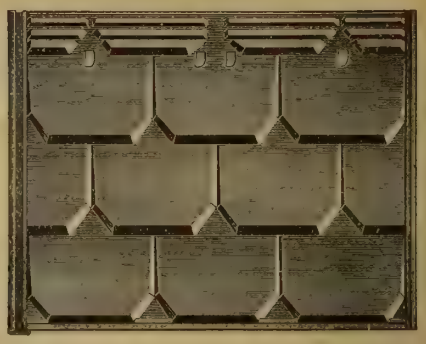
SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

.... Toronto

Guarantee

GIVEN WITH THE



"EASTLAKE" and "EMPIRE" Patent Steel Shingles
AND THE
"OWL" Brand of Galvanized Corrugated Iron

We guarantee that the above named brands of roofing are better constructed, made of better material, and will last longer than those made in imitation. We further guarantee that the "Eastlake" Patent Shingles can be laid quicker than any other metallic shingles. The "Empire" Patent Shingles have been on the market since 1882; the "Eastlake" since 1885, and have been thoroughly tested.

The Metallic Roofing Co. of Canada Ltd.

We Always Lead; We Never Follow.
Send for new Catalogue and Price List.

MANUFACTURERS

84 to 90 Yonge Street, TORONTO

MONTREAL MARKETS—Continued

TALLOW.

There is a weaker feeling in tallow, and prices are easy in tone at 5 to 5½c.

WOOL.

The wool market is quiet and unchanged on the whole. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 32c; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C, 10 to 11c.

ASHES.

The receipts of ashes are light, and the market continues quiet and steady. We quote: First pots at $4.05 to $4.10; seconds at $3.70 to $3.75, and pearls at about $6.40 per 100 lbs.

MONTREAL TRADE NOTES.

The big decline in galvanized wire is one of the leading topics this week with the trade.

Medium lines of guns, which supply the bulk of the Canadian demand, are 10½ to 12½ per cent. higher.

The firmness in American petroleum is accentuated if anything, though no quotable change can be given.

Local foundries are not thinking of importing a single lot of Scotch pig as yet this spring. They are calculating on offers of American.

Holders of tin and Canada plates are free sellers now, in view of ample supplies and the advance of the season.

Turpentine has been advanced 3c. by the few holders here, and they are firm at the rise.

There has been a break in the price of Norwegian cod liver oil, and some round lots have been sold at 85c.

Quebec tanners are tanning about 2,000 sides less per week at present than usual at this time of the year. On the other hand, receipts of hides are heavy.

TORONTO MARKETS.

TORONTO, Feb. 1, 1895.

HARDWARE.

THE feature of trade is the further changes that have been made in the wire list, the discounts on certain kinds—noted in detail elsewhere—having been increased by the association. There has been considerable activity around the shipping rooms of the wholesale houses during the week on account of the desire to get goods out before the month closed. But new business is merely fair, many of the retail merchants throughout the country either being engaged in taking stock or preparing to do so. Payments are much as before, slow.

WIRE—The discounts have been increased from 20 to 25 per cent. on galvanized, oiled, annealed and bright coppered steel and spring wire. Barb and plain twist wire and staples are unchanged at last week's decline. Terms, as before, namely, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—Quiet at unchanged prices. We quote: Sisal, 7-16 in. and larger, 6½c.; ¼, 5-16, ⅜ in., 7c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—There is not much doing. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—The little improvement noted last week has been unchanged, although the volume of business is still slow. Discounts, 75, 10 and 5, except in 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Trade is still fair. Discounts, 60 per cent. on "P B," "M" and "C."

TACKS—Trade remains fairly steady. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails etc., 37 per cent. Coopers' nails and flour-barrel nails 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—While a few enquiries are heard and import orders are being booked, there is not much actual business being done.

CLOTHES WRINGERS—The slightly improved demand noted last week has been maintained, and prices are unchanged at $27.50.

CHURNS—Trade is quiet, although orders are still being booked for March shipment.

WINTER GOODS—The demand was so brisk for snow shovels the day following the big snowstorm that the market is about cleaned out of the steel kind. Some houses, in fact, are cleaned out.

TINWARE—Business in this line is still fairly brisk.

TAR, ETC.—Business is dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—There is nothing doing. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—The movement is light. Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Nothing particularly new has developed in business, but the price of tin is unsettled.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: No change in the market for American pig iron has taken place over that

MARKETS—Continued

reported last week. Orders for one hundred and two hundred tons with a fair sprinkling of carload orders seem to be the rule. Prices remain unchanged. We quote for cash f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $12.80; No. 2 Foundry strong coke iron, Lake Superior ore, $12.30; Jackson County silvery No. 1, $16; Lake Superior charcoal, $15.15; Southern soft, No. 1, $11.60; Southern soft, No. 2, $11.35.

BAR IRON—Trade remains much the same as a week ago. We quote base price as before at $1.70 to $1.75 f. o. b. Toronto.

SHEET STEEL—There is still no change to note. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Trade is fair, and the improvement noted last week for tinned sheet iron appears to have been maintained. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

LEAD PIPE—Trade continues much the same as a week ago. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Case lots move slowly, but stock shipments are numerous. Many import orders booked. Prices are unchanged, $4.25 being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—The market is a little easier, Lamb and Flag now being quoted at 17½ to 18c.; Straits, 17 to 17½c.

INGOT COPPER—A few orders have been booked, but trade in general is quiet. We still quote 10 to 10½c.

SHEET COPPER—More lively.

BOILER TUBES — Business is quiet and unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET ZINC—We quote cask lots at 4¾ to 4⅞c. and small lots at 5c.

HOT WATER BOILERS—Demand is fair for galvanized boilers. We quote: Galvanized, 30 gal., $6; 15 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

TIN PLATES—Imports order being booked, and a little improvement in the market. We quote: Coke, 14 to 20 gauge at $3.10; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Stocks are low. We quote $6.25 to $6.50.

ZINC SPELTER—Quiet. We quote domestic at 3¾ to 4c., and imported at 4 to 4½c.

HOOPS AND BANDS—In good demand. Prices steady. We quote: $2.20 from stock for ton lots, and $2.25 for small lots.

CANADA PLATES—While there is a steady demand for small quantities, quite a few boxes of 20 x 28 have been disposed of during the week. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Trade fair. Competition has reduced prices, 500 lb. lots now being offered as low as 11½c.

ANTIMONY—Dull and unchanged at 9½ to 10c.

GLASS.

Although the greater part of the import orders have been booked there is still a good business doing in this particular at $1.90 first break in 100 foot boxes. There is a fair amount going out from stock at $1.10 to $1.15 first break in 50 foot boxes. There is not much doing in plate glass.

PAINTS AND OILS.

Travelers report a good many orders and trade is improving. Collections, however, are still slow.

WHITE LEAD—The conditions are much as before, both in regard to business and prices. We quote 4¼c. as base price per lb.

PUTTY—Is quiet and unchanged at $1.75 for bladders in barrels, and $2.25 in cases.

TURPENTINE—After advancing about 1½c. per gallon in the south, the price of turpentine in that market has again receded about 1c. per gallon, but it seems to be the general opinion that with a little better demand prices would again appreciate. On the Toronto market there is a fair trade doing at 40 to 41c. per gallon, f.o.b. here.

LINSEED OIL—English advices quote lower prices, but the Canadian crushers have not yet changed their figures. Trade is quiet locally. Prices are unchanged at 53 to 54c. for raw and 56 to 57c. for boiled. Prices on the Toronto market are relatively lower than in the United States.

PREPARED PAINTS—Demand continues fairly good at the unchanged price of $1 for pure.

PARIS GREEN—Is selling pretty freely. We quote: Canadian pure, 14c. in 1-lb. packages, and 13c. in 100-lb. drums; English, 16c. in 1-lb. packages, and 14c. in 112-lb. drums. The English manufacturers have advanced prices within the last week or so.

OLD MATERIAL.

Nothing doing. Prices remain unaltered. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

SEEDS.

There is a very limited movement of Canadian red clover, and the markets in the absence of receipts have not shown much variation, although in the United States there have been very material fluctuations. Latest American advices show a somewhat firmer tendency, although prices are considerably lower than those of some time ago. We quote values here: Prime to choice quality, $6 to $6.25, and inferior grades correspondingly lower.

Alsike continues to offer freely and with an easier feeling in the foreign markets; prices are somewhat easier. We quote: Choice to fancy, about $4.85 to $5; lower grades, $3 to $4.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are a little easier owing chiefly to their comparatively poor condition. Local dealers quote 5 to 5¼c. for cured, and 4c. for green.

SHEEPSKINS—Although there is a good quantity coming in, prices for choice skins have gone up a little. We quote 70c. for choice skins. In calfskins nothing is being done and prices are nominal, 6c. for No. 1, and 4c. for No. 2.

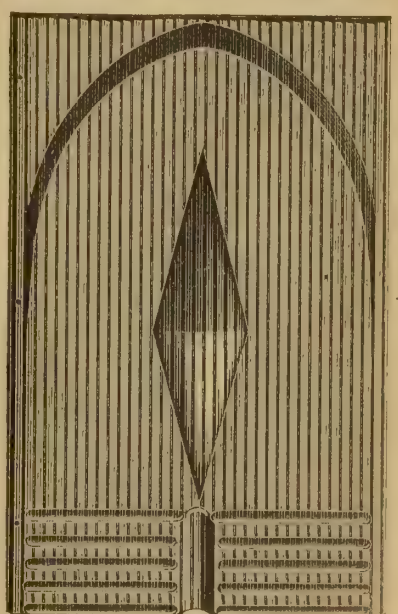
TALLOW—The supply is more than equal to the demand, and the market has a downward tendency. Local dealers are paying 5¼c. and selling at 5¾c.

WOOL—Nominal prices rule on a quiet market. Local dealers are offering 18 to 18½c. and selling at from 19 to 21c. The market is dull in pulled wool. Supers are quoted at 18 to 19c., and extras at 21c.

PETROLEUM.

Nothing new regarding the markets since the recent advance of one cent made by Canadian dealers. We quote in 5 to 10

THE JUNIOR PEDLAR



The only up to date 10 x 14 shingle made. Send for new catalogue. Protective discount allowed the trade.

THE PEDLAR METAL ROOFING CO.
Office and Works: Oshawa, Ont.

MARKETS.—Continued

bbl. lots, imperial gallon Toronto : Canadian, 12 to 12½c.; carbon safety, 16 to 17c.; Canadian water white, 16 to 17c.; American water white, 18c ; photogene, 20c.

MARKET NOTES.

Sanderson Pearcy & Co. have an enquiry this week from Natick, Mass., for conservatory glass.

A representative of the Canada Paint Co. has already booked orders for about half its anticipated output of paris green.

H. S. Howland, Sons & Co. are in receipt of consignments of English, American, and Canadian hardware, and report their stock now complete.

UNITED STATES MARKETS.

NEW YORK, Feb. 1, 1895.

PIG IRON—Early London cables noted business at as low as £59 12s. 6d., or £2 2s. 6d. under Monday's closing prices in that market A subsequent rise of £1 5s. took place, and was maintained up to the close. Despite this lively movement, the New York market had a sleepy and tired appearance, with the level of prices lower and more than usual disposition among operators to keep transactions private. On the surface it looked very much as though "bullish" sentiment is very thin in this quarter at present, and that "bearish" sentiment has not fully recovered from the shock it received last week. Pending a more settled condition of affairs, consumers purchase cautiously and in a small way only. On 'Change sales were recorded of 5 tons spot delivery at 14c.

COPPER—The market at present is rather quiet. Purchases are being made in a jobbing way only, and the demand from all sources is moderate. This quiet condition of affairs does not, however, seem to unfavorably affect prices, or prompt more active selling movement. Lake Superior ingot is still quoted at 10c., and for electrolytic the popular quotation is 9¾c. Casting stock is hardly as firm as the other varieties, being quoted at 9⅜ to 9½c., as to brand.

PIG LEAD—Buyers are still operating quite indifferently in this market, rarely taking more than a few carloads at a time, as current wants may necessitate, and manifesting little interest in forward deliveries. Sellers are not offering with greater freedom than heretofore of late, but it is rare that orders for good-sized lots of common western at 3.12½c., and smaller quantities at 3.15c., are turned down. The latter price is generally asked. London cable to the Metal Exchange quoted £9 12s. 6d. for soft Spanish.

SPELTER—No increase in the volume of business is noted in this quarter, nor does there appear to be any improvement in the demand. The offering is rather more urgent, and, along with the dull trade, keeps the market in a flat, weakish condition Good western brands may be secured easily at 3.30 to 3.35c., and a shade less would probably buy inferior kinds. London cable to the Metal Exchange quoted £14 5s. for good merchant brands.

ANTIMONY—There is a very fair business and prices remain steady, with 7⅛ to 7¼c. quoted for Hallett's and 8½c. for Cookson's, from store.

NICKEL—Sellers' prices are 36 to 42c., according to size of order, etc.

TIN PLATE—The market is without decided change, business being rather spasmodic and the demand not a great deal better. Prices show little variation, but the market has gained little, if anything, in tone thus far this week.

IRON AND STEEL—Some of the better brands of high grade foundry pig iron have met with very fair sale the past few days, chiefly for February and March delivery. Otherwise the movement is no livelier, and the general condition of the market is unchanged. Quite a good business is doing in ordinary merchant iron and steel, such as bars, hoop, etc., but prices are still low and irregular. Structural material continues low, despite the fact of very good business under way and in sight. In steel rails and track supplies nothing of importance is doing here.

THE NEW WIRE LIST.

The following is the new iron and steel wire list per 100 pounds, as revised at the meeting in Montreal last week, except prepaid on lots of half-ton or more :

Nos.	Bright.	Annealed.	Oiled and Annealed.	Coppered.	Copper Spring.	Galvanized.	Nos.	Bright, Weaving & Binding (Blk).
0/7	$ 2 60	$ 2 65	$ 2 50	$ 3 10	$ 3 60	$ 3 00	21	$ 5 10
8	2 60	2 65	2 50	3 10	3 60	3 00	22	5 25
9	2 65	2 70	2 50	3 15	3 65	2 85	23	5 60
10	2 75	2 75	2 50	3 25	3 75	3 20	24	6 30
11	2 85	2 85	2 50	3 35	4 35	3 20	25	7 00
12	2 95	2 95	2 80	3 95	4 45	3 20	26	8 00
13	3 00	3 00	3 10	4 10	4 50	3 50	27	8 50
14	3 15	3 00	3 25	4 15	4 65	3 60	28	9 00
15	3 35	3 35	3 65	4 35	4 85	3 75	29	9 50
16	3 65	3 95	4 00	4 65	5 15	5 30	30	10 00
17	3 80	4 00	4 15	5 30	5 80	5 50	31	10 50
18	4 00	4 20	.....	5 60	6 10	5 70	32	11 00
19	4 25	4 45	.....	6 00	.....	6 00	33	12 00
20	4 55	4 65	.....	.....	.....	.....	34	13 00

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0/7	$ 2 60	$ 2 65	$ 2 50	$ 3 10	$ 3 60	$ 3 00	21	$ 5 10
8	2 60	2 65	2 50	3 10	3 60	3 00	22	5 25
9	2 65	2 70	2 50	3 15	3 65	2 85	23	5 60
10	2 75	2 75	2 50	3 25	3 75	3 20	24	6 30
11	2 85	2 85	2 50	3 35	4 35	3 20	25	7 00
12	2 95	2 95	2 80	3 95	4 45	3 20	26	8 00
13	3 00	3 00	3 10	4 10	4 50	3 50	27	8 50
14	3 15	3 00	3 25	4 15	4 65	3 60	28	9 00
15	3 35	3 35	3 65	4 35	4 85	3 75	29	9 50
16	3 65	3 95	4 00	4 65	5 15	5 30	30	10 00
17	3 80	4 00	4 15	5 30	5 80	5 50	31	10 50
18	4 00	4 20	.....	5 60	6 10	5 70	32	11 00
19	4 25	4 45	.....	6 00	.....	6 00	33	12 00
20	4 55	4 65	.....	.....	.....	.....	34	13 00

SPECIAL HALIFAX LETTER.

HALIFAX, Jan. 31, 1895.

BUSINESS is fair as a rule, and travelers report good sales east and west. The prospects for a good year's trade are very good. The retail trade is looking up in this city, particularly in builders' supplies. Stock-taking is the order of the day.

The Hardware Association will hold its first dinner on Thursday evening, Feb 7th, at the Halifax Hotel.

It now appears that the nail combination has materialized. The Maritime men have gone in, I am told, and the price will be $2.10 f.o.b. I hope nobody will be surprised if I tell them that a day or two previous to the arrangement being arrived at, orders were placed down this way for at least 12,000 kegs, and the price was not $2.10, neither was it $2, nor even the old figure of $1.70. In some cases it was considerably lower than that. Thus, the Lower Province dealers have enough nails ordered to last them a twelve-month, and I fail to see how the new combination will help anyone, as far as our trade is concerned.

Truro, the shire town of Colchester county, 40 miles from Halifax, on the I.C.R., wants its Town Council to hold out special inducements to manufacturers. It has a number of manufacturing concerns now. One of them—the Truro Foundry and Machine Co.—has just secured a contract from the Dominion Coal Co. for the manufacture of some 21 wheels, with necessary gear, for hoisting purposes at the collieries in Cape Breton. The contract is a big one.

The city of Halifax has advertised for 4,000 bbls. of cement (Portland) for sewerage work. Among those tendering are : Atlas & Co., New York ; Franklyn & Ferguson, New York ; Bellehouse & Dillon, Montreal ; Manhattan Cement Co., Manhattan, and several Halifax agents. The tender will likely be awarded this week.

Reports from Ferrona say the demand for pig iron is very limited. The Charcoal Iron Co. have a large stock on hand, which is being held at $16.

TAUNTON.

C. P. R. TRAFFIC RETURNS.

December, 1894, gross earnings, $1,554,859 ; working expenses, $966,416 ; net profits, $588,443. In December, 1893, the net profits were $580,896, and for the twelve months ending December 31, 1894, the figures are as follows : Gross earnings, $18,752,168 ; working expenses, $12,328,859 ; net profits, $6,423,309. For the twelve months ending December 31, 1893, there was a net profit of $7,741,416. The gain in net profits over the same period last year is, therefore, for December, $7,546, and from January 1 to December 31 there was a decrease of $1,318,107.

Bug Killers Discussed

At the Farmers' Institute, held at Wycliffe Hall, Brantford, Jan. 16, 1895.

Prof. James Fletcher, Entomologist of the Central Experimental Farm, Ottawa, at the close of his address was interrogated before the meeting as follows :

Question.—"A Toronto firm is advertising 'Peerless Bug Killer,' stating that it is recommended by the Experimental Farm, at Ottawa. Do you know anything about it?"

Answer.—"I do not recollect the name, and do not remember ever having heard of it."

Question.—"If it had been recommended by the Experimental Farm at Ottawa, would you have known about it?"

Answer.—"Any recommendations with regard to the subject of insects would probably come from my department of the Farm; but I do not remember ever having either heard of or testing this substance."

Question.—"Have you ever used 'Church's Potato Bug Finish,' made at Paris, Ontario?"

Answer.—"I have used it to a limited extent; some samples were sent to me for trial."

Question.—"Did you find it a success?"

Answer.—"Yes, the results were very satisfactory as far as I used it."

Dealers can draw their own conclusions from above. Every recommendation or testimonial for Church's Bug Finish published by us guaranteed genuine. One hundred dollars for proof to the contrary.

Church's Bug Finish was used last season by the Experimental Farm, Guelph, and paid for by the barrel.

A few more towns open for agencies.

THE ALABASTINE CO., LTD.
Paris, Ont.
Sole Manufacturers.

CHURCH'S COLD WATER

Alabastine

Has superseded all other water-color wall coatings.
It is the **best advertised goods in this line.**
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **fifty per cent. profit.**
Beware of **imitations** bearing similar names.
Order early to insure a full line of advertising matter.

Jellstone

The new **Cold Water Wall Coating.**
Made especially for Painters' use, and sold in bulk at a low price.
Not advertised to the general public.

Church's Dry Size

Stops suction and kills stains.
Just the thing for painters.
One coat of size and one coat of Jellstone make an elegant job on a bad wall.

N. B.—All of our goods protected by letters patent.

The Alabastine Company
LIMITED

WHOLESALE AGENTS :
Sanderson Pearcy & Co., Toronto, Ont.
Hill & Forbes, Montreal, P.Q.
G. F. Stephens & Co., Winnipeg, Man.

Sole Manufacturers
PARIS, ONT.

FIREARMS ! !

Will It Pay ?

Yes, certainly, if bought at Headquarters.



AGENTS FOR
F. DUMOULIN & CO.
LIEGE - BELGIUM

Import Orders Solicited

PAINCHAUD, SQUIRE & CO.

MONTREAL and ANTWERP, Belgium

ABOUT KNIVES AND FORKS.

SO familiar are we at the present day with the use of knives and forks, and other implements of the household, to assist us in the cutting up and eating of our food, says Housefurnishing Review, that it may instruct not a few of our readers to learn that both these useful table and kitchen necessities are of comparatively modern invention—so recent, indeed, that it is curious to think what must have been the condition of society before they came to be in common use. Discoveries have proved that the earlier inhabitants of Europe and the aborigines of America used splinters of stone or hardwood for cutting purposes, and it is a matter of wonder to discover what work they were enabled to perform with such primitive implements. The Greeks used copper hardened by tin, and various kinds of brass and bronze, as blades for the weapons and knives for domestic purposes. The Romans are supposed to have been the first to make edge tools of iron for carving meat and for war-like purposes. England has always been pre-eminent in the manufacture of knives, even from the time of Queen Elizabeth. Case or sheath knives are the most ancient kind of cutlery; they originally had the blade stuck in the handle, and when not in use were covered by a case or sheath. Coarse knives, called "Whittles," were manufactured at Sheffield in 1575, and were sold at the price of one penny, a good round sum in those days. In 1650 clasp knives were first recorded; they were made to fold over and shut into handles of iron or tortoise shell, but they were very clumsy implements compared with the elegant pearl and ivory-handled six and eight-bladed affairs of the present day. Sheath knives were used mostly for kitchen use and to cut up meat, and even now one can see a butcher or a cook wield a knife, which, when not in use, is enclosed by a leather sheath. But nowadays the knives used for culinary purposes are innumerable, and to describe them all would be to far overrun these pages.

Forks are of much later invention than knives. Probably the first pronged instrument was used by the Italians late in the 15th century. They appear to have been unknown to the ancients, no trace of them ever having been discovered among the ruins of Herculaneum and Pompeii. The Chinese had the nearest idea to the fork in "chopsticks," which required a great deal of expertness to use with grace or effect. Chopsticks are used by the Chinese for eating purposes up to date. Before forks were invented fingers were made to perform the service of picking up the meat, both for cooking and eating. Even after forks were introduced they were looked upon as unnecessary luxuries, and were even forbidden to be used in certain monastic establishments and convents. Forks were at first made with only two prongs of iron, in fact they were more like double skewers; then three prongs were considered necessary, and these prongs were considered more useful when bent. The French manufactured a spoon fork, with four or five prongs, but these were considered more ornamental than useful, and were always made in silver for presents. Four prongs are now considered the proper number for a well-made fork, although most of the steel forks have only three. The first absolute necessity for a fork was in all probability felt by a carver, who required something to hold the meat steady while operating. The oldest carving fork known originally belonged to Henry IV. of France, about the year 1600. It is still to be seen at the Castle of Pau, in the Basses Pyrenees, where Henry was born. It is made of steel and with two prongs of great length, being long enough and strong enough to secure a "baron" of beef. The earliest mention of forks in Italy was in 1611. In England, 250 years ago, it was quite a common sight at a banquet for each guest to put his fingers into the dish and help himself. At the present time in America such customs are only to be found at "free lunches." In ordinary life, however, the man who would put his fingers into the dish would be turned out, as a savage, and he who puts his knife in his mouth is considered anything but a gentleman. The fork is now as necessary a part of the culinary appointments as the knife is.

A. C. LESLIE & CO.

A. C. Leslie & Co., manufacturers' agents, Toronto and Montreal, are closing their Toronto offices. After Jan. 31 all correspondence should be addressed to 445 St. Paul street, Montreal. They have had an office in Toronto for eight years past, and have a large connection with both manufacturers and merchants throughout the west. The closing of the Toronto office does not mean that they are in any sense giving up their western connection, as they will make arrangements to be well represented in western Ontario. For the present, W. S. Leslie, who has been in charge of the Toronto office, will cover the ground. They are now in a position to place import orders for all kinds of iron and steel, as well as American fencing wire, to better advantage than ever before. Their samples of cutlery are also excellent value, and they intend to devote special attention to this line and hope to improve it still further.

IMPORT ORDERS AND FREIGHTS.

While making the rounds of the wholesale trade this week, HARDWARE ran across a jobber who was discussing the price at which import orders are being booked. After figuring it down as fine as possible, he showed that, while at the freight rates for points east of Toronto the prices quoted might just cover the cost, the additional charges for stations west and north would certainly bring the cost above that mark. "The probability" said he, "is that those who are quoting so low have figured on the freight being charged on the same basis as hitherto, that is, one rate for all ordinary points in Ontario. This year the system has been changed, and the various stations in the province have been arranged in 'groups.' This means that glass could be delivered in Kingston at less than in Toronto, and in Toronto at less than in Hamilton, Collingwood, etc. Should my suspicion that some jobbers are not aware of this change in the order of things prove true, there will be some sore men among the glass trade when the spring business is done."

PERSONAL MENTION.

Mr. E. Samuel, of M. & L. Samuel, Benjamin & Co., Toronto, is in New York this week.

Mr. A. C. Leslie, of A. C. Leslie & Co., Montreal, was in Toronto on Thursday, en route home from a business trip in western Ontario.

THE POLICY OF SMALL ORDERS.

It is said that the manufacturers and jobbers in almost all lines of goods are receiving more small orders than has ever been known before. The total, of course, says Stoves and Hardware, is not so large as in times of greater business activity, but the number is considerably greater. This is the result of a quiet trade, and one which is only natural under the circumstances. In at least one sense, the policy of small orders is to be commended. It prevents a stocking up by the retailer in excess of his actual requirements, and enables him to avoid a possible straining of credit or an extension of his accounts, beside affording him an opportunity of discounting his bills. On the other hand, the filling of small orders by the manufacturer or jobbing house costs proportionately more for clerical work and in the way of office expense than is the case where round lots are ordered, this extra work and expense being added to the amount of the bill. It costs as much to make out a bill for one stove as it does for a dozen, taking this trade as an illustration, while it is generally the rule that prices are graded according to the size of the order. This is one reason against the policy of what have come to be classed as hand-to-mouth orders, but it is probable, on the whole, that such a policy has been for the ultimate good of all branches of the trade, and that if more liberal buying had been the rule, general business would not be in such a comparatively good condition as it is to-day. The policy, however, can be carried too far, and there is as much probable loss in a stock of goods that is too small as there is danger in one that is too large.

TRADE CHAT.

IT is said that Wm. Doran and George Roach and other directors of the T. H. and B. railway, are in New York trying to prevail upon the New York Central R.R. Co. to take the road off their hands.

Another carriage factory is being built in Windsor.

A new gold find has been made at Salmon River, and sixty acres have been taken up.

A number of former Gananoque citizens lost heavily by the late fire at Merrickville.

The $10,000 by-law to extend the electric light and waterworks system carried at Collingwood.

During the year just past the total output of crude oil from Petrolea amounted to 1,078,826 barrels.

The Ontario Malleable Iron Co., of Oshawa, whose works were recently burned, have decided to re-build.

"Was the car crowded this evening?"

He—No, there were three straps that were not in use.—Inter Ocean.

The first boiler ever built in the M. C. R. shops at St. Thomas, and believed to be the largest in western Ontario, has recently been completed.

The Toronto Radiator Manufacturing Co. have secured large contracts in London and Toronto for heating dwelling houses with their Safford radiator.

In their manifesto the Patrons of Industry say they desire that the following goods be admitted into Canada free of duty: Cottons, tweeds, woolens, workmen's tools, farm implements, fence wire, binder twine, coal oil, iron, and corn.

L. J. Barwick has severed his connection with the Canadian Oil Co., and started business for himself at 598 Queen west, Toronto, where he is handling the Sarnia coal oil the same as usual; also the imported American "White Star" coal oil. Mr. Barwick will be glad to meet all his friends at the new stand.

It is said that a scheme is on foot for organizing the wage-workers of the United States, Canada, and Mexico into one comprehensive labor union, the object of which is to solve the great labor problem. What is the "great labor problem" which it is proposed to solve? A little more definite information on this subject would be gratefully received.—American Artisan.

As soon as the Arrow Lake line is completed, as it will be this summer, the facilities of transportation from the Slocan country to the C.P.R. will be complete, and with the proper coal and other necessary materials for smelting at our very doors, a smelter here ought to be able to compete with those at Omaha, Great Falls, Everett, and Tacoma, for this trade, which would also doubtless lead to a large extension of business relations with the Kootenay districts in other branches of commerce. The smelting industry has this also in its favor, that it is not likely to be swamped in its struggling infancy by the competition of eastern manufacturers, which in these days of increased facilities of communication and vast combinations of capital, renders the establishment of local industries more and more increasingly difficult every decade.—Calgary Tribune.

John Matthews, formerly manager of the Foreign Express firm of Pitt & Scott, who was convicted of having conspired with others in New York, Montreal, Havana, and other places to defraud the United States Government out of Customs duties, was sentenced by Judge Benedict to two years in the King's county penitentiary. The full penalty of the crime is two years imprisonment and a fine of $1,000.

Canadian patents granted to inventors residing in Canada: S. S. Casey, London, Ont., clip for wire fences; A. J. Fowler and John Young, London, Ont., improvements in burners; Robert Clark, sen., Petrolea, Ont., air grate furnace (extension); C. S. and J. W. Dean, Fort Erie, Ont., boiler flue cleaner; O. Baker, Osborne, Ont., pedal motion; S. J. Vandette, Port Hope, Ont., wrench; R. S. Hodgins, Lucan, Ont., burglar alarm.

The first annual meeting of the H., G. & B. Electric railway was held Monday evening, and the reports presented were most satisfactory. All the stock has been taken up, and most of the shares are paid up. The bonds will be disposed of next week to a Toronto broker. The company propose to purchase and equip a park on the lake shore east of Stony Creek as a summer resort, and will not run a line to Grimsby Park at present. Having obtained permission to cross the Grand Trunk tracks at Ferguson avenue, Hamilton, the line will be extended at once to the corner of Main and James streets in the centre of the city, and a passenger and freight depot will be established at the corner of Catharine and Main streets.

Life is real, life is earnest,
And the moments speed away
In a manner far too rapid
When we have a note to pay.

WHO PUTS UP FANS?

A retailer asks: "I intend fitting up my store with fans for cooling the atmosphere. Where can I find a firm that does that kind of work?"

[Can any of HARDWARE'S readers supply the information? —EDITOR HARDWARE.]

STOCK WANTED.

SMALL STOCK HARDWARE WANTED in good town, doing profitable trade. Give full particulars. E. A., HARDWARE Office, Toronto.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon



We have just put in New Machinery, by which we can turn out
HAMMERS AND SLEDGES
OF EVERY KIND
At lower prices than ever before.
Only best steel used.
Write for fuller particulars.
JOSIAH FOWLER,
ST. JOHN, N.B.

Books for Retailers
Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

Windsor Plaster Company
MANUFACTURERS OF
Calcined and Land Plaster
English Selenite Cement Wall Plaster
For Walls and Ceilings. Always ready. No mixing beforehand.

POTATO BUG EXTERMINATOR.
Sure death to bugs. Used in Nova Scotia for ten years. Sold in 300 lb. barrels only.

WINDSOR PLASTER COMPANY, - - Windsor, Nova Scotia.

THE TIN SITUATION.

THE tin market in the United States has been of an unusually interesting character the past week or ten days. N.Y. Journal of Commerce, of Saturday, said: "For some time there has been a sharp contest between prominent operators in pig tin. The 'bull' side had as its chief supporters a syndicate headed by prominent firms on the continent. The 'bear' side was generalled by a London operator of world-wide prominence in the trade, and who has conducted many a large deal in the metal. Up to within about two or three weeks ago the 'bear' party had matters nearly all their own way. Supplies of tin came forward from producing points at a rate that encouraged short selling, and the 'bear' leader had many followers. The visible supply had increased from a normal of between 14,000 and 16,000 tons to 24,600 tons, and the weight was looked upon as very likely to break the syndicate. In that there appears to have been an error of judgment. The records show that the 'bears' forced prices down from about 16.75c. in September, 1894, to 13c. at the middle of this month, meanwhile making many profitable turns. Similar fluctuations and heavy selling took place in London. It would seem, however, that the 'bears' were ultimately caught without sufficient tin to cover contracts calling for deliveries ending this month. The syndicate had the contracts and most of the available tin. A few days ago they squeezed the London end of the line and raised prices about £3 per ton above the lowest point. More recently their New York representative have taken the local 'bears' in hand and given them a severe twist. Less than three weeks ago the 'bears' were selling at 13c. per pound and wagering that the price would drop to 12½c. before March 1st. Yesterday some of their number paid 14c. per pound and over for tin on the spot, and 13½ to 13.60c. for lots to be delivered next month. The appearances are that the 'bull' syndicate have control of the greater portion of the heavy visible supply, and some authorities express the opinion that, with a considerable short interest in contracts falling due in February and March, they will be masters of the situation for sixty days or more, unless the 'bears' do some heavy covering in the meantime or gain footing through influence unseen at present."

Tuesday last The Daily Metal Market Report had this to say: "To-day has witnessed the entire collapse of one of the most assinine efforts ever undertaken to corner the market. Whoever may have been at the back of the recent movement must either have been totally ignorant of the situation or have been blinded by a dazzling folly of their own strength. Had the originators of the movement but united three or four days, or until the tenders had been made on February contracts, they would have been able to secure a large portion of the spot stock here at practically their own price, and not only this, but they would have left that operator who has sold them fully 200 tons of spot and January tin at 15c. practically without the ammunition which he had used with such good effect in defeating their objects. In our issue of Saturday we called the attention of consumers to the dangerous condition of the market; we now call their attention to the situation in which we would have been placed had the operators in question been successful, thus forcing them to pay from 15 to 15½c. for tin during the month of February."

CORRECTION.

EDITOR HARDWARE,—It is only to-day my attention has been called to an article in the front page of your issue of the 19th inst., in which the name of my company is mentioned as having originated a movement to resuscitate the old White Lead Association, and I have to express my disappointment that such a statement should have been published by you without communicating with me. There is no foundation for the statement whatever, and I will be glad if, in future, you will be careful to have references to my company enquired into before giving them to the public.

WILLIAM H. EVANS.

[REMARKS: The information was furnished by what HARDWARE considered reliable authority, and was published in good faith. We willingly, however, publish Mr. Evans' denial. Although a party to it, the Canada Paint Co. were not the instigators of the movement in question.—EDITOR HARDWARE.

GERMAN CEMENT.

There are upwards of 63 cement works in Germany. The year's output, according to Kuhlow's Trade Review, is about 10,600,000 barrels, and in the production of this quantity of cement 18,000 workmen were employed in 1893, occupying 5,500,000 working days and earning 14,250,000 marks in wages.

Near Hamburg there are three or four factories for the production of this article, but the centre of the production is on the Rhine. The largest customers for cement are the United States, Brazil, Chile and Venezuela, and in Europe, Norway and Russia, as follows:

Country	Quantity. Cwts.	Value. £
United States	1,386,872	168,023
Brazil	446,338	40,280
Chile	131,067	13,102
Venezuela	102,994	9,736
Norway	58,356	6,709
Russia	34,353	2,941

The importation to Great Britain was insignificant, but British possessions, such as Australia, the Cape, and British East India took 123,666 cwts., valued at £12,247.

TRADE SALES.

Several stocks were sold at Suckling's auction rooms, Toronto, on Wednesday. There was a large attendance of buyers from all parts of the province. The stock of Brown, Waite & Co., general dry goods, Smith's Falls ($10,316), was sold to Thos. Brown, of Colborne, for 55 cents on the dollar. The dry goods stock of Bowes & Co., Kingston, amounting to $2,500, was sold to Bigelow & McCaul, of Trenton, for 70 cents on the dollar. The stock of general dry goods of J. W. Dale, of Mitchell ($6,830), was bought by M. C. Dale at 65 cents on the dollar. The $10,000 general stock of Fyfe & Co., Barrie, was knocked down to Christopher Moore, of Orillia, at 31 cents on the dollar. The tailoring stock of Maynerd Bros., of Orillia, was purchased by R. H. Jupp for 50 cents on the dollar, and the general stock of D. Lavery, of Kirkfield ($3,300), was bought by Mr. Perry for 51 cents on the dollar.

U. S. COPPER PRODUCTION.

The Engineering and Mining Journal estimates the copper production of the United States and foreign countries as between 9 and 10 per cent. greater in 1894 than 1893; domestic product being given as 159,686 gross tons in 1894, compared with 143,965 the previous year. Nearly all of this increase was in Montana, the Lake Superior mines showing practically no change. The year showed a slight decrease in exports from that country, but less than half as great as the estimated increase in foreign production. The returns indicate, remarks N.Y. Journal of Commerce, that domestic and foreign consumption have more than kept pace with the increased product of the mines, and that the new year opens with decreased stocks and a prospect of increased consumption at home and abroad without indications of considerable increase in output.

COST IN STOCK-TAKING.

In connection with the series of articles Iron Age recently published relating to approved methods of making the annual inventory, the question as to the principle on which goods should be priced was touched upon, and especially as to whether freight, boxing, etc., should be treated as part of the cost. The following letter, in a recent issue of that journal, bears upon this point:

"In matter of request for opinions as to proper way to take cost in stock-taking, I think the best answer to correspondent, who does not add freight, boxing, etc., in cost of goods, is to say that he must be a twin brother to the fellow who buys a mixed stock of goods, cutlery, files, hat and coat hooks, etc., and averages his freight, and then thinks himself smart in being able to undersell his careful competitor. He is selling his hat and coat hooks at less than cost; but you know 'where ignorance is bliss,' etc."

BRITISH TIN PLATES IN 1894.

GRIFFITH'S Annual Review of the iron, steel, and allied industries in Great Britain for the year 1894 summarizes the condition of the Welsh tin plate industry as follows :

"Most of the works in South Wales and Monmouthshire have been halting between stopping and starting throughout the year. Common coke plates were in January sold at 10 shillings and 6 pence a box in Liverpool, and penny by penny the price has gradually been pushed down to 9 shillings and 6 pence. In October the American tariff was reduced to 1 2-10 cents per pound, and this was accompanied by an immediate increase in shipments to the States, but though the returns for the months since the duty was reduced are much above the average for the year, they are not what was looked for after such long-continued short shipments. In our opinion, as yet, the American manufacturers of tin plates do not know either the weakness or the strength of their position under the Wilson tariff, and equally, we think, the Welsh manufacturers do not know their own hand. The collapse of business in the States in the earlier months of the year threw everything out of gear. On the one hand it favored 'domestic' manufacturers by reducing costs ; on the other, for a time, it paralyzed the power of the nation to digest (or consume) its own or any other people's manufactures. After the new tariff took effect, the whole of the American works were laid off by labor troubles ; now they have resumed with non-union labor ; and we shall soon be able to judge where the balance of power lies—i.e., whether or not the 1 2-10 cents per pound duty is sufficient to turn the scale in favor of America. It has always been our opinion that cheap labor was not sufficiently plentiful in the States to enable tin plates to be made there so economically as in South Wales, and therefore we hold, on econom c grounds, that South Wales, and not America, is the place to make these things If the whole process can be carried out mechanically with satisfactory results, then, duty or no duty, South Wales would at once lose her hold on the American market. The course of events in the tin plate trade this year will be watched on both sides of the Atlantic with peculiar interest."

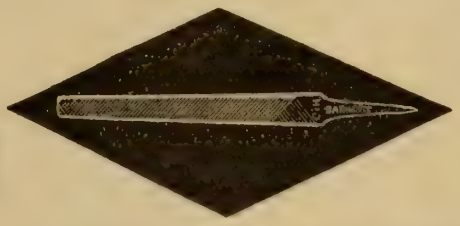
A PRETTY SOUVENIR.

During the recent session of the Ontario Architects' Association, the Toronto Steel-Clad Bath & Metal Co., Ltd., distributed among the members of the convention a number of small memorandum books gotten up specially for the purpose. This little book, which is neatly bound in a pliable leather cover, was accompanied by a pamphlet entitled, "Why we 'wood' not," setting out the merits of the company's steel-clad baths. This company has also issued a handsome calendar desk pad, which contains a space for memo's for every day in the year.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

CUTLERY
A. C. LESLIE & CO., Montreal and ... Toronto
We are closing out the stock of Cutlery, Spoons, etc., at our Toronto office, and can offer special inducements to buyers during the present month.

TRADE MARK.
BLACK DIAMOND  FILE WORKS
21 to 43 Richmond St., Philadelphia, Pa.
G. & H. BARNETT,
MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

Babbit Metal

OUR WELL KNOWN BRANDS
MONARCH
THURBERS AND
PHILADELPHIA
Have given universal satisfaction and are acknowledged to be the Best Anti-Friction Metal for all Machinery Bearings, High and Low Speed, Steam, Marine and Stationary Engines, Dynamos, Saw, Paper, Flour, Cotton, Sugar, and Rubber Mills, Threshing Machines, Shafting and General Repair Work. Quotations upon application. Sample order solicited.
Manufactured only by
The James Robertson Co. Ltd.
Montreal Winnipeg St. John, N.B.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

L. & E. HART, general store, Guysboro', N.S., are offering to compromise at 40c. on the dollar.

Riddell Bros., general store, Pipestone, have assigned.

Peloquin Laurin, general store, Sorel, Que., has assigned.

H. A. McKinnon, general store, Napinka, Man., has assigned.

J. B. Holmes, general store, Comox, B.C., is asking for an extension.

J. B. Lavalle, general store, St. Germain de Grantham, Que., has assigned.

The creditors of R. Story & Co., hardware, Barrie, Ont., have been called together.

Durno & Co., general store, Acton, Ont., have assigned to W. H. Argles, Toronto.

Ballantyne & Wilson, tinware and stoves, Brussels, Ont., are offering to compromise.

J. McKim & Sons, general store, Union, B.C., have compromised, at 50 cents on the dollar.

Russell, McDonald & Co., general store, Victoria and Vancouver, B.C., have assigned.

John A. Robinson, wagon maker, etc., Newbury, Ont., has assigned to James Douglas.

T. Chislett, general store, Flesherton Station, Ont., has assigned to Henry Barber & Co., Toronto.

Charles Desmarteau has been appointed curator of the estate of D. Leroux, wood dealer, Montreal.

John Gilmore, furniture and crockery, St. Catharines, Ont., is offering to compromise at 60c. on the dollar.

Jemima D. Richardson, general store, Norwood, Ont., is offering to compromise at 50 cents on the dollar.

Gustave Joly, general store, St. David (Yamaska Co.), Que., is offering to compromise at 40c. on the dollar.

An insolvency declaration has been applied for in the case of Lawrence Parker, hardware, St. John's, Newfoundland.

Pauze & Lamouche, hardware merchants, Montreal, are offering to compromise at 50c. on the dollar. Their direct liabilities are $4,770, and indirect, $21,972; assets figure up about $5,500.

PARTNERSHIPS FORMED AND DISSOLVED.

Savage and West, grocers, Levi, Que., has dissolved.

A. J. Augur & Co., lumber, Quebec, Que., have dissolved.

Kieffer & Quesnel, machinery, Montreal, have dissolved.

The Standard Silver Co of Toronto, Ltd., has obtained a charter.

The Montreal Roofing Co, Ltd., Montreal, is applying for incorporation.

Lally & Jones, agricultural implements, Belleville, Ont., have dissolved. M. Lally continues.

The Montreal Silver Truss Co., Montreal, is applying for incorporation.

Burton & Miller, silver platers, Belleville, Ont., have dissolved partnership.

Marchessault & Taillerfer, carriage makers, Granby, Que., have dissolved.

The Shirra Milling Co. of Caledonia, Ltd., Caledonia, Ont., have obtained a charter.

The Niebergall Stave and Lumber Co. of Staples, Ltd., Staples, Ont., has obtained a charter.

Tucker & Cameron, general store, Carbonear, Newfoundland, have dissolved. W. Tucker retires.

Thos. W. Hess and N. W. McLaren have been registered proprietors of T. W. Hess & Co., electrical supplies, Montreal.

George Henry Langwell has been registered proprietor of George Langwell & Son, metals and glass, Montreal, Que.

Dickie & Marquis, general store, Pickering, Ont., will dissolve partnership on Feb. 1. John Dickie will continue under style of John Dickie & Co.

A co-partnership has been registered between W. H. Adams and Stewart Mason, under the name of Adams & Mason, general store, Parrsboro', N S.

SALES MADE AND PENDING.

E. A. Thornton, general store, Norval, Ont., has sold out.

H. Zant, general store, Port Elgin, Ont., is about to sell out.

Wm. Morrison, harness, Ingersoll, Ont., has sold out to John Hill.

The assets of Simon Beauchamp, crockery, Montreal, Que., are for sale.

Joseph Cargo, blacksmith, Sintaluta, Man., has sold out to John Moody.

Mrs. E. Vervais' crockery stock at Montreal is to be sold by auction.

M. Grass, general store, Ridgetown, Ont., has sold out to Chas. H. Gerling.

E. A. Thornton, general store, Norval, Ont., has sold out to Vance & Co.

The business of G. P. Raven, wagonmaker, Kamloops, B.C., is advertised for sale.

J. G. Hayes, general store, Sundridge, Ont., has been sold out to Cain & Armstrong.

The stock of L. D. Heroux, general store, St. Barnabe, St. Maurice Co., Que., has been sold by auction.

The assets of P. A. Vaillancourt, general store, St. Charles (Bellechasse) have been advertised for sale by auction.

The Lorette stock of Q. H. Falardeau, general store, Ancienne Lorette, Que., has been sold at 53c. on the dollar, and the Sillery stock at 38c. on the dollar.

H. O. Edy, manufacturers' agent and tinware, has sold out to the Kemp Manufacturing Co.

K. F. Burns, Bathurst; W. H. Thorne, St. John, and Richard Turner, Quebec, have been appointed liquidators of the St. Lawrence Lumber Co (Ltd.), of Bathurst, N.B.

The assets of Laurin & Peloquin, general store, Sorel, Que., are to be sold by auction on Feb. 6.

M. H. Ash, blacksmith and wagonmaker, Sebringville, Ont., has advertised his business for sale.

The stock of F. P. Gassion, tinware and fancy goods, Toronto Junction, Ont., has been sold out.

Henderson & Co., auctioneers, are selling off by auction the stock of Frank S. Taggart & Co., dealers in guns, watches and art goods, Toronto.

CHANGES.

R. Scates, general store, Highgate, Ont., has been succeeded by J. S. Foster.

Felix Keiffer has been registered proprietor of Keiffer Bros., machinery, Montreal, Que.

G. J. Manning & Co., general merchants, Lefroy, Ont., are giving up business in that place.

Joseph Hirteis, manufacturer of brick and tile, St. Clements, Ont., has been succeeded be Koebel Bros.

The Kingston Foundry & Machine Co., Kingston, Ont., has been succeeded by Raney, Reid & Selby.

R. H. Little, general store and lumber, Lisle, Ont., is going out of the general store business on March 1.

G. F. Stephens & Co., wholesale paints, Winnipeg, are adding a hardware department to their business.

Cordelia C. Gollup, wife of John Duffee, has been registered proprietress of John Duffee & Co., carriage makers, Clifton, Que.

Charles Cameron, general store, Sunny Brae, N.S., has registered a consent for his wife, Jenneta Cameron, to transact business.

FIRES.

G. J. Manning & Co., general store, Lefroy, Ont., have been burned out.

Anderson & Nugent, furniture, Lindsay, Ont., have been partially burned out.

The stock of Asher & Leeson, general jobbers, Toronto, has been damaged by water to the extent of $1,500. Insured.

The stock of H. Sanders, optician, Montreal, has been damaged by water. Insured.

DEATHS.

Wm. Reynolds, general store, Orr Lake, Ont., is dead.

THE CRADLE CHURN.

The "Cradle" churn, which is now being thoroughly pushed and advertised among farmers and butter makers, shou d be handled by all leading hardware dealers. There is a better margin of profit on it than on any other churn in the market, and perfect satisfaction is guaranteed in every instance if directions are closely followed. Chas. Boeckh & Sons, who are the wholesale agents, report a greatly increasing demand, and it will tax the factory to its fullest capacity to keep pace with the orders. Circulars and price lists will be furnished to all dealers on application.

WHAT ABOUT ALUMINUM?

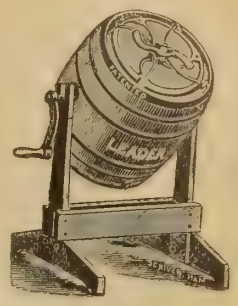
IT is a question worthy of being discussed whether we in the United Kingdom are paying sufficient attention to aluminum, says Ironmonger, London, England. We are aware, of course, that a new company has been started recently for the purpose of extracting the metal from the raw materials in Ireland, but even that manifestation of British enterprise may not prove equal to keeping us in the van of progress with regard to a metal which is coming into increasing use for a variety of purposes. At the moment it seems to be an undeniable fact that we are not in the forefront of progress in respect of this metal, the production of which is almost or quite confined to Switzerland, France, and the United States. We have no exact statistics as to the output in the two first-named countries, but the American production has grown from 10,000 lbs. in 1888 to 342,705 lbs. in 1893, and the estimate for 1894 is 642,705 lbs. An enthusiastic American writer, looking at this remarkable rate of progress, estimates the production for 1895 at 1,185,622 lbs., for 1897 at 4,101,778 lbs., for 1900 at 26,394,359 lbs., and for 1904 at 315,909,654 lbs., or say, in the last named year, at 158,000 tons of 2,000 lbs. each. If this estimate should be realized, we get the rather startling fact that the production of aluminum would be equal to the United States output of copper in 1893, which was 161,000 tons of 2,000 lbs. per ton! It is impossible to forecast the future, of course, but it may as well be borne in mind that at the new Niagara works 6,500 electrical horse-power will shortly be at work producing aluminum in a most economical manner. Even now, supposing the Swiss production at Neuhausen is only equal to the American output, and the French one-fourth as much, we get a total of, say, 1,448,000 lbs., or some 600 tons of 2,240 lbs. each. Where does it all go? There are no exact statistics, but it is known that about 70,000 lbs. of the Pittsburgh Reduction Company's make (about one-fifth of their total) last year went to steel-melters, and as about 7 oz. is used per ton of steel, it follows that some 160,000 tons of steel castings were alloyed with aluminum. One-tenth of the make of the same company was sold for making bronzes, some of which give average tests of 111,280 lbs. per square inch. The remainder was used up in a variety of ways of which there is no record, but largely, no doubt, for domestic utensils, harness fittings and ornaments, plated wares, wire, medals, picture frames, etc., etc. Dr. Wurtz, writing in The Engineering Magazine, thus discourses on the properties of aluminum, which he generically styles "the superabundant metal":

The physical and chemical qualities of aluminum, commercially pure, containing less than 2 per cent. of iron and silicon, are as follows:—Silverwhite, with a shade of violet or lavender; when "matted" by an alkali followed by an acid, it exhibits a beautiful dead-white surface. It takes a high polish and burnish. Gravity ranges from 2.56 for ingots, to 2.61 for wrought and rolled, and 2.67 to 2.8075 for foil. While a cubic foot averages 163 lbs., one of silver weighs 656 lbs., or four times as much. It ranks in malleability and ductility almost with gold and silver, and can be drawn into fine wire and tubes, and forged, stamped, pressed, and "spun" into all shapes, and beaten as thin as gold, but curiously does not become translucent like leaf-gold. When forged, drawn, or stamped cold, it becomes like soft iron, hard and rigid, especially when other metals are present, and requires frequent annealing. When perfectly pure it resembles iron, gold, silver, copper, etc., in being too soft for many practical uses, for which it has to be hardened by a little iron, or especially with silicon; this latter bearing to it the same relation as carbon to iron, conferring steely qualities of hardness and strength. Its electric conductivity is uncertain, but probably about half that of copper, for bulk. For weight, the ratio is 57 for copper to 100 for aluminum. Its heat-conduction approaches the same ratio. It resists oxidation, though in time a thin film, readily rubbed off, dulls its lustre. It resists saliva and organic liquids; hence it is adapted for dental plates and surgical uses. For culinary and table ware it is far better than silver, which is rapidly corroded by sulphur compounds. Alkalies and hydrocloric acid dissolve it rapidly. Mercury, made to enfilm it, causes it to oxidise energetically. Aluminum melts between silver and zinc, the point being uncertain. Well-polished aluminum yields in lustre and beauty to no other metal, and, exposed to close air with its sulphurous taints, retains polish where silver tarnishes at once. Castings and sheets acquire on a steel-brush wheel a finish equal in beauty to polishing. Smooth surfaces are matted by blackening with potash lye, pickling with sulphuric and nitric acids mixed, washing, and drying in sawdust. In burnishing, vaseline is used, also borax solutions. Aluminum foil, rolled to 1-2000 inch, is superseding silver for decoration. The best temperature for working is 400° to 600° Fahr. Aluminum is annealed at red heat with slow cooling.

We have heard all this before, of course, but it may be useful to give this reminder to those who ought to make use of a metal which is attaining so much vogue in other countries. It will not do for us to be "left" on aluminum; or for us to "wake up some fine morning" and find that our American or German rivals have established a business in goods made from a metal which we have carelessly ignored. There is a scarcity of good aluminum literature.

Time has clipped all the coupons of another year. Its prizes and its blanks are known. Mistakes cannot be recalled, but they may be avoided in the future. Experience, although generally costly, is always valuable. The wise man gauges the future by the past.—Ex.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

THE **UNIVERSAL VARNISH**

Is a leader for Inside or Outside Work.

A. RAMSAY & SON
MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS
As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S —We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

——OF THIS NAME

TORONTO BICYCLE FIRMS.

WHAT THEY DID IN 1894, AND WHAT THEY CONTEMPLATE DOING IN 1895.

HARDWARE has interviewed a number of the large bicycle dealers of Toronto, with a view to ascertaining how the business of the past year turned out for them, and what were the plans and prospects for the coming twelve months. It was found in nearly every case that the trade for 1894 had been good, and that the prospects for 1895 were very bright.

The travelers and head salesmen of the H. P. Davies Co. report a very large trade during the last season, the firm having sold in the neighborhood of 2,000 machines, and this year they are looking forward to the usual increase, as they have largely extended their facilities for handling the goods. They have reduced the number of lines previously carried, as they find it of much more advantage to their customers to confine their trade to a representative line only, and do not recommend more than one kind of machine in any grade. They have chosen the best of American manufacture in the "Road King" and "Duke," the latter listing at $75, which is covered by a responsible guarantee, and the firm are meeting with large success on this particular wheel, as it has given such splendid satisfaction heretofore.

Mr. Davies, the manager of the company, conducted a HARDWARE reporter to their factory, and explained that, owing to the heavy import duties, the company felt it necessary to confine their manufacture to the highest grade only, and have consequently decided upon building not more than 700 wheels, as they have found it better to build with a view to obtaining superiority, so that the wheel may command its price, and their reputation be preserved at any cost. The wheel has been named the "Uptodate," and appears true to the name. They have issued a handsome catalogue, which should be in possession of every dealer.

The Goold Bicycle Co., whose Toronto offices are located at 99 Yonge street, have started the new year with fresh vim. They claim to manufacture one of the only real Canadian wheels made. Every part of the machine, even to the "G & J" tire which they use, is made in their factory at Brantford. They have booked this year twice as many orders as at this time last year, and their factories at Brantford are running at full pressure with 120 men until 10 o'clock every night. They are offering as a special bargain a really good wheel for $90.

Hyslop, Caulfeild & Co., who have hitherto carried bicycles practically as a side line only, have been so encouraged by past successes that at the first of the new year they decided to go into the business on a larger scale. A new firm was formed with the style of Hyslop, Son & McBurney, the members being Wm. Hyslop, Sr., Wm. Hyslop, Jr., and James McBurney. The new "Hyslop" wheel which they will place on the market is built on horizontal lines, and weighs about twenty-two pounds—six pounds less than the average light roadster of last year. Their factory is fully equipped for the construction of wheels from English parts, which are imported separately to avoid the 30 per cent. duty on complete wheels. Mr. McBurney, a member of the firm, superintends the mechanical work, in which 100 men are engaged.

The Toronto Bicycle Exchange Co., who have hitherto confined their attention to exchanging, renting and repairing wheels and to the business of bicycle brokers, have just launched out in a new direction. They have added a manufacturing department to their establishment, and are now turning out a first-class machine which they call the "Queen City." This wheel is light, and up-to-date in every way. The composite parts are imported from England and put together in their well-equipped factory on Adelaide street. This high-grade article is being placed upon the market at $90.

The Comet Cycle Co. report a successful business for 1894 and bright prospects for 1895. The ever popular product of their well-equipped factory has in the past obtained such favor with the great buying public that they have not arranged to introduce any new lines. The "Comet" will be found up-to-date as regards weight, elegance of construction, etc. Seventy-five men are employed in this company's factory.

The "Wanderer" bicycle is still dicidedly in the swim. Its manufacturers are looking forward to doing a big business during the coming season. They have made some valuable improvements on their regular lines, which are practically of Canadian manufacture, the rough parts imported from abroad being finished and put together on the company's premises. They have perfected their chainless bevelled-gear safety, upon which they took out the Canadian patent two years ago. This wheel, they expect, will be thoroughly introduced this season. In all their wheels they use their patent detachable tire.

McLean & Bulley expect to do great things with the "Planet" this year. This bicycle has been improved by the introduction of high frame, horizontal bar, and large tubing. The manufacturers are building a roadster that will weigh between 24 and 25 pounds, and at the same time be strong and capable of withstanding almost any amount of wear and tear. Upwards of 200 machines are today in course of construction at this firm's factory.

A. D. Fisher is handling some first-class lines at his Yonge street warehouse. The "Czar" racer, the "Czar" racing tandem, and the "Czar" road tandem, he is paying special attention to. Two representatives of two leading commercial establishments of Toronto have purchased a "Czar" road tandem, and, by means of it, will call upon many hardware merchants throughout the country during the season. Mr. Fisher also handles the "A. D. Fisher Special," the "Ariel," and the Buffalo Cycle Co.'s wheels.

A. A. Allan & Co. are this year taking every pains to make their wheel, "The White Star," unequalled for durability, lightness of construction, and exquisite finish. This machine embraces all the latest improvements, including the French "lignum rims," which defy buckling, bending and splintering, and for which A. A. Allan & Co. are sole agents in Canada. They have issued a calendar for 1895, large numbers of which they are mailing to parties making enquiries concerning "The White Star."

Westman & Baker are agents for the Cleveland bicycles, manufactured by H. A. Lozier & Co., of Cleveland, O., who have issued a neat advance circular, setting out their intentions for this year. The "Swell Special" is their pet wheel for 1895. While it is a marvel for design, construction and finish, its distinctive features are its 1¼-inch tubing, reversible handle bars and crank axle adjustments.

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

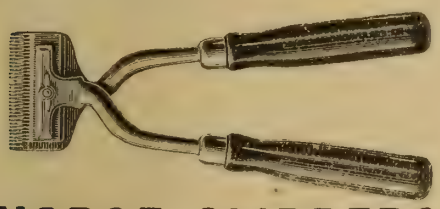
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO



HORSE CLIPPERS

GEM AND H. BOKER

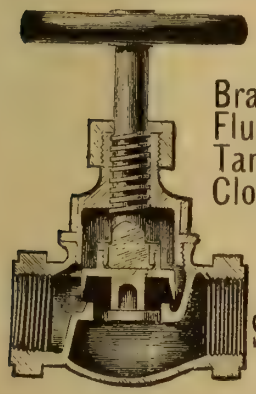
Finest Quality. New stock just arrived.

RICE LEWIS & SON

LIMITED

TORONTO - - ONT.

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE

Stevens Mfg. Co.

London, Ont.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

CLOSE PRICES FOR HARDWARE.

WE have often had occasion to refer to the extent to which prices are not infrequently cut by the jobbing trade, and this matter was referred to in a recent issue, to which our correspondent whose letter is given below alludes. The remarks of our correspondent will be read with interest, and the points which he makes are forcible and are deserving the attention of the trade :

"The close prices to which a jobber refers in your issue of December 27 are due to the belief that a close price on leading lines of goods will capture the trade on other lines which are sold at a greater profit. This idea is largely fallacious.

"Reckoning the jobber's expenses at 10 per cent. of his gross sales, it follows that if he sells goods at 2½ per cent. advance, he is losing 7½ per cent., which he must make up on other goods.

"There are three classes of merchants who are responsible for ruinous prices. They are : first, young men without experience; second, old men without brains; and third, the buyers who lie. When these people go out of business there will be a fair profit for the rest. Until that time, the best way is to refuse to sell at unreasonable prices and push hard for profitable business."

Touching also on the disposition of the jobbing trade to cut prices on leading goods, a well-known hardware house in Kentucky writes as follows, referring to the low figures at which axes are sold :

"It would be just as easy for the jobbers to get 25 to 50 cents a dozen profit on such goods as it is to handle them as they do, and take chances of trading good axes for poor accounts, with no possible profit or advantage to those who make the prices. For just as quick as one jobber makes a break, the others follow suit, and the consequence is that the man who made the cut price first, to get a temporary advantage, loses very much more than he could possibly have gained by such a course, and the balance of the trade suffer by his foolish method of doing business."—Iron Age.

BUYING BECAUSE THEY MUST.

"Yes," remarked a manufacturers' agent to HARDWARE, "now that the wholesalers are through taking stock they are beginning to place orders with us for general hardware ; and the orders are up to the general run. Not one house, but all the houses are buying in this way. Do you know, I think there is a good deal too much chronic grumbling among us all about trade matters. These men are not doing any speculative buying; they are buying because, after taking stock, they find that they require the goods to complete their stock. Business is better in the States and things are improving here. We are a part of the United States in this respect.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers,
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.

HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works

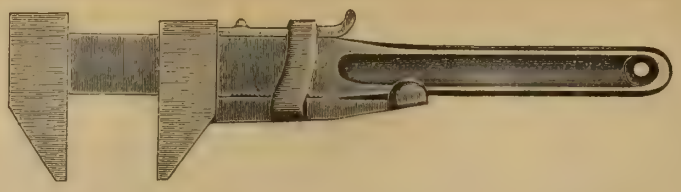


You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

The Houghton Patent Key Lock Wrench



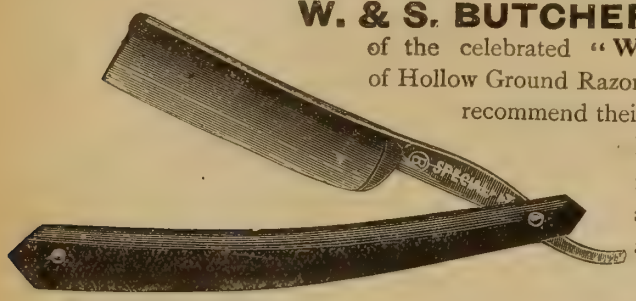
Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect *Extra Hollow Ground* Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Feb. 1, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18½ 19
Straits "	18 18¼

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X., "	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x55,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb		1 80
Refined " "	2 35	2 65
Horse Shoe " per 100 lb	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 20	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
2-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
½ polished		2 25
All Bright	2 50	2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths abou. fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02⅝
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	Per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.c.	cwt 1 35 1 40
" " (J.F.L.S.) "	" 2 75
" " Royal "	" 1 10 1 15
Venetian Red, (best) "	" 1 80 1 90
English Oxides per	cwt 3 00 3 25
American "	" " 1 25 1 90
Canadian "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 40	0 42

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepar'd pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	3 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1. leather, dis. 15 p.c.
Standard, 37½ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's,	per doz	0 65	0 90
Diamond, Shell "		1 00	1 50
Nail and Spike, per gross		2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb. 0 03½ 0 04
12 up " 0 02½ 0 03

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 p.c

Horse Shoes,

F.O.B. Toronto & Hamilton.... $3 60
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.

Star, per doz..... 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss. bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Hearths, 52½ per cent.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.

American, per doz,..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy..... 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50

2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10

3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy. A.P. Fine 3 70

Car lots 5c less.

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets. per gross

Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Star. R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... .... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1½ 1¾
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6¼ ...	9½
¼, 5-16, ⅜ in.....	7 ...	10
Cotton, per lb.....	13	16
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian. dis. 45, 50 p. c

Sash Weights.

Sectional, per lb..... 1½ 1¾

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... ..... 7 50
Hand, Disston's, dis 10 15 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.

'Lincoln" McMillan & Haynes per doz 7 50

Scales.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 52½ per cent. revised list

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 42½ special brands net price.

Sieves

Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... .... 0 26

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 67½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.

P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 60 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz

Traps

Game, Newhouse, dis 33½ p.c to 35 p.c½
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines

Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.

Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils..... 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart } ... 2 87½
" 4 " 4 & 5 " "
" Plain twist, all deld ... 2 87½
" Truss 4
" Steel thorn and ribbon..... 4¾ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 2 87½
Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3 [illegible]
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

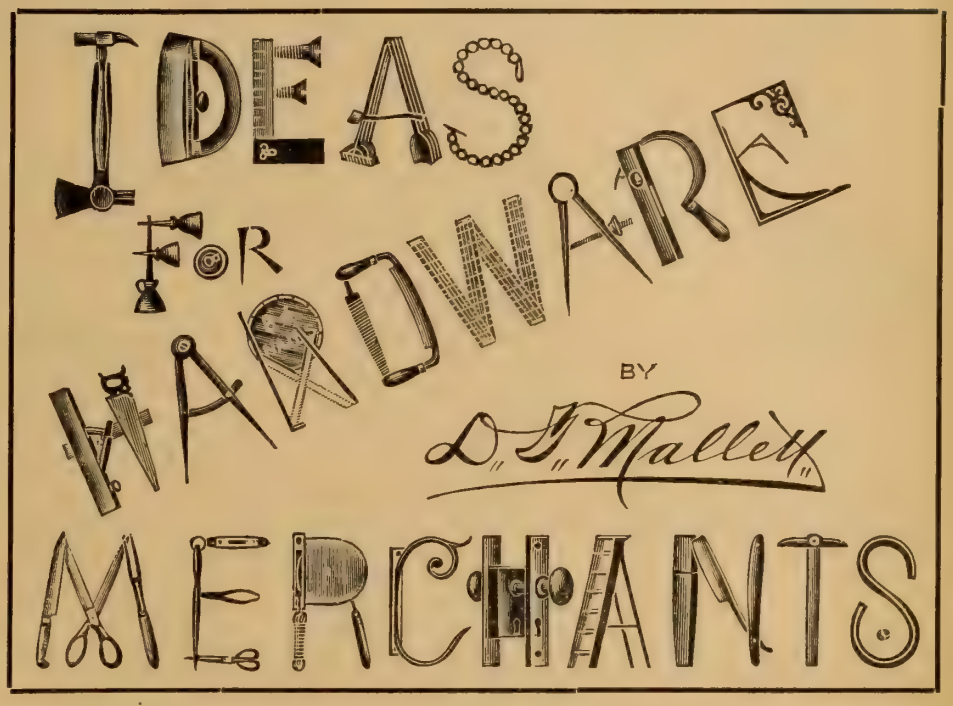
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"**Lion,**" "**King,**" "**Leader,**" "**Fairy,**" (Cotton).

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61-63 FRONT ST. W., TORONTO. OF TORONTO, LTD.

ESTABLISHED 1882.

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EAST LIVERPOOL, OHIO.

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PLYMOUTH INTERLOCKED

WOOD RIMS

. . USED BY . .

Leading Bicycle Manufacturers of the United States and Canada

CHICAGO, Illinois, Nov. 12, 1894.

THE INDIANA NOVELTY MFG. CO., Plymouth, Indiana.

Gentlemen,—We have examined and tried the wood rims of other manufacturers of such articles during 1894, shaped for "G. & J." tires, and found that those you made of that pattern were in all respects the most satisfactory. The writer was so well pleased with the quality of the goods, compared with others, that he personally advocated your rims to all prospective purchasers that mentioned the subject to him. The material, the joint, the finish, and the exactness with which you follow the shape of pattern, are points in which you have excelled all others that we have so far seen.

Yours truly,

GORMULLY & JEFFERY MFG. CO., (by Thos. B. Jeffery).

RICE LEWIS & SON, LTD., Toronto, Canadian Agents.

We have patents covering our joint, and others covering the process of making single piece wood rims for bicycles.

THE INDIANA NOVELTY MFG. CO., Plymouth, Indiana.

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO, FEBRUARY 9, 1895. No. 6.

MAGNOLIA METAL

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BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

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Hot Water and Steam Heating

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BICYCLE Supplies

TUBING all sizes

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Nipples, Washers,
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. . TIRES . .

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LIMITED

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"In fitting up plumbing fixtures, the chief aim should always be the avoidance of woodwork at and around them.

"All fixtures should stand free from the walls and be accessible on all sides."

STEEL-CLAD BATHS

FULFIL THESE AND MANY OTHER REQUIREMENTS

The Toronto Steel Clad Bath and Metal Co.
LIMITED.

123 QUEEN ST. EAST TORONTO.

Tornado Oil Cans

ON THE

SYPHON PRINCIPLE



Made of Heavy Galvanized Iron.

Pump supplied with this can is attached by means of a screw, thus giving free access to both can and pump and leaving a large hole for filling. A cap is fitted over the syphon tube and pump handle which protects it from being damaged in shipping.

KEMP MANUFACTURING CO.

Toronto.

HARDWARE

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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IRON PIPE MAY ADVANCE.

PRICES on wrought iron pipe have not afforded much of a margin to makers in Canada for over a year and a half back.

This condition of affairs was chiefly due to the abnormally low prices at which American pipe has been offered since the period of depression set in across the lines.

American makers offered their pipe entirely irrespective of what it cost to manufacture it, and our Canadian makers had to follow suit.

Recently, however, a change in the disposition of holders on this article in the States has been noted. In fact, makers there have withdrawn old discounts, and if the change is lasting, it is just possible that Canadian makers will follow suit.

There are only one or two makers of iron pipe in Canada, the chief being in Montreal, and it would not be surprising if advantage was taken of the situation to secure a more profitable margin than the present basis affords.

This week we repeat the old rate of discount, but it is possible that we may have to record a change before the date of next writing.

MAKERS AND JOBBERS.

"THERE is no trade in which the jobber is worse treated by the manufacturer than the iron and hardware trade," said a leading Montreal merchant the other day.

He went on to complain that on many leading lines of goods the regulations were framed so that a manufacturer, if he wished to do so, could sell direct to the retailer in competition with the jobber ; and he held that some of the makers were doing so on leading lines of staple hardware material.

He pointed out that such an unfair state of things did not exist in any other line of business. For instance, the cotton mills did not sell to the retailer, and neither did the sugar refiners.

If a retailer wanted to buy a small quantity of either cottons, woolens, or sugar from the makers he was pretty certain to be refused. The contrary was the case in many lines of iron material. He thought the jobbers should take the matter up.

Whether action on their part would result in much is problematical. It may be remarked, however, that it is not only in the iron trade that the tendency to trade as direct as possible between the maker and the consumer is noticeable. There are many other lines that could be cited did the space permit.

It is but just to say, however, that if a maker does sell to the retailer he should not allow the latter the same privileges as the jobber unless he buys the same quantity.

A DISHONEST RETAILER.

HONESTY is by no means an unimportant factor in business. Those who love truth and hate falsehood are comparatively as numerous to-day as at any time in the history of the world, yet, that there are no dishonest men is another thing. There are all too many of them in every branch of trade. An instance of this was brought to the attention of THE GROCER the other day.

A retail merchant got behind in his account with a Toronto wholesaler. One day the wholesaler paid a visit to him, with a view to stirring him up.

While the creditor and debtor were examining the statements, the latter remarked that he had not been credited with a payment made on a statement rendered in May, and for three months' supplies. To substantiate what he claimed, the retailer produced a receipted statement bearing what was apparently the word "May" in the place allotted for the date.

Nonplussed, the wholesaler telephoned his bookkeeper, who averred that no such payment had been made, and suggested that closer inspection be made of the statement. The wholesaler did so. The first thing he noticed was that the top part of the letter "y" had been clipped out as if by a file. Then, on closer inspection, he discovered that the ink with which the tail of the "y" had been formed was much inferior in quality to that with which the rest of the writing on the statement was done. Next, it dawned upon him that the month which his bookkeeper had written, and for which he had given a receipt, was March, written "Mar.," and that the retailer in question, in an attempt to escape payment of three months' supplies, had put a tail on the "r," and then stuck a file through it.

When confronted with the matter the retailer, while confessing nothing, promptly ceased pressing his claim that the account for the certain period in question had been paid.

The moral to be gathered is that all—retailers as well as wholesalers—should write out in full all months on statement and bill heads, which, like March, are easily manipulated by the dishonestly inclined.

NOT A DOLLAR LOST.

Canadian land mortgage companies now hold a deservedly high position in the estimation of British investors, higher than those of any country outside the British Islands, and obtain their capital at a lower rate of interest. While they have been the means of distributing a large amount of capital to real estate owners in Ontario, and some of the other more progressive provinces, cases of failure have been exceedingly few, and not one has failed to pay its liabilities in full. Not a dollar has ever been lost by a creditor of an Ontario loan company, nor, as far as I am aware, of any Canadian land mortgage company.

This is an extract from a speech delivered last week by J. Herbert Mason, the well-known financial authority, Toronto. Well might he add : "This is a record of which I think we may justly be proud, and which I trust will be perpetuated." And well might our cousins to the south of us grow green with envy.

A COMMERCIAL MUSEUM.

The Montreal Chamber of Commerce has appointed a committee for a somewhat unique purpose. The chamber wants a commercial museum in the city, and the Dominion Government is to be memorialized in the premises. The idea is a good one, and might with profit be taken up by boards of trade or business men's associations in other cities and towns in the country. None of us will be the worse for obtaining a little more knowledge, through the eye, of articles of commerce ancient, as well as modern.

CUTTING PRICES DEEP.

PRICES on import orders for window glass are being deeply cut just now on the Toronto market.

At the opening of the season the ruling figure was $1.90 for first break in 100 foot boxes. Some of the wholesalers claimed that this figure was too low.

First one house and then another began to cut under this figure, until to-day the ruling price is 15c. lower than at the opening of the season, namely $1.75; and some orders have even been taken below this figure.

At least one house has already stepped out of the market, preferring to do nothing rather than do business at the low figures obtaining.

Besides the loss entailed by the cutting, more or less annoyance has been caused to jobbers by their being compelled, either because of prior agreement or from policy, to allow the difference between the $1.90 and $1.75.

Although most houses have a guarantee clause in their forms for glass orders, all have not, and from what HARDWARE can gather an effort will be made to induce all the jobbers to eliminate this particular clause next season. The jobbers argue that seeing the manufacturers will not guarantee them prices, the retailer should not expect a guarantee from the jobber. It remains to be seen what will be the result of the agitation.

LAST WEEK'S FLURRY IN TIN.

A Montreal dealer in iron was a visitor to the New York Metal Exchange last week while the flurry in tin was on.

He attributes the inflation in prices chiefly to purely speculative tactics, and that largely by one house.

This house started in to bid up the price, and freely offered 15c., getting all the takers they wanted at the price. When it found that there were plenty of sellers it saw that it was not so easy a thing as imagined to corner all the spot tin there was; and prices promptly took a reaction, dropping off to 13c.

At this basis quite a lot of buying was done, and it is understood that some of it was on account of Montrealers.

CHANGES IN TURPENTINE AND OIL

There was some expectation in Montreal this week of another advance in the price of leads and colors, as we noted in our regular market letter, the anticipated rise being 25 cents.

Expectations have not been verified, however, for at a meeting on Thursday last of makers and importers, it was decided, in view of the condition of affairs elsewhere, to let prices remain as they were for the present, viz., $4 75 for standard.

It was decided, however, at the meeting to advance the price on round lots of turpentine 1 cent, and the range now is 44 to 45 cents, while a reduction of 1 cent in linseed oil was decided upon, making the price 59 to 60 cents for boiled and 56 to 57 cents for raw.

Norwegian cod liver oil has been advanced to $10 per barrel.

THE NEW FREIGHT SYSTEM.

IT is the general opinion among the trade that the new freight system governing imports, noted in last week's HARDWARE, is just and proper.

This system, it will be remembered, is the grouping of the different stations west and north of Montreal.

Since last week we have obtained more detailed information regarding the scheme.

There are ten groups. The difference between the rates in No 1 and No. 10 is 21s. per ton.

Under the old system the list of rates to all places in Ontario was the same. For example: 27s. 6d. to 30s. freight would be charged to Cornwall, and much about the same rate would obtain for Windsor or Detroit, some five hundred miles further west. Now under the new system of grouping, to Cornwall, which is in group No. 2, the rate is 25s., while that to Windsor and Sarnia, which are in group No 6, is 6s. per ton more.

Unless glass importers keep this change in the system of freights in mind they are liable to be out of pocket in making up their figures. Those who had made their contracts with the railways under the old system, as some had, are, of course, protected in this respect.

Although the new system is fairer than that which has obtained in the past the importation of glass will be more complicated on account of the increased figuring entailed.

BARRED OUT THE EMPLOYER.

The Thomas Davidson Co., Ltd., of Montreal, are reported to have had a peculiar experience with some of their employes recently. Some time ago they decided to add to their tin and hardware business the manufacture of enameled ware. For this purpose they imported a number of experts from Germany, and it is with these that they have had the trouble.

On arriving at the company's factories the Germans literally took possession of it. On the plea of keeping their manufacturing processes secret from the outside world, these experts refused to admit anyone to the premises. They held the keys of the factory, and refused to even allow Mr. Davidson to enter it. Finally, it is said, the difficulty was gotten over by the foreigners leaving the place in a body when Mr. Davidson expressed dissatisfaction with the ware they were turning out.

SETTLING DAY.

THE fourth of February is the big settling day of the year with many leading branches of the wholesale trade. Owing to the depressed condition of trade this year the day was looked to with more anxiety than usual in Montreal and Toronto and throughout the Dominion by the banking and mercantile community generally. As a whole it has turned out satisfactorily, though the percentage is not a high one with most of the houses.

AT MONTREAL.

Interviews with some of the leading bankers in Montreal elicit the opinion that the province of Quebec appears to be in much better shape that the province of Ontario and the other provinces. At the Bank of Montreal the information was given that paper was fairly well met. The Molsons Bank was more pessimistic; the Bank of British North America said that paper was fairly well met; so did the Bank of Toronto; and the Merchants' Bank endorsed the above.

AT TORONTO.

Answers to enquiries at the chief Toronto banks go to show that the 4th of this month proved a satisfactory settling day, paper being met fairly well. Similar information is obtained at the big wholesale houses. The remarks of a representative of one of the leading wholesale dry goods firms may be taken as pretty well outlining the situation. "Paper," he said, "was pretty well met. Some was paid in anticipation during the latter part of January, and since then money on other notes has been steadily coming in. Some renewals have, of course, been asked for, but up to date (Feb. 6) I should say about 65 per cent. of our paper has been directly met. By the end of the week, I think, 75 per cent. will have been paid off."

ADVANCE IN PLATE GLASS.

Plate glass is higher. The advance began in England. It spread to Belgium, and now Toronto has caught the fever.

The advance in England is said to be considerable. The cause of the advance there was due to a scarcity, which in turn was largely due to the closing down of one large concern in that country.

Discounts on the Toronto market, which were 35 per cent., have been reduced to 25 per cent.

Retailers are more anxious to place orders than they were a short time ago.

BRADSTREET'S YEARLY REPORT.

IN THE UNITED STATES.

ACCORDING to Bradstreet's, failures in the United States, due to lack of capital, continue prominent from the point of view of numbers, the total for 1894 being 4,385, against 5,194 in 1893, compared with 3,343 in 1892, and with 4,869 in 1891. This maintains the proportion reported in preceding years—in round numbers about one-third of the total number failing due to that cause.

In years prior to 1893, the year of the panic, failures due to disaster or commercial crisis have not been as prominent as since 1892, ranging in 1891 and in 1892 about 17 per cent. of the total number, from which they jumped to 22 per cent. in 1893, and to nearly 26 per cent. in 1894, or from an average of about 2,000 each in the years 1891 and 1892, to 3,463 in 1893, and 3,295 last year.

Third in importance among primary causes of business failures is incompetence, the proportion so failing in the years 1891 and 1893, inclusive, ranging above 16 per per cent., but falling off last year to about 14 per cent., due undoubtedly to results of a weeding-out process which had marked that and the preceding year. A less satisfactory exhibit is made by records of failures due to fraudulent disposition of property, there having been 1,022 last year, against 1,142 the year before, 1,063 the year before that, and 875 in 1891. From 7 per cent. of the total number of failures in 1891, those due to fraudulent disposition, the total jumped to 10.3 per cent. in 1892, fell off to 7.4 per cent. in 1893, the year of panic, and advanced to 8 per cent. last year.

The proportion of failures last year due primarily to a granting of unwise credits was somewhat larger than in the year before, and almost exactly the same proportion reported in 1893.

It is of interest to note that the proportion of business failures last year due to speculation outside of regular business fell off sharply, amounting to only .8 of 1 per cent. of the total, compared with 1.2 per cent. in 1893, 1.9 per cent. in 1892, and 2.7 per cent. the year before that.

But the proportion of the number of failures last year caused because of undue competition showed a sharp increase, which was to be expected in a year of depression following one of panic, the total for 1894 being 277, against 191 the year before, 180 the year before that, and 199 in 1891, indicating that the number failing last year from this cause was 2.1 per cent. against 1.2 per cent. in 1893, 1.7 per cent. in 1892, and proportionately a trifle less than that in the year before that.

There is also a decline in the proportion of those failures due to neglect of business. This was to be anticipated after the lesson taught in 1893, and the like is true of concerns which failed last year because of extravagance, and as well of concerns failing because of failure of others.

The proportion of those failing because of inexperience, without other qualities of incompetence, dropped from 6.1 per cent. of the whole number in 1893 to 4.2 per cent. of the aggregate failing last year.

IN CANADA AND NEWFOUNDLAND.

In Canada and Newfoundland the total number of individuals, firms and corporations failing in 1894 because of lack of capital was 68.5 per cent., whereas the year before it was 69 4 per cent.

The proportion of those failing from incompetence and from inexperience in business last year as compared with the year before did not vary much, nor did the proportion of those whose embarassment is attributed to neglect of business.

Commercial crisis, however, is given as the cause of 8.1 per cent. of the business failures throughout Canada and Newfoundland last year, whereas it precipitated only 5.5. per cent. of them in 1893.

The failure of others was the cause of only .6 of 1 per cent. of the failures in the Dominion and Newfoundland in 1893, but last year it was the primary influence which resulted in the failure of 2.3 per cent. of all who went down.

HARDWARE desires to draw the attention of Bradstreet's to the unfairness occasioned by grouping Canada and Newfoundland together. Just as well might the United States and Mexico be counted as one commercial whole. Newfoundland is no more included in the commercial arrangements of Canada than is Mexico in those of the American Republic. It seems very unjust, indeed, that the commercial statistics of the Dominion should be weighed down by the disastrous returns relating to the unfortunate Crown colony. And next year, if a combination statistical table is made up, it will be more unfair to Canada than ever.

OPINIONS—OUR OWN AND OTHERS

The heavy snow storm which the other day blocked railways and street railways opened up the way for many an unemployed man to earn a much-needed dollar or two.

* * *

With The Mail and Empire one, the lot of many business men will be happier, for the fruits of the union will be fewer agents pestering them for "ads."

* * *

The rigid economy being practised by nearly all classes, and especially by the farming community, is enabling borrowers to pay their interest and maturing instalments of principal with more than usual promptitude.

The above sentence did not fall from the lips of an effervescing politician. Neither was it born in the good times of five years ago. It was, in fact, spoken by George A. Cox, president of the Bank of Commerce and of the Canada Loan and Savings Co., and had reference to the past year's business of the latter institution. This is but one of the many testimonies of the healthy character of Canada's financial institutions.

MONEY AND STOCKS.

ONE of the features of the Toronto stock market during the past few days has been the steady demand for and strength in Consumers' Gas. The gain has been in all some 5 or 6 points, the stock selling up to 198½. The dealing has been participated in by investors pure and simple, I understand.

* * *

Commercial Cable has been fairly steady, to the satisfaction of its admirers. The steadiness appears to be due to the excellent showing made by the earnings. The earnings for the third week in January averaged $600 per day more than for the same time last year, and $900 per day for the last week of January compared with the corresponding period of 1894. Commercial Cable now has three cab'e lines in operation where it only had one last year, but even in view of this the earnings are somewhat remarkable, taking into consideration the depression that exists in the United States.

* * *

A couple of gentlemen from Cleveland, Ohio, were on the Toronto market a few days ago interesting themselves in Street Railway stock. This gave a temporary "boost" to the stock, there having been a decline since their departure. At the time of writing the stock is selling at 75 to 75½, and in spite of the fact that a good many opine that these figures are still above the value of the stock, these quotations seem to be fairly steady.

* * *

Business on the New York Stock Exchange is practically at a standstill pending the result of the proposal to make a further issue of bonds. In fact, the scalpers are about the only people that are doing anything.

* * *

About $25,000,000 in gold is due Canadian banks by agencies in the United States. There is some talk of this being withdrawn unless some legislative action is soon taken to restore confidence.

* * *

It was heralded abroad last week with much blare of trumpets that the Rothschilds were negotiating to take a portion of the new proposed United States bonds. Baron Rothschild has since denied this in toto. The canard, however, served its purpose, namely, to boom the stock market.

ARGUROS.

CHARCOAL.

ITS BEARING ON THE UTILIZATION OF OUR FORESTS.

TWO weeks ago I gave my ideas as to the bearing our forests have on our iron industry ; last week I roughly outlined the systems followed in the making of charcoal ; and this week I must ask your permission to touch on the value to the country, and to this province in particular, of charcoal making, and the principal industry connected with it, and on the difficulties in the way of its development, and to ask your consideration and assistance towards overcoming those difficulties and developing the "charcoal industries."

COLONIZATION.

In colonizing our wooded lands, the value of the charcoal industry will be readily seen. Heretofore, and with good reason, the settler looked upon the wood on his lands, (from which, as a general thing, the lumbermen had removed the merchantable timber) as a detriment, and he (the settler) had very little to hope for until he had made a respectable clearing, and put in seed for his first crop. If he was within one or two miles of railway communication, it might be possible for him to sell a certain amount of selected wood to cordwood merchants. They did not take the run of the forest, nor would they accept branches or knotty sticks, or anything of that kind, so that at the outside he could very seldom afford to team the wood more than a mile or two, and even then, owing largely to the amount of waste, his remuneration was very small. With the charcoal iron industry in the district, all this is changed, and the settler, on taking up a piece of wooded land, finds ready at his hand a crop that will yield good returns from the day he first swings an axe, whether he delivers his wood at kilns for burning, or at the nearest railway station in the form of cordwood, or whether he burns it himself. He can utilize practically everything, as the furnace companies can take practically all classes of wood grown in this province, and they are ready to accept the tops and branches, the large knotty sticks that cannot be split, and everything in the shape of sound wood. In our long winter months he can fell trees, saw them into cordwood, and team to the nearest wood depot, or he can, with the assistance of his sons, and what help can be obtained, burn the wood on his own farm in pits, and he can work at it all the year round if he desires, or during his slack season, and earn good wages whether he makes cordwood or coal.

When I speak of the importance of the fact of charcoal kilns or pits being able to utilize tops and branches and knotty pieces, etc., I think you will understand how very important this is to the settler when I say that as an actual fact, in the average forests only about one-third of the wood felled is fit for merchant cordwood, and of the balance the settler can use a portion for his own purposes, but the great bulk has to be chopped into suitable size for piling and burning, and then watched carefully in the spring, or almost as much attention given to it by a careful settler as if he was burning for charcoal purposes, owing to the danger to the surrounding forests from fires, so that the making of merchant cordwood cannot be considered as remunerative to the settler in comparison with the making of wood for charcoal purposes. Then too, there is this burning of refuse, and I think you all understand what the danger in that is. If the settler is careless, his spring "bonfire" means the destruction of miles of valuable timber, for the settler's "cleaning up" fires have certainly been instrumental in causing more forest fires than anything else we know of.

Where the charcoal iron industry exists, the wood that was formerly a detriment becomes a valuable asset to the settler, and he realizes it, and knowing it to be an assurance of abundant and remunerative labor, he becomes a caretaker of our forests instead of a danger, for with good cause the owners of timber limits have grown to look upon the settler as something to be kept out if possible, through fear of the effects of his spring burnings.

Where wood can only be sold in the form of merchant cordwood, as I have already pointed out, it would scarcely pay the settler to locate further back than say two miles from the railroad line, if he was looking forward to obtaining anything for the wood he cut, but where charcoal iron industries exist, the better average price obtained allows of his teaming his wood greater distances, and if he burns into charcoal, he can afford to transport that material even further.

VALUE TO THE FARMER.

The value of the charcoal industry to the farmer of the district is, of course, the same, to a large extent, as that derived by the settler. During slack seasons they can make wood and coal on their own lands at remunerative figures, or they can arrange to work on adjacent lands, and use their horses during the winter months for teaming their own wood or coal, or that of neighbors, and where they are not desirous of working on their own lands, they and their sons can find work in contractors' camps, either felling, or teaming, or burning.

The charcoal iron industry is essentially a farmer's industry, and affords, both from coal and ore, steady and remunerative labor from one end of the year to the other, if necessary, and certainly in all slack seasons. Our farmers have, unfortunately, a good many slack seasons, and I think it is largely due to this fact that farming has not been as remunerative as it might be. There are so many months in the year when there is nothing for the farmer to do, and he has to live during those on the results of the other months. Now, if he is an industrious man, and there is a charcoal iron industry in the district, he can fill in every day of his off seasons. As I have said, in winter he can fell wood, burn charcoal, and team either on his own or neighboring lands, and in early spring time, if he has confined himself to cutting wood during the winter, he can burn his coal then, and in the summer time, from seed time to harvest,he can find employment in the ore fields, raising ore and teaming, and in our own St. Maurice district he can, in most cases, make and wash ore on his own land, and the result in that district is that both settlers and farmers are prosperous, and reports which we have received direct from the farmers themselves, and from the cures of the district, go to show that since the establishment of our works in the St. Maurice district the agriculturists have reaped large and lasting benefits. They have obtained plenty of remunerative labor during off seasons, and a good market for whatever produce they have raised on the farms.

The province of Quebec has every natural requirement for the production of charcoal pig iron, and the value of such an industry to the province and the Dominion must be fully recognized by every one. We have the iron ore, and while we have neither coal nor natural gas, we have plenty of hard and unmerchantable or waste woods, and this fact makes it possible for the establishment of an iron industry of the greatest value, and I see no reason why such an industry should not be carried to a successful issue, as it has been in Sweden and the United States. What is wanted, however, is the assurance of an adequate supply of charcoal, both for the present and the future. To do this some steps must be taken by our Government to conserve certain woods or portions of forests, so that this industry can be established on a permanent basis. How this can be done is something that will have to be carefully thought out, but if it is done, the value to Canada will be great. If it is not, then we will have wasted a very large proportion of our forest wealth, for that is wasted which is not used to the best advantage, and I hold that more profit can be derived from our unmerchantable and waste woods by utilizing them and conserving them to the development of the charcoal iron industry than in any other way. If this is done, the establishment of the industry is possible and certain ; if it is not, then it can only be carried on in a very desultory way.

One of the principal difficulties that stand in the way of the establishment of the charcoal industry in some of the districts is the fact of large tracts of land being held by limit holders. Limit rights were originally

intended to convey an area valued for its merchantable timber alone, yet the limit holders, even in cases where the merchantable timber has been removed, still retain possession and control, with the result that the hard and unmerchantable wood cannot bs utilized. The only way by which these woods can be diverted is by actual settlement, and, as in a great many cases, the land may not be suitable for agricultural purposes, the wood, if these conditions are to exist, is practically inaccessible.

Another great difficulty is the lack of knowledge in regard to charcoal burning. Of course, so far as kiln practice is concerned, men can be readily obtained, or educated to good practice, but for pit burning it is necessary that a much broader system of ecucation than could be carried on by a private enterprise should be adopted, as a knowledge of pit burning would be of the greatest value to our settlers and farmer in the wooded districts.

Now, these two questions are, I hold, provincial and national ones, and these difficulties should be considered and overcome by our Governments.

In Sweden there are national schools for charcoal burning, which have done, and are doing, good work in training men and spreading information throughout the country as to the most economical systems of making charcoal, especially in pits. Both the Dominion and Provincial Governments should follow this example, and disseminate useful information on the subject among the agriculturists, especially in the wooded districts, and where charcoal consuming industries have been or can be established. This should be done by lectures, papers, and in every practicable manner. The practice, especially, of pit burning should be taught in our agricultural institutions, and certainly no mining school should be without a course in charcoal burning, and, when development comes, as it surely should come in a land of wood and iron, national schools should be established, as in Sweden. Our Governments have spent large sums in this way on dairy practice, and we all know that the results have been profitable and satisfactory, and I believe that if the same course is adopted in regard to charcoal making, which is a farmer's and, practically, a domestic industry, the results will be also to the national good.

Steps should also be taken to prevent the locking up by speculators or others of woods suitable for charcoal purposes, and where this evil exists, as in the cases I have referred to, it should be overcome by just changes in the present laws, if necessary. I do not believe that in the case of the limits any value was considered or paid for, nor was it intended to convey to the limit holders the unmerchantable woods for which lumbermen and others purchasing those limits have no use. This is proven by the fact, I consider, that at all times the Government has reserved the right to settlers taking up any portion of the land, the only reservation in favor of the limit-holder being in regard to the merchantable wood, which he is given a certain time to remove. I therefore hold that under all circumstances, and especially where the lands are not suitable for agricultural purposes, and the unmerchantable wood cannot be realized on through the settler, the Government should have the right to divert unmerchantable wood to other purposes when and where it is deemed advisable.

When an enterprise that requires fuel can be started in any district, it should be especially encouraged by the setting aside of woodlands to insure a continued supply, and by assistance in teaching the principles of "burning" to the inhabitants of the district, and by rebating of stumpage dues where the wood is used for charcoal purposes, and encouragement given in every practicable manner within the powers of the Dominion or Provincial Governments.

The industry is, and must always be, if successful, a settler's, a farmer's, and a people's home industry, and for this reason it is especially deserving of national support and encouragement.

Our farmers should be taught and enabled to use, to their own and the nation's profit, everything the land has to give, and here are mighty crops wasting, burning, and rotting, that properly used might here in Canada, and especially here in our own province of Quebec, be made, as in Sweden, the mainstay of a nation.

This is a "burning" question. Let us hope it will not remain a "burning shame," but in the near future become a "burning" success.

CUTTING THE TRUTH.

A certain St. Louis price-cutting sale is, according to Hardware Reporter, guaranteed by the advertising merchant to be made in good faith. Possibly it is. But when a business man, for reasons best known to himself, concludes to slaughter his goods, why should it be necessary for him to announce that the slaughtering is legitimate and is not a delusion and a snare? If made in good faith and the prices prove themselves, there is not the slightest need for him to come out in big black type and guarantee his own word, since the mere statement should be sufficient. If not so made, his customers will quickly realize the fact and he will just as quickly lose his credit with them. There are times and circumstances when a merchant may find it expedient to cut under his previous quotations, yet in a general way it may be said that this kind of business should be left to the sheriff. But when the practice is indulged in, it does seem the height of business folly for any merchant to come out in print and claim that he is not lying when he says his goods are offered at a cut from former prices. The purchasing public is not more than half inclined at the best to admit the truth of a statement to this effect at any time, but when he attempts to take them into his confidence and then assures them he is telling the truth, they are reasonably certain to believe he is not doing anything of the kind.

STORE FUN.

A customer asked the retail man for a pennyworth of "screws at the end of a ring." He wanted screw eyes, and got them.

A countryman has just been in and asked for a quarter of a yard or so of "putrified tin." What he wanted was perforated zinc.

A lady, giving an order for gun cartridges, gave as under: "Five No. 25, loaded with No. 12 shot." What she meant was twenty-five No. 12, loaded with No. 5 shot.

A person came into a country ironmonger's shop one day, and asked for "a pipe for a mushroom lamp." Evidently the lamp "smoked," but without a "pipe," for what was wanted was a glass for a reading lamp.

There seems to be a good deal of humor in the Wantage ironmongers' shops. The following is sent to us from that town: Customer—"One sixpenny bottle Liebig's Fish Glue." "I have not that; would it be for cementing?" Customer—"Yes; perhaps that is not just the right name." "Is it Le Page's Liquid Glue?" Customer—"Yes, that is it. How much is it?"

An ironmonger, writing from Ballinasloe, Ireland, sends Ironmongery the following letter of application for employment from a genius whom, it is needless to add, he did not employ: "Sir,—For counter hand. I am an orphan; I am asking for the place of counter hand inside for board and a little cash. I have the knowledge of the drapery 'hardware.' Mr. Smith, of Mount Mellick, knows about me. Inquire of him, allso Mr. Dunn, Roscea, Main Street. I am not asking any hire, only the bed and board, and if you think well of giving any more to me I will leave that to yourself. Register your answer."

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AUTOMATIC SPRAY PUMP.

THE automatic spray pump here illustrated is being put on the market by H. S. Howland, Sons & Co. It is claimed by the manufacturer to be the best of the kind. It is made of extra heavy tin or galvanized iron, brass spring, rubber valves, saucer-shaped, anti-clogging foot, with strainer on top and spray. It is what has long been needed for all purposes—for potatoes, grapes, apple trees, currant bushes, etc. It has the advantage of combining beauty, durability, strength and cheapness. The attention of users of this pump is called to the following: The lower part of the pump unscrews. Upon taking it apart it will be found that the plunger or sucker consists of common candle-wick. If the pump does not prime, it is an indication that the



packing is worn, and requires a strand or so of the wick to be wound about it. This is best done by taking an old three-cornered file, or some such blunt instrument, and shoving one end of packing down into that already on. Wind enough around to permit of its working freely, and fasten the other end in the same manner. Keep the cylinder on which the spring works oiled, but put no oil on sucker, as it has a tendency to clog, and to cause the pump to work stiff. It will be observed that the lower valve consists of a bit of rubber packing that anybody can replace. A quick, short stroke is necessary to prime the pump. Do not lift pump any further than spring will shove it of its own accord when working it.

A STRIKING ILLUSTRATION.

The progress made in telegraphy is strikingly illustrated, says an exchange, by some statistics recently published. In 1870 the smallest number of telegrams despatched by any one country was 466,700, by Norway, and the largest, 9,350,000, by Great Britain, the United States being second with 9,157,646, and Germany (8,207,800), third. In 1892, twenty-two years later, Norway was still in the lowest place, but Germany had fallen to the fourth place, its position as third being taken by France. The total number of telegraphic messages sent in Great Britain was 69,908,600, and in the United States, 62,387,298. Regarding the proportion of messages to population, Russia is lowest with 0.04 per head, and Great Britain highest with 1.8 per head.

NEW GOLD-EXTRACTING PROCESS.

A new process of extracting gold from auriferous ores, by means of bromine, has been elaborated by Herr C. Lorsen. The difficulty hitherto associated with the use of bromine for this purpose has been the obstacles in the way of its recovery, and the process, therefore, has been too expensive for practical use. Herr Lorsen, however, now electrolyses a solution of potassium bromide, and obtains an alkaline solution which contains hypobromide and bromate, which is capable of dissolving gold. The ore is treated with excess of this solution by rotating cylinders; the solution is then filtered, the gold precipitated by passage over a mixture of iron and coal, and the solution, which now mainly contains potassium bromide, is electrolysed once more, and again used for extraction.

A SHOCKING PIPE.

"My friend Meekin, the lazy inventor, had another experience the other day," said one of Mr. Edison's assistants to a reporter. 'Meekin is very fond of smoking a Turkish water pipe or nargileh, but he doesn't like the trouble of filling and lighting the tobacco bowl, so fixed it up to work automatically. He put the water pipe under his roll top desk down near his feet. The hose arrangement, to which the mouthpiece is attached, was brought up through a hole in the desk. He filled a compartment in the right hand top drawer with smoking tobacco, and ran a little chute from the drawer to the pipe bowl. Then he fixed up a piston-like arrangement working vertically over the bowl. He made an electrical sparking device, and placed it so the spark would jump across the tobacco. He got his current for the spark from the bell batteries. These things were connected together so that when Meekin pressed a button on his desk the right quantity of tobacco ran from the drawer down the chute and into the bowl. Then the piston arrangement rammed it down and after that the sparks shot across and the operation of preparing the nargileh was complete. You see, all Meekin had to do was to press the button, wait a few seconds and then puff. One day he was smoking away complacently when in some unaccountable manner his spark circuit got crossed with the alternating current fan motor on his desk. The hose on the nargileh was ornamented with a winding ofmetallic threads. This completed the short circuit between Meekin's lips and the alternating current wires. The first thing Meekin knew he was sitting on the floor trying to pull a million needles out of his mouth. He said it tasted and felt like he swallowed a young lightning bolt. He survived the shock, however, and is now pottering around the same as ever in his lazy cheerful way."

GAS MOTOR FOR STREET CARS.

United States Consul General Mason, at Frankfort, has sent to the State Department at Washington a description of a street car with a gas motor in operation in the suburbs of Dresden, and experimentally used in Great Britain. The car runs smoothly, reasonably quietly, and apparently economically, with gas at $1.05 a thousand feet, but it has not been used long enough to afford conclusive results as to cost. The gas is carried in a compressed form in tanks, and the engine is of the Otto type. A specimen car is soon to be exhibited in the United States. On account of the snow in our northern cities greater power was necessary.

The following modifications have therefore been made in the Dresden model: The motor has been condensed in compass so as to be readily set upon a four-wheeled truck, wholly independent of the upper portion of the car. The fly wheel and driving machinery are laid in a horizontal position between the wheels, and two sets of springs are provided, those supporting the machinery resting directly on the axles, and those supporting the car body bearing on the truck frame, the two sets of springs being entirely independent of each other. By this clever device, the vibration caused by the engine at the moment of starting is reduced to a minimum, and the whole apparatus so simplified that when the body of any ordinary street car is bolted to the springs and the cool-water reservoir and its connecting pipes are attached, the car is ready for service. The motor has been increased from 8 to 20 horse-power, and its maximum speed, with the larger friction clutch in engagement, to 12 miles an hour.

IMPERIAL INSTITUTE JOURNAL.

We are in receipt of the first number of The Imperial Institute Journal. It is published monthly by the executive of the Imperial Institute of London, Eng., with the object of keeping the Fellows of the institute all over the British Dominions informed of the doings of that body, and the happenings throughout the empire generally. It has correspondents located in all parts of the United Kingdom and the colonies, and should have a very successful career. It is published in large magazine form, and is characteristically English in its "make up." Its front cover is rather artistically designed, and bears upon it a lithograph of the new and handsome Imperial Institute building.

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ELECTRICITY AND THE TARIFF.

The question whether electricity should be admitted free of duty into Canada is being considered by Hon. N. Clarke Wallace, Controller of Customs. The matter was brought before him the other day by a deputation from Niagara. In that town electricity for lighting purposes has been generated by steam, owing to the water power being leased by the Canadian branch of the Cataract Power Company, and used for manufacturing purposes. The townspeople are now desirous of having their electricity generated on the American side by the new water power there, and transmitted by wire across the river; but they are doubtful as to whether the electricity can be imported free of duty, and it is to get a ruling of the department upon the matter that the deputation interviewed the Controller. It consisted of Messrs. Alex. Fraser, J. R. Lord, F. Leblanc and R. C. Elridge. As several of the delegates are interested in the Oneida Manufacturing Co., they took advantage of the opportunity to ask for the free importation of a certain class of steel that they use largely in manufacturing their wares.

IRON ORE PRODUCTION IN SPAIN.

The total number of the mines registered in Spain is over 15,000, of which only about 2,000 are worked. The province of Biscay, however, says an exchange, still gains very considerable profits from its rich iron ore mines, as may be deduced from the fact that in 1893 out of a total production in Spain of 5,497,540 tons, the consular district of Bilbao was responsible for 4,918,650 tons; whilst in 1892, out of a total for Spain of 5,405,170 tons, the consular district of Bilbao furnished 4,573,560 tons. The exportation of iron ore from Bilbao to the United Kingdom in 1893 was over 3,000,000 tons, and as the total foreign import of iron ores into the United Kingdom was 4,065,863 tons—3,624,083 tons from Spain and 441,780 tons from other countries—it appears that shipments of Bilbao ores made up 84 per cent. of the importation from Spain and 75 per cent. of the total foreign importation of iron ores in the United Kingdom in 1893; and, calculating the yearly production of iron ores in the United Kingdom to be 14,000,000 tons, it would appear that Bilbao supplies about the fifth part of the iron ores yearly consumed in the United Kingdom.

COME OFF THE PERCH.

The pastor of a Mankato, Minn., church is said to be the inventor of a bicycle with wheels twelve feet high, a description of which is as follows: "Two long pieces of inch gas pipe have been rounded into a tire twelve feet in diameter, which will run side by side like the wheels of a natural vehicle. A steel axle two inches in diameter and six feet long connects the wheels together, and the spokes are made of thin galvanized iron wire. Balanced from the axle inside of the wheels is the mechanism for propelling the thing. A seat hangs below the axle, and on each side, tightly attached to the axle, is a windlass which resembles a saw-buck. A handle with a hinge attached strikes one of the arms of the windlass as it revolves, and a lusty shove is supposed to send the machine forward with a rush. An arrangement has also been provided to employ the feet in helping out the propulsion."

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Toronto

PLUMBERS' AND GASFITTERS' DEPARTMENT.

IT has been decided to leave the Toronto civic plumbing department under the control of the city engineer. A petition which was being circulated among the architects and plumbers of the city, praying that the City Council should not consider the proposal to transfer the department to the medical health officer's supervision, was dropped as soon as it was learned that things were to remain as they were.

* * *

Some of the master plumbers of Toronto are objecting to the reduction recently made in the staff of the plumbing department. They claim that heretofore they have always had to wait about three days, after notifying the inspectors, before they could get their work passed. This, they say, is a hardship to the citizens in general, as well as to the plumbers, but nothing to the inconvenience they will be put to if the staff is reduced so that they will have to wait a week to have any piece of work approved.

* * *

The city authorities seem to think that the staff of four inspectors in the civic employ is plenty large enough to cope with the work they have to do.

* * *

The plumbers were, perhaps, the only people who welcomed the fierce cold snap which prevails throughout the greater part of Canada at the date of writing. The Frost King is a great friend of the small plumbers. In Toronto, on Tuesday and Wednesday, hundreds of house water pipes were frozen, and many burst. The householders suffered, and the plumbers rejoiced.

* * *

J. and G. Grey, plumbers, Toronto, have been fined $40 in two cases where light pipes were put into a number of houses where heavier ones were ordered by the plumbing inspector.

* * *

Longueil & Co. is the style of a new plumbing firm in Halifax, N.S.

* * *

The sheriff is in possession of the effects of Braden Bros., plumbers, Victoria, B.C.

PLUMBERS' POSSIBILITIES.

During my four years experience as a salesman in the plumbing line, I have been able to study the character of the modern plumber to advantage. Prior to this time, I shared in common the popular belief that the plumber was anything but honest, and his business several degrees removed from respectability. Popular opinion has always classed him as a sort of ignorant manipulator of soft solder, whose business ability consisted in wiping a joint, and charging exorbitant prices. I accepted this verdict blindly and unthinkingly, as so many other people have done. It seemed to me that the funny man who wrote: "The Charge at Balaklava," would not have been a failure had there been a few plumbers in the ranks of the gallant six hundred, and had, with one stroke of his gifted pen, probed the character of the plumber, and laid bare the purposes of his business.

As I look back now over my four years' acquaintance and intimate association with these robbers, I am amused when I recall the feeling of real nervousness which possessed me when the sign of my first plumber customer stared me in the face. A man more ignorant of the true character of the trade he was to visit never before left a jobbing house with a grip. Taking it for granted that popular report was true, I expected to be abused, cursed, and even thrown out; in fact, I looked for anything rather than the honest, cordial reception I received. From that day I condemned and repudiated the popular verdict. I saw the plumber as he was and is, and my respect for him, and the work he is doing, has grown ever since.

It did not take me long to discover that it required brains, energy and executive ability to successfully conduct the plumbing business. I found that the average master plumber was a gentleman, and that, as a class, he would compare favorably with the men of any other trade or profession. As I become more familiar with his work, I saw that the plumbing business was as necessary to the health and comfort of the nation as the business of the physician. The knowledge of the successful plumber, I perceived, extended far beyond the mechanical skill of the craft.

To succeed in his work, it was necessary for him to understand thoroughly the principles of sanitation, drainage, ventilation, and the best methods of circulation; my closer acquaintance with him developed that he not only clearly understood these things, but was carrying them into successful operation every day.

Personally, I found him most courteous, genial and trustworthy. He possesses a warm heart, and is always ready to deliver a kind word, and an encouraging sympathy for the traveling man. During my four years' experience with him, in all territories I have covered, I cannot recall but two or three instances where discord has marred our social or business relations. In these few instances I must confess that the misunderstanding was temporary, and the fault due more to my own ill nature and impulsiveness than his discourtesy. I want the public to know the plumber as I know him. The time has come when this false sentiment concerning him should be corrected. The trade papers, and certain good natured members of the craft, should no longer encourage the stale jests which impugn the intelligence and honesty of the plumber and his work.

In my estimation, and my criticism is based upon experience, and a knowledge of the true aim of the craft, there is no higher calling in the business world than that of the plumber. In the light of modern science he outranks, in the importance of his work, the physician. The doctor's business is to cure disease. The plumber, through perfect sanitation, ventilation, and drainage, prevents it. If the world at large could see the master plumber at his national convention, the popular verdict would undergo a very decided change, and the occupation of the cartoonist and funny paragrapher would be gone, so far as the plumber is concerned. I very much doubt if there is a trade or profession on earth which, on a national occasion, can produce a finer body of men, mentally and physically, than were congregated at Milwaukee last year, and at Detroit last June. No intelligent person present at one of these splendid gatherings could longer entertain a doubt regarding the honor, intelligence and business ability of the master plumber of America, and the grand possibilities of his work.

In proof of the growing social popularity of the modern plumber, I have an item of interest to add which has recently come to me from the west. A big fair was recently inaugurated by the citizens of Nebraska City, the proceeds to be given to the poor. Among the contests which were arranged for entertainment and profit was a vote to decide the most popular resident of the city and county. A fine silk hat was the prize, which of course let the ladies out. There were sixteen thousand votes cast, out of which that energetic, intelligent, and successful plumber, John T. Maher, received thirteen thousand two hundred and fifty-two What do you think of that? I learn from reliable sources that as yet, John is unable to wear the hat. His head is a trifle large, so they say.—A. E. Hyde in Plumbers' Journal.

STOCK WANTED.

SMALL STOCK HARDWARE WANTED in good town, doing profitable trade. Give full particulars. E. A., HARDWARE Office, Toronto.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon



We have just put in New Machinery, by which we can turn out
HAMMERS AND SLEDGES
OF EVERY KIND
At lower prices than ever before.
Only best steel used.
Write for fuller particulars.
JOSIAH FOWLER,
ST. JOHN, N.B.

MONTREAL STOCK MARKET.

SPECULATION in Montreal during the past week gradually decreased, and at the present writing there is little or nothing doing in the stock market. This condition of affairs is not at all surprising after the active turn through which the market passed recently. The value of every stock on the active list appreciated materially, the difference in many cases being over 10 per cent. Naturally such a rise induced profit taking, and now little disposition is shown to trade either way. The stocks which have furnished the most activity have been Montreal and Toronto Street Railways. Though there was some purchasing of the former for investment, the great bulk of the trading in it has been of a purely speculative character. Still, though it has sagged off a trifle, the decline has not been pronounced, as there is a strong party behind this security who would check any disposition this way, as it does not suit their purpose to have it so. With regard to Toronto Street Railway, the conservative investing element have had nothing to do with it. It has been manipulated pretty sharply, however. In fact the only stocks in which there has been any appreciable investment buying in Montreal have been Royal Electric, Richelieu, and Gas stock. The first named, under the influence, appreciated 13½ points during the month of January, while the declaration of the semi annual dividend of 3 per cent. by Richelieu, and the expectation of a favorable statement at the annual meeting has created a demand for it. Gas has been declining recently, and it is its comparitively low price that has induced investment orders. The banks and the cotton stocks are completely neglected.

TRAVELERS ON COMMISSION.

EDITOR HARDWARE,—If a general desire existed among the trade in making some reform with a view of getting better profits on sales, I have no doubt but that your suggestion that travelers be placed on commission would meet with universal consideration on the part of the travelers ; but, under the present condition of things, it would be extremely risky and, perhaps, unwise for any one house to endeavor to place their travelers on commission, as, at this particular juncture, competition seems to be extremely keen and severe, and profits of little or no account. "It is business we want, and we must get to the front at all hazards," appears to be the ambition of some of our wholesale traders and manufacturers. But if they will stop to consider these things unitedly, a change for the better could be brought about, and matters made satisfactory on the lines you indicated in your last issue.

A TRAVELER.

BUSINESS BRIGHTENING UP.

Chas. Boeckh & Sons report that spring orders are coming in nicely, and that, although business at present is quiet, they anticipate a fair season. Their travelers are now on the road taking orders in the most remote parts of the Dominion, one being in Halifax, N.S., and another in Victoria, B.C., at the same time. The firm shipped their first car to Winnipeg last week, and expect henceforth to send at least two carloads per month to that point. They are sending a car to Quebec this week.

BOLT AND NUT WORKS.

The Saint John Bolt and Nut Works, of St. John, N.B., of which Alex. Rankine is proprietor, have issued a catalogue and price list of their goods in pamphlet form. The publication is nicely bound in yellow paper, and the front cover is adorned with a handsome illustration of the company's factories. The pages are full of valuable information concerning the output of the works.

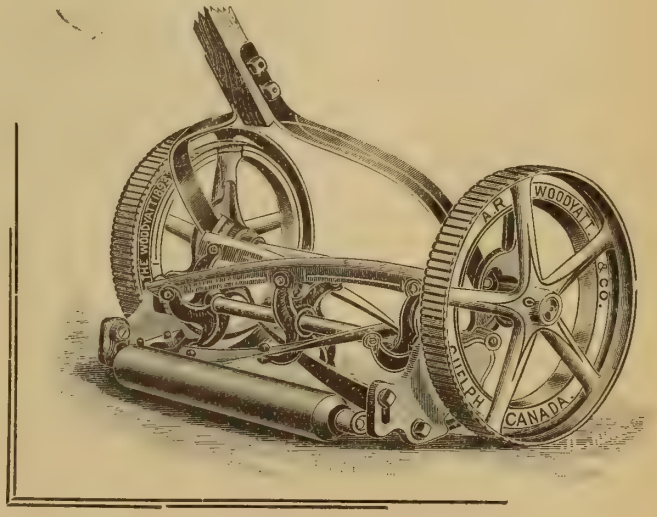
Retiring President Blain, of the Toronto Board of Trade, hit the nail on the head in his valedictory address when he declared that the St. Lawrence canal system should be deepened to 14 feet before the work of acquiring a greater depth be undertaken, and he was still hitting the nail on the head when he opined that the head office of the Grand Trunk Railway should be in this country.

If Tempted

To handle any other Lawn Mower, because the price is a trifle lower,

Remember

The satisfaction the Woodyatt gave you and your customers last year. It is better



This year.

MADE BY

A. R. WOODYATT & CO.

Sold only through the Wholesale Houses.

GUELPH, ONT.

THE LATE EMANUEL SAMUEL.

A SERIOUS shock to the Canadian business community was the news of the tragical death in New York, last Sunday, of Emanuel Samuel, head of the big hardware firm of M. & L. Samuel, Benjamin & Co. On Feb. 1 he went to the eastern metropolis with the intention of being treated by an eminent physician for nervous prostration, from which he had been suffering more or less for some time past. He took up his quarters at the home of his father-in-law, Mr. Morris Jacobs, which is located in a large apartment building. While smoking an after dinner cigar, on Sunday, he accidentally fell through the window of an air shaft, fracturing his skull on the flagstones three flights below. Medical help was called, but two hours later he breathed his last.

Deceased was one of the best known business men in Canada. He was born in Montreal, in 1850, and early showed a remarkable adaptability for commercial pursuits. At the age of 16 he was recognized as a trustworthy business man, and he progressed steadily all through his life. At the time of his death he was the head of the old established wholesale hardware firms of M. & L. Samuel, Benjamin & Co., Toronto, and Samuel, Sons & Benjamin, London, Eng. He was also president of the Metallic Roofing Co., of Toronto, vice-president of the Steel Bath Co., of Detroit, and a director of the Ontario Lead and Barb Wire Co.

He was a member of the Toronto and Montreal Boards of Trade, and, until this year, when he retired on account of ill health, held a seat in the council of the latter body. Possessing high social qualities, he was very popular among his fellow business men, who all speak highly of him. He belonged to the Albany Club, the Ontario Jockey Club, and the Toronto Athletic Club. Nor was his connection with sports merely formal, for he was a great lover of the manly arts, and was known to be an expert with the foils and at other indoor games.

Though his success in the financial world is to be attributed to his shrewdness, his keen powers of observation, his systematic business methods and his spirit of enterprise, his genial nature has also to be taken into consideration. When striking a bargain he was always ready to give and take, and with his employes he ever dealt kindly. As an employe of the firm said the other day, none of his men had anything against him.

Deceased was 45 years of age, and had resided in Toronto 30 years. He was a widower, his wife, the daughter of Morris Jacobs, of New York, having died 16 years ago after about 12 months of married life.

He was British by education, in ideas and in business methods, and a strong Conservative in politics.



Late Emanuel Samuel.

His nearest surviving relatives in Toronto are an aunt and several cousins, among whom may be mentioned Mr. S. Samuel, who supervises the metal department of the firm.

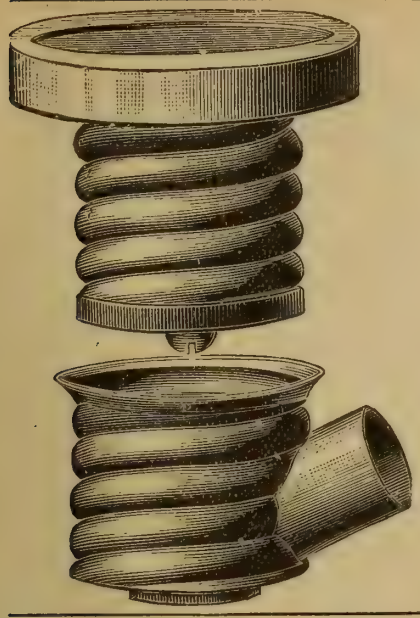
On Tuesday his remains were brought to Toronto for interment. A large number of business men attended his funeral although the notice of the ceremony was short, and few knew of the hour of the burial. Among those present were: Mr. Brechin, of the Metallic Roofing Co.; Messrs. Gooderham and Copp, of the Toronto Silver Plate Co; Mr. A. E. Kemp, of the Kemp Manufacturing Co.; Mr. Candee, of the Gutta Percha Rubber Co.; Mr. John Irving, of the Montreal Rolling Mills Co.; Mr. Knott, of the Canada Screw Co.; Mr. T. R. Wood, and Mr. T. H. George, of the Ontario Lead and Barb Wire Co.; Mr. Geo. Booth, Sr., of the Booth Copper Co.; Mr. Geo. Booth, Jr; Mr. James Watson, of the Toronto Steel Clad Bath Co., and Mr. J. B. MacLean, of HARDWARE. The Toronto Board of Trade and the various clubs and business organizations with which he was connected were well represented, and about 40 employes of M. & L. Samuel, Benjamin & Co. were present.

At a special meeting of the council of the Board of Trade on Tuesday the following resolution, moved by Mr. E. Gurney, and seconded by Mr. W. D. Matthews, was passed:

That the council having been informed of the death of Mr. E. Samuel, late a member of this council, desires to express its appreciation of the value of the character of the deceased as a business man and a citizen, and especially to place on record the valuable services rendered by Mr. Samuel to the Board of Trade and as a member of the council, and would respectfully express to the members of his family and to his associates in business their unfeigned sorrow and sympathy.

ABOUT ALUMINUM.

Prof. A. Humboldt Sexton, writing to an English paper about aluminum, says: "On exposure to the action of sea water plates of aluminum are slowly attacked, and it has been stated that, therefore, the metal is quite unsuitable for building boats; but it has been overlooked that iron and steel are likewise attacked by sea water, and that when aluminum and iron have been tested under exactly similar circumstances, the latter has been far more attacked than the former, and therefore, if the corrosive action of sea water renders aluminum unfit for shipbuilding, still more must it render iron unfit, and as iron is used for the purpose, there is no reason, as far as this action is concerned, why aluminum should not be used also. As, however, aluminum stands above iron in the electro series, in contact with iron, copper, or other metals, galvanic action might be set up, by which the aluminum might be attacked. Great care must be taken, therefore, not to have any other metal in contact with the aluminum and at the same time with sea water."



Steel Creamer Taps

Send for Sample and Prices

Last year we put on the market a Steel Creamer Tap, all parts re-tinned, which met with great success. There, however, appears to be a demand for a cheaper article, and while we would recommend those wanting a durable article to use the original "Davidson Creamer Tap," we can supply the cheaper article.

The Thos. Davidson Mfg. Co., Montreal

GERMAN COKE PRODUCTION.

THE secretary of the British Iron Trade Association, J. Stephen Jeans, has been investigating German iron production, and an abstract of his report is published. The following is a part of it :

"There are at work in Westphalia alone 9,602 retort coking ovens, which save the gas, 998 of which reclaim also the secondary products of coke manufacture. In Silesia and the Saar district the same process is more or less generally employed, while England, with the exception of 400 or 500 retort ovens, still follows the wasteful methods which the United States have hitherto imitated, and makes coke in primitive "beehive" ovens, which not only produce from 8 to 12 per cent. less coke from a given weight of coal, but waste the volatile elements from which the Germans and Belgians derive an important revenue."

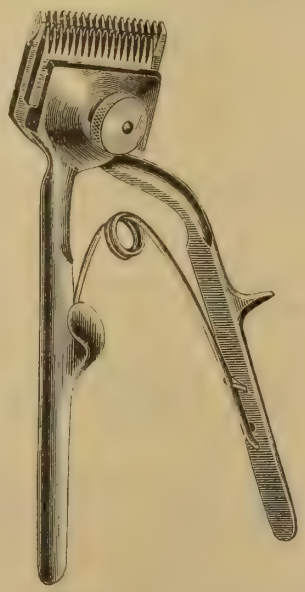
In a recent number of Kuhlow's Trade Review, there is quoted from a Glasgow journal a reference to this subject, as follows :

"There is a conservatism in the British manufacturing world which sometimes leads to our falling behind all other nations. One of these instances was recently brought before the North of England Gas Managers' Association at Durham, and has reference to the manufacture of coke. The association * * * visited Molton colliery about 7 miles from Durham, to see at work a new coking plant which had just been erected, * * * and were informed that the system, while it has been extensively adopted in Germany, has scarcely been tried in the United Kingdom. According to Colonel Sadler, the use of this process is sufficient, apart from all questions of wages, to enable the continental iron master to undersell the British."

There are now in operation in Great Britain 15,700 coke ovens, of which, so far as can be ascertained, only 523 are of the retort type. The other 15,177 ovens produce annually 7,700,000 tons of coke, and it is estimated by M. P. Mollet, president of La Societe Technique de Gaz, in France, that if all this coke were made in retort ovens there might be saved from the gases of distillation which are now wasted 110,000 tons of sulphate of ammonia, worth about $6,930,000 ; 375,000 tons of coal tar, worth about $3,000,000 ; and 3,000 tons of benzole, worth about $1,071,438 ; or a total economy of $11,001,438, to say nothing of the gas saved and utilized as fuel and for illuminating purposes.

A NEW HAIR CLIPPER.

The "Cadet" hair clipper, for sale by H. S. Howland, Sons & Co., is a first-class clipper in every particular at a cheap price.



It is manufactured by the Henry Seymour Cutlery Co., and is now being introduced on this market for the first time.

Winnipeg's early closing by-law, which has caused a bitter fight among merchants, received its first reverse Wednesday, being declared illegal as far as the grocers were concerned.

AN ALUMINUM VIOLIN.

THE American Association for the Advancement of Science listened to a description of an aluminum violin at its recent meeting in Brooklyn, N. Y. The paper was read by Prof. Alfred Springer, of Cincinnati, who afterwards had a musician play upon an instrument made of aluminum. It has the same shape as a wooden violin, but the body is perhaps not quite so deep. With the exception of the neck, the pegs and the neck-rest, the instrument is made entirely of aluminum.

Professor Springer, in explaining his instrument, said in part :

"Aluminum sound boards differ from those of other metals, and are analogous to wooden ones in not producing secondary tones in harmony to the prime. Such secondary tones, according to Helmholtz, sound longest in elastic metal of fine uniform consistency, because its greater mass gives it a tendency to continue in any state of motion it once has assumed.

"My experiments incline me to believe that the real cause of the superiority of old wooden instruments over new ones is not so much the increased elasticity of the wood or in the composition of the varnish, but in the peculiar warping of the wood to a higher arch, a bucking caused by the position of the F holes and sound post. I have never seen a good old instrument which was not thus warped. Moreover, I believe if a new wooden instrument were immediately so constructed, while good at first, it would deteriorate, because further arching would produce rigidity and consequent veiling of tone.

"Time has no such effect on aluminum violins, as they remain practically unaltered; one which has been used daily for the last two years shows no sign of crystallization. A perfect instrument would consequently retain all of its good qualities, and could be easily duplicated."

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Feb. 8, 1895.

HARDWARE.

THERE has been no pronounced change in the general hardware market since our last report, and what business there is, is principally confined to a small jobbing movement in such lines of shelf goods as cutlery, tools, etc. Some enquiry has been experienced for other lines, but it has not amounted to much as yet. For instance, wire cloth is commencing to receive some attention on spring account, and orders have been booked at last season's prices. Values generally show no change, and nothing but quietness is to report in such lines as cut nails, wire nails, etc. Payments might be better.

WIRE—The changes noted last week have evidently not been discounted yet, for business continues as quiet as ever. The new list went into effect on Feb. 1st, and all business is now transacted on the new basis.

ROPE—Quietness is still the rule in this line. We quote: Sisal at 6½c. for 7-16 in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—There is no improvement to note in the demand for these. The basis is $2.10, with rebates of 5 and 10c. according to the usual list.

WIRE NAILS—There is little change to note in these, business still ruling quiet. Discounts are 75, 10 and 5, except in 1 lb. papers, on which 75 and 10 per cent. is the rule.

HORSE NAILS—Only a quiet trade to note. Discount, 60 per cent.

TACKS—There is no change in tacks, but it is probable that one of the jobbers here may kick over the traces, as we intimated specially some time ago.

CHAIN—Nothing special to report in this line.

HORSESHOES—There is a small jobbing demand to note for these. We quote: $3.50 for iron shoes; steel shoes—XL., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; Perkins' steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TOOLS—A moderate jobbing movement is to note in these, which is chiefly restricted to carpenters' tools.

CUTLERY—Only a quiet trade doing, but some fair import orders have been placed.

SHELF GOODS—There is a fair jobbing enquiry for locks, etc.

CEMENT—Trade remains dull and prices unchanged, at $2.05 to $2.15 for English and $1.90 to $2 for Belgian.

FIREBRICKS—There has been a rather better enquiry for small lots of firebricks, and sales transpire at $15 to $22 per 1,000, as to brand.

METALS.

The heavy iron and metal market continues as quiet as ever, and there is but little business to note. There is no striking change in values, but it is just possible that prices may be advanced on wrought iron pipe in the near future. On the other lines whatever tendency to change there is is in the direction of easiness. This is noticeable in the case of Nova Scotia pig, coke tin plate, Canada plate, spelter, and tin.

PIG IRON—There is no special activity to note in the pig iron market. Some business has been done in American pig at $18 duty paid, while sellers of Nova Scotia have shaded prices a trifle recently, but did not induce much business. Scotch iron is neglected and there is little to note in regard to it, either in a jobbing or import way. We quote, ex store: Summerlee and equal brands, $21 to $22; Carnbroe, $19, and Eglinton, $19 50; Ferrona, $16.75 to $17; Siemens, No. 1, $16.75 to $17.

BAR IRON—Business in bar iron is quiet, and for this reason there is little to report. We repeat our range of $1.60 to $1.65, but it is just possible that this might be shaded.

TIN PLATES—An easy feeling prevails in these, and some round lots of coke tin have changed hands at a concession. We quote cokes $2.60 to $2.75, and charcoal $3.25 to $3.75.

TERNE PLATES—Nothing special to report in this, business ruling quiet at $5.75 to $6.25, as to brand.

CANADA PLATES—The easy feeling in these, already noted, continues, and though we repeat our range of $2.05 to $2.10, it is quite possible that a bid of the even figure, $2, would be accepted on a round lot.

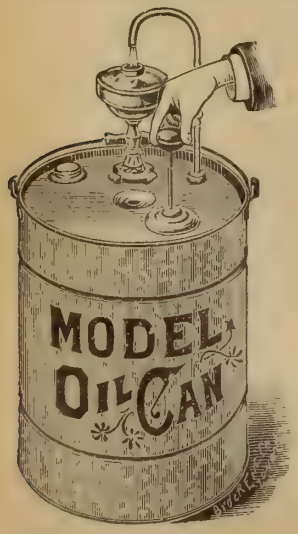
SHEET IRON—There is a quiet sort of trade in this line, and we repeat our base price at $2.20 to $2.30 for No. 28 gauge.

IRON PIPE—The range of discounts noted last week on this line, viz., 70 to 70 and 5 on block and 50 to 50 and 5 on galvanized, are repeated, but they may be changed before the date of next writing.

LEAD PIPE—No change in this, which rules quiet.

INGOT TIN—Despite the speculative activity that has ruled, we repeat our quotations on tin of 16 to 16½c.

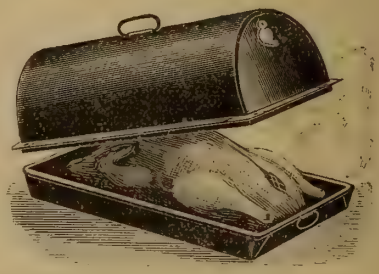
COPPER—Continues quiet and unchanged at 10 to 10½c.



TWO NEW LINES

The Model Oil Can

In 5 gallon size, made of heavy galvanized iron, and with a perfect pump. Filling tube can be raised or lowered to suit any lamp.



Roast Pans—3 sizes

No. 2. 9 x 14¾ in.
No. 3. 10½ x 15½ in.
No. 4. 12½ x 17½ in.

Send for Sample Order

THE McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver

MONTREAL MARKETS—Continued

LEAD—There is no change in lead, which rules quiet and steady at $2.90 to $3.

SPELTER—The week witnesses sales of spelter at a concession, and we now quote $4.25 to $4.50.

ZINC SHEETS—There is little doing in these, and last week's range, $4.50 to $4.75, is repeated.

ANTIMONY—Quiet and unchanged at 10c.

HOOPS AND BANDS—Further lots of Canadian have changed hands at $1.85, and we quote imported as before, $2 to $2.15, as to grade.

GALVANIZED IRON—A fair enquiry is still to note for standard sizes of tinned sheets. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6¼c., with the usual extra for larger sizes.

PAINTS AND OILS.

Business in this line is beginning to pick up for later delivery, while prices generally are steady to firm.

LEAD—Rather more trade is to note in this line, and prices are apt to go higher. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

PUTTY—No change and business quiet at $1.85 in bulk.

TURPENTINE—Advices have been rather easier from the south, but the price is maintained at present writing at 43 to 45c.

LINSEED OIL—Quiet and unchanged, 56 to 58c. for raw, and 59 to 61c. for boiled.

SEAL OIL—Seal oil has been bought in a speculative way at 37½ to 42½c.

CASTOR OIL—Quiet and unchanged at 6¼ to 7.

RESIN, ETC.—Business rules quiet on the whole. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4.00; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

There is no special change to note in the glass market, and we repeat our base price of $1.20 for first breaks.

CHEMICALS AND DYESTUFFS.

Business has been quiet in heavy chemicals during the past week. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 to $2.10.

PETROLEUM.

The feeling on American oil has ruled stronger, but Canadian oil is unchanged. Demand is fair; a good volume of business is doing. We quote Canadian refined at 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 16c. in car lots and 17c. for smaller quantities.

HIDES.

The hide market has been somewhat quieter during the week, but the tone of the market is firm. We quote: No. 1, 5c.; No. 2, 4c., No. 3. 3c., and heavy No. 1 steers, 5½c., and No. 2, 4½c. There has been no change in the situation of the market for sheepskins, which continue dull and heavy at 60 to 65c. each. In calfskins there is nothing doing, and prices are nominal at 5c.

TALLOW.

The tallow market is dull and easy at 5 to 5½c. per lb, as to quality.

WOOL.

There has been a fairly active business in wool owing to purchasing by American dealers of Canadian fleece. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 32c.; Canada pulled

MILK CAN TRIMMINGS

Sap and Dairy Pails
Sap Spiles . . . .

We are now prepared to book orders. Please write for quotations.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

. . . . Toronto

Guarantee

GIVEN WITH THE



"EASTLAKE" and "EMPIRE" Patent Steel Shingles
AND THE
"OWL" Brand of Galvanized Corrugated Iron

We guarantee that the above named brands of roofing are better constructed, made of better material, and will last longer than those made in imitation. We further guarantee that the "Eastlake" Patent Shingles can be laid quicker than any other metallic shingles. The "Empire" Patent Shingles have been on the market since 1882; the "Eastlake" since 1885, and have been thoroughly tested.

The Metallic Roofing Co. of Canada Ltd.

We Always Lead; We Never Follow.
Send for new Catalogue and Price List.

MANUFACTURERS

84 to 90 Yonge Street, TORONTO

MONTREAL MARKETS.—Continued.

wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

MONTREAL TRADE NOTES.

Americans have been considerable buyers of wool in this market recently.

A local foundry have placed a contract for a round lot of American pig iron, enough to carry them into the summer, at $18 per ton, duty paid.

H. McLaren, the well-known manufacturer, was down in New York last week.

American petroleum has continued firm on this market, and an advance of 1c. has been made on small lots of stock.

Paints and oil men here have been advised of an advance of 10 to 20 per cent. in tragacanth gums.

TORONTO MARKETS.

TORONTO, Feb. 8, 1895.

HARDWARE.

TRADE is a little better than it was a week ago, but still it is not as good as it was a few weeks ago. The falling off is principally in heavy hardware, in which buyers are holding off until the lower spring freight rates go into effect, buying only in the meantime for immediate wants. The recent cold snap stimulated business temporarily in plumbers' supplies. Fair orders are being booked for barb wire. A slight improvement is to be noted in the demand for churns. Trade is about over in winter goods.

WIRE—There is very little doing in fancy wire. The principal demand is for ordinary bright and coppered steel wire. A few orders for barb wire have been received for present shipment, but principal business in this line is for March delivery. Barb and plain twist wires are quoted at $2.87½. Terms as before, namely, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—There is very little doing and demand is principally for the smaller sizes. We quote: Sisal, 7-16 in. and larger, 6½c.; ¼, 5-16, ⅜ in., 7c. Manilla, 7-16 in. and larger, 9½c.; ¼, 5-16, ⅜ in., 10c.

CUT NAILS—Are quiet owing to heavy freight rates, and so many dealers in the country being overstocked. No change is anticipated until the latter part of March. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—Are going out more freely, principally in 10-keg lots. Discounts, 75, 10 and 5, except in 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Demand is not quite as good as it has been, but it is still fair. If anything, the demand is principally for the "C" nail.—Discounts, 60 per cent. on "P B," "M" and "C."

TACKS—Trade much as before. We quote: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails etc., 37 per cent. Coopers' nails and flour-barrel nails 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—Shipments of coil chain are exceedingly light from stock, and there is very little being done in an import way.

CLOTHES WRINGERS—There is nothing doing, and prices are unchanged at $27.50.

CHURNS—Some improvement is to be noted in this line, but the bulk of the trade will not be looked for until April.

WINTER GOODS—Demand in this particular line is about over, although snow shovels are still being freely enquired after.

TINWARE—Is improving nicely, some good general assorting orders having been received.

PLUMBERS' SUPPLIES—Plumbers have been a little busier on account of the cold snap, but what they have required from the wholesalers for this purpose has not amounted to much. Prospects for spring trade seem fairly good.

TAR, ETC.—Business is dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

CEMENT, ETC.—There is nothing doing. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—The movement is light. Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Metals generally are on the quiet side. There is a little more doing in bar iron, and business is a little more satisfactory in sheet copper. Increased activity is to be noted in hoops and bands.

PIG IRON—Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The market continues quiet, with but very little iron moving either on old or new orders. There is no increased demand, but some consumers are approaching the end of their stock piles and must soon be in the market. We quote for cash f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $12.55; No. 2 Foundry strong coke iron, Lake Superior ore, $12.05; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.05; Southern soft, No. 1, $11.60; Southern soft, No. 2, $11.35.

MARKETS.—Continued

BAR IRON—Trade is a little better, but prices still remain at $1.70 to $1.75 f. o. b. Toronto. Machinery and tire steel and cast steel are in fairly good demand.

SHEET STEEL—There is nothing doing, and prices are as before. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—There has been very little doing in this for some time, except in tinned iron, for which the season is now approaching. Quite a number of import orders have been booked, and some fairly good shipments have been made in this line from the stock in hand. We quote: 8 to 16 gauge, $2.50; 18 ditto, $2; 20 ditto, $2.10; 22 to 24 ditto, $2.20; 26 ditto, $2.45; 28 ditto, $2.65; tinned sheet iron, Manor's, 26 gauge, 7c. per lb.; 22 to 24 gauge, 6½c.; 16 to 20 gauge, 6¼c.

LEAD PIPE—There is very little doing and prices are unchanged. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — While shipments from stock are numerous, the movement is principally in broken lots. Import orders are still being booked. Prices are unchanged, $4.25 being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—Market is little steadier, but trade does not seem to improve to any extent. We quote: Lamb and Flag, 18 to 18½c.; Straits, 17 to 17½c.

IRON PIPE—Prices have all been withdrawn by the manufacturers, and an advance is looked for. There is some call for pipe, but it is for small quantities.

INGOT COPPER—Some good shipments have been made during the week, but, in general, the demand is slow. We quote 10 to 10½c.

SHEET COPPER—Trade has been fairly steady for some time past in ordinary sheathing, but principally in braziers' copper, heavy gauges in which are quoted at from 13 to 13½c.

BOILER TUBES — Business is quiet and unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

SHEET ZINC—Dull at 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Demand is good for galvanized boilers. We quote: Galvanized, 30 gal., $6; 15 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

TIN PLATES—Shipments from stock are small, and principally for the better quality. Coke tin is moving moderately well. While prices are virtually the same as before, coke has been shaded in quantities. We quote: Coke, 14 to 20 gauge at $3.10; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—While a few shipments have been made, trade generally is quiet. We quote $6.25 to $6.50.

ZINC SPELTER—Trade is at a standstill. We quote domestic at 3¾ to 4c., and imported at 4 to 4½c.

HOOPS AND BANDS—Trade is a good deal better than it has been, and prices are steady at $2.20 basis.

CANADA PLATES—Orders are being received daily for small quantities in 52, 60 and 75-sheet boxes. Occasional enquiries are heard for all bright. Prices are firm. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Trade is fair. Prices are firm at last week's reduction. We quote: 500-lb. lots at 11½c. and small lots at 12½c.

ANTIMONY—Dull and unchanged at 9½ to 10c.

GLASS.

There is a good trade doing for immediate delivery at $1.10 to $1.15 first break in 50-foot boxes. The principal business is in import orders, in which prices are being cut a good deal, ruling figures now being from $1.75 upwards for first break in 100-foot boxes. Discounts on plate glass, as noted elsewhere, have been reduced to 25 per cent., in sympathy with the English and Belgian markets. There have been a few more orders coming in during the past few days for plate glass. Trade in fancy glass is dull.

PAINTS AND OILS.

WHITE LEAD—Been a little more selling, but business is still quiet on the whole. Prices are unchanged at the base price of 4¼c. per lb.

PUTTY—Is quiet and unchanged at $1.75 for bladders in barrels, and $2.25 in cases.

TURPENTINE—Some houses have been experiencing a little more business, but it does not appear to be general. Prices are unchanged at 40c., f.o.b. Toronto, in 5-barrel lots, and 42c. in less quantities.

LINSEED OIL—The English market is cabled easier on account of the unprecedented demand for cake for cattle feed, as a result of which there has been over-production of oil. There is no change here, and the Canadian crushers have refused to concede lower prices. We quote 53 to 54c. for raw, and 56 to 57c. for boiled.

PREPARED PAINTS—Some shipments are being made from stock and a number of orders are being booked. We still quote $1 for pure.

PARIS GREEN—Prices are being cut a good deal, and we quote a little lower on the Canadian-made article in drums. We quote: Canadian pure, 14c. in 1-lb. packages, and 12 to 12½c. in 100-lb. drums; English, 16c. in 1-lb. packages, and 14c. in 112-lb. drums.

OLD MATERIAL.

Dull and quiet. Prices unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

SEEDS.

Canadian red clover comes forward very sparingly, the light crop apparently encouraging some growers to hold on to their seed in the expectation of higher prices. United States markets are again easier. We quote our market at present for choice quality at $6 to $6.25. Really fancy lots and lower grades bring proportionate prices.

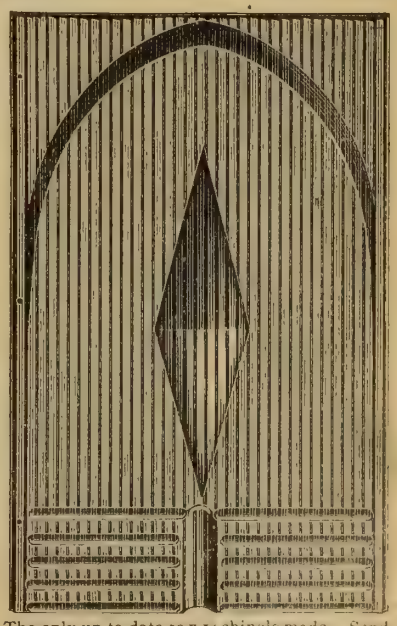
Receipts of alsike have been well maintained, and there is still an easy feeling in the market, choice to fancy qualities bringing $4.80 to $5, and lower grades $3 to $4 50.

Timothy, in sympathy with the firmer American market, has been well maintained in price. We quote: Prime to choice seed, $2.60 to $2.75; fancy unhulled, $3, and inferior qualities, $2 to $2.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Easy. Local dealers quote 5 to 5¼c. for cured, and for green, No. 1, 4c.; No. 2, 3c., and No. 3, 2c.

THE JUNIOR PEDLAR



The only up to date 10 x 14 shingle made. Send for new catalogue. Protective discount allowed the trade.

THE PEDLAR METAL ROOFING CO.
Office and Works: Oshawa, Ont.

MARKETS—Continued

SHEEPSKINS—Prices have advanced another 5c., and stand at 80c. for best fresh green stock. In calfskins nothing is being done and prices are nominal, 6c. for No. 1, and 4c. for No. 2.

TALLOW—Is quoted at 5 to 5¼c. The low price is attributed to the low figures current in Chicago, from which point tallow can be imported and laid down in Toronto, duty and freight paid, for from 5 to 5½c.

WOOL—The market is well cleaned out of fleece wool. For round lots of desirable wool 19 to 19½c. would now be paid. Pulled wools are also dearer owing to the advance in fleece. For the best supers 20c. is now being asked.

PETROLEUM.

Oil is firmer owing to an advance of ¼c. per gallon in United States markets. No change in price in Canada since recent rise of 1c. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12 to 12½c.; carbon safety, 16 to 17c.; Canadian water white, 16 to 17c.; American water white, 18c; photogene, 20c.

MARKET NOTES.

Trade in leather belting is said to be unusually good for this time of year.

The McClary Manufacturing Co. have just received a large import consignment of assorted sterling enamelled ware.

The Metallic Roofing Co., of Toronto, are supplying their "Owl" brand of galvanized corrugated iron for the roof of the new Toronto Union Station.

The Toronto Steel clad Bath Co. have issued a handsome catalogue of their goods. It is neatly bound in illuminated covers, and profusely illustrated with attractively colored cuts.

H. S. Howland, Sons and Co. report large sales of the "Star" skate, claimed to be one of the best skates in the market at the price. They also report good sales of sleigh bells and skate straps.

Bennett & Wright, Toronto, have just secured the contract for heating the large Canada Permanent Loan and Savings block at Winnipeg. They have only just completed a similar contract in McLenaghan & Co.'s new building at Portage la Prairie.

H. S. Howland, Sons & Co. are just in receipt of another consignment of Wostenholm's I.X.L. pocket knives and best pipe razors; also of Jas. Elliot & Sons "C. & C." table cutlery, butcher knives and razors.

HARDWARE is in receipt of a copy of the annual report of the Toronto Board of Trade for 1894, with the compliments of Secretary E. A. Wills. It contains a report of the proceedings of the board during the past year, besides a lot of valuable trade information and general statistics.

The James Robertson Co., Ltd., is already receiving large orders for the spring trade in the paint department, and with present indications expects this season to be even more busy than last, when the firm was taxed to its utmost capacity, but with increased facilities for grinding, and improved plant, the James Robertson Co. expect to meet the requirements of customers, and can promise prompt shipments.

The club house of the York Riding and Driving Club was opened on Saturday afternoon. The silverware for same was manufactured to order by the Toronto Silver Plate Co. This company are also making to order the silverware for Kirkwood & McKinnon's, of Sudbury, new summer hotel which they are building at the "Soo," and which is to be opened about June 1st.

UNITED STATES MARKETS.

NEW YORK, Feb. 8, 1895.

PIG TIN—There was very little change in the condition of the market. The only change, in fact, was smaller offerings of futures and slight improvement in prices for the same. Speculation was exceedingly narrow and without suggestion of any new move on the part of leading operators. Spot stock, the most of which remains in the control of a few dealers, is held at a considerable premium, with trading basis anywhere between 13.75 to 14c., according to quantity of tin involved and other conditions, as against sales of 5-ton lots at 13.30c. for delivery this week on Exchange terms. Late afternoon cables reported an advance to £66 5s. in London, and that served to tone the New York market in some degree. Transactions recorded on 'Change included 10 tons delivery this week at 13.30c.

COPPER—The market was quiet and without distinctly new feature. No further concessions on prices were reported, but purchases could have been made at the inside figures referred to yesterday, and upon the whole the undertone seemed rather soft. Home consumers' purchases are chiefly on very conservative lines, rarely involving deliveries further ahead than sixty days, and export movement is not sufficient to have any pronounced effect upon the market. The range of quotations at present is 9.80 to 10c. for Lake Superior, 9⅝ to 9½c. for electrolytic and 9⅜ to 9½c. for common casting copper.

PIG LEAD—In buyers' movements nothing develops that tends to bring about any change in the market. Inquiries were only fair, with the call chiefly for moderate quantities and only near-by deliveries involved. Advices from primary markets indicated reserved offering, with sellers firm at previous rates. That served to hold prices firm here at 3⅛c. for common domestic in round lots and 3.15c. in carloads. London cable to the Metal Exchange quoted £9 11s. 3d. for soft Spanish.

SPELTER—Business here is without improvement in volume, and the demand continues extremely flat. Offerings seem to gradually become more urgent, with the effect of forcing values lower and keeping the market in poor shape. Ordinary Western brands are offered at 3.20 to 3.25c. delivered here or at common point, and off brands could probably be secured at a shade less. London cable to the Metal Exchange quoted £14 3s. 9d. for good merchant brands.

ANTIMONY—Very little change takes place, the movement being fair, chiefly at 7⅛ to 7¼c. for Hallett's, and 8⅜ to 8½c. for Cookson's on the spot.

NICKEL—Prices are steady, with 36 to 42c. the range quoted.

TIN PLATE—Little change is reported in either spot or future business. Occasionally the latter includes some fairly large lots, but low prices generally figure importantly in helping the movement, and the tone of the market continues rather weak.

IRON AND STEEL—For pig iron the market is practically unchanged. Orders come in rather unevenly and are generally of moderate size. Inquiries are commonplace also, with little interest shown except in early deliveries. The business passing is at about the prices that have ruled for some time past.

Old material is given more attention by consumers, but the best bids on large lots are invariably low, and the dealings are chiefly in moderate quantities and at about former rates.

In steel rails and track supplies nothing of importance transpires here, but more business is understood to be under way in the west. Structural steel, plates and leading forms of lighter finished products are selling very fairly, but prices show no turn for the better.

PERSONAL MENTION.

Henry Best, hardware and stove merchant, of Peterborough, Ont., was in Toronto this week ordering spring goods.

T. A. York, representing Henry Rogers, Sons & Co., Wolverhampton, is now in Montreal, visiting the firm's various customers. James Hutton & Co. are the Canadian representatives of the above firm for the Dominion of Canada, except the province of Ontario and Newfoundland.

L. Streamer, M. & L. Samuel, Benjamin & Co.'s new representative in Manitoba and the Northwest Territories, leaves the beginning of next week for Winnipeg.

A. E. Wheeler, of the Alabastine Co., Paris, Ont., was in Toronto this week.

John Burns, Jr., Vancouver, B.C., was in Toronto last week on business. He reprerents Caverhill, Learmont & Co., Montreal, in the west. "Business," said Mr. Burns, "is not as bad as people make it out to be. Of course this is our quietest time, but trade has been good during the summer." Mr. Burns tried to do without HARDWARE, but soon learned he was a loser by so doing.

Bug Killers Discussed

At the Farmers' Institute, held at Wycliffe Hall, Brantford, Jan. 16, 1895.

Prof. James Fletcher, Entomologist of the Central Experimental Farm, Ottawa, at the close of his address was interrogated before the meeting as follows :

Question. – "A Toronto firm is advertising 'Peerless Bug Killer,' stating that it is recommended by the Experimental Farm, at Ottawa. Do you know anything about it?"

Answer.—"I do not recollect the name, and do not remember ever having heard of it."

Question.—"If it had been recommended by the Experimental Farm at Ottawa, would you have known about it?"

Answer.—"Any recommendations with regard to the subject of insects would probably come from my department of the Farm; but I do not remember ever having either heard of or testing this substance."

Question.—"Have you ever used 'Church's Potato Bug Finish,' made at Paris, Ontario?"

Answer.—"I have used it to a limited extent; some samples were sent to me for trial."

Question.—"Did you find it a success?"

Answer.—"Yes, the results were very satisfactory as far as I used it."

Dealers can draw their own conclusions from above. Every recommendation or testimonial for Church's Bug Finish published by us guaranteed genuine. One hundred dollars for proof to the contrary.

Church's Bug Finish was used last season by the Experimental Farm, Guelph, and paid for by the barrel.

A few more towns open for agencies.

THE ALABASTINE CO., LTD.
Paris, Ont.
Sole Manufacturers.

CHURCH'S COLD WATER

Alabastine

Has superseded all other water-color wall coatings.
It is the **best advertised goods in this line.**
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **fifty per cent. profit.**
Beware of **imitations** bearing similar names.
Order early to insure a full line of advertising matter.

Jellstone

The new **Cold Water Wall Coating.**
Made especially for Painters' use, and sold in bulk at a low price.
Not advertised to the general public.

Church's Dry Size

Stops suction and kills stains.
Just the thing for painters.
One coat of size and one coat of Jellstone make an elegant job on a bad wall.

N. B.—All of our goods protected by letters patent.

The Alabastine Company LIMITED

WHOLESALE AGENTS :
Sanderson Pearcy & Co., Toronto, Ont.
Hill & Forbes, Montreal, P.Q.
G. F. Stephens & Co., Winnipeg, Man.

Sole Manufacturers
PARIS, ONT.

FIREARMS ! !

Will It Pay ?

Yes, certainly, if bought at Headquarters.



AGENTS FOR
F. DUMOULIN & CO.
LIEGE - BELGIUM

Import Orders Solicited

PAINCHAUD, SQUIRE & CO.

MONTREAL and ANTWERP, Belgium

SPECIAL HALIFAX LETTER.

HALIFAX, Feb. 8, 1895

THE topic in hardware circles in this city this week was the dinner at the Halifax hotel, on Monday night, in celebration of the sixth monthly meeting of the Halifax Hardware and Iron Association. It was a very pleasant affair. President Stairs presided. Forty-two persons sat down to the well-provided tables. The usual speech-making was indulged in, in which the benefits of such an organization were fully brought out.

The City Council this week awarded tenders for 2,000 barrels of cement to H. H. Fuller & Co., for Cathedral brand. Their offer was $2.35 per barrel of 425 lbs. net, or $2 07 per barrel of 375 lbs. net. The same firm offered the Lion brand at $1.95 8-10 per barrel of 375 lbs. net. Among the other tenders (for bbls. of 375 lbs. net) were :

S. M. Brookfield, Eagle brand..	$1.91 7-10
Black Bros., Coronet brand....	2.03 7-10
Grant, Oxley & Co., Star brand.	2.05
De Wolfe & Co., White brand...	2 07 5-10
Cunningham & Curren, Cygne brand.....	2.09
Cunningham & Curren, La Cloche brand.....	2.12
C. I. De Sola, Josan brand....	2.28 4-10
Atlas Co., Atlas brand.....	2.61
H. H. Fuller & Co., Mannheimer brand.....	2.65
Bellhouse, Dillon & Co., Condor brand.....	2.24
Manhatten Co., Manhatten brand	2.75

The amount of the contract is about $4,700.

Halifax merchants seem more amused than anything else over the Nail combination. The New Glasgow works are not in the deal. The large orders placed at prices given last week will prevent an advance in the provinces. Apart from this, they say, the nearness of the American market, with the low price of the article there, and the cheap rates, an advance would be an impossibility under any circumstances.

The general trend of trade is dull. Travelers report a dull season generally.

It is understood that Mr. J. F. Stairs, M.P., president of the Consumers' Cordage Co., is to remove to Montreal, where the head office will be located.

TAUNTON.

BOWMAN & MOORE'S FAILURE.

A meeting of the inspectors of the estate of Bowman & Moore, the insolvent wholesale hardware merchants, of Hamilton, was held in Toronto Wednesday. It was decided to sell the stock at auction in Toronto on the 20th inst. The stock as per inventory is valued at $49,489 76. The total assets of the firm are valued at $54,197.82 and the liabilities $30,522.73. The preferred claims are $2,232, in which are included $975 taxes and $583 wages. Among the unsecured claims are : Bank of British North America, $10,000 ; Bank of Hamilton, $5,000 ; Canada Paint Co., $1,500 ; Canada Screw Co., $1,236 ; W. R. Mills, $1,000 ; W. Bowman, $1,000. All the other claims are under $1,000.

The failure of the firm was largely due to the ill-health of Mr. Moore, and HARDWARE is pleased to learn that his health has improved within the last few days.

DANIEL WEBSTER'S OLD WAGON.

Daniel Webster's "old yellow wagon" now stands in a dreary spot on Pettis plain, in Greenfield, N.J. If it could speak, says Philadelphia Record, it could tell an interesting story.

Once the family wagon of the great statesman, then to be finally sold for a bull terrier and allowed to stand on a dreary old plain, filled with snow in winter, and be used as the roosting place of turkeys, tells in a single sentence some of the mutations of fortune that have come to the old carriage.

Notwithstanding the hard luck that has come to it in its old age, it still retains evidence that it was honestly and faithfully made, and is capable of doing still further service.

It was made for Daniel Webster somewhere in New Hampshire, about 1828 or 1830. It was taken to Marshfield when the great statesman was at the zenith of his power and reputation.

It was frequently used by Mr. Webster and members of his family. It was then that the name "yellow wagon" was given it, supposedly because it was painted yellow.

Years after Mr. Webster's death it was found stored away on some beams in an old shed. It was sold to an expressman, and finally passed to the ownership of Henry Wood, of Greenfield.

An ingenious snow sweeper has been invented by a Boston man named Calet, which promises to make an end of the snow difficulty, and has been shown in Montreal by Mr. R. C. Cowan. It can be handled by electricity or by horses ; the haulage supplies the power, which is carried by gearing to huge brushes revolving at the rate of three thousand revolutions per minute. This will clear a street as clean as a whistle of snow or any dirt, the force being sufficient to raise quite a heavy body. The matter swept up by the brushes is carried by a Sturtevant blower and deposited by a funnel into carts to be taken away. It is claimed the machine will sweep a street clean of loose snow as rapidly as it can be driven along the street.

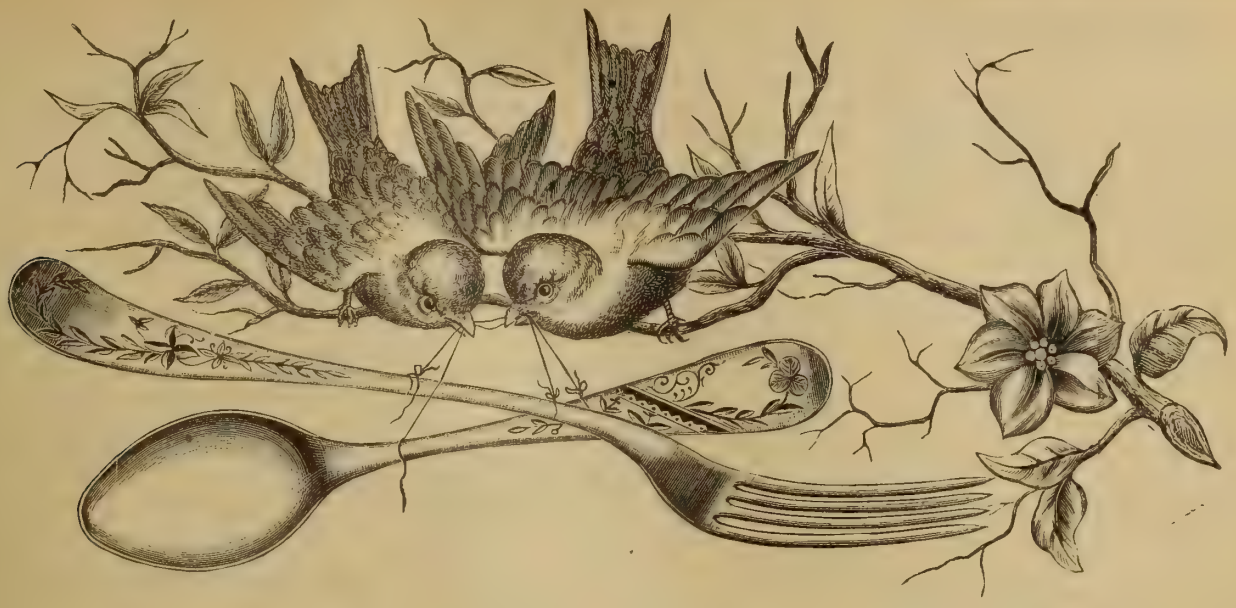
A young man named Staebler, of Tavistock, is very much wanted in that place. It appears that a short time ago he became agent for the Goold Bicycle Company, of Brantford, and succeeded in placing a large number of wheels in that vicinity and other parts of the country. In this way, it is claimed, amounts varying from $25 to $100 were paid to him. Recently a member of the Goold firm visited the village, and when it was found that Staebler had gone, with nearly all the money received from the sale of the machines, he laid claim to the bicycles so disposed of, saying that the company had a lien upon them, and that he was under instructions to take them back to Brantford. The purchasers, however, would not give up their wheels, and will fight the case out in the courts. They contend that Staebler was a duly authorized agent.

CUTLERY

A. C. LESLIE & CO., Montreal and ... Toronto

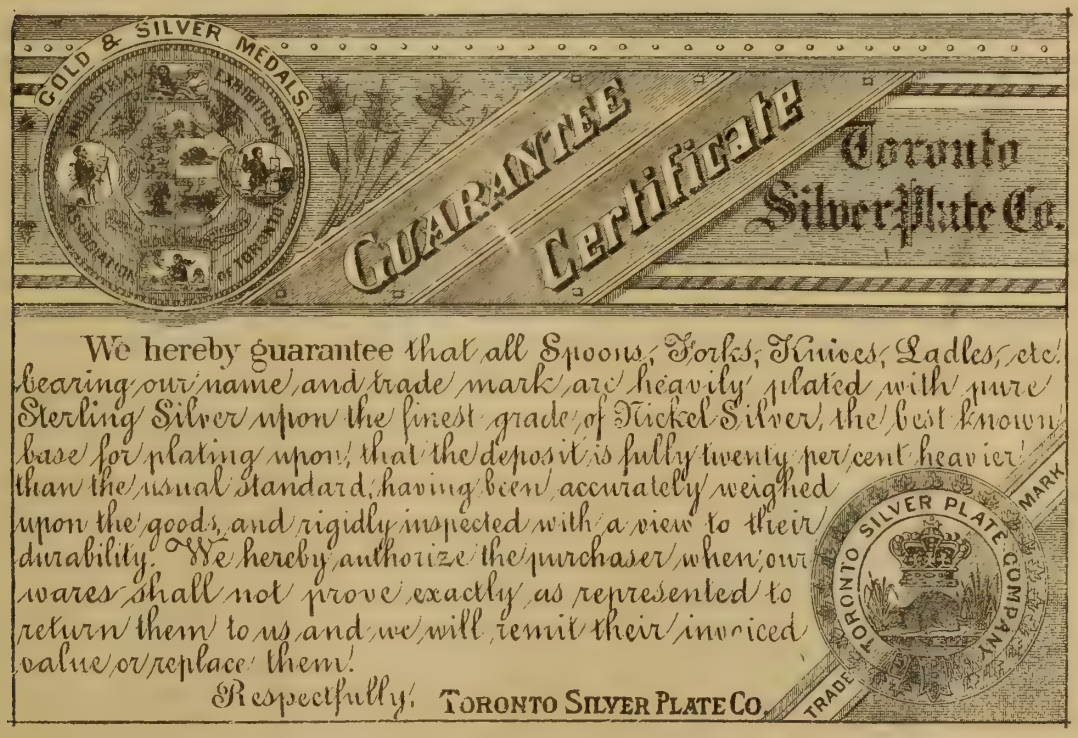
We are closing out the stock of Cutlery, Spoons, etc., at our Toronto office, and can offer special inducements to buyers during the present month.





Fac-Simile of Our Guarantee Certificate

Which accompanies all Flatware bearing our name—"Toronto Silver Plate Co."
When ordering Silverware from your jobber insist on it being stamped in this way.



The Toronto Silver Plate Co.

FACTORIES AND SALESROOMS

E. G. GOODERHAM, Manager.
JNO. C. COPP, Sec.-Treas.

570 King Street West
Toronto, Canada.

TRADE CHAT.

A WOMAN in a western Ontario town purchased a new-fangled kettle from a pedlar. In the evening she showed it to her husband, a hardware dealer, who told her he had the same thing in his store for half the price she paid. "Well" she said, "why don't you advertise? Nobody knows what you have for sale."

Waubashene will soon be lighted by electricity.

The Oshawa Railway Co. will seek an extension of time.

Wellington McGregor, charged with forgery and fraud, has been jailed at Chatham.

It is estimated that the world's canon have cost the world's taxpayers a little over $40,000,000.

J. T. Prince has resigned the position of superintendent of the Ottawa and Gatineau Valley Railway.

Keep a quotation book, and use it. Know when you want anything, where you can buy it, and at what price.

An electric railway will, it is said, be constructed between Hamilton and Burlington, either around the bay or across the beach.

The plant of the Hamilton Bridge Co. will be offered for sale by public auction on February 18. The tenders received did not reach the reserve bid.

The Toronto Board of Trade has instructed the Committee on Legislation to report on the right of a trader selling his stock and then becoming an insolvent.

The St. Lawrence and Adirondack Railway Co. will apply to Parliament for authority to increase the issue of bonds on their railway to a sum not exceeding $30,000 per mile.

A committee of the Toronto Board of Trade will interview the fire underwriters with a view to securing a reduction of the rates to the standing prevailing before the recent fire.

The St. Catharines and Niagara Central Railway Co. will ask for power to extend its line from Hamilton to Brantford and thence to Woodstock, also to Port Dover, or to Port Burwell.

A despatch from Ottawa says that authority has been given for the granting of a gratuity equal to two months' salary to the widow of W. H. Lester, of the Toronto Customs. A similar grant goes to Miss Maclean, daughter of the late John Maclean, for many years deputy collector.

Mr. F. K. Copland, president of the Sullivan Machinery Co., of Chicago, was in Toronto on Wednesday, when he made a proposition for exploring the rock formation under the bay with a diamond drill, for the purpose of discovering its suitability for the construction of a conduit tunnel for the water supply. His terms were favorably entertained and a contract was signed. It is proposed to bore four drill holes, taking out a core two inches in diameter, so as to show the character of the formation.

Steel rails are known to have a short life in tunnels and other closed spaces into which the fumes from locomotives are discharged. This appears to be due to the conversion of the sulphur in coal into sulphuric acid, and the subsequent chemical action of the acid upon the steel.

A wire message from New York to Auckland traverses a length of line of 19,123 miles, nearly three-fourths of which is submarine cable. It has to be repeated or rewritten fifteen times. The longest cable is between New York and Europe, say 2,800 miles, and the longest land line in across Australia from Port Darwin to Adelaide, 2,150 miles.

Mr. Henderson, M.P., was in Ottawa last week, and had an interview with the Minister of Public Works in regard to the construction of the bridge over the canal at Burlington Beach. Tenders for masonry have already been received by the department, and the tenders for the iron work will be called for in a few days.

The Aylmer branch of the C.P.R. will pass into the possession of the Pontiac and Pacific Railway Co. within the next few weeks, thereby giving the latter road practically an entrance into the city of Ottawa. It is stated that the purchase price is $84,000. The line was built in 1877, and is seven miles in length. Hull is the real terminus, but the company will pay the C. P. R. a rental for crossing the river.

The electric welding machine, manufactured by the General Electric Manufacturing Company, of Peterboro', and erected by Mr. Chamberlain, of that company, in George Gillis' carriage hardware factory at Gananoque, has been set running and proved a great success. Mr. Thomas Kelday, who will operate the machine in future, welded the first shifting rails ever done in Canada, and much more quickly than by the old method.

Wellington Burley, Shelby, Neb., writes Mayor Wright, of Kingston, that he is on the trail of three million dollars alleged to have been stolen in 1812 from a bank in that city, and that he would pay the Mayor well for corresponding with him and giving him details of the theft. Kingston was not much of a town in 1812, and as for holding three millions of dollars, the probabilities are against it.

German steel manufacturing concerns are complaining bitterly that the contract for all the steel material (nearly 8,000 tons) required for the five large steamers recently ordered by the Hamburg-South American Steam Navigation Co., of Hamburg shipbuilders, has been divided amongst English firms. It is stated that during last year between 30,000 and 40,000 tons of English steel material were taken by German consumers, Rhenish-Wesphalian makers being beaten in competition owing to the heavy railway freight charges.

There seems to be a boom in the construction of electric railways throughout Ontario. Incorporation has just been applied for for the following :

Brantford, Port Dover and radial electric.
Hamilton Valley, City and Waterloo.
Kingston and Gananoque electric.
London and Western Ontario electric.
St. Thomas radial electric.

Daniel—"To advertise when trade is dull, is useless, don't you see."

Samuel—"I advertise each day, and trade is never dull with me."

Fire at the Junction

CANADA WIRE MATTRESS CO.

TORONTO JUNCTION, 25th Jan'y, 1895.

MESSRS. J. & J. TAYLOR,
TORONTO :

Dear Sirs,—

We are glad to say that the safe of your make, which was contained in the fierce fire which reduced our factory to ashes, on the 5th inst., preserved the books intact.

Yours respectfully,

(Signed) CHAS. A. HART,
Managing Partner.

Get a Taylor Safe

ACCURACY.

ABOVE all other elements in a workman's ability, says Metal Worker, stands accuracy, without which all his work may go for naught. And yet, to many men quantity seems to stand before quality, at least to the extent that almost right is good enough. It is seldom that accuracy and extreme celerity go hand in hand. As a rule the accurate man, he upon whom one man can always rely, is relatively slow. Nevertheless, when one compares his output of work, which is always accurate, with the net useful result of a lightning workman the balance is likely to tip in favor of the slow but sure method of doing things. Surroundings have certainly much to do with a man's ability to habitually turn out accurate work. In some establishments the incessant nagging and rushing by unnecessary interference so upsets a workman that he is continually blundering. But there are other shops where, notwithstanding the fact that there is always a steady pressure to get work out, a man nevertheless feels that it must be right at all hazards.

When the head of an establishment fully absorbs the idea that haste inevitably makes waste it will be seen that there is a way to get work out on time, to have it correct, and to keep the workman in the best frame of mind to give his constant and undivided attention to his work. Accuracy on the part of the individual can certainly be cultivated, but, nevertheless, some men seem to be naturally far better equipped in this way than others. Acquired accuracy is a virtue, so to speak, of slow growth. It must, in fact, become a habit to be accurate, and, like all other habits, it must, therefore, be the result of repeated action. As each new job comes to the workman his determination must be that this particular job shall be just a little better, a little nearer perfection, than the last. He must see to it that no move is made until he knows that it will bring the desired result, that no piece is cut until it has been measured, and that it is not laid aside until its thorough completion is rendered evident by careful inspection.

PAINTING HARD PINE.

"I regard linseed oil without pigment as the best priming for hard pine, and white lead and linseed oil as the best paint to coat up with," writes V. R. Ginnell, in The Painters' Magazine. "All combinations containing zinc, barytes, or very much yellow ochre, are liable to scale from hard pine. I read in a magazine that linseed oil and pine tar mixed made a good priming coat for hard pine. To test the question, I primed some Georgia pine, put up on a southern exposure, with one part pine tar and three parts commercial boiled oil, and coated up with two coats of white lead mixed with boiled oil. The paint has endured the heat of two summers; the gloss is gone, but there is no sign of cracking, peeling or chalking No pitch has come through the paint. I give this experience, hoping that others who have had experience in painting hard pine may tell us what they know about it."

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

Windsor Plaster Company
MANUFACTURERS OF
Calcined and Land Plaster
English Selenite Cement Wall Plaster
For Walls and Ceilings. Always ready. No mixing beforehand.
POTATO BUG EXTERMINATOR.
Sure death to bugs. Used in Nova Scotia for ten years. Sold in 300 lb. barrels only.
WINDSOR PLASTER COMPANY, - - Windsor, Nova Scotia.

BRUSHES
BRUSHES
For Spring Season, 1895
The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

TRADE MARK.
BLACK DIAMOND

FILE WORKS
21 to 43 Richmond St., Philadelphia, Pa.
G. & H. BARNETT,
MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

CONTINUOUS PUBLICITY.

By Nathaniel C. Fowler, Jr.

EVERY man thinks he has a hard time of it. Most every man does. Every man thinks his trade is the worst trade there is. But it isn't.

Hard times and good times are pretty evenly mixed, and will be.

Every man thinks that his business can't be run like anybody else's business.

He fools himself.

While every man has his own method, every successful man succeeds by following the methods of other people, slightly changed and adapted to his own method of business-doing.

There are fundamental principles which are always found in success, and without which success is never possible.

Occasionally a man sails against the tide, in a boat of his own construction, steered by his own peculiar rudder, and manages to get ahead sufficiently to justify him in believing that he understands navigation.

Such men are exceptions, and their methods of success mean failure to almost everybody else.

Better walk, or run, if you can, in the beaten road of success, than to make tracks across unknown land, which may lead to a desert on the other side of the horizon.

Originality is to be fostered, but over-originality is as bad as under-originality.

Because one man succeeds without advertising does not prove that the ninety and nine men can do without it.

Because one man makes $100,000 a year without advertising, is not proof conclusive that he wouldn't make $200,000 if he advertised.

Ninety-nine per cent. of all business men do more or less advertising.

The man who succeeds, and advertises, is not generally foolish enough to make the experiment of attempting to succeed without advertising.

He lets well enough alone.

His business with advertising has paid, and he continues to advertise, and his business continues to pay.

Every failure-of-a-man may and may not advertise, but few progressive advertisers are failures.

Advertising in its broadest sense does not refer exclusively to announcements in the local or national paper, but covers the entire ground of trade-reaching, with the exception of personal solicitation.

The letter-head, the envelope, the circular, the price-list, the catalogue are all a part of advertising, and should be added to the advertising appropriation.

Nobody moves from one block to another unless for better accommodation, or because the old block is going to be pulled down, or because the town centre has moved away from him.

The longer a man has been in a place the better off he is.

Age is one of the fundamental conditions of success, and the oldest store or place of business, all things being equal, ought to do the most business.

The successful man never discharges a clerk for the sake of discharging him.

The longer a clerk has been with him the better clerk he is, and the more money he can bring into the store.

Continuity and success are one and the same thing.

The firm name is never changed unless it has to be.

The style of the firm letter-head remains the same unless some new design is necessary.

The same line of goods is carried year in and year out, unless the line has worn out its usefulness.

Don't think that I advocate old-fashioned methods.

Far from it.

Use all the new things that have been proven to be good, or seem to be worth the experiment, but don't give up the old things.

Keep your feet in the road of old-fashioned success, no matter what you may do with your hands in grasping new ideas.

If advertising is worth anything, and 5,000,000 advertisers say it is — 5,000,000 honest, money-making witnesses, who don't advertise for the fun of it—then advertising should be continuous.

There is no more sense in stopping advertising than there is discharging clerks because the times happen to be dull.

The man with a big store during the holidays doesn't go into a smaller store in January or February because trade is not quite so brisk.

He expects to lose money during certain seasons of the year, and the wise business man doesn't make a heavy cut in expenses.

His customers are about him, even though they are not buying.

He must keep up the appearance of good business, though he may be doing, for the time being, poor business.

People buy all the year round.

They may buy more during December, and in certain lines may buy more during other months of the year.

Every business must have its good time and its dull time, but the buyers are there, the buyers must not be forgotten, and the buyers must not be allowed to forget the store or office.

Outside of necessities, fully three-fourths of the articles purchased are purchased in the minds of the buyers from one week to six months before the trade is consummated.

Dull-time advertising is the trade-bringing accomplice before the sale.

It not only makes it impossible for the coming buyers to forget the advertiser, but it assists them in making up their minds to buy certain things when the buying season arrives, and they are liable to go to the store of the concern whose name has been always before them rather than to that of the concern which only advertises when the buying season is fully on.

Better advertise extensively before the good times than during the latter part of the good times.

If the advertiser has a column advertisement just preceding the buying season and during that season, I would not say that it is necessary for him to use so large a space during the dull times.

Let him cut his space, but let him never leave out his advertisement.

If the advertiser proposes to advertise to any extent, let him keep his advertisement in the paper continuously throughout the year, unless he be one of those few exceptions who handle lines of goods which can be only sold during one or two months of the year, and even in that case he had better advertise at least two months before the selling season arrives, but there are so few of these men that there is no necessity of discussing their special side of the business.

This article is a general one, and does not treat of exceptional exceptions.

The majority must rule, and, as advertisers are almost invariably intelligent men, the majority of them furnish a rule safe to follow.

In every town, big or little, the successful business man advertises all the time, frequently varying the size of his advertisement.

These men, who advertise for business, would stop advertising if they were not convinced it brought them business.

These men have made the success of every town and every city in the country, and these men advertise continuously.

The man who thinks he knows it all himself, who will not learn from others, who will not accept the vote of the majority, is generally a failure, and if a success, gains his success by methods so strange as to be beyond the analysis of human calculation—he is an exception, having no part in business economy or business success, and which teaches nothing to anybody.

The Stratford Mill Building Company has begun operations with a good force of hands. This was good news to many mechanics in that town, as it has been shut down for more than a month. It starts under new management.

VISITORS AT MANUFACTORIES.

IT is a fact well worthy of attention, says The Iron Age, that the treatment accorded visitors to manufacturing establishments by the proprietors is not the same now that it was a few years since. It is not so long ago that we heard much about shop secrets, mysterious and dark apartments where the product was incubated, and were told of special machines of wonderful design which could not be viewed by the vulgar eye because they were the vital part of the business. An atmosphere of mistrust pervaded everything, and the managers of a works closely watched a visitor to make certain that he did not carry away with him the foundation and roof of the building and all things intervening. Once in a long while a place was found where the visitor was welcome, where he was shown the special appliances, and where the methods making the business successful were explained to him in detail. These two classes or divisions differed widely in the character of their output, no matter what it was. The mysterious man might or might not have devices of exceptional value, but the quality of his product seemed to bear a certain fixed relation to the degree of mystery—the greater the mystery the poorer the product. On the other hand, the man whose establishment was open for inspection almost invariably produced goods of the highest quality in design, material and workmanship. It seemed that he courted a scrutiny of his methods and did not dread a critical examination of his products.

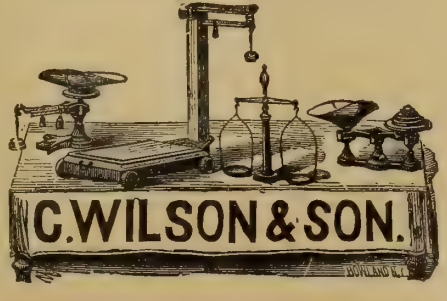
This has now been changed to such an extent that the vast majority of manufacturing concerns are pleased at the advent of a visitor. This change has been aided largely by the technical periodicals and the many technical societies. We understand perfectly that business methods are not the same, and also that while there is the same sharp rivalry, there is not the old feeling of distrust of one's neighbors. We also appreciate the fact that the army of bright engineers has grown with the times, and that therefore it is not so easy now as formerly to control the manufacture of any article by means of special appliances. The improvement of these special tools would soon take place. But these influences, working unaided, would not have produced the liberal spirit now manifested by the manufacturer in the conduct of his business. The technical press have, whenever there were meritorious features apparent, presented descriptions of methods and appliances for the benefit of their readers. The shop owner has found that when he permits the publication of a certain device for doing a certain work—perhaps some particular work in his own place—he derives a benefit from the prominence he receives as a designer of ability. The same result is reached when he describes his shop and business methods, and explains in detail just how he conducts his establishment. If his system is perfect, the reader knows that his product can be relied upon in every respect. When, as now, many do this, there is an interchange of opinion and experience of the greatest value to all concerned. The man who casts his idea as bread upon the water invariably finds that it returns to him increased many fold. The spirit of sociability engendered by the technical societies, the free and open discussions, and the custom of explaining minutely valuable methods and apparatus, have done much toward doing away with the exclusiveness heretofore so common.

Manufacturers as a whole will be still more benefited when they adopt the custom of more generally and frequently visiting works in the line they are most interested in. This mutual inspection will come eventually and will result in improvement in methods and appliances. Even now the leading concerns, particularly the most prominent builders of machine tools, cordially receive the visitor, no matter whether he is a direct competitor or not. This being the case in one industry, it is not too much to believe that before long the door of a factory will be made without a bar.

"PLEASE REMIT."

I suppose that most men hate above all things to write dunning letters. It may be that some do not. In fact, I have seen men who, I thought, rather enjoyed being a thorn in the side of a worried and anxious debtor, admits a credit clerk in an exchange. Yet I fancy it isn't easy to remind a customer of his procrastinating ways, for it has got to be done in most cases with great tact and finesse in order not to arouse a feeling of obstinacy or injury, which is too often fatal to the desired result. Something of this feeling of reluctance and delicacy to apply the probe must have induced a New York house to paste the following gummed label on a lot of bills it was sending out: "Of all sad and doleful words that mankind ever writ, there are no sadder ones to write than these two: "Please remit." It is to be hoped a generous and ready sympathy prompted the action of every man who received the refrain.

Highest Award at Chicago.



SCALES and SAUSAGE MACHINERY
67 Esplanade St. E., Toronto

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

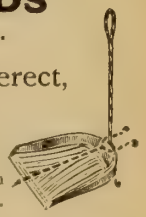
DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

RAMSAY'S
Pure Lead
Mixed Paints
Oil Stains
Varnishes
ARE AHEAD

Long Folding-Handle Dust Pan

HANDLE FOLDS
As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S.—We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

——OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

AN insolvency declaration has been applied for in the case of R. H. Hodge, general store, Twillingate, Newfoundland.

Hubert Paradis, matchmaker, Levis, Que., has assigned.

James H. Hartney, general store, Souris, Man., has assigned.

Hartney & Dickson, general store, Hartney, Man., have assigned.

A. J. O'Boyle, general store, Brechin, Ont., has assigned to M. McGrath.

R. Story & Co., hardware, Barrie, Ont., have assigned to T. H. Stewart.

G. W. Helstrop, furniture, Creemore, Ont., has assigned to G. E. J. Brown.

J. B. Lavalle, general store, St. Germain de Grantham, Que., has assigned.

Pauze & Lamouche, teas, Montreal, have compromised at 50c. on the dollar.

Telesphore Provost, hardware, Montreal, has compromised at 25c. on the dollar.

T. Johnston, crockery, Picton, Ont., have assigned to E. R. C. Clarkson, Toronto.

Z. Guimond, sr., general store, Cap St. Ignace, Que., is asking for an extension.

Durno & Co., general store, Acton, Ont., have assigned to W. H. Argles, Toronto.

L. & E. Hart, general store, Guysboro', N.S., have assigned.

Charles Fraser & Son, general store, Pembroke, Ont., have assigned to Gideon Delahaye.

L. P. Marchand, general store, St. Tite, Que., has assigned. Creditors will meet on Feb. 13.

Hugh McPherson & Sons, carriage makers, Ringwood, Ont., have assigned to W. J. Stark.

A demand of assignment has been made in the case of L. P. Marchand, general store, St. Tite, Que.

The Electric Match Co., Louiseville, Que., have assigned. A meeting of creditors is called for Feb. 9.

J. McD. Hains has been appointed curator of the estate of G. F. Lawrence, general store, Buckingham, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Hetu & Brunet, tinsmiths, Montreal, have dissolved.

J. & E. Locke, general store and fishing, Lockeport, N.S., have dissolved.

J. & N. Choquette, carriage makers, St. Hyacinthe, Que., have dissolved.

The Milton Electric Light & Power Co., Milton, Ont., is applying for a charter.

The Hall Mining Machine Co. of Canada, Sherbrooke, Que., is applying for incorporation.

Clarke & Henderson, tinsmiths and stoves, Niagara Falls, Ont., have dissolved partnership.

Hyslop, Caulfeild & Co., wholsale men's furnishings and bicycles, have dissolved partnership. H. J. Caulfeild & Co. succeed to men's furnishings business, and Hyslop, Son & McBurney to the bicycle business.

Belanger & Prefontaine, sash and door makers, Valleyfield, Que., have dissolved. T. Prefontaine continues.

Telesphore Provost and Felix Fleury have registered a partnership as Provost & Fleury, hardware, Montreal.

Gilbert and Euclide Martin have been registered proprietors of Gilbert Martin & Co., general agents, Montreal.

E. Brosseau, merchant, St. Albert, has admitted to partnership Augustin C. Hebert, under the firm name of E. Brosseau & Co.

J. & S. Bessette, threshing machine manufacturers, Iberville, Que., have dissolved. Joseph Bessette continues; style unchanged.

Dickie & Marquis, general store, Pickering, Ont., have dissolved partnership. John Dickie continues, under style of John Dickie & Co.

A. A. Marceau and Jas. Letourneux have been registered proprietors of Marceau & Letourneux, hardware, St. Henri de Montreal, Que.

Richard E. Archambault and Albert Legault, dit Deslauriers, have been registered proprietors of Archambault and Legault, painters, Montreal, Que.

SALES MADE AND PENDING.

J. H. Lewis is starting a hardware business at Smith's Falls.

James C. Holland is starting a crockery business at Montreal, Que.

M. Grass, general store, Ridgetown, Ont., has sold out to Chas. H. Gerbig.

E. A. Thornton, general store, Norval, Ont., has sold out to Vance & Co.

E. R. Matthews, second-hand furniture, Victoria, B.C., is advertised as selling out.

G. & J. Kitchen, hardware, bakery, etc., have sold out the bakery to Jos. Woodrow.

The Standard Oil and Gas Co., of Essex, Ltd., Essex, Ont., have obtained a charter.

The stock of the Cunningham Hardware Co., New Westminster, B.C., is advertised for sale.

The general store stock of A. D. Mitchell, Glencoe, Ont., is to be sold by auction on Feb. 11.

The assets of Laurin & Peloquin, general store, Sorel, Que., are advertised for sale by auction.

The assets of the Hamilton Bridge Co., Hamilton, Ont., are to be sold by auction on Feb. 18.

The stock of Gustave Joly, general store, St. David (Yamaska), Que., is to be sold at public auction.

The stock of Durno & Co., general store, Acton, Ont., is advertised to be sold by auction on Feb. 13.

The estate of O. Fradette, general store, St. Narcisse, Que., is to be sold, his offer of compromise having been refused.

CHANGES.

James B. McDunnough has been registered proprietor of the McDunnough, Daylis Varnish Co., of Montreal.

Agnes McLauchlin, wife of Wm. Bell, has been registered proprietress of Wm. Bell & Co., general merchants, Montreal.

DEATHS.

S. V. White, of S. V. White & Son., general store, etc., White's Cove, N.B., is dead.

J. F. Stewart, of Verret, Stewart & Co., wholesale fish and oils, Montreal and Quebec, is dead.

Emanuel Samuel, of M. & L. Samuel, Benjamin & Co., wholesale hardware and metals, Toronto, is dead.

FIRES.

J. Smith, furniture, Farnham, Que., has been burned out.

S. L. McKay's hardware store, Kingsville, Ont., has been burned.

W. L. Hibbard, saw mill, Farnham, Que., has been burned out.

W. C. Webster, hardware, Coaticook, Que., has been burned out.

H. L. Dupois, general store, Coaticook, Que., has been burned out.

S. Bachard, general store, Coaticoook, Que., has been burned out. Insured.

The lumber and stave mill of H. C. Rees, Woodslee, Ont., has been destroyed by fire.

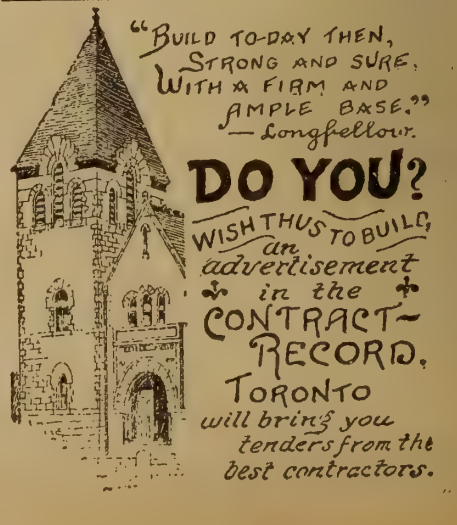
The grocery stock of Chapdelaine & Frere, grocers, Quebec, has been damaged by fire.

The chlorate of potash works of Gibb & Co., at Basin du Lievre, Que., have been burned. Loss, $50,000.

The wholesale smallware stock of R. K. Holland & Co., Montreal, has been damaged by fire and water. Insured.

Asher & Leeson, general jobbers, Toronto, have had their stock partially damaged by water. Loss estimated at $1,500. Fully covered by insurance.

The British Columbia Commerce and Maritime Register, of Vancouver, B. C., encouraged by past success, has changed its name to The Statistic News-Advertiser. Its province will be greatly extended, and its influence widened.



Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East. TORONTO

H. BOKER & CO.

Are famous for their

Razors

And **Scissors**

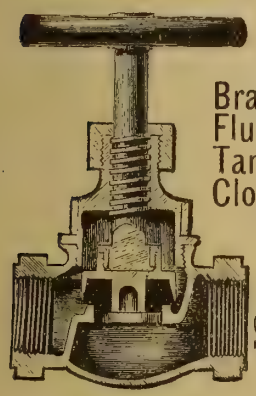
Pocket Cutlery

Trade Mark

(Tree Brand)

FOR SALE BY LEADING WHOLESALE HOUSES

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE

Stevens Mfg. Co.

London, Ont.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

POLITENESS.

POLITENESS would appear to be one of the graces frequently considered unnecessary in the management of the shop, says Metal Worker. How often does the spirit of true politeness enter into the dealings of many foremen with their men whose work they direct? And because of the lack of it, how seldom do they receive from these men either the sympathetic or respectful obedience that is necessary to the most efficient management. Politeness should certainly not be confounded with familiarity or effeminateness, for it may go hand in hand with dignity of bearing and the most rigid enforcement of just orders. Its exemplification will always secure the respect of those who come under its influence, and it cannot fail to raise the moral tone of the shop and to create harmony between employer and employed. Because the man in authority has the legal (but by no means the moral) right to speak impolitely and even abusively to his workmen, who in turn are ordinarily expected to hold their peace, there certainly rests upon the ruler the responsibility for any such condition as may result from ill-chosen words addressed to a workman. The golden rule is the rule of true politeness, and one may well hesitate if he thinks how his intended remark would sound if addressed to himself. How often the feelings of a conscientious workman are deeply hurt and his ambition chilled by the cutting, fault-finding remark of his superior. A man with a conscience feels badly enough when he makes a mistake without being rudely treated because of it. It takes but a word politely spoken by his foreman to make him appreciate far more deeply his error than he would if he were angered by unjust criticism. A man has no excuse for impoliteness. He can acquire a manner that shall be more than merely just—a manner that shall express his desire to treat others as he would have them treat him, and he may rest assured that this acquisition will certainly raise him in the estimation of all with whom he is concerned.

CARE OF BEARINGS.

Box bearings and journals, if not abused, will remain in good condition for a number of years, says an exchange. Machinery, no matter how good it is, is bound to wear, and sooner or later the effects of wear are evident, and it falls to the duty of the repairer to remedy the defect in such a way that the machinery may be made to run and do effective work for years to come. The simple wearing of a shaft at the bearing, or the wearing of a box journal through years of friction, does not condemn the machine to which they belong. A little skill will overcome the effects of wear through use. By keeping the caps tight, the bearings even and well oiled, there will be less danger of wear.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date,** and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Feb. 8, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18½ 19
Straits "	18 18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14x35,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 60
Refined " "	2 35 2 65
Horse Shoe " per 100 lb.	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	2 75 3 00
Machinery	3 00 3 25
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates 1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
3/16 "	2 35
¼ " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4½
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04¼
Sheets, 2½ lbs, sq. ft, by roll	0 04¼ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " "	1 25 1 90
Canadian " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 08½

Varnishes (in bbls).

o. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	.....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 40	0 42

Castor Oil.

Best, per lb	0 06¼	0 07¼

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 (9½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear	.....	0 09

Liquid Glue—**F. LePage's**, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion' grade, 25 p.c .

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes. 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepar'd pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross ... } 7,25 8 00
" Sewing, " ... }

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1, leather, dis. 15 p.c.
Standard, 37½ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p.cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking. (Catchpole's).

No. 1, Egyptian Blacking	.....	9 00
" 2, " "	.....	4 50

Blind Rollers.

Annex .....per doz.	1 25	1 75
Mascot ..... "	1 35	1 85
Erminie ..... "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb..... .. 0 11 0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "	....	6 00
" No. 9 "	....	7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World "	....	21 75
Daisy, "	....	24 00
Star, "	...	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	....30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	....	....	2 70
Thorold "	....	....	1 10
Queenston "	....	....	1 10
Napanee "	....	....	1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	....	1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10-1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz 3 60 4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent.
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb . 0 25 0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 15 0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb..... 03 3-5 0 04¾
Screw hook and hinge—

6 to 10 in., per lb.	0 3¾	0 04
12 up "	0 2⅝	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.
Planter doz..... 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton $3 60
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 5½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. ..., 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz, ... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70, 10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer. Pat'n. Basis—50 to 60 dy 2 10
40dy 2 15
30 dy 2 20
20, 16 & 12 dy 2 25
10 dy 2 30
8 & 9 dy 2 35
6 & 7 dy 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3 dy. A.P. Fine 3 70
Car lots 5c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American 1 85 3 50

Nail Sets, per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S.R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks
Per doz 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz 1 35 2 00

Pruning Shears.
Per doz 4 00 5 50

Pulleys
Hothouse, per doz 55 1 00
Axle 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6½	9½
¼, 5-16, ⅜ in.	7	10
Cotton, per lb.	13	16
Russia Deep Sea, per lb..	12¾	13½
Jute	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire 55 90

Sash Cord
Per lb 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb 1¼ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7 5
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 60 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes
Discount 52½ per cent. revised list
Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.
Per lb 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.
Stove Polish, (Catchpole's).
Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass'skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 7
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz 1 25 2 50

Tinner's Tools.
P.S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c. to 35 p.c.
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	} ... 2 87½
" 4 " 4 & " "	
" Plain twist, all deld	... 2 87½
" Truss	... 4
" Steel thorn and ribbon	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points	.. 4½
Steel staples	... 2 87½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

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HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO, FEBRUARY 16, 1895. No. 7.

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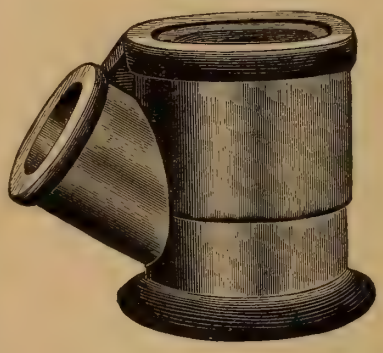
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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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CANADIAN ENAMELLED WARE.

LAST week it was stated that a number of Germans, brought to this country by the Thomas Davidson Co., Montreal, to manufacture enamelled ware, had left the place in a body.

The inference which some might draw from this is that the Davidson Co., who had erected a large building and plant for the manufacture of this ware, would not be able to carry on that industry.

HARDWARE MERCHANT went to their works at St. Cunegonde on Wednesday, and was shown samples of the goods, and was assured most positively they would be able to fill all spring orders for this ware.

One man has left their employ, but that will not interfere with or delay the work.

It was also stated that these Germans had taken possession of the works, and under the plea of keeping their manufacturing process secret, refused to admit even Mr. Davidson.

The absurdity of this is shown by the fact that James Davidson, a member of the firm, spent some time in the factories in Germany, and knows the processes thoroughly.

Besides, no sane manufacturer would consent to an arrangement which would leave him completely at the mercy of a few mechanics—sometimes ignorant mechanics, as many foreigners are. The fact is, the employes had not the keys, and consequently could not have had anything to say as to whom should be admitted.

The manufacture of enamelled ware is a new industry for Canada, and the Davidson Co. expect to give employment to a large number of men. At present they have over 400 hands.

From the samples shown there is no doubt but that they can turn out a good article.

They will still, of course, carry on their extensive stamped and decorated tinware departments the same as before.

ADOPTING THE CASH SYSTEM.

Believing that the long credit system of doing business is injurious to both buyer and seller, and being convinced of the great advantages that must accrue (especially to the buyer) from the cash system, we have decided to adopt it in our business, and would respectfully ask for your co-operation in giving it a fair trial.

The above is an extract from a circular sent out recently by James A. Cline & Co., a retail hardware firm doing business in Winnipeg. It is a sample of what a good many other merchants throughout the country are doing.

This peculiar tendency in business to-day is born more of necessity than choice.

The department stores cropping up here and there have sharpened competition that was already keen.

And the keener becomes competition the closer are profits naturally shared.

Obviously, the merchant who does business on a cash basis is able to sell cheaper than his neighbor with whom the credit system still obtains.

In the first place his losses are fewer; and then "small profits and quick returns" is a good axiom for ordinary business men as well as the old time "Cheap Johns," who were the authors of the expression.

HARDWARE would like to hear from Cline & Co. as to the measure of their success in the cash system. In fact, testimony or opinions on this important question are courted from all who care to use our columns for the purpose.

EASINESS IN TIN PLATE.

The dulness that has ruled throughout the past fall and winter in tin and Canada plate has, if anything, been accentuated during the past ten days.

The stocks in jobbers' hands are said to be larger than usual, some holders in Montreal having a very large stock on hand.

With this fact in view holders there have shown a disposition during the past fortnight to make substantial concessions to induce buying.

This week holders in Montreal have offered round lots of coke tin at a reduction of 10c. per 100 lbs.: and though $2.60 is supposed to be the inside price, it is not unlikely that a buyer could have an order filled at $2.50.

The same easy feeling prevails on Canada plate, and buyers would have no difficulty at all in securing all they wanted at $2.

This is considerably below holders' ideas at the same time last year.

ADVANCE IN IRON PIPE.

The advance in wrought iron pipe that HARDWARE predicted last week has been fulfiled, but not to the extent that was at first imagined.

The discount has been reduced on three of the smaller lines only, but on 1 inch pipe, the size most in use, he old discount list still holds good.

On ¼ inch, ⅜ inch and ½ inch, however, an advance of 5 to 7½ per cent. has been made, the old discount rate being withdrawn and a discount of 67½ per cent. substituted.

HARDWARE GIVES THE NEWS.

About a fortnight ago HARDWARE referred to the fact that some jobbers were kicking at the quantity basis on tacks being reduced from $250 to $125 worth, on which 5 per cent. was allowed at six months.

It appears that this was the first time that the quantity basis was generally known throughout the country, and several communications have since been received to that effect.

This shows that HARDWARE is read and gives the latest information.

BOOKING IMPORT ORDERS.

A hardware broker said the other day to a representative of HARDWARE that he had shipped less goods so far this year than in former years, but that on the other hand he had booked more import orders for spring delivery than ever. By this arrangement he was able to quote closer prices to his customers, and, besides, he escaped the danger of heavy losses by the failure of retailers, who were more liable to go under at this time of the year than at any other.

RAILWAY FATALITIES.

IT is often only after great disasters that people awake to the necessity of providing remedies for the evils that have been their cause.

For a long time it has been obvious that the railways of this country were not providing all the means they should or might for the preservation of life and limb of passengers, let alone their employes.

This fact was illustrated in a terrible manner last week, when within a few hours of each other occurred the fatal pitch-ins on the Grand Trunk railway at Weston and Agincourt respectively.

Carelessness to a more of less extent was in evidence in both instances.

But to the want of a more perfect system of signalling must be primarily charged the accidents which robbed men of their lives and maimed and injured others.

It is not because it is impossible to secure a more efficient system that it is wanting; it is because it costs money. And money is something soulless corporations are not disposed to expend for the protection of such an unimportant thing as human life.

On some of the railways in the United States there is in vogue what is known as the block system. It is an electrical device. Briefly stated, there are signals placed along the line at regular intervals, and as a train passes each successive one of these the fact is announced to the engineer of the train following. Until such signal is displayed the latter must not proceed. This effectively precludes pitch-ins, which were the cause of last week's fatalities.

Whether this is the best system HARDWARE is not prepared to state. Our point is made when we show that there are devices which lessen the possibility of such accidents as those cited.

The railways are not likely to exert themselves materially in the matter. Therefore it behoves the Dominion Government, whose duty it is to protect lives as well as industries, to appoint an expert who shall investigate and report upon the best way and method of minimising railway accidents. Then the duty of Parliament is to compel the railways to adopt the best and most feasible. Last week's fatalities alone are cause enough for warranting the Government taking such departure.

A GOOD SIGN.

"Yes," remarked a metal merchant to HARDWARE, "merchants and boiler makers are a little busier than they were. I know of one firm in Toronto and another in Western Ontario that have now both a day and night force steadily employed. And I know of several factories throughout the country which are very busy. A good many electric railways are about to be or are being constructed, and this is primarily the cause of the activity. Moreover, there appears to be an inclination on the part of capitalists to start new manufacturing concerns, such as iron and wood-working."

SPURIOUS PARIS GREEN.

CHIEF Analyst MacFarlane, of the Dominion Inland Revenue Department, is preparing a bulletin on the result of a series of analyses he has been making of samples of paris green.

From what HARDWARE can gather the adulteration of paris green is not so common a practice as is too often the case with many other articles in the paint and oil trade; but last season, it appears, there was a good deal of adulterated on the market, which was alleged to be of German make. As a result, representations were made to the Government with a view to having a more rigid inspection. This is probably the cause of the coming report of the chief analyst.

The articles principally used in the adulteration of paris green are paris white and barytes, commonly called heavy spar.

The adulteration of paris green is not difficult to discover. By comparing the article with a pure sample is a simple and often practical method. But the best way is to place a portion of the green in a vessel containing liquid ammonia. If the article is pure the ammonia will dissolve all the various ingredients in its composition; if not, a sediment will remain.

The issue of Analyst MacFarlane's report will be awaited with interest.

EXCITEMENT IN TURPENTINE.

SOME excitement has developed in turpentine on the Toronto market this week. For this condition of affairs there are two causes.

The direct cause is a shortage of supplies locally, fresh shipments having been delayed by the snow blockade. As far as HARDWARE can learn there are only about one or two houses that have anything like a fair supply, while others are cleaned out entirely.

In consequence of the excitement it is difficult to say what prices really are. Rumor had it that some were holding at 44c. for single barrels, but this was not borne out by investigation. Other houses are firm at 42 to 42½c., while in two instances at least was HARDWARE quoted last week's figures, namely 40 to 41c. for 5-barrel lots, and 41 to 42c., for single barrels, but these low figures were given by the few houses that are fairly well supplied.

Another bullish factor in the market is the strength of the market in the south. Advices received by a Toronto dealer allege that there is a shortage of from 2,000 to 3,000 barrels in the south.

How true this is HARDWARE is unable to state. But here is what The N.Y. Journal of Commerce of Wednesday had to say: "The local situation is again one of absorbing interest, as it is reflected directly by the conditions of affairs in Savannah. Buyers offered 31½c late this afternoon, but were refused. Southern have advanced to 31½c, which price, considering the light supply of that class of package now on hand, holders have no difficulty in maintaining. The opinion is freely expresesd that, if Savannah will only exhibit sufficient backbone it can retain the advantage it already has."

TORONTO TELEPHONE SYSTEM.

The Toronto telephone system is in miserable shape, and instead of being a comfort it is a nuisance.

To make a test a representative of HARDWARE tried three different telephones the other day. With the first one he rang once and waited one minute and a half before the central office answered; with the second he had better luck, having to wait only ten seconds. He rang three times on the third telephone, allowing a minute between each ring, before he got an answer. While speaking to the person whom he rang up, the 'phone was switched off without warning, and it took fully five minutes before he got communication again.

The above is not the experience of business men in other places. The management, thinking it has a monopoly, is probably inclined to say: "The public be darned." If any of our readers are dissatisfied with the service they are getting, let us hear from them.

HOLD A BICYCLE SHOW.

It is proposed in certain quarters to hold a bicycle show in Toronto next winter. Many local dealers are in favor of the idea, and outside makers are probably not averse to it.

Canadian makers would contribute largely to the success of such an event, and no doubt American and English firms would take advantage of the opportunity to thoroughly bring the merits of their respective wheels before the Canadian public.

London, Eng., New York, Chicago, and St. Louis, have had their bicycle shows, all successful, and there is no reason why Toronto should not follow suit and also succeed.

TORONTO ELECTRIC PLANT.

George Bertram has deposited with the City Treasurer of Toronto a marked cheque for $5,000 to be held as security for the satisfactory construction and lease of a civic electric plant on the terms proposed in his recent letter to the Council. The feature of his offer was to lease the plant and operate it for $66 per light.

The present offer holds good for three months. It is understood that the Western Electric Co. of Chicago is acting with Mr. Bertram, and one-half of the present deposit is from that source.

MONEY AND STOCKS.

C.P.R. stock still rules weak on the London market. Two reasons may be assigned as the probable cause. The first is the general weakness in Canadian securities consequent mainly upon the unsatisfactory condition of the Grand Trunk, while the decreased earnings of the C.P.R. itself naturally tends to depress its shares on the market.

Commercial Cable is still advancing, selling up to 146 Tuesday. Although it fell off a little later, yet the stock was strong at the close.

Toronto Street Railway is again lower, being quoted at the close Tuesday at 74 asked and 73¾ bid. The possibility of the boodle investigation is considered to be the primary cause of the decline.

Western Assurance Co's. statement was issued this week. It was not altogether satisfactory. On account of the smallness of the profits it was only possible to add about $10,000 to the rest account. "Since the first of the year, however," said a financial man, "the company has done well, its losses in the United States having been much lighter than usual. This, together with the fact that cheap money is having a good effect on insurance stocks generally, has given Western Assurance a steadiness that might not otherwise have been experienced."

President Cleveland has informed Congress that he has negotiated a loan for sixty-two millions of the 4 per cent. bonds of 1875. The terms of the sale provide a premium on the bonds which makes the net rate of interest 3¾ per cent. The issue has been taken by a foreign syndicate. The announcement of the loan had a depressing rather than stimulating effect on the stock market, because the interest basis is much higher than expected. The gold reserve is now down to about 41,000,000. The new loan will therefore bring it up to the stipulated $100,000,000 mark. ARGUROS.

STOCKS IN MONTREAL.

The past week has been a dull one in the stock market, and up to the time of writing it has not given much indications of opening out. Trading is narrow, and there is little change in the disposition of the active list as compared with the previous week.

At a special meeting of the Bell Telephone Company this week the directors were authorized to issue $600,000 of 5 per cent. bonds, $500,000 of which will replace a similar amount of 6 per cent. bonds now outstanding. The annual interest charge of $30,000 of the company will not be increased therefore, while it will have the use of $100,000 more money. The issue, however, has been discounted, as it was known some time ago, and has had little influence on the standing of the stock.

There was some expectation that the Canada Pacific might make a declaration in regard to its dividend this week. Sir William had returned, and a meeting of directors was held, but the expectant ones were disappointed, as the matter was postponed until the next quarterly meeting.

The investment demand for Royal Electric that we noted last week has been continued, and a fair lot of quiet buying has been done, which has maintained the price of the security.

The annual statement of the Richelieu & Ontario Navigation Co. was made public for the first time this week. It shows a percentage of net earnings on capital of 11.47, against 0.54 in the year 1893. The gross earnings show an increase of $77,446 over 1893, or 11.26 per cent., while the operating expenses have been decreased by $100,000 odd. The net earnings therefore are $147,000 greater than they were in 1893. Two dividends, amounting to $81,000, have been paid, and $43,280 carried to surplus.

OPINIONS—OURS AND OTHERS.

WHEN loan and insurance companies all report a profitable year's business, by no stretch of the imagination can the financial state of Canada be said to be rotten.

* * *

Is the United States Congress going to play battledor and shuttlecock with the bond question, as it did with the tariff bill? It looks like it. We who have of late been viewing the course of United States legislators are getting confirmed in the belief that party exigencies take precedence over national exigencies.

* * *

Col. Wright, United States Commissioner of Labor, believes the great Chicago strike was worth all it cost. Let us see; this cost in cash was estimated to be about eighty millions, and in lives nearly a score. But where is the value received as a result of the strike? Some there may be, but eighty million dollars' worth, plus many lives, people with ordinary powers of perception cannot see. Mr. Wright is evidently a gallant conjuror, whatever he may be as a colonel.

* * *

Friends, as well as threatening Wa!(t)ers, appear to be around the Acting Commissioner of Customs, if one can be allowed to judge from the remarks of Ottawa journals.

* * *

In the list of January fires published in The N.Y. Journal of Commerce, Toronto holds both first and second place easily, with the two big conflagrations that visited her the second week that month. This fact is interesting, even if it is unsatisfactory.

* * *

It is evident, from the revelations contained in some of the statements of insolvent firms, that a bank here and there stands in need of being read a lesson on the ethics of discrimination in credit.

* * *

This life is full of disappointments. Here, just as we Canadians were congratulating ourselves that our beloved Dominion was taking up a position near the equator, along comes the Frost King and forces the mercury down lower than the "oldest inhabitant" remembers. But it is satisfactory, grim as it may be, to note that his Majesty has been swaying his sceptre over other countries besides Canada.

* * *

If the weather was rough last week, in some lines of trade business was fair.

* * *

The average bookkeeper is an athlete, since he is always running up columns.—EX.

And the bookkeeper who is getting behind in his accounts must then be an athlete who is running down.

* * *

The reports of the Canadian loan companies all have reference to the commercial quietude of last year, but each and every company has been enabled to pay the usual dividends and add substantial sums to the reserve funds. Aside from demonstrating the healthy condition of these institutions, these facts are exemplifications of what can be done in dull periods by the exercise of caution.

* * *

One of the satisfactory features of the situation in Ontario brought out by some of the annual reports of the loan companies is that the demand for farming lands in the province has recently become greater than for some time past, and that sales are being made much more frequently and readily. It is a good sign to see the backbone of the country developing health and strength.

* * *

Again has the cry "come over and help us," reached Canada from Newfoundland. In St. John's alone there are said to be over 1,000 families seeking relief. This probably means four to five thousand individuals out of a population of about 60,000. The Dominion has heeded the cry from this quarter before and it will heed it again.

A LARGE GOLD VEIN.

A letter received by the Ontario Bureau of Mines states that the Bonanza Nickel Mining Company, operating in the Nipissing district, are working on a gold vein which has recently been discovered near Lake Wahnapitae, and which has a surface showing of fifty-two feet wide and sixteen hundred feet long. They are taking out a carload of ore for the purpose of having a mill test made at the Kingston School of Mining. The ore is said to assay as high as $100 per ton.

GOOD ROADS ASSOCIATION.

ABOUT 150 delegates were present when the second annual convention of the Good Roads Association was opened in Toronto on Thursday last, with President Andrew Patullo, of Woodstock, in the chair.

In his opening address Mr. Putullo noted that though the associa ion was only a year old, during the last few months the objects of the organization had been brought before the people of the province by the distribution of 20,000 pamphlets bearing on the subject, and by means of addresses of speakers sent out to the various meetings of the Farmers' Institutes.

Lieutenant-Governor Kirkpatrick and Hon. Mr. Dryden, Minister of Agriculture, addressed the convention briefly. Both dwelt on the unsatisfactory results obtained from the present system of statute labor, and expressed themselves as in favor of the appointment of permanent and properly qualified overseers for the improvement of roads in the various districts.

Prof. Robertson, of the Dominion Experimental Farm, spoke of the necessity of good roads in connection with the dairy industry, and Mr. A. W. Campbell, city engineer of St. Thomas, Ont., read an interesting paper on the question.

A. F. Wood, ex-M.P.P., Hastings, read one of the best papers given before the association. In the county of Hastings there are three hundred miles of first-class roads. The cost per mile he put at $2,000, with maintenance at $40 per mile per annum. The cost to the county is $12 000 per annum, and the roads are free. The work is done under a road superintendent and gangs of expert roadmakers. A committee of the County Council superintends the work. The expense is saved twice over annually to the farmers owing to the lessening of the cost of marketing produce.

At Friday's session the thanks of the association were tendered to the Hon. Mr. Dryden, Minister of Agriculture, for the service rendered the Good Roads Association in having 20,000 copies of reports printed last year, and requesting him to have printed an increased number of this year's proceedings.

The directors for the year were instructed to send out circulars to the various municipal councils of the province, to the agricultural associations of various kinds, the boards of trade and other representative bodies, to local Good Roads associations, and for submission to public meetings of ratepayers, to ascertain what public opinion is on the subject of road improvement and the laws relating thereto.

These officers were elected for the ensuing year : President, A. Patullo, Woodstock ; first vice-president, J. F. Bear, Black Creek ; second vice-president, A. W. Campbell, St. Thomas ; sec.-treas., K. W. McKay, St. Thomas ; executive committee—A. Mahon, Aberfoyle; J. Sheppard, Queenston; Alan Macdougall, C.E., Toronto ; J. C. Judd, Morton ; M. Kennedy (Mayor) Owen Sound ; W. F. Campbell, Brantford ; J. H. Wooley, Simcoe ; Robt. Jelly, Jellyby, E. Kidd, and N. Gower.

W. C. Robson, of Lindsay, was in Toronto Wednesday on his usual purchasing trip.

Wm. Laidlaw, general merchant and Mayor of Durham, was in Toronto Wednesday.

A meeting of the business men of Port Hope was held Monday night, in response to a call from the Mayor, to consider the Trinty College School fire. Resolutions offering assistance were passed, and the Council was recommended to make a grant of $1,000 towards the rent of a temporary building for school purposes.

THE ADVANCES IN WOOL.

FOR some time past large quantities of Canadian fleece wool have been disposed of in the American market, and as the supply has rapidly diminished, just so rapidly has the price paid increased. Now, the Canadian market is reported entirely cleared of Canadian fleece, and with this report has come a further jump of from 1½ to 2½ cents in the market price.

A review of the course of the wool trade during the past year has been, strange to say, in favor both of Canadian growers and Canadian manufacturers. This, at first sight, may seem to be a contradiction in terms, but an explanation is easy. It is simply this : Fleece combing wools have gone up in price, and pulled wools have gone down. Fleece combing wools are grown in Canada and exported ; pulled wools are imported for the manufacture of domestic knitted goods, etc.

Fleece combing wools have gone up in price on the Canadian market on account of free entry into the United States, and because the worsted manufacturers of that country find that Canada's long clipped wool just suits them. They use this wool for the manufacture of yarn, braid, serges, dress goods etc. Some Canadian manufacturers have sold large stocks of Canadian fleece during the past six months, and bought United States pulled wool with the proceeds, the exchange being profitable, and the pulled wool more suitable for certain classes of manufacturing.

A glance at the course of the markets during the past few months is interesting. On Jan. 18 the prices stood :

Fleece, combing	17 to 18	cts. per lb.
" clothing	20 to 20	" " "
Pulled combing	17 to 18	" " "
" super	20 to 22	" " "
" extra	24 to 26½	" " "

Prices were about average, and fleece and pulled combing, the two classes we have been discussing, were about the same price.

On May 31, 1894 prices were as follows :

Fleece, combing	15 to 16	c s. per lb.
" clothing	18 to 20	" " "
Pulled combing	16 to 17	" " "
" super	17 to 19	" " "
" extra	21 to 22	" " "

Here it will be noticed that pulled combing was even higher than fleece, as the change in the United States tariff was not definitely settled. This change took place in August, and the result was not fully apparent until late in the year.

Now look at the prices on Dec. 6, 1894 :

Fleece, combing	17 to 18	cts. per lb.
" clothing	18 to 20	" " "
Pulled combing	15 to 16	" " "
" super	17 to 19	" " "
" extra	21 to 22	" " "

Here the price of pulled combing is two cents lower than fleece combing.

Since the last-named date, prices have gone up all round from 1½ to 2½c., but Canadian fleece still maintains the advantage over American pulled combing.

THE FACTORIES ACT.

A deputation from the Trades and Labor Council of Toronto waited upon Sir Oliver Mawat on Wednesday last to lay the views of that body before the Government regarding certain proposed amendments to the Factories Act ; to suggest the enactment of a law providing for some specific system of periodical and efficient inspection of steam boilers, and a law requiring that stationary engineers be possessed of certificates of competency before being allowed to operate an engine.

As regards the Factories Act, the deputation explained that it erred in allowing boys to be employed under fourteen years of age, while the School Act compelled all children to attend school until fourteen years of age.

FIRE ENGINES FOR TORONTO.

The Fire and Light Committee of the Toronto City Council have decided that it is advisable for the city to purchase Merryweather Greenwich fire engines. The decision was based upon the recommendation of five experts who advised the acceptance of those engines, provided that they stood certain specified tests.

Mr. J. D. Ronald, of the Ronald fire engine works, Brussels, Ont., was present when the experts' report was brought in and the committee's decision taken. He protested against a Canadian engine being passed over, but said that he would not object to such a course being taken if the Merryweather machine could stand as severe a test as his own.

ERRORS IN INDICATORS.

ONE of the sources of error in the steam engine indicator, says Kuhlow's Trade Review, is the weight of the moving parts, whose inertia causes the pencil to be diverted from the true path, thus drawing a diagram that at places may be considerably in error. This was a matter of little or no moment in the day when 60 revolutions per minute was a high speed for an engine; with the different conditions of to day, however, the question has attracted attention and attempts have been made to obviate this effect of inertion, which can be plainly observed on indicator cards taken from the types of fast running engines that have in recent years entered so largely into use.

Several years ago, just previous to the premium horse-power trials of some of the first men-of-war of the new navy, an engineer officer stationed at the New York Navy Yard made an extended search for a suitable alloy of aluminum with a view to recommending its use, if found, in the construction of standard naval indicators. The claims of several people who professed to have discovered a method of hardening aluminum were examined into and found, from experiments with samples furnished by them, to be groundless, the hardening being confined merely to the surface. One of the aluminum manufacturing companies assisted in the investigation by preparing a number of alloys of aluminum and different metals used in various proportions; each specimen was then turned to the size of an indicator piston and tested for hardness. Alloys of copper, iron, tin, nickel and silver were thus prepared and tested, but in no instance was a hardness attained equal to that of soft brass. It was also found that if the foreign metal entered in a larger proportion than ten per cent. the resulting alloy was too brittle for use. Another difficulty that developed was in securing a polished turned surface; in attempting to polish with a fine file or with emery cloth the surface would retain the marks of these, notwithstanding the greatest of care exercised. As a result of these experiments the matter was dropped, but with the vast amount of knowledge that has accumulated since that time in regard to the properties of aluminum, a much different result would probably follow similar experiments undertaken at the present day.

The part of the indicator which exercises the greatest disturbing influence through its inertia is the piston, and, as the only qualification in an aluminum alloy to fit it to replace the present brass piston is hardness, the problem is not a complicated one. An alloy for this purpose should be principally, say 90 per cent. or more, of aluminum, capable of taking a good polish, and of a degree of hardness not below that of soft brass. Next in importance are the piston rod and links, whose particular requirement is stiffness; even should the necessary stiffness not be obtained in an aluminum alloy for all of these parts, it might yet be sufficient for all except the pencil arm, which could continue to be made of steel. Finally, it would also be desirable to make the drum and its moving mechanism as light as possible, in order to obviate the stretching of the cord from the effect of inertia when the motion is reversed. It is probable that a drum merely made of ordinary aluminum and nickel plated would be a satisfactory substitute for the drums now used.

Should the mechanical problem of inertia be thus solved, it is probable that a commercial one would next be encountered. A good way to provide for this difficulty would be to duplicate, in the aluminum alloy, the parts of some standard indicator, make a duplicate set of aluminum fittings to test for hardness and strength, and submit the whole, with comparisons of weight, to some mechanical authority or laboratory for report, or, best of all, to the Engineering Bureau of the Navy Department. Having received a favorable report from an authoritative source, it would then be easy to induce an indicator manufacturer to take up the material, and the others would be forced, by competition, to follow suit. We mention this procedure for the reason that too often, after a problem has been solved, a greater difficulty is encountered in securing a recognition of the fact by manufacturers.

While the amount of material employed for this purpose would be limited, yet its adoption in this case would tend to open up a considerable field. Lightness in the moving parts of scientific and testing instruments is frequently a matter of importance, and in many industrial apparatas is also frequently desirable.

SENTINELLI'S FERRO-SODIUM.

A new flux for cast iron has, according to an exchange, been discovered by Mr. Sentinelli. The compound in question consists of an alloy of sodium and iron formed by bringing iron and common salt into contact at a high temperature. The ferro-sodium so produced contains about 85 degrees of the iron, holding metal sodium in solution, if the term may be used. This latter has a powerful affinity for sulphur and phosphorus, and combining with these, carries them out into the slag. The flux may be added either to the cupola or may be placed at the bottom of the casting ladle. The former plan is stated to be preferable. When used in either of these ways the metal in the ladle shows the characteristic yellow flame of sodium on its surface, and its temperature appears to be increased. Indeed, when placed at the bottom of the ladle, the reaction takes place with considerable violence. It is claimed that, by the use of this alloy, the amount of sulphur can be reduced to about one-tenth of its original value, and the phosphorus is also reduced, the cost of the purification being about ½d. per hundredweight.

NEW WESTMINSTER ORE.

Very large ore shipments were made through the port of New Westminster in 1894. This port's entries include, as it should be stated, all the up-country mine region having the following outports in connection, viz., Nelson, Osoyoos, Fort Steele, Kamloops and Douglas. One of these, Fort Steel, East Kootenay, is more than 800 miles from Westminster. The port and subports are all under the control of Mr. J. S. Clute, New Westminster. Gold was in 1894 shipped through New Westminster's port and outports to a value of $77,027; copper, 1,097,576 lbs. in all, to a value of $54,883; lead, 5,592,700 lbs., to a value of $134,509, and silver valued at $359,711, whilst ores not specially stated were valued at $7,388. The total value of the above ore shipments, which were mainly from the Kootenay country, was $633,518.—The Statistical, Vancouver.

MICA MINING.

"A Mica Dealer" writes Montreal Herald as follows: "In your issue of the 5th instant under heading of 'Mining News in the Province of Quebec,' the writer notices statements published that in the interests of Canadian mining business need correction. There appears an insane desire on the part of some mine owners, especially of mica miners, to rush into print with any little success they may have, but exhibit no haste in publishing the amount of developing or 'dead work' done. This is sadly misleading, and consumers of mica abroad readily imagine mica is produced in Canada at a small cost, for which they have to pay high prices. The statement that the output of the Wallingfords mine is 15 tons per month is misleading, their best yield being from 10 to 12 tons, and that not steadily; then it must be considered that only from 20 to 25 per cent. of such yield is merchantable mica, and miners are lucky if they have that average."

A NEW POWDER CAN.

A new style of powder can has just been brought out by the Thos. Davidson Co., Montreal, and a sample was brought to this office. The can is not yet on the market It is an idea of James Davidson's. The hole in the top, instead of being fitted with a small screw cap, is a larger triangular one, with a tin cover which slides in a groove. When the can is filled and ready for shipment, the hole is securely sealed by bending the two triangular portions of the cover together.

VALUE OF BRITISH MINES.

THE following statistics were quoted by Mr. Benjamin Pickard at the recent Miners' Federation of Great Britain, and are collated from the Government report. The figures refer to British mines : In 1879 the assessed value of coal and metals as sold to the consumer at that date was £63,738,503, whilst in 1893 it had risen to £72,024,066. In 1893-4 the assessed value of mines was £7,640,806, whilst in 1893 it had increased to £12,040,001, or an increase of £4,982,195, thus clearly showing that—taking the two items stated to determine whether the trade was more valuable or not—viz., that the mines are assessed at and the value of the amount produced—the assessable value of mines is nearly £5,000,000 more, and the selling price of coal has been raised to nearly £9,500,000 more. If he took the other staple trades of the country the same thing applies. Thus it would be seen in the coal trade that, while in 1882 the output was 156,499,977 tons, the value was £44,118,409, the output in 1893 was 164,325,795 tons, and the values for the year £55,807,808. Thus it would be seen that an increased turnover of £11,000,000 had been passing through the hands of colliery owners for the sale of only 1,000,000 additional tons of coal compared with 1892. Then if he took the share capital of 1884 and compared it with that of 1893 he found an increase of about, in round numbers, 9,000 companies. In 1884 there were 8,692 companies, and in 1893 17,555. The paid-up capital in 1884 was £475,551,294, and in 1893 it was increased to £1,013,119.350, or an increase of £537,500,000.

A HORRIBLE LEGEND.

A manuscript lately discovered gives in detail the method employed in making the famous Damascus blades. The manner of tempering is something almost too horrible to relate : "Let the high dignitary furnish an Ethiop of fair frame," the description runs, "and let him be bound down, shoulders upward, upon the block of the god Bal-hal, his arms fastened underneath with thongs ; a strap of goat skin over his back and wound twice around the block ; his feet close together, lashed to a dowel of wood, and his head and neck projecting over and beyond the block. Then let the master workman, having cold hammered the blade to a smooth and thin edge, thrust it into the fire of cedar wood coals, in and out, the while reciting the prayer to the god Bal-hal, until the steel be of the color of the red of the rising sun when he comes up over the desert toward the east ; and then with a quick motion pass the same from the heel thereof to the point six times through the most fleshy portion of the slave's back and thighs, when it shall have become the color of the purple of the king. Then, if with one swing and one stroke of the right arm of the master workman it sever the head of the slave from his body and display not a nick nor crack along the edge, and the blade may be bent round about the body of a man and break not, it shall be accepted as a perfect weapon, sacred to the service of the god Bal-hal, and the owner thereof may thrust it into a scabbard of ass's skin, brazen with brass, and hung to a girdle of camel's wool dyed in the royal purple."

STORM GLASS AND THERMOMETER

H. S. Howland, Sons & Co. are placing on the market the "Pool Signal Service Barometer," and the accompanying cut is an

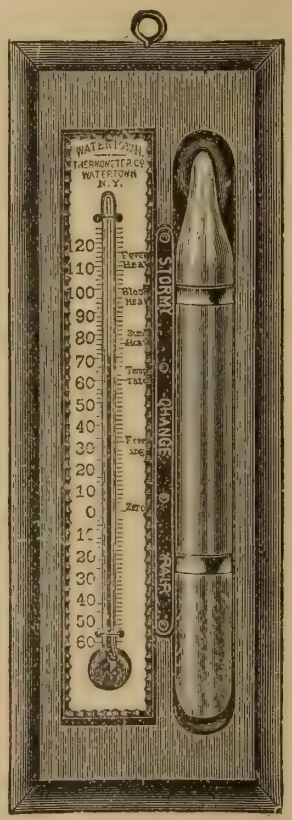


illustration of the same. It is a storm glass and thermometer combined, and is claimed to be the best of the kind on the market, and should be in demand, especially at this time of the year.

PETROLEUM SHIPMENTS.

The shipments of crude and refined, reduced to crude equivalent, which left here over the lines of the Grand Trunk and Michigan Central Railways for the month ending Jan. 31st, 1895, are as follows :

Grand Trunk Railway.		
Crude.	Refined.	C. Equiv.
17,200	16,400	58,200
Michigan Central Railway.		
3,955	10,923	31,262
21,155	27,323	89,462

	1894			1895		
	Crude.	Ref'd.	Crude. Equiv.	Crude.	Ref'd.	Crude. Equiv.
Jan.	25,575	32,605	107,087	21,155	27,323	89,462

The above does not include the refined shipped by the Canadian Oil Co., from its refinery at Sarnia, the crude for which is piped from the oil producing districts.—Advertiser, Petrolia.

CREDIT IN BUSINESS.

C. E. C Dorchester, writes : "How many retailers in the Dominion have failed in the last 10 years, resulting directly or indirectly from the credit system?

Remarks : It is impossible to fully answer this question. In the first place the commercial rating agencies, from whom alone any such information is obtainable, in recording the causes of failures, have not separated the disasters in the retail from those in the wholesale world. In the second place, even these records extend back only ten years. According to Bradstreet's, in 1891 the percentage of failures in Canada due directly to injudicious credit was 1.7 per cent.; in 1892—.8 per cent.; in 1893—1 per cent., and 1894—.7 per cent. In these four years respectively the total number of failures in Canada was 1,846, 1,682, 1,781 and 1,873. The number of failures due directly to injudicious credit was therefore 31 in 1891 ; 13 in 1892 ; 18 in 1893, and 13 in 1894. As the question as to how many failures result "indirectly" from the credit system covers so wide a ground, it is impossible to even approximately answer it.

EDITOR HARDWARE.

PREFERRED PROFIT TO PRIDE.

Two passengers on a western train became involved in a controversy, according to Texas Siftings, which waxed so hot that one of them called the other a liar. "What's that, a liar?" and he was on his feet in an instant, "Yes, a liar," was the emphatic response, "or my name ain't John Smith of Smithville." "What, the hardware merchant?" "The same." "Mr. Smith, I am delighted to meet you. I represent Mr. Sharpedge & Co., of New York, and can show you a line of samples that will make your fortune."

AN ACCIDENT.

On Monday afternoon Wm. Hancock, a well-known bicyclist, was seriously injured while grinding a saw at the R. H. Smith Company's works at St. Catharines, Ont. The stone broke, and he was struck by some of the flying pieces. He still lives.

Works : St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots : Busby Lane, Montreal.
Mercer Street, Toronto.

SAMSON SOLID STEEL

Spades and Shovels.

These are **SOLID STEEL** (not welded) Goods. Write for prices before placing your orders elsewhere.

H. S. Howland, Sons & Co.

Wholesale Hardware Merchants, Toronto

THE GRAHAM CUT AND WIRE NAILS ARE THE BEST

RAILROAD EARNINGS ANALYZED.

THE analysis of railroad figures for 1894 and 1893 has been a prolific theme in journals devoted to securities of various descriptions and to finance in general. The Railroad Gazette's condensation of The Financial Chronicle's review of gross earnings of the railroads of the United States in 1894 brings cut the salient points :

Returns from 125 roads for the full year, and 69 roads for 11 months, showed a falling off of about $112,500,000 ; but this statement did not include a good many roads that are known to have lost heavily, and the probability seems to be that reports from the total mileage of the country will show a decline of $130,000,000. But even this is not the worst, for this decline follows a heavy one in 1893, when the decrease must have been something like $30,000,000, or say $160,000,000 in the two years. But this loss followed a steady increase which in 1892 was about $45,000,000 ; in 1891, $44,000,000, and in 1890, $70,500,000. The decrease per cent. in 1894 was 11½ and in 1893 it was three per cent. It will be remembered, however, that the loss in the first half of the year was very much greater than 11 per cent., having been 21.48 in June and 20.49 in July. There was but one month in the year, August, namely, which showed an increase in gross earnings over the corresponding month of the year before; of the other months December had the smallest loss. Of course the immediate causes of this showing are familiar. The general hard times is the first and greatest ; but the labor troubles were unusual, beginning with the great coal strike in the spring, accompanied by the disturbances created by the Coxey tramps, and followed in July by the Pullman strike, in which earnings on some great lines practically ceased. Then there were serious and unusual floods, considerable demoralization of rates, short crops and low prices. The corn crop was the smallest in over 10 years, and the seaboard receipts of grain fell off enormously. In 1894 they were less than 154,750,000 bushels, in 1893 they were 211,500,000, in 1892, 277,333,333, and in 1891, 233,500,000. The grain receipts at Chicago were about 54,000,000 bushels less than in 1893, and 60,000,000 less than in 1892. Provision receipts, however, were generally greater. The cotton movement, notwithstanding the unexampled low prices, was considerably above the normal, which helped out the southern and southwestern roads. Nearly 1,250,000 bales more cotton were received at the southern ports in 1894 than in 1893, most of the gain being in the last three months of the year.

APPLYING FOR INCORPORATION.

The Samuel Rogers Oil Company, of Ottawa, is to be changed into a joint stock company. An application has been made by Samuel Rogers, Albert Stephen Rogers and Joseph Pearson Rogers, of Toronto, and Wm. Dowler Morris and Mary Ann Morris, of Ottawa, for incorporation by Dominion letters patent as "Rogers & Morris, Limited," with a capital stock of $70,000. The purposes for which incorporation is sought are the purchase, manufacture, sale and dealing in mineral, vegetable and animal oils, and their compounds and products, and railway and mill supplies. This change in the Ottawa company does not affect the Toronto concern. The capital city establishment still remains a branch of the Queen City head office.

THE EXCELSIOR POTATO BUG KILLER

Is sold on its merits.
Is the best insecticide on the market.

Is put up in barrels of 300 lbs. net.
A strong and effective fertilizer.

SANDERSON PEARCY & CO.

Sole Agents

Toronto

ITS EXISTENCE WARRANTED.

THE following is the annual report of the Manufacturers' Section of the Toronto Board of Trade, as read at the annual meeting by Mr. Edward Gurney, the chairman :

"I regret very much that since the notification was given me that a report from the Manufacturers' Section of the Board of Trade would be desirable, my time has been so fully occupied with other matters having precedence, that I have been unable to give the time necessary to anything like an extended or satisfactory report. With this explanation, I will state, for the information of the Board, that the Manufacturers' Section has had but a short existence, having been formed in March last.

"I am glad to report to you, however, that in the time which has elapsed since its formation, it has been demonstrated to the satisfaction of the members of the Section that such an organization is not only desirable for those immediately concerned in it, but is also desirable in a larger sense in the interest of the Board and of the public, and I desire now, on behalf of the Section, to say that the cordial support and co-operative action of the Council in the recommendations made by the Section, has been very gratifying to the members of the Section, which they have on more than one occasion expressed, and which, I feel sure, it will be gratifying to them to have represented.

"On one occasion since its formation the Section has been represented before the Government at Ottawa in relation to proposed legislation, which was felt to be inimical to large business interests in the city of Toronto and the province of Ontario. It is gratifying to the Manufacturers' Section to be able to report to you that its representations were not without effect, as evidenced by legislation which has been given since that time. If time served, I would present at length to you, for the consideration of the Board, the necessity that undoubtedly exists that there should be a change in the attitude of our press and public toward manufacturing, the general trend of discussion being such that a partizanship has been created for and against the industries of the country which come under the head of manufactures. It must be obvious to the most superficial thinker that a diversity of employment is indispensable to the continued prosperity of the country, and that the question is not simply one of local interest, but really carries with it such significance that it must be classed as a national question, and one affecting not the immediate alone, but the ultimate destinies of the country.

"The Manufacturers' Section has instructed me to present for consideration the question of Intercolonial communication, especially as affecting freights. The common carrier of this country, like the rest of us, has in view the interest of his shareholder, and the interests of the country at large are sometimes subordinated thereto in a degree, which, even from a business standpoint, and that the point of view of the railway, is not statesmanlike or likely to be profitable in the end. I could present to you facts covering a large range of experience which show that universally the manufacturer of Canada is at a disadvantage in our own markets. This is especially the case in relation to the trade of the more distant provinces, but is not confined to this, as may be illustrated by the fact which, I believe, is well sustained, that freights from Chicago to London, Ont., are as low as from Toronto to the same point. This suggests the consideration as to the charge made per mile by our own railways from the border to London, as compared with the haulage from Toronto to London, and it appears that in this case there is discrimination against Canada and Canadian producers.

"In closing this brief and very unsatisfactory report of the operation of the Manufacturers' Section, I would state that there is a general concurrence amongst those who have been so far associated with the Section, that co-operative action, which is afforded by this method of operation, is very desirable, and that questions of public interest are more likely to be influenced by the Board of Trade, because of the existence of the Section, than would be the case without its existence, all of which is respectfully submitted."

"TRIUMPH" CORN PLANTER.

The accompanying cut is an illustration of the "Triumph" corn planter with pumpkin seed attachment. The "Triumph" is being sold by H. S. Howland, Sons & Co., and is adapted for all sorts of soil, never clogs, and the operator can see the corn deposited in the ground. It is cheap and durable, all the working parts being malleable iron, and the blades steel. It takes no extra time or labor to plant pumpkin seeds when planting corn with this planter, when the device is attached. "The trade is advised to place orders for these planters now," said a member of the firm.



SELECTING TABLE CUTLERY.

In the selection of table knives and forks, care must be taken to select patterns that are most in demand, and consequently most likely to sell. Do not purchase too many patterns. Table cutlery is one of the few things that a hardware merchant need not stock a great many varieties of. Confine yourself to repeat numbers, and go on buying the same patterns, only at rare intervals introducing or substituting a new design as an improvement. Make up a set of stock numbers and prices and stick to them. Do not have too many different numbers ; for an average trade four patterns in ivory, and the same of ivorine, buffalo, black and white bone, is considered quite enough. In some country districts, stag horn handles for table cutlery are used, and so also is a very common handle called "forebuck." A few of these may be added in the proper neighborhood. These numbers should be constantly replenished and kept up. Table and dessert knives, carvers and steels to match, should be kept. Carvers and steels should be kept in stag in several qualities of style of handle and shape of blade.

HOW CHEAP NAILS ARE.

William Garrett, the inventor of the famous rod mill, in a lecture at Joliet, Mich., the other day gave a striking illustration of the low cost of manufactures of iron and steel. He said that "wire nails are sold so cheaply in the United States that it is estimated that if a carpenter drops a nail it is cheaper to let it lie than to consume the carpenter's time to lift and use it, and it is claimed by good authority that one keg out of five is never used, but goes to waste."

We have had the curiosity, says Stoves and Hardware Reporter, to do some figuring on the proposition made. Assuming that it takes a carpenter ten seconds to pick up a nail which he has dropped, and that his time is worth thirty cents an hour, the recovery of the nail would cost 0.083 cent. There are 200 sixpenny nails in a pound, which is worth, at ninety cents base and sixty-five cent average per keg, 1.55 cents per pound. This would make the money value of the individual nail 0.0077 cent. Or, in other words, it would not pay to pick up ten nails if it took ten seconds of time worth thirty cents an hour to do it in.

WRAPPING PAPERS

PAPER BAGS

THE E. B. EDDY CO. HULL, CAN.

Both plain and printed. Any size, weight, color, quality and at mill prices. Inducements to Hardware dealers. Write us or our agents for estimates.

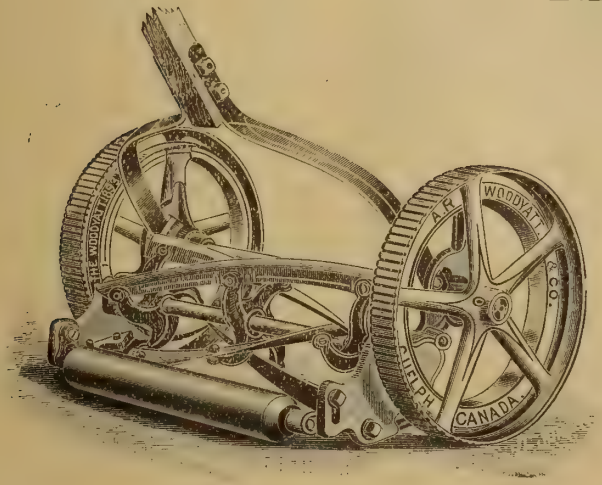
Also Montreal, Toronto, Quebec, Hamilton, Kingston, St. John, Halifax, Winnipeg, Victoria, St. John's, Nfld.

PATENTED IN CANADA, UNITED STATES, AND GREAT BRITAIN

The Woodyatt Lawn Mower

IS AS

LOW IN PRICE



DRIVE WHEEL—10½ INCHES.

As it is possible to supply, when using only material of

THE HIGHEST QUALITY

WRITE YOUR JOBBING HOUSE FOR PRICES

A SPLENDIDLY EQUIPPED HOUSE.

A REPRESENTATIVE of HARDWARE paid a visit to the handsome new establishment of Sanderson Pearcy & Co., 61, 63 and 65 Adelaide street west, Toronto, the exterior of which was briefly referred to in these columns some time since. The well-known paint, oil, varnish and glass house was found to be thoroughly equipped with all the modern improvements. The building is roomy, and has plenty of daylight throughout, being fitted with numerous large windows on each floor. It is besides lighted throughout by electricity, and heated by hot water radiators.

As one enters from the street he finds himself in a roomy sample room, in which goods are tastefully and attractively arrayed. To the left, and conveniently arranged, are a series of offices, partitioned off with handsome samples of every kind of bevelled, plate, chipped, leaded, embossed and colored glass kept in stock. The effect on the whole is decidedly attractive. The first of these offices is occupied by the clerks, the second and third as private offices, while the fourth is fitted up as a headquarters for the firm's travelers, where they may attend to their correspondence when in town and transact business with patrons generally. To the rear of the sample room are located a series of sixteen taps, leading by pipes to as many huge oil, varnish and turpentine vats situated three flats above. This is one of the handiest arrangements yet seen.

Back of these taps again, and on the same floor, are the shipping rooms, and still back of these, but across an open and spacious courtyard, admitting of the free driving and turning of wagons or sleighs, are additional storehouses, all lighted by electricity.

In the fine large cellar beneath, well lighted by the sun in the daytime and by incandescent lights at night, are stored barrels of turpentine, varnish and heavy colors. Here is also located the neat furnace and boiler-room, from which pipes run to all parts of the house.

Going by the stairway or taking the hoist, which is run by a pretty little electric motor, stored away between two joists of one of the ceilings to economize space, you ascend to the second floor and find yourself in the glass-cutting room. On the same flat is the prepared paint department, very completely equipped. On the fourth floor are the general storerooms, and Alabastine and Jellstone wall-coating department.

The woodwork of the whole building is coated with Alabastine, and thereby rendered practically fire-proof.

When one leaves this establishment he feels that he has seen one of the best equipped and most conveniently arranged houses of the kind on earth.



SANDERSON PEARCY & CO.'S OFFICES AND WAREROOMS

THE POLICY OF SMALL ORDERS.

While in a hardware jobbing house one day recently The Hardware Reporter, of St. Louis, was shown an order from a retail dealer. It covered three sheets of paper about the size of this page and included a variety of goods that would make up the average stock if enough of each line had been ordered. But the entire bill, when footed up, amounted to less than $80. It was nothing more than a sample order and yet the statement was made that one like it, and from the same dealer, came in almost every week. In other words, he is stocking up by degrees and is buying of the wholesale trade in a retail way. There are two sides to the implied question. A safe policy exists in conservative buying, but this may be carried too far. Every item in the bill mentioned was staple and will undoubtedly be sold. Prices are so low that there is but very little danger of a further decline, and it should be remembered that it costs proportionately less to handle a large order than one of a smaller size. These are arguments against buying from day to day or week to week. On the other hand, there may be and often is danger in buying too freely or too far ahead, just as there is absolute danger in overstocking. At this time, however, it does not seem probable that excessive buying will be brought about by any one, since the experience of two and three years ago has been profitably remembered, and yet it must occur to the ordinarily far-sighted dealer that this knocking down of orders to the smallest possible limit, and then repeating them, will cost more in the long run than would a more liberal policy if brought within safe lines.

WHAT IS CANADA DOING?

According to The Iron Age, Buffalo is to be the next large city on the lakes to enter the manufacturing arena as a large steel producer. "A movement," this contemporary says, "is on foot, supported by interests in the Lehigh Valley, to build four modern blast furnaces and put up a Bessemer plant capable of producing 1,200 tons of ingots per day. Buffalo is now generally acknowledged in the iron trade to be an admirable locality for the manufacture of iron. Materials can be very cheaply assembled, and, aside from an important local market, the city is splendidly located for the distribution of product. It possesses a commanding position to reach the consumers of an important section of the country, and could incidentally take care of what demand there is in the chief industrial section of Canada. The success of the Buffalo furnaces, which supply the foundry trade, holds out a good promise of a great future for a modern steel plant."

If this report be true, something ought to be done by Canadians. Buffalo, it seems, will depend for success as a steel producer largely upon the markets of this country. Surely in a country so rich in minerals as this one, by some means or other we can ourselves supply the demand for steel in our industrial centres. Let a Canadian city have this Bessemer plant and these blast furnaces.

ALLEGED BOODLING.

The Vancouver, B. C., alleged bribery and boodling case, which implicates Mr. J. E. W. MacFarlane, manager of the British Columbia Iron Works, and Ald. McCraney is still unsettled. Ald. McCraney has placed his resignation in the hands of the Mayor pending the outcome of the investigation. Both McCraney and MacFarlane assert there is not a vestige of truth in the charge.

Enamelled Ware

Enamelled Ware

ENAMELLED WARE

"The Employer Barred Out."

FROM an article in last week's HARDWARE our customers might be led to believe that we had given up the idea of making Enamelled Ware. We have every hope of having goods in the market in three weeks at the latest. It is an expensive and difficult business to start. We are, however, not at the mercy of foreign workmen, nor do we allow any workmen to interfere with the arrangement of our factory, as one would infer from the article in question.

It is our intention to make grey Enamelled Ware and white Enamelled Ware.

THE

Thos. Davidson Mfg. Co.,

MONTREAL

Enamelled Ware

Enamelled Ware

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Feb. 15, 1895.

HARDWARE.

THERE has been no striking change in the hardware market, but it may be remarked that the tone is somewhat livelier than it was. This is shown by more enquiry for many leading lines of shelf goods ; and had the storm not blocked connections all over, the trade here think the week would have been a better one than last. In wire some fair sized orders are being booked for future delivery, both barbed steel and coppered wire sharing in the attention. Wire nails, chain and other lines furnish fair evidences of life also.

WIRE—At the reduced rates some fair orders have been booked for future shipment in barbed and smooth wire. In the latter coppered and steel wire have received the most attention.

ROPE—There is no life to note in this market and prices are unchanged. We quote: Sisal at 6½c. for 7-16 in. and upwards, and 14 to 15c. deep sea line. Pure Manilla, 9½c. for 7-16 in. and upwards, 10c. for smaller sizes.

CUT NAILS—Business in these fails to show any life. Jobbers are not doing much, and makers complain of backward business. The base price is $2 10, with rebates of 5 and 10 according to quantity.

WIRE NAILS—A fairly good distributive movement is noted in these, but the enquiry is restricted to actual wants. Discounts are 75, 10 and 5, except in 1 lb. papers, on which 75 and 10 per cent. is the rule.

HORSE NAILS—Demand quiet and business small with discounts as before, 60 per cent.

TACKS—There is no change in tacks, business being confined to small lots for actual wants, and these appear to be very small at present.

CHAIN—Business is very quiet in chain.

HORSESHOES—Nothing to report. We quote : $3.50 for iron shoes ; steel shoes—XL., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5 ; assorted sizes, $5.50; Perkins' steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TOOLS—No feature to report.

CUTLERY—Quiet and dull.

SHELF GOODS—A fair movement is to note in links, bolts, etc.

TINWARE—There is a fair jobbing demand in this branch, both for prompt and future shipment.

PLUMBERS' SUPPLIES—There has been rather more doing in some lines of these goods, but, as a whole, business is slow in opening up.

CEMENT—Continues dull and unchanged at $2.05 to $2.15 for English, and $1.90 to $2 for Belgian.

FIREBRICKS—A moderate demand is experienced for firebricks at $15 to $22 per 1,000, as to brand.

METALS.

The demand for iron and heavy metals is still conspicuous by its absence, and trade is not expected to pick up much before March.

PIG IRON—The pig iron market continues dull and unchanged. A few contracts for American pig have been put through at $18 for No.2. Nova Scotia pig is quoted at the decline, $16.75 to $17. We quote, ex store: Summerlee and equal brands, $21 to $22 ; Carnbroe, $19, and Eglinton, $19 50; Ferrona, $16.75 to $17 ; Siemens, No. 1, $16.75 to $17.

BAR IRON—Bar iron rules quiet and unchanged at $1.60 to $1.65, according to quantity.

TIN PLATES—Some round lots of coke tin have changed hands at a shading on our inside figure, but in an ordinary way our range can still stand, viz, cokes $2.60 to $2.75, and charcoal $3.25 to $3.75, as to grade.

TERNE PLATES—No change is to note in these, and they rule quiet at $5.75 to $6.25, as to brand.

CANADA PLATES—The tone on these is easy also, but we do not hear of any important business We lower our range a trifle, however, to $2 to $2.10, as round lots can certainly be had at the inside figure.

SHEET IRON—A quiet business has been transacted, and prices are the same on the basis of $2.20 to $2.30 for No. 28 gauge.

IRON PIPE—As we intimated specially last week, there have been some advances in wrought iron pipe, three of the smaller sizes being advanced. On the larger sizes the discount is still 70 to 70 and 5 on block, and 50 to 50 and 5 on galvanized, but on ¼ inch, ⅜ inch, and ½ inch, it is 67½ per cent.

LEAD PIPE—This line is quiet and unchanged.

INGOT TIN—Tin rules easy and dull at 16 to 16½c.

COPPER—The copper market is dull and unchanged at 10 to 10½c.

LEAD—Nothing to report in this line, which we quote at $2 90 to $3.

SPELTER—This continues dull at the decline noted last week, viz., $4.25 to $4.50.

ZINC SHEETS—Business quiet and prices the same at $4.50 to $4.75.

ANTIMONY—No change from last week. We quote 10c.

HOOPS AND BANDS—Very little doing. We quote Canadian at $1.85 and English $2 to $2.15.

GALVANIZED IRON—There is a fair enquiry for tinned sheets. Other lines are



STEEL CREAMER CAN TAP

Heavily retinned. Cleaner and Cheaper than a Metal Tap

CREAMER CAN GAUGES

Made with Mica, instead of Glass. Absolutely no breakage or leakage.

EVERY USER DELIGHTED WITH THEM



THE McCLARY MFG. CO.,

London Toronto Montreal Winnipeg Vancouver

MONTREAL MARKETS.—Continued.

quiet. We quote : 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6¼c., with the usual extra for larger sizes.

PAINTS AND OILS.

There has been little alteration in these since the changes specially referred to last week. Business is quiet.

LEAD—A moderate demand is to note. We quote : Choice brands white lead, Government standard, $4.75 ; No. 1, $4.50 ; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

PUTTY—This article is quiet at $1.85 in bulk.

TURPENTINE—Steady, but quiet, at the advance of last week, viz., 44 to 45c.

LINSEED OIL—No further change is to note since the decline of last week, and we quote 59 to 61c. for boiled, and 56 to 57c. for raw.

SEAL OIL—A few speculative purchases have been made at 37½ to 42c.

CASTOR OIL—Quiet at 6¼ to 7c.

RESINS—There is a fair trade to note in these in a small way. We quote: Resins, $2.50 to $5.00, as to brand ; coal tar, $3.50 to $4.00; cotton waste, 5 to 7c. for colored and 7 to 10c. for white ; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

The glass market is quiet and dull at $1.20 for the base price.

CHEMICALS AND DYESTUFFS.

Chemicals furnished no striking change. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75 ; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50 ; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80 ; soda ash, 48 to 50 per cent., $1.15 to $1.50 ; chip logwood, $2 to $2.10.

PETROLEUM.

There is a fairly active demand for petroleum. We quote Canadian refined at 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 16c. in car lots and 17c. for smaller quantities.

HIDES.

There has been no important change in the hide market since our last. We quote : No. 1, 5c.; No. 2, 4c., No. 3. 3c., and heavy No. 1 steers, 5½c., and No. 2, 4½c. In sheepskins business continues dull and prices are unchanged at 60c. to 65c. each.

TALLOW.

Demand for tallow is slow and the market rules quiet at 5 to 5½c. per lb.

WOOL.

There is a rather better inquiry for supplies from the woolen mills, and this has brightened up the market. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 17 to 20c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

Business in ashes continues quiet on account of very light offerings. We quote : First pots, $4.05 to $4.10 ; seconds, $3.70 to $3.75, and pearls, $6.40 per 100 lbs.

TRADE NOTES.

Round lots of coke tin plates have been cut 10c. during the past week.

Advices of Norwegian cod liver oil continue firm, 120 to 125s. having been paid f.o.b. at Bremen.

There have been further contracts for No. 2 American pig, March delivery, at $18 for local founders.

Nova Scotia pig, it was reported, was shaded 25c. per ton to $16.50 this week, but we could not find the buyer.

Thomas Davidson & Co. have commenced the manufacture of metal shingles and roofing. A few large orders have been

MILK CAN TRIMMINGS

Sap and Dairy Pails
Sap Spiles . . . .

We are now prepared to book orders. Please write for quotations.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:
SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E.C.

26-30 Front Street West
. . . . Toronto

Guarantee

GIVEN WITH THE



"EASTLAKE" and "EMPIRE" Patent Steel Shingles
AND THE
"OWL" Brand of Galvanized Corrugated Iron

We guarantee that the above named brands of roofing are better constructed, made of better material, and will last longer than those made in imitation. We further guarantee that the "Eastlake" Patent Shingles can be laid quicker than any other metallic shingles. The "Empire" Patent Shingles have been on the market since 1882; the "Eastlake" since 1885, and have been thoroughly tested.

The Metallic Roofing Co. of Canada Ltd.

We Always Lead; We Never Follow.
Send for new Catalogue and Price List.

MANUFACTURERS

84 to 90 Yonge Street, TORONTO

MONTREAL MARKETS—Continued

placed, and in a few days they say they will be ready to supply the retail trade. This week they shipped a carload to British Columbia.

Cables from Great Britain are 10s. firmer on linseed oil, but will not affect spot values unless further advance occurs.

Western buyers are commencing to look around for cement, and orders for some round lots for spring delivery have been placed at $2.10.

The two large Merryweather engines recently purchased by the city of Winnipeg from W. R. Wonham & Son, passed through the city this week en route to their destination.

Caverhill, Learmont & Co. are already making arrangements in advance for their next season's stock of skates.

TORONTO MARKETS.

TORONTO, Feb. 15, 1895.

HARDWARE.

HARDWARE, like all other lines of trade, is suffering from the snowstorm of last week, and the consequent blockade of the lines of railway. Travelers are not yet able to move with their wonted freedom, and the volume of business is light indeed. There has been a further slight decline in rope. Plumbers' supplies are in little better demand on country work. The trade is beginning to book orders for forward delivery and import. Business in wire is looking a little better. Orders for churns are being freely booked. Payments are still slow.

WIRE—Quite a number of orders have been booked for fencing wire, and shipments from stock are becoming more frequent in barb wire, although in this line most of the business is for forward delivery. Barb and plain twist wires are quoted at $2.77½. Terms as before, namely, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—Manilla has been reduced ½c. per lb., making the basis 9c., and sisal is ⅛c. lower, making the basis 6⅜. These figures are principally for large quantities. Business is at a standstill. We quote: Sisal, 7-16 in. and larger, 6⅜ to 6½c.; ¼, 5-16, ⅜ in., 6¾ to 7c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ⅜ in., 9½c.

CUT NAILS—Nothing doing. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—These are going out more freely, principally in half ton lots. Discounts, 75, 10 and 5, except in 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Demand has fallen off materially, although a fair lot is still moving. Discounts, 60 per cent. on "P B" "M" and "C."

TACKS — Business continues to be of a moderate nature only. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails etc., 37 per cent. Coopers' nails and flour-barrel nails 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—Trade continues dull and featureless.

CLOTHES WRINGERS—Business still dull and featureless.

CHURNS—These are now being freely booked for fall delivery, and shipments from stock are more numerous.

WINTER GOODS—Demand for steel snow shovels has exceeded the supply, as was the case last year. Jobbers are now refusing orders for these shovels, being unable to procure any more from the factories.

TINWARE—Is in fairly good demand, being especially so in spring supplies.

PLUMBERS' SUPPLIES—Orders on country account are coming in a little better, but no improvement is shown in city trade in the way of large orders.

CUTLERY—A number of orders are being booked for future delivery and import. Immediate business is dull.

TAR, ETC.—Business is dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

CEMENT, ETC.—There is nothing doing. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—The movement is light. Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

A little better condition of affairs prevails in sheet steel, sheet iron, galvanized iron, ingot copper, sheet copper and tin plates.

PIG IRON—There has been a little doing in Nova Scotia iron, but we have been unable to get any figures. It is about six weeks since any transactions were reported in Summerlee, and then the figure was about $31.50 ex cars, Toronto.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Beyond the usual run of carload orders, with an occasional order for 50 or 100 tons, nothing of importance has transpired during the past week. Shipments on old orders are being called for more rapidly and taking everything together a little more

MARKETS.—Continued

activity appears to prevail in this market over that reported last week. We quote for cash f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $12.55; No. 2 Foundry strong coke iron, Lake Superior ore, $12.05; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.05; Southern soft, No. 1 $11.60; Southern soft, No. 2, $11.35.

BAR IRON—Trade this week is improving. Some good shipments have been made. Machinery, cast and tire steel is also in better demand. We quote bar iron on the basis of $1.70 to $1.75 f.o.b. Toronto.

SHEET STEEL—Quite a number of enquiries have been received during the week, and some fair quantities have been forwarded. Some large import orders have just been delivered. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Is more active, although quantities are not large. Quotations are from 5 to 10c. per 100 lbs. lower than those obtaining last week. Tinned iron is going out quite freely, but the bulk of the trade is for import, delivery in March, prices being, for 24-gauge, 5¾ to 6c. in case lots; 26-gauge, 6¼ to 6½c.; small quantities, ¼c. advance on these figures.

LEAD PIPE—Is going out in small quantities only. No transactions in large lots have been reported for some time. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Shipments from stock have been a little better, but still business is far from being satisfactory. Import orders are still being freely booked. Prices are unchanged, $4.25 being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—There is a little demand for small quantities, but even the lower prices fail to induce contracts. Quotations are low, Lamb and Flag and Straits being virtually the same at 17 to 17½c., while round lots can be shaded.

IRON PIPE—Prices have been changed. Net figures now generally rule when quotations are given. The discount off list prices has, to a certain extent, been done away with for the time being. The demand has not been very large, but enquiries for figures are quite numerous, showing that prospects are considered fair. We now quote: ¼ inch to 2 inch, 2c to 11½c per foot. Both the list and discount on American pipe have been changed, the former now reading: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c; 4 inch, 95c; 4½ inch, $1.25; 5 inch, $1.42. Discount is 60 and 5 per cent. to 60 and 10 per cent. according to quality.

INGOT COPPER—This has been much more active, a number of fair shipments having been made during the week at unchanged prices, namely, 10 to 10½c.

SHEET COPPER — Business has been a little more satisfactory, a number of case lots having been disposed of. There is also a good demand for braziers' sheets at 13 to 13½c.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—A good trade is reported in galvanized boilers. We quote: Galvanized, 30 gal., $6; 15 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

BOILER TUBES—There is a fair demand, the boiler makers being well employed at the moment. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Are going out a little more freely, although quantities are not large. Import orders are still being booked in fair quantities. Principal demand in coke tin is for 20 x 28. Prices are firm. We quote: Coke, 14 to 20 gauge at $3.10; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Business dull and prices unchanged. We quote $6.25 to $6.50.

ZINC SPELTER—Trade is still stagnant. We quote domestic at 3¾ to 4c., and imported at 4 to 4½c.

HOOPS AND BANDS—The improvement noted last week continues. Quotations remain at the $2.80 basis, but large quantities have been shaded a fraction.

CANADA PLATES—Orders for small quantities of 52, 60 and 75-sheet boxes are still being received. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Trade is fair. Prices are firm at last week's reduction. We quote: 500-lb. lots at 11½c. and small lots at 12½c.

ANTIMONY—Dull and unchanged at 9½ to 10c.

GLASS.

Import orders of window glass are still being freely booked at former quotations, and sales from stock are fair at $1.10 to $1.15, first break in 50-foot boxes. Plate glass is quiet at the new discount of 25 per cent. off list. There is not much ornamental glass moving.

PAINTS AND OILS.

WHITE LEAD—Trade remains much about the same as last week. The base price is still 4¼c. per lb.

PUTTY—Is quiet and unchanged at $1.75 for bladders in barrels, and $2.25 in cases.

TURPENTINE—As noted elsewhere, the market is excited on account of a scarcity of supplies. Prices are higher. Demand is good. We quote: Single barrel lots, 41 to 42c.; 5-barrel lots, 40 to 41c., f.o.b. Toronto. Some houses are, it might be mentioned, holding firm at 42 to 42½c.

PREPARED PAINTS—Spring orders are coming in nicely. Prices are unchanged at $1 for pure.

LINSEED OIL—Trade is much as before. We quote 53 to 54c. for raw, and 56 to 57c. for boiled.

PARIS GREEN — Trade is quiet and prices unchanged. We quote as follows: Canadian pure, 14c. in 1-lb. packages, and 12 to 12½c. in 100-lb. drums; English, 16c. in 1-lb. packages, and 14c. in 112-lb. drums.

SEEDS.

Continued cold weather has about put a stop to anything of a home trade in clover and timothy. Canadian red clover remains about unchanged at $6 to $6.25 per bushel for choice lots, lower grades bringing $5.50 to $6.

Alsike continues very dull and depressed, only choice qualities now being salable at anything over $4.80. Really fancy if offered would probably command $5, lower grades $4 to $4.50.

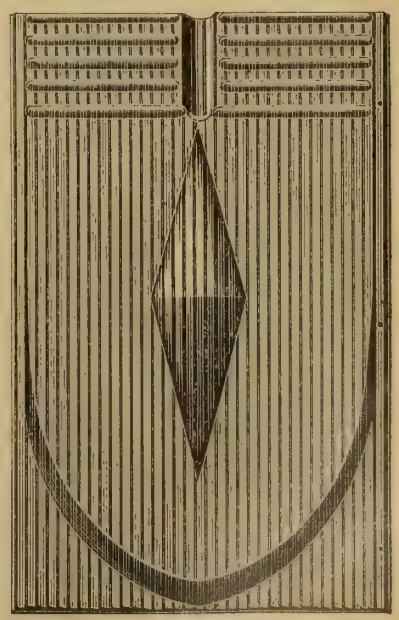
Timothy is practically unchanged, although United States markets are somewhat easier. We quote present values: Choice machine threshed, $2 to $2.75; fair to good qualities, $1.75 to $2.40; fancy flail threshed, $3 per bushel.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Easy. Local dealers quote 5 to 5¼c. for cured, and for green, No. 1, 4c.; No. 2, 3c., and No. 3, 2c.

SHEEPSKINS—Prices are advancing, and stand at 80 cents for best fresh green stock.

THE PEDLAR "JUNIOR."



The only up to date 10 x 14 shingle made. Send for new catalogue. Protective discount allowed the trade.

THE PEDLAR METAL ROOFING CO.
Office and Works: Oshawa, Ont.

MARKETS—Continued

Calfskins, nominally, 6c. for No. 1, and 4c. for No. 2.

TALLOW—Remains low, being quoted at 5 to 5¼c.

WOOL—Canadian fleece all cleared out. For round lots of desirable wool 19 to 19½c. is obtainable. Pulled wools are rising. Best supers are quoted at 20 to 21, and extras at 21 to 22c.

OLD MATERIAL.

Dull and quiet. Prices unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

PETROLEUM.

Canadian oils of all kinds and American oils have again advanced at the wells from ½ to ¾c. on prices asked last week. This change is the result of the scarcity of crude oil. Toronto prices remain unaltered at present, but they most go up in sympathy. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12 to 12½c.; carbon safety, 16 to 17c.; Canadian water white, 16 to 17c.; American water white, 18c.; photogene, 20c.

MARKET NOTES.

Rope is ⅛ to ½c. per lb. lower.

Stewart & Wood have received consignments of sheet glass this week, one of which is a cheap article.

The Toronto Radiator Mfg. Co. have completed their contract for the radiation heating of the new Union Station.

"Considerable trade is being done in tank and boiler plates," said a dealer, "and of those used in the Western Ontario trade I should say that 75 per cent. of the heavy kinds are of American manufacture."

Four of a kind—Dorset Birchall, W. M. (Billy) Fidler, C. V. Carter and D. A. Merrick are out in the interest of the Toronto Silver Plate Co. This is a good hand to start the year with. Gooderham evidently is not playing Old Maid.

The Kemp Mfg. Co. have just got out a very fine new line of creamer gauges. They are also turning out some solid white metal creamer taps, which are a great improvement on last year's, and which, owing to improved methods of manufacture, are quoted at a lower figure than heretofore.

The John Bertram & Sons Co. are manufacturing to order for the Toronto Silver Plate Co. a lot of new and expensive machinery for the manufacture of specialties. We have to congratulate Bertram, Sons & Co. for having secured such a large order, and compliment the Toronto Silver Plate Co. for having placed their order with such a reliable firm in preference to buying in the American market. Both these are live companies and deserve every encouragement in their respective lines of manufactures.

The following gentlemen were elected directors of the Consolidated Plate Glass Company of Canada, Ltd., at the annual meeting of the company on Wednesday: President, F. J. Phillips; vice-presidents, W. R. Hobbs and Alex. Ramsay; directors, W. C. Phillips, L. I. Boivin, Jos. McCausland and T. S. Hobbs, M.P.P.

UNITED STATES MARKETS

NEW YORK, Feb. 14, 1895.

PIG TIN—The market was very steady in tone and moderately active. Speculation centred chiefly in February contracts, but very fair bids were made on some of the later deliveries, and only a slight margin stood between the consummation of several trades. Nothing new transpired in the matter of tenders of current month contracts, and the general surroundings were also bare of features distinct from those that have characterized the market for several days. Spot business was on a moderate scale and hardly afforded a test of market values. On round lots 13.65c net cash was bid and small quantities were nominally about 14 to 14.15c. The transactions recorded on 'Change included 5 tons February delivered at 13.35c, 5 tons do. at 13.35c, 25 tons March at 13.25c, 25 tons February at 13 35c, 25 tons do. at 13.35c, 25 tons do., sellers' option to double, at 13 25c; 25 tons do, regular, at 13.35c.

COPPER—Prices are still somewhat unsettled and the market has a rather disjointed appearance, with here and there a suggestion of a weak tone. Copper for prompt delivery is offered with some reserve, since stocks are not heavy, but near future shipments can be secured at some concession, while spring months' deliveries are offered comparatively low in a speculative way, if not to consumers direct. Lake Superior ingot was sold at 9 80c. on spot and 9¾c. for delivery a short time ahead. Cakes and bars are quoted at 9⅞ to 10c. Electrolytic remains at about 9.60 to 9¾c. and casting copper at 9⅜ to 9½c. according to brand and delivery. Business in the metal is showing no improvement and the demand from all sources is tame.

PIG LEAD—Outside of routine business the aggregate of which was moderate, there is nothing to report. The general situation is unchanged. Stock for immediate delivery is rather scarce, and therefore commands a slight premium, but shipments from the west may be had at former prices—say 3.15c for single carloads and 3⅛c for round lots. The demand is at present rather slow. London cable to the Metal Exchange quoted £9 11s. 3d. for soft Spanish.

SPELTER—Very low prices are still named by sellers without stimulating business perceptibly in this quarter, and the market remains in a dull, depressed condition. Ordinary western brands may be secured at 3.20 to 3.25c, landed here, in carload or larger lots. London cable to the Metal Exchange quoted a decline to £13 18s. 9d. for good merchant brands.

ANTIMONY—The market is quiet and prices are barely steady at about 7⅛ to 7¼c. for Hallett's and 8¼ to 8½c. for Cookson's, from store.

NICKEL—The range of prices is 36 to 40c. according to quantity of metal involved.

TIN PLATE—In small purchases of spot stock some improvement was noted, but, taken as a whole, the market was spiritless, with hardly fair attention shown forward deliveries. About former prices are asked, but the market is weakish in tone, with concessions not infrequent.

IRON AND STEEL—More business was reported in America pig iron, including fair orders for some brands for delivery during the second quarter of the year. The movement is commonplace, however, and has no perceptible influence upon prices. Old material is in very limited demand. In manufactured iron there is nothing of special interest doing, yet a fair aggregate business, and prices show very little change.

PERSONAL MENTION.

J. Cameron, representing the J. B. McLean Publishing Co., Toronto, was in town on Monday and paid The Journal a call.—Journal, Gananoque.

Fred. J. Ward, who for some years past has been the travelling representative of John P. Mott & Co., manufacturers, Halifax, N.S., has been admitted to a partnership in the business.

G. Highton, with Samuel, Sons & Benjamin, London and Liverpool, is visiting the Toronto house, (M. & L. Samuel, Benjamin & Co). His visit will extend over a few weeks.

Mr. C. E. Marquis, formerly of Dickey & Marquis, Pickering, was in Toronto Wednesday. He was on his way to Ripley, where, with his brother W. J., he will in future carry on business as a general merchant under the style of Marquis Bros. On Thursday night Mr. Marquis and his wife were presented by some of the citizens of Pickering with a nice chair each. The business in Pickering will, as THE GROCER has already stated, he carried on by Mr. Dickie under the style of J. Dickie & Co.

An Ottawa despatch says that Robert Thompson & Co, of Hamilton, purchased 146½ square miles of timber limits on the Upper Ottawa. The price paid is $115,000 in cash. There is a large supply of excellent pine on the limits. Peter Ryan, of Toronto, negotiated the sale.

TRADE CHAT.

NATURAL gas is difficult to manage in cold weather. During the late cold spell hundreds of families in Springfield, O., and neighborhood shivered and almost starved through the supply suddenly stopping. They could not use coal or wood, as their stoves were built for gas only.

The Provincial Mining Association of Nova Scotia, met on February 13th.

Mewburn & Ambrose have issued a writ against O. A. Horning, carriage dealer, of Hamilton, on behalf of D. M. Dowrie and W. E. Cook for $109 and $650.

One hundred men are needed to go to work on the T., H. & B., some of them on section 20, and others at track-laying, which has progressed as far as section 18.

The yearly contract for supplying coal to the G.T.R. has been awarded to Shipman, of Detroit, and the Erie Railway Company. It represents about 750,000 tons, or about $2,000,000.

The Wallaceburg, Ont., glass works buildings are completed, and the furnaces are about built. A large number of men are employed on this structure, which, when in operation, will provide highly remunerative work for a small army of men.

Mr. J. B. Renton, secretary of the Grand Trunk Railway Company, died at London, Eng., on Thursday last, at the age of 60 years. For twenty years he has been secretary of the Grand Trunk, and fulfiled the duties of that post until twelve months ago, when his health gave way.

The Lower Laurentian Railway was last week sold to the Quebec and Lake St. John Railway. The transaction is the outcome of negotiations between the parties interested in the Parry Sound Railway, with which road it will be amalgamated.

Two men were arrested at Ingersoll, on Sunday on the the charge of making counterfeit money. The house of one of the prisoners was searched and the moulds and material with which the spurious coin was made were found.

At a recent meeting of the Kingston Chemical Fire Engine Co., it was decided to manufacture fire engines, and keep on hand firemen's supplies. The directors appointed are: John Hewton, George Richardson, Dr. Herald, A. Macdonnell, H. Youlden. John Breden was appointed secretary-treasurer, and D. D. Wilson managing salesman.

A sale has been consummated by which the property known as Ward's limits, on the Rough river, some eighty miles north-east of Ottawa, is transferred to E. J. Swan, of New York, the sum of $100,000 being involved in the transaction. The area is about 550 square miles, the Rouge river running through them for about 68 miles. Mr. Swan proposes erecting mills on the property near the junction of the Rouge and Ottawa rivers, and using the timber on the limits for the manufacture of matches, tooth-picks, clothes-pins, pulp, furniture of various kinds, and lumber generally.

The annual meeting of the McClary Benefit Society of London, Ont., was celebrated on Tuesday night with a concert in Somerset Hall. The society, which is composed of employes of the McClary Manufacturing Company, paid out in sick benefits last year $777.25, and there is still a balance of $196.26 to the credit of the society. One hundred and six members, or over one-third of the membership, received benefits during year. There were three deaths: J. Cole, W. Johnson and J. Williams (the latter two being old employes). The society has now been in operation for about thirteen years, and during that time between $9,000 and $10,000 have been paid out in sick benefits, besides providing members with the service of a medical attendant free of charge.

INDUSTRIAL EXHIBITION ASS'N.

At the annual meeting of the Industrial Exhibition Association of Toronto on Tuesday, J. J. Withrow was re-elected president; W. Christie, first vice-president, and A. Smith, second vice-president. The other members of the board for the year are: W. B. Hamilton, Walter S. Lee, Hon. John Dryden, R. Davies, P. G. Close, E. Wellington, James Crocker, George Booth, S. E. Briggs, B. Saunders, R. W. Elliot, Joseph Dilworth, R. Score, W. K. McNaught, Ald. John Hallam, Ald. John Shaw, Ald. O. B. Sheppard.

BUG KILLER PRICES.

How some dealers are getting fooled on quotations. Church's Bug Finish not only the best but the cheapest.

Dealers who are offered Bug Killers at cut prices should know how many pounds net each barrel will contain.

8 Barrels	Imitation Bug Finish at $2.25 cost	$18.00
8 "	250 pounds each = 2,000 pounds.	
7 Barrels	Church's Bug Finish at $2.50 cost	$17.50
7 "	300 pounds net = 2,100 pounds.	
2,000 pounds	counterfeit goods cost.....	$18.00
2,100 "	Church's Bug Finish cost.....	17.50
100 "	In favor of genuine article.	.50

No bogus recommendations needed to bolster up the sale of Church's Bug Finish. Every barrel full weight, 300 pounds net. Not one complaint last season of shortweight.

N. B.—Dealers selling cold water wall-coatings that infringe on Alabastine patents will be prosecuted for damages, as well as the manufacturers of the same.

The Alabastine Co. LTD. PARIS, ONT.

PLUMBERS' AND GASFITTERS' DEPARTMENT.

ONE would think that enough fun had already been made at the expense of the innocent plumber. But it seems the end is not yet. A resident of Toronto, who has evidently suffered from the recent period of arctic temperature, now writes to the papers (evidently with frozen ink), stating that he has been engaged for the past few days pouring the contents of a large warm-air furnace into a tiny bathroom, and that, notwithstanding, the pipes have frozen before his very eyes. He then goes on to accuse the "intelligent plumber" of with malice aforethought collecting all the pipes in an "elegant little cluster" just underneath a window, so as to afford the Frost King free scope for indulging himself in his frolics. There is design in all this, thinks the correspondent. The plumber has located the pipes so as to compel the householder to call upon him frequently for his services. To cap the climax, a suggestion is now made for the formation of a new P.P.A. — the Protection (against) Plumbers Association.

* * *

Complaints are heard in some quarters that the plumbing trade is not sufficiently guarded. "Anybody," remarked a master plumber, the other day, "can hang out a sign, and be a plumber, in Toronto nowadays."

As a matter of fact, the existing safeguards of the trade against outsiders are these: If a man wants to practise plumbing in the city he must make application to the city engineer. If he be a stranger, and his qualifications for the trade are unknown, he is subjected to an examination by the department. He then pays $10, and is handed a certificate by the city clerk, allowing him to conduct a plumbing business. The parties who are complaining say that, despite these regulations, unqualified men get into the business, to the great injury of the trade in general.

* * *

On the other hand, a certain section of plumbers in Toronto seem to resent even the existing regulations regarding admission to the trade. Only the other day a deputation waited upon the City Council asking that the by-law imposing the $10 license fee be repealed. No other branch of the building trade, they argued, was so taxed, and the imposition of the fee did no good anyway, for every tinsmith in the city obtained a permit and worked at plumbing. The city authorities have as yet taken no action.

* * *

Several fires have been reported in various parts of the country during the recent cold snap, as caused by the carelessness of plumbers who had been engaged to thaw out frozen pipes. Fortunately, as far as learned, none of the blazes thus started have resulted seriously, the local fire brigade in each case having efficiently done its duty. Surely, by taking proper precautions all danger of fire could be averted.

* * *

During the same period of cold weather, the daily newspapers reported that a number of hot water ranges had exploded with injury to person and property, while attempts were being made to thaw out the connecting pipes. If it is impossible to build ranges that will not burst, those who put them in should endeavor to educate the people as to how they should handle them.

* * *

The subject of plumbers' charges is an old one, and perhaps uninteresting, but a case that came under the writer's attention the other day seems worth mentioning. A citizen of Toronto, who is himself a manufacturer of and dealer in plumbers' supplies, recently had a local firm connect a water-front with a laundry stove, and connect three gas logs with the pipes, the piping all being in. Eight dollars, he thought, would have been an exorbitant charge for the work, but imagine his surprise when he got a bill for $60.66. The manufacturer remarked to HARDWARE the other day: "When they charged a man in the trade that much, how would an outsider have fared?"

* * *

The James Robertson Co., Ltd., Toronto, report that they are especially busy now in their plumbers' department, receiving several large specifications daily. And as a rule their quotations have been accepted against the keenest competition. This success they attribute to their extensive advertising in this department, and to their buyers' familiarity with the best markets.

* * *

J. L. Wells, of J. L. Wells & Co., plumbers, Winnipeg, has been in Toronto for a few days. The firm is about to add hardware to its business.

* * *

On Sunday last the plumbing establishment of R. H. Lear & Co., 19 to 21 Richmond street west, Toronto, was damaged by fire to the extent of $2,500; fully covered by insurance.

* * *

Hughes & Stevenson, plumbers, Montreal, are about to dissolve partnership.

* * *

Pierre Champagne and Napoleon Piche have been registered proprietors of Champagne & Cie, plumbers, Montreal.

* * *

Joseph Lamarche has addressed a letter to Ald. Beausoleil, chairman of the Health Committee, on behalf of the Master Plumbers' Association of Montreal and vicinity, congratulating Ald. Beausoleil on the addition to the civic health code of the by-law concerning the plumbing, drainage and ventilation of buildings.

TO CLEAN SOLDER PROPERLY.

Among the many difficulties the country plumbers have to meet, writes a contributor to The Metal Worker, that of cleaning solder has bothered them not a little. They have found in their experience that they mixed their first lot of solder with great care—just so much of tin and just twice that much of lead—and they have started out to learn the art of wiping joints. They once had the opportunity of seeing a man who knew how to do it well and they watched him. How nicely that solder worked, to be sure. How bright it was. How smooth. How it could be moved and moulded into shape, just like so much butter. They went home and tried it. It worked nicely for a while, although they burned their fingers occasionally. But wait awhile. What can be the matter with the solder? "It seems to set and cool about as fast as I can pour it on the pipe, and when I go to move it to get it into shape, off it falls in chunks; not adhesive at all, no ductility. It cools quite a white color, works like sawdust." "Well," you say, "if it cools so quickly, the metal can't be hot enough." "Yes, it seems hotter in the pot than it was before." Then comes the question: "How is it?"

It is when they have come to this experience that many a beginner in plumbing work has laid down the ladle with disgust, and has become completely discouraged. There is a way out of the difficulty. You may have spoilt your solder by overheating it. Some foreign substance may have got into it. You may have caused it by dipping brass couplings, etc., into the pot, in order to tin them. Do not do this on any account; tin all your brass work with a copper bit, or soldering iron, as some prefer to call it. It is liable to occur when wiping on brass couplings, ferrules, soldering nipples, etc. The reason is that brass is an alloy of zinc and copper, and the solder readily mixes with zinc, and a very small portion of zinc is sufficient to cause the lead and tin to crystallize and separate. Now for the cure. Your solder must be made extra hot, almost twice the heat it should be if it was all right. Plumbers' solder melts at 440 deg.; to clean it we want to raise it to 800 deg. What for? Because the zinc melts at 773 deg., and we want to bring it to the surface, so that we may skim it off. Do not make it red hot in the daylight, or you will have reached a temperature of about 1,100 deg. and you will spoil it. Throw in a lump of sulphur, which by mixing with the zinc will help it to float. Stir up the whole thing well, and skim off the top, which will be a mixture of lead oxide, putty powder, sulphur and zinc. Then when it has cooled down to about the working point stir in lots of tallow and a little resin, which will take the sulphur out of the

metal. Then after adding a little tin to pay for what we have lost by overheating the metal, it will be ready for use again.

Another way to obtain the same result would be to granulate the solder by pounding it. When it reaches the cooling point it will break up as fine as sawdust. Then put it into some dish or other and cover it with spirits of salt, and allow it to stand over night. Then after remelting and adding a little tin it will be all right. If it becomes overheated do not stir it, but allow it to cool down to working heat, when the addition of a little tin will cure it. If you consider that tin forms putty powder at 428 deg. and lead oxidizes at 612 deg., the two together at 440 deg., what do you think will become of it if you make it red hot in the day time—about 700 deg. hotter than it should be? No wonder if it will not work right. Do not add fine solder or strap solder to your metal unless you are sure of what it is made of. Solder that you buy is often adulterated with antimony, bismuth, etc., which gives it a bright appearance and makes it look good. It will form teats on the bottom of the joint in spite of you. You need to be very careful what you put into the pot if you would have good work. Do not melt zinc in the pot or ladle at all, as it is very troublesome to get rid of. Make a note of this table :

Plumbers' solder, 2 parts of lead, 1 part of tin, melts at	440 deg.
Fine solder, 1 part of lead, 1 part tin, melts at	370 deg.
Tin melts at	428 deg.
Lead melts at	612 deg.
Zinc melts at	773 deg.

TIN PLATE BUSINESS.

The Iron Age says : "The American tin plate works are rapidly falling again into the line of activity, some after signing the Amalgamated Association scale, and others on a non-union basis, by local arrangement with their employes. At present about three-fourths of the total productive capacity of the domestic tin plate plants are running, and more works are on the point of starting up. The tin plate wage trouble is, in fact, practically at an end. The last idle firm of the Tinned Plate Manufacturers' Association, the Ætna Standard Iron and Steel Co., of Bridgeport, O., are reported to have signed the compromise scale of the Amalgamated Association a day or two ago, and their mills, which are among the largest in the country, will be again in operation in a few days."

ANOTHER ELECTRIC ROAD.

Peter Ryan, of Toronto, is at the head of a syndicate which have secured the exclusive right to build an electric railway in Hull, and between Hull and Aylmer, Que., and also to supply Hull and Aylmer with electric lighting. The syndicate has been granted 25 years of exclusive privileges and 25 years of exemption from taxation.

CUTLERY

A. C. LESLIE & CO., Montreal and ... Toronto

We are closing out the stock of Cutlery, Spoons, etc., at our Toronto office, and can offer special inducements to buyers during the present month.

BRUSHES

BRUSHES

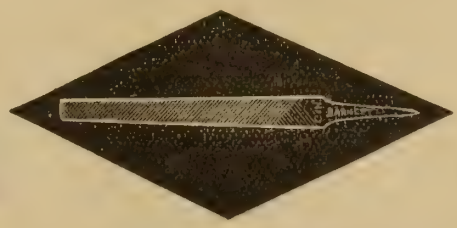
For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

TRADE MARK.

BLACK DIAMOND FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

We are always glad to quote prices on

"Clauss" Scissors

No matter if you don't give an order.
Drop us a card.

CLAUSS SHEAR CO. 67 Adelaide East Toronto.

ORIGIN OF THE BOWIE KNIFE.

TWO States of the American Union—Tennessee and Maryland—claim the honor of being the birthplace of James Bowie, the inventor of the Bowie knife.

Shortly after Louisiana became a state, says The Albany (N.Y.) Argus, the old Spanish and French records created a great deal of trouble. It frequently happened that a planter who had taken up a large tract of land and fairly opened it out as a plantation would learn that it was claimed by some one under an old colonial grant. James Bowie was a very frequent claimant under these old laws. Several capitalists of the time had sent him to Havana, where the old papers of the Spanish colony of Louisiana were kept, and caused careful transcript of them to be made. They appointed as their agent to put them in possession of these properties James Bowie. In these early days it did not at any time take much provocation to bring on "a personal encounter," as a fight to the death was euphoniously entitled. A man who had been to the trouble of opening up an estate only to find it claimed by a lot of people he did not know was generally pretty ready to fight for it, whether a fight would settle the question or not.

The consequence of this state of things was that James Bowie and his two brothers, Stephen and Rezin Bowie, had on hand almost constantly some sort of "difficulty" that had to be fought out with deadly weapons. This was before the days when the percussion cap was in general use, and the smaller pistols of the period were flint locks, inconvenient to carry and not reliable. So the knife had to be used when one wanted a really trusty weapon. Mr. Bowie worked out with a pocket-knife and shingle his idea of a weapon that would be about the proper thing for the business he had in hand, and it was made by the local blacksmith at Shreveport, La., after the model. Bowie carried the knife for several years. About 1830, however, he heard of a New Orleans cutler, a Spaniard named Pedro, who was making some knives of a wonderful kind and temper. They could be driven through a silver dollar without damage to the point or edge. Mr. Bowie at once availed himself of the professional services of this artist, who made him a knife which was a marvel of temper and beauty. The blade was nine inches long, and blade and handle together measured fifteen inches.

This weapon was used by him in nineteen encounters, and it was the one that was in his stiffening hand when, with six dead Mexicans about him, showing the evidence of his fatal skill, he was found dead at the Alamo.

Bowie's method of using the knife was one peculiar to himself. He did not hold it in his hand with the point downward, but grasped the handle as a swordsman would grasp the hilt of his sword. He always struck at the neck of his man and aimed for the jugular, and seldom missed his coup. In the most famous of his battles, the one fought on Natchez Island (an island in the Mississippi River, almost opposite the City of Natchez), he cut two men's heads almost off, giving each only a single sweeping blow.

In this fight there were seven men engaged. Among them was James Madison Wells, who a few years ago was so well known throughout the country as the president of the Louisiana Returning Board of 1876 77. Bowie himself was very dangerously wounded, but managed to recover, thanks to a marvelous constitution and careful nursing. While down on the ground, with an antagonist on top of him who weighed thirty pounds more than Bowie did, the indomitable fighter managed to get his left arm around his enemy's neck. Then with a sudden right-hand cut he severed the other man's jugular with an awful slash, and was almost smothered by the terrible out-gush of blood that poured from the wound.

Bowie only weighed 140 pounds when at his prime. He was a quiet, soft-voiced man, who never drank nor dissipated in any way. He possessed enormous physical strength for his size, and was as quick and lithe as a wild cat, and as game. He was a terror to all the "hard cases" from Louisville to New Orleans.

"In 1836," said General B. G. Humphries, "the Methodists about Church Hill, Miss., were holding their annual meeting. They had been a good deal disturbed by the crews of rough flatboatmen, a large number of whose boats were lying in the river below the town. One morning after service was ended a number of men held a meeting to decide upon the measures to abate this trouble. Among them the parson, who was a newcomer, noticed a small man whose only peculiarity was a pair of steely blue ringed eyes—eyes like a cat. 'I will attend the services to-night, gentlemen,' he said in a low, gentle voice, 'and will help you to settle any difficulty that may occur.' This seemed very satisfactory to those present, but the clergyman somehow forgot to ask who he was.

"The evening service had begun. Just as the preacher was about giving out the last hymn a big Kentucky flatboatman staggered up in the front of the pulpit and gave a Choctaw warwhoop. In a second the little man had him by the collar with his left hand, and in his right had a knife, with the point against the boatman's brawny throat. 'If you say another word or make the slightest noise, by God, I'll drive this knife through your neck from ear to ear.' The big man trembled like a leaf and silently took a seat, while the other, putting his knife out of sight, joined with great fervor in the singing of the hymn. There was never a quieter meeting held than that was thereafter. 'Who was the gentleman who so speedily settled the difficulty to-night?' asked the minister when the service was ended. 'Don't you know?' his friend replied. 'That was James Bowie.'"

SPECIAL HALIFAX LETTER.

HALIFAX, Feb. 13, 1895.

MERCHANTS report a good city trade during the past week, but provincial business has been very dull owing to the storm. Trains have been delayed in all directions, and travelers have not been able to reach their customers.

Mr. Harvey Graham, of the Ferrona Iron Works, who was in the city this week, reports trade brightening somewhat, there being a fair demand for pig.

The difficulty in the scheme to consolidate the New Glasgow Steel Works and the Ferrona Iron Works lies in the fact that stockholders in the steel company (to the extent of $100,000 of stock) object to the amalgamation. The steel works have paid handsome dividends, while the iron works have paid none, hence the objection.

The rope works at Dartmouth have been closed down for some weeks. It is alleged the manufacture of binder twine at the Kingston penitentiary has a great deal to do with this. The principal output of the Dartmouth works is binder twine, and the penitentiary competition is being keenly felt. The shut-down is badly felt in the town across the harbor, and merchants are beginning to complain. A start is to be made soon, which will be gladly welcomed.

W. Robertson imported some 100 kegs of nails from Boston this week. This is a "tester." It is said the nails were purchased f.o.b. on a basis of 85c.

TAUNTON.

QUEBEC PROVINCE NOTES.

AT the cathedral, Three Rivers, Que., on Jan. 23, a fashionable wedding took place, the Rev. Father Jourdain, of Salem, Mass, a brother of the groom, officiating. The contracting parties were Mr. Gaspard Jourdain, of the firm of Beaudry & Jourdain, hardware merchants, and Miss Florida, only daughter of ex-Ald. F. Gelinas. The couple left by the C. P. R. on an extended wedding tour. The presents were numerous.

Coaticook, P.Q., was visited by fire the other night, destroying the best business portion of the town. It was first noticed in the hardware store of W. C. Webster, at 2 a.m, and had gained such headway that it was impossible to save any of Mr. Webster's property. Fortunately, he was insured for $9,000 on building and stock.

The firm of Beaudry & Page, of Three Rivers, P.Q., has been changed to Beaudry & Jourdain, Mr. Page having sold out to Mr. Jourdain.

Mr. J. S. Kerr, for many years with Lucke & Mitchell, of Sherbrooke, P.Q, has purchased the hardware stock of J. Boucher, and is remodeling the interior of the store prior to receiving his spring stock.



TRIUMPH PATTERN LADLE

HIGHEST HONORS AWARDED

Tasteful Designs — Superior Quality

Excellent Finish — Durability

Our Process of Plating is Always Reliable

All Spoons, Forks, Knives, etc., are carefully weighed both before and after plating to insure accuracy.

We guarantee to replace all goods bearing our trade mark found not fully up to standard.

We deposit on each gross of our Extra Plate as follows :

On Tea Spoons,	2½ ounces,	50 pennyweights Pure Silver
On Dessert Spoons,	3¾ ounces,	75 pennyweights Pure Silver
On Table Spoons,	5 ounces,	100 pennyweights Pure Silver
On Medium Forks,	5 ounces,	100 pennyweights Pure Silver
On Dessert Forks,	3¾ ounces,	75 pennyweights Pure Silver
On Medium Solid Steel Knives,		144 pennyweights Pure Silver

All other Extra Plate Goods in same proportion

Every dozen of Spoons, Forks, and Knives are weighed by our process, both before and after plating, and carefully recorded in a book kept for that purpose.

All our Flat Ware is "set" or shaped by machinery, whereby absolute uniformity is acquired.

These goods are also hand burnished, which imparts a harder, consequently more durable, and a more even finish than is possible by any other process.

In buying Silverware from your jobbers, see that it is stamped "Toronto Silver Plate Co."

The Toronto Silver Plate Co.

Are Manufacturers of . . .

STERLING SILVER AND ELECTRO SILVER PLATE

FACTORIES AND SALESROOMS

E. G. Gooderham, Manager.
Jno. C. Copp, Sec.-Treas.

570 King Street West
Toronto, Canada.

STEAM AND ELECTRICITY.

THE discussion of the substitution of electricity for steam as the motive power of railroad traction is taking a wide range, says N. Y. Journal of Commerce. There is an underlying fallacy in the popular discussion of this subject which ought to be corrected. The question is really not one of substitution but of co-operation. Electricity is the hand-maid of steam not, up to date at least, its rival. That is to say, the heat power generated by the combustion of coal under the boiler has first to assume the form of steam and to pass from that into mechanical motion before it assumes the character of electricity, and is, from that, developed into mechanical motion again. There may be ways, at present undreamed of, by which combustion can be directly transformed into electricity, just as there are ways by which electrical vibration can be excited without the power of heat at all. But leaving out of the question the possibility of operating electric railroads by the power transmitted from a cataract, the problem of general electric propulsion starts with the employment of steam as the original motive power.

Broadly speaking, there are two methods of electric railroading. The first and most familiar is by the generation of electricity at a central power station and the sending of it thence to the moving trains through a conductor—a third rail, overhead, on the surface, or underground. This is the "trolley" system, of which the overhead conductor is, for obvious reasons, most in use. But the surface third rail was successfully used on the intramural elevated railway at the Columbian Exposition, and there is nothing but expense in the way of securing a perfect underground connection. The second method is the generation of electricity on the locomotive itself, using the steam engine to operate a dynamo capable of furnishing to each car all the electric power necessary for its propulsion. This is the only system which has ever been seriously discussed as applicable to heavy trains and long lines of railroad operated at a high rate of speed.

Obviously, the first question to be determined here is not how to get rid of steam, but what advantage there is to be gained in transforming steam by the agency of mechanical motion into electricity, and from electricity back to mechanical motion again. The whole problem resolves itself into the possibility of utilizing power which is now wasted. The steam locomotive, in even a more marked degree than the stationary engine, makes enormous losses in the transmutation of the heat of the boiler into work. There are piston rods, cranks, connecting rods and a variety of rigid adjuncts which can only be put in motion with "continuous reaction and terrible jerks." There are "torsions," "trepidations," rolling and galloping motions which damage the strongest cars, hammer, pull out of place and disjoint the rails, and shorten the life alike of the road-bed and the rolling stock generally. The steam locomotive, in short, has the radical defect that it is the one moving impulse in a train of otherwise inert cars, and that, consequently, with increased requirements of speed, its weight, cost and wastefulness increases in about equal proportions.

By the intervention of electricity the cumbrous and costly locomotive is transformed into a mere covered platform car, bearing a steam engine of sufficient power and a dynamo. The locomotive becomes, in fact, locomotive only in the most limited sense. It does not, by the revolution of wheels of enormous weight and diameter, move the train, but is a mere peripatetic power station from which energy is supplied for direct action on the axles of each car of the train. Each car axle becomes itself a motor, and into the whole inert mass is thus infused the life of movement. All this was shown just a year ago in France by what is known as the Heilman engine. An official trial was made of its capacity last May in a trip from Paris to Nantes, a distance of 35½ miles. Comprising ten cars filled with passengers, the train made the journey in 30 minutes, a speed as high as 67 miles an hour having been attained on some parts of the road.

The cost of transforming a steam railroad into an electric one by this method of equipment need not be prohibitory. It is possible that the cost of an effective electric locomotive, plus the cost of equipping each of eight of our type of cars, with a small dynamo to take up and transmit to the axles the electricity received from the engine, would not be as great as that of one of the gigantic steam locomotives now used for the highest speed. But it would seem that the temptations to use the electric locomotive have not yet been found sufficiently strong to effect even the beginning of a revolution in European railroading. It would, of course, require a very decided gain on the score of economy in operation to warrant the transformation of an existing steam system into an electric one. The difficulty of working the two systems interchangeably is, practically, insuperable, so that the transformation when decided on would have to be complete. Nor must it be forgotten that much of the saving incidental to electric propulsion would be found in the substitution of lighter cars run on smaller wheels, and therefore having a lower centre of gravity for the present high and heavy structures. That means a wholesale reconstruction of rolling stock before the full benefits of the new system could be secured.

And, meanwhile, electricity, so far from having said its last word on the problem of propulsion, is even now promising to show in practical use a new conbination of steam engine and dynamo which will put a new face on the future of the conversion and transmission of power. On the whole, therefore, the appearance of the electric locomotive on our trunk lines is not to be immediately looked for, while the development on short roads of the kind of traction supplied by the combination of power stations with trolley wires is likely to go on unchecked.

BUSINESS CHANCE.

INVENTOR WILL GIVE THIRD INTEREST IN nailless horseshoe to party procuring patents and developing same. Address Box 417 Telegram, Toronto. (7)

STOCK WANTED.

SMALL STOCK HARDWARE WANTED in good town, doing profitable trade.. Give full particulars. E. A., HARDWARE Office, Toronto.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon



We have just put in New Machinery, by which we can turn out
HAMMERS AND SLEDGES
OF EVERY KIND
At lower prices than ever before.
Only best steel used.
Write for fuller particulars.
JOSIAH FOWLER,
ST. JOHN, N.B.

COUNTING THE PROCEEDS Of the year's business. I am at your service for assistance, inspection, or advice.
A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.
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MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

BRITISH COLUMBIA MINES.

WE continually notice, remarks B.C. Journal, indications of the increasing interest that is being taken in the mines of British Columbia. One of these is the almost absorbing attention which was paid to a paper read at the recent Miners' Conference in Montreal by Mr. J. B. Hobson, of Vancouver. In fact, his paper is said to have attracted a representative audience of practical men, to whom he explained that so far merely the fringe of the shallow deposits of British Columbia had been touched, owing to the natural difficulties which it was impossible to overcome by the mining methods at the disposal of the earlier prospectors, while the introduction of hydraulic mining and giant elevators will enable the ancient and deep river beds of the Yale, Lillooet and Cariboo districts to be worked with results that will not only astonish Canadians, but the whole civilized world. Some streaks of gold which he had examined in the Cariboo district averaged, he said, from $2 to $30 per cubic yard, and they had never had such in California.

Mr. Hobson and others dwelt upon the hardships experienced in British Columbia in regard to the importation of special machinery, on which in almost all cases duty had to be paid, although some of it was unknown to Canadian manufacturers. A committee was appointed to lay the grievance before the Minister of Trade and Commerce with instructions to ask for the import into this province of mining machinery free of duty for a term of years, Captain Adams pointing out that the question was : "Do we favor machine shops in the province of Quebec, or mining in British Columbia?"

THE QUESTION OF HELP.

As there are two sides to a question, so are there two ways of doing one's duty, and although there is room for argument regarding the former, there can be none regarding the latter, says an exchange The only way to do one's duty is to do it rightly.

The great trouble with the notion clerks to-day, and too frequently with many a buyer and manager also, is that instead of doing their work—work that they are hired to do—in a pleasant and willing manner, they are all trying to see how little they can do. "Do with your might what your hands find to do," would be a good motto to be placed so that every employe would be constantly reminded of it; but the great trouble lies in the fact that salespeople are wilfully careless, wasting most valuable time that is or should be money to their employer.

It is strange with what an unwilling spirit the majority of salespeople wait on customers, especially in the larger stores—stores where every convenience is provided for their benefit through the kindness of their employers. This thoughtfulness for their welfare they repay by neglecting their employer's interests, a neglect that in many instances is fatal with a customer, who frequently judges a store by the treatment she receives from the individual clerk.

This entire trouble with the employes seems to originate in a sort of a don't-care feeling that has become a disease in many stores—a disease which has become epidemic, spreading with alarming rapidity throughout the large retail centres. That it has reached its present proportions is to a great extent the fault of the managers, who, disliking to make changes and perhaps fearing to jump from the frying pan into the fire, have been wilfully blind to the carelessness with which salespeople wait upon trade.

In recent conversations on this important point man several managers acknowledged the existence of the evil and the results that must necessarily follow. Yet they appear to be indifferent and allow customers to stand patiently or impatiently waiting to be served, while the clerks talk with each other, rather than call them, for when called they come in such a reluctant manner as often disgusts a customer and causes her to mentally vow that she will never go into that store again.

This trouble exists to a greater or less extent in all dry goods stores, and as there is no disease without a remedy, if it can only be found, so there must be some way to remedy this. Many a manager will say, "I know that this trouble exists, but the salespeople are all alike, and if I discharge all my help the next lot will be just as bad, or rather worse, for in addition, they will be green and have to be broken in."

There is a great deal of truth in this, and it is a good excuse for one who believes in the adage, "of two evils choose the least." For the live manager, however, who says, "of two evils choose neither, but rather seek the good," there must be a better solution of the question. In order to cure a disease an experienced physician always strives to get at the root of the evil, and this whole trouble has its foundation in a distaste for work, from which springs that don't-care, drifting sort of disposition whose only thought is to get through the day with the least work possible.

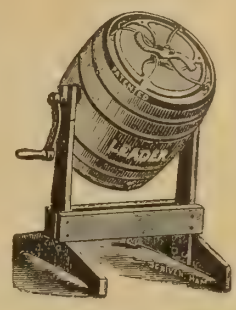
There is hardly a notion department but what has at least one good clerk who can always be depended upon, whose section always look clean and inviting and who is always a favorite with customers. This kind of clerk is far too scarce, and many a manager often says, "If they were only all like that, what a difference it would make in the department!" It would indeed, and it should be the aim of every manager to strive to have them "all like that." The reason why such a clerk raises himself above the others is because she loves the work. That is the great secret of success in any field.

Too few, alas! are there who have this love of work born in them. It is possible, however, to cultivate this love, easy, in fact, with those, unfortunately far too few, who have a conscientious sense of duty.

The fact is, too few managers take interest enough in this question to strive to cultivate a love of work. Too many only scold because a thing is not done, or if done, done in such a way as to meet with their disapproval, instead of striving to establish a system of doing work and creating a spirit in the performance of the same that will cause everything to be properly done through a love of the doing.

The majority of salespeople to-day are not naturally cross and discourteous, but, to use a plain term, and one that they will probably resent, simply lazy, which is something far worse. Much tact and patience on the part of the manager is required to handle such help, and still more tact and patience to get them out of the old ruts into which they have fallen. Precept is good, but example is far better, and it is only by the hardest kind of work that a lazy, careless set of clerks can be transformed into a brisk, business-like and model staff of coworkers.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

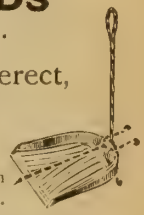
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Furniture Varnish
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IS THE PROPER LINE.

A. RAMSAY & SON
MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS
As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S.—We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

GEO. W. MORGAN, furniture and undertaker, Port Colborne, Ont., has assigned to Sheriff James Smith.

Hubert Paradis, matchmaker, Levis, Que., has assigned.

John Shepherd, Ottawa, has assigned to A. Mutchmor.

L. P. Marchand, general store, St. Tite, Que., has assigned.

John A. Gill, general store, Assessippi, Man., has assigned.

B. Leclair & Co., general store, Napierville, Que., have assigned.

Carlin & Lake, general store, Golden, B.C., have obtained on extension.

The creditors of T. Johnston, crockery, Picton, Ont., will meet on Feb. 15.

Clarke & Hunter, furniture, Caledon East, Ont., have assigned to Morlock Bros.

Z. Guimond, sr., general store, Cap St. Ignace, Que., is asking an extension.

B. G. Evans, general store, Woodville, Ont., has assigned to Jas. W. Woods

W. E. Vanvelsor, general store, Calton, Ont., has assigned to Wm. Warwick.

Jno. Fraser, general store, Lefroy, Ont., has assigned to W. A. Campbell, Toronto.

James R. Nicholls, general store, Millbank, Ont., has assigned to W. B. Freeborn.

A. B. Prieur, general store, Coteau Landing, Que., has compromised at 35c. on the dollar.

A. Ryan, general store, Eau Claire, Ont., has assigned to A. G. Browning, North Bay, Ont.

Buckley & Co., furniture, Cornwall, Ont., are offering to compromise at 50c. on the dollar.

Hoover Bros., general store, Hamilton, Ont., have assigned to W. S. Duffield, Hamilton.

J. McD. Hains has been appointed curator of the general store of G. F. Lawrence, Buckingham, Que.

A. Lamarche has been appointed curator of the estate of L. P. Marchand, general store, St. Tite, Que.

Harvey Morris, hoops, staves and lumber, Wallaceburg, Ont., has assigned to John Mercer, sheriff.

J. B. Lavalle, general store, St. Germain de Grantham, Que., is offering to compromise at 50c. on the dollar.

C. W. Ross & Co., general store, Harbor Grace, Newfoundland, have compromised at 50 cents on the dollar.

John Munn & Co., general store, etc, Harbor Grace, Newfoundland, are offering to compromise at 40 cents on the dollar.

Bilodeau & Renaud have been appointed curators of the estate of J. B. Lavallee, general store, St. Germain de Grantham, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

The Standard Oil and Gas Company, of Essex, (Ltd.), has obtained a charter.

Rogers & Morris, oil manufacturers, Ottawa, are asking for incorporation.

Levesque & Lefebvre, painters, Montreal, have dissolved.

Sleeper & Ackhurst, foundry, Coaticook, Que., have dissolved.

Carbiere & Bourque, carriage makers, Coaticook, Que., have dissolved.

The Hubbell Primary Battery Co., of Ottawa, Ltd., has obtained a charter.

Charette & Cheney, have started a general store and sawmill at South Indian, Ont.

The Ideal Weekly Payment Store, Toronto, have dissolved. Chas. B. Ouelch retires.

The Henderson Cycling and Manufacturing Co., of Brantford, Ont., has obtained a charter

Campbell & Anderson, hardware, New Westminster, B.C., have dissolved. Anderson continues.

Puddicombe & McCurdy, hardware, Bothwell, have dissolved. Jonn Puddicombe, Jr., continues.

Desjardins & McRae, hardware, Stoney Point Ont., have dissolved. Frank J. McRae continues.

The Hupwell Primary Battery Co., of Ontario, has been incorporated with a capital stock of $45,000.

Wm. H. Hayward has been admitted as a partner in the firm of L. White & Co., produce, Victoria, B.C.

The Henderson Cycle and Manufacturing Co., of Brantford, has been incorporated with a capital of $24,000.

Firmin Blanchet and Octave David have been registered proprietors of Blanchet & David, saddlers, Montreal.

Cossitt Bros. Co., have obtained a charter of incorporation as manufacturers of agricultural implements at Brockville, Ont.

Jas. Johnston and Gray Copping, have been registered proprietors of Johnston, Copping & Co., hardware, Montreal.

A co-partnership has been registered between Arthur M. and Rupert W. Boutilier as A. M. Boutilier & Co., grocers, Halifax, N. S.

Geo. H. Whitehead and Fredk. D. Whitehead have been registered proprietors of he lumber firm of G. H. & F. D. Whitehead, Waterloo, Que.

Nicholas Choquet and Francois Tousignant, have been registered proprietors of Choquet & Tousignant, carriage makers, St. Hyacinthe, Que.

J. B. Peloquin & Co., general store, Sault au Recollet, Que., have dissolved. Antoine Peloquin has been registered proprietor of A. Peloquin & Co.

An application for a charter by letters patent is being made by Mr. Geo. Alexander, of Calgary, barrister, Mr. Henry Bruen Alexander, of Calgary, and Mr. Alfred George Renshaw, Sir John Charles Ready Colomb, K.C.M.G., and Mr. George Blundell Longstaff, all of London, England, who, with a capital stock of $32,000, propose to embark upon a general ranching, real estate, mining, steamboat, telephone, and hotel business.

SALES MADE AND PENDING.

Robt. Walsh, brass works, Ottawa, has sold out to Jas. F. O'Hara.

Robt. Connecher, general store, Armstrong, B.C., has sold out.

The general stock of Durno & Co., Acton, Ont., is to be sold at auction.

The stock of A. D. Mitchell, general store, Glencoe, Ont., has been sold.

G. H. Cattle & Co., general store, Wyecombe, Ont., have sold out to J. Pickersgill.

The general stock of Job Dufour, Chicoutimi, Que., is to be sold by auction on Feb. 20.

The assets of W. H. Defocos, crockery, Montreal, are to be sold at 40c. on the dollar.

The crockery and fancy goods stock of J. W. Cathcart & Co., Leamington, Ont., has been sold.

The assets of S. R. Page, general store, St. Ephraim De Tring, Que., are to be sold on Feb. 21.

The estate of A. C. McKinnon, general store, Spring Hill, N.S., is advertised for sale by tender.

The assets of F. R. Cole & Co., coal oil and lamps, Montreal, are to be sold by auction on Feb. 18.

The stock of Gustave Joly, general store, St. David (Yamaska), Que., has been sold at 55c. on the dollar.

The offer of O. Fadette, general store, St. Narcisse, Que., to compromise, has been refused. The estate is to be sold.

The wholesale and retail hardware stock of Bowman & Moore, Hamilton, Ont., is to be sold by auction on Feb. 20.

The stock of the late Thomas Dayns, general store, Charing Cross, Ont., has been advertised to be sold by auction.

CHANGES.

W. Nash is starting a general store at Morrisburg, Ont.

C. H. Keith, general store, Petitcodiac, N.B., has been succeeded by Murray B. Keith.

John Fummerton, general store, Fall Brook, Ont., has been succeeded by James Fummerton.

Michael J. Harney has been registered proprietor of the Harney Sewing Machine Co. of Montreal.

FIRES.

Fanny J. Rosebrugh, saddler, Harrow, Ont., has been burned out.

J. A. Straith & Co., general store, Harrow, Ont., have been burned out.

H. C. Rees, saw and stave mill, South Woodslee, Ont., has been burned out.

David Kilgour, general store, Morden, Man., has been burned out at a loss of $10,000.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

H. BOKER & CO.

Are famous for their

Razors

And **Scissors**

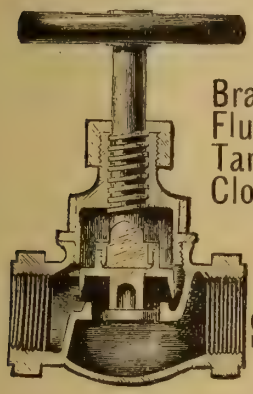
Pocket Cutlery

Trade Mark

(Tree Brand)

FOR SALE BY LEADING WHOLESALE HOUSES

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE
Stevens Mfg. Co.
London, Ont.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS
Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

MR. TAYLOR IS WELL AGAIN.

Mr. John M. Taylor, secretary-treasurer and general manager of the Toronto Radiator Manufacturing Co, Ltd., has just returned to business after an enforced absence of some weeks from his office due to sickness. He has been suffering from that fashionable ailment, first affected by New Yorkers—appendicitis.

One day towards the end of last November, Mr. Taylor partook of some grapes for breakfast, and a few days later was taken violently ill. Doctors Geikie, Teskey, Powell and Graham, of the General Hospital, who were called in consultation, found the sufferer to be in a serious condition. Some grape seeds had lodged in his vermiform appendix—that blind entrail which as far as science can discover serves no purpose in the human body except to kill people. An operation was decided upon, and the little organ was removed. Complications set in, the incision made healing up on the outside before it did within. The consequence was that three empiema operations had to be made before Mr. Taylor's life could be considered safe. These over, his iron constitution stood him in good stead, and he was soon able to leave his bed. His illness in all lasted about two months and a half.

There is a religious society in the western States whose chief tenet of faith is that the vermiform appendix is the seat of the devil in the body, and whose chief aim in life is to cast him out. Mr. Taylor no doubt shares in their belief, and, having cast out the very seat of his Satanic majesty itself, he should be no more troubled by the temptations which assail most men.

The case has become a celebrated one at the hospital. A history of it has been prepared, and lectures are now being given on it to the medical students, with Mr. Taylor's erstwhile devils' abode nicely bottled and labeled, as an exhibit.

Since Mr. Taylor's recovery, the factories are being run at full blast again, to keep up with the orders rapidly coming in.

A PECULIAR EXPERIMENT.

According to an exchange, an interesting experiment with ball bearings was recently made in Canada, at what particular point not being stated A street car, fitted with ball bearings, was drawn a distance of several hundred feet by men pulling on three strands of ordinary sewing thread. A carriage manufacturer put another style of ball bearings on the axles of a coach ordinarily pulled by four horses. A trained dog was hitched to the pole, and he drew the coach around the yard with little effort. The combination of pneumatic tires and ball bearings would evidently relieve much of the strain now put on horses drawing heavy vehicles, and here is a tip for an enterprising carriage builder.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S
CANADIAN CUSTOMS TARIFF
— AND —
ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date,** and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

1879—ESTABLISHED—1879

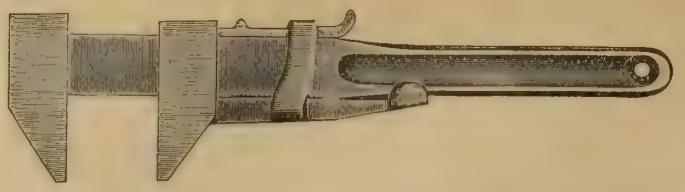
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



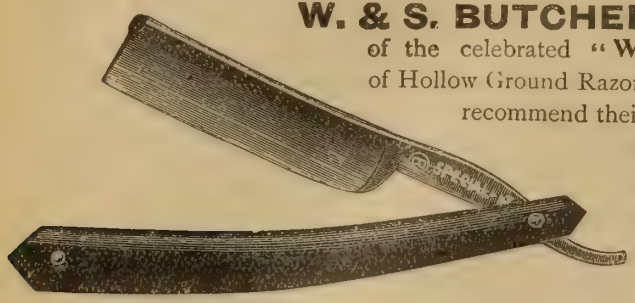
Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by **THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.**

The St. John Bolt & Nut Works

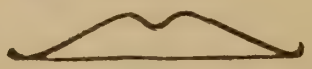
ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated **"WADE & BUTCHER"** Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Feb. 15, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18½ 19
Straits "	18 18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb.	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

¾-inch	10½c
1-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04½
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2½ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls)

Selected Packages, per gal	0 40	0 42

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear	.....	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross } 7 25 8 00
" Sewing, "

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1, leather, dis. 15 p.c.
Standard, 37½ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00	
" 2, " "	4 50	

Blind Rollers.

Annex .....per doz.	1 25	1 75
Mascot ..... "	1 35	1 85
Erminie ..... "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Can'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "	....	6 00
" No. 9 "	....	7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World "	....	21 75
Daisy, "	....	24 00
Star, "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	....30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	....	2 70
Thorold "	....	1 10
Queenston "	....	1 10
Napanee "	....	1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	....	1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United Inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz..... 3 60 4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent.
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 13

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 15 0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb..... 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per lb.	0 3⅞	0 04
12 up "	0 2½	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.
Planter doz..... 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton $3 60
Snow, " " .. 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis per cent. dis. 00 to 25

Mincing Knives.
American, per doz, ... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer Basis—50 to 60 dy ..... Pat'n. 2 10
40dy 2 15
30 dy 2 20
20, 16 & 12 dy 2 25
10 dy 2 30
8 & 9 dy 2 35
6 & 7 dy 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3 dy. A.P. Fine 3 70
Car lots 5c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American 1 85 3 50

Nail Sets. per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks
Per doz 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Star R & L Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis 15 to 17½ per cent

Plane Irons.
English, per doz 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz 4 00 5 50

Pulleys
Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door. " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

	Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6½	...	9½
¼, 5-16, ⅜ in.....	7	...	10
Cotton, per lb.....		13	16
Russia Deep Sea, per lb..		12½	13½
Jute	" ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list
Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ⅛ gross boxes, per grs. 11 30

Soldering Irons.
Per lb 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.
Stove Polish, (Catchpole's).
Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $3 [illegible]
English Pat. Leather .... 5 50 9 [illegible]
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c to 35 p.c
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines

Bag, Russian, per lb.....	0 00	0 21
Wrapp'g, mottl'd, pr. pack	0 50	0 60
" cotton, per lb..	0 17	0 18
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 55
Binding, Common Sense	....	6½
" Blue ribbon.....	.....	0 8
" Red cap	.....	0 7
" Sterling	.....	0 6½
" Prison	....	0 8

On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... ..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	... 2 87½
" 4 " 4 & " "	
" Plain twist, all deld	... 2 87½
" Truss	... 4
" Steel thorn and ribbon.....	4½ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points	.. 4½
Steel staples	... 2 87½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3 [illegible]
" S., per doz..... 5 80 7 [illegible]
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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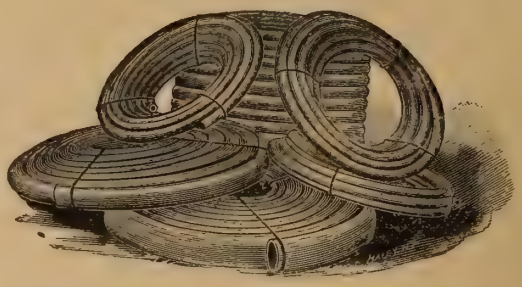
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"Lion," "King," "Leader," "Fairy," (Cotton).

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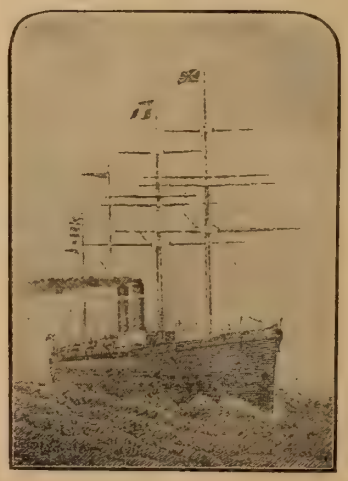
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STEAMSHIPS.	From Portland	From Halifax
LAURENTIAN ...	Feb. 28..	Mar. 2
NUMIDIAN	Mar. 14..	" 16
MONGOLIAN.....	" 28	" 30
LAURENTIAN ...	Apr. 11	Apr. 13
NUMIDIAN.....	" 25..	" 27

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part, where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and smoking room on the promenade deck. The Saloons and Staterooms are heated by steam.

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or **H. C. BOURLIER, 1 King St., Toronto**

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AND METAL MERCHANT

VOL. VII. TORONTO, FEBRUARY 23, 1895. No. 8.

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

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Chicago Office: Traders Building.
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Biggest Stock in Canada.

The trade only supplied. . . .

Toronto Radiator Mfg. Co.

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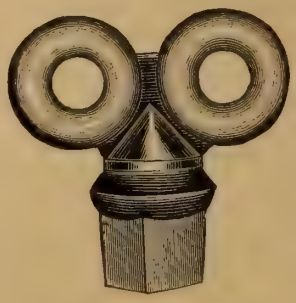
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. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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A WARNING TO THE TRADE.

NOTHING can be said against the importation of a foreign article when it is cheaper and better than the domestic article.

But it is a horse of another color when the imported article, inferior in material and construction, is brought into the country for the purpose of driving out of the market the home-manufactured article.

Yet this is what is being done at the moment in regard to spades and shovels.

Travelers representing one or more firms in the United States are roaming up and down parts of Canada, seeking to persuade the trade that they have a shovel which it will be more profitable to handle than a similar article made in this country, the price being considerably less.

What has been their measure of success we do not know. All we know is that the shovels are being pushed.

A representative of HARDWARE MERCHANT had an opportunity a couple of days ago of comparing this foreign shovel with the home article, whose special object it is to shove out of the market.

A cursory glance does not reveal much difference in them, except it be perhaps in the manner of finish, the superiority being obviously with the Canadian shovel. But it is when the two are taken in the hand and minutely examined that the superiority of the latter is most in evidence, and its better value as well.

The American shovel has an iron strap welded into a steel blade, while in the Canadian article it attempts to imitate, the strap and blade is one solid piece of steel. And it does not require a magnifying glass to discover the weld either.

But should any member of the trade be so unfortunate as to have poor eyesight and not have a magnifying glass, he will have no difficulty in discerning the welded shovel from the steel article by taking the different makes and knocking them on the end of the counter. In a word, the one rings, the other does not.

Hardware merchants can, of course, if they choose, purchase the imported shovel But it is well they should know what they are buying.

A welded shovel, it is claimed, is not as strong as even a riveted shovel. It, of course, looks better. But the man who uses a shovel is more concerned about its durability than its appearance.

The man who is anxious to succeed in business should be able to recommend every article he sells. This he can hardly do with the welded shovel in question.

It is gratifying to buy a thing cheap, but the sweets of the gratification are extracted when a dissatisfied customer comes into the store to enter a complaint, by the aid of sundry strong adjectives, regarding a recently purchased article.

It is necessary to guard against this as well as against bad debts.

SPECULATION IN TURPENTINE.

EACH successive week brings with it a repetition of still advancing prices at primary markets both on turpentine and some leading kinds of fish oils.

This fact, in view of exceedingly light stocks both of oils and turpentine at Montreal, has created a marked spirit of speculation at that centre which is all the more marked as almost absolute stagnation prevails in everything else, so that the temptation to try and turn a dollar either in cod oil or turpentine is all the more tempting.

Owing to the light stocks, however, the opportunities are limited, and though bids advance sharply, holders are not disposed to let go their stock in view of the strong advices.

Turpentine, for instance, recorded another jump of 2c. this week at Montreal, making a clear gain of almost 5c. in the last three weeks.

Sellers also are confident that it has not seen the top price, and they are now holding for 46 to 47c, and will not let go of any large quantity of goods at the advance either.

In cod oil the strong bullish factor has been the remarkable advance of over 200 per cent. during the past month in the price of Norwegian cod oil, which is now quoted 200s. f.o.b. at Bergen.

This fact has induced buyers to hunt around and buy up any supplies of cod oil they can lay their hands on

It is to this influence that the visits of American buyers at Montreal this week may be attributed.

They were after cod oil and they had to meet keen competition from local operators.

One Boston buyer took a lot of 1,000 gallons, and others gathered in what they could As a result of this competition, values are firmly held at $1 to $1.25 per gallon, Montreal.

This firmness in cod has sympathetically spread to seal oil. which is also a light stock in Montreal ; and it also has scored an advance this week, being now held 2½c. higher, at 40 to 45c., according to quantity.

BUSINESS OUT OF SEASON.

THERE is such a thing as a business man being a slave to custom. It is a mistake.

Certain periods there are in every line of trade known as dull seasons. People look for them, and the very act of expecting them helps to induce them.

It is not for a moment disputed that the demand for goods varies. Of course it does, just as the seasons vary ; and even more frequently.

But, because the sale of this and that thing falls off, it does not follow that there should be a practical standstill of business, as if often the case. This has been demonstrated by experience. When these periods come around known as between the seasons an effort should be made to devise some scheme whereby the wheels of commerce may be kept revolving.

Get up new ideas. Put lines of goods before the public in a manner that will excite its desires. Put more energy into the busi-

ness, more ingenuity into the window dressing, and more life and uniqueness into the advertisements.

It has been done; and what has been done once can be done again.

It is the original man, the man who strikes out for himself, leaving others to follow, who succeeds to-day in business.

Be the original man. Give custom to the winds.

TORONTO TOO SLOW.

When I read the remarks in HARDWARE MERCHANT by the Toronto manager of the Bell Telephone Co., on the comparative efficiency of the Montreal and Toronto services, I was willing to take his word for it that Toronto was the better. I happened to spend the week following the appearance of the article in Toronto, and decided to test it for myself, and found that the Toronto system was even worse than it at first appeared. I had to use the telephone frequently, and at different places, and in hardly a single instance was a prompt answer given. It was necessary to ring Central twice. In the ten days since, on not one occasion was it necessary to repeat the call to the Central office in Montreal. The "What number?" came at once. The managing director of one of the leading dailies says if he does not get an immediate answer to his ring he invariably makes a complaint to the manager. Another experience in Toronto may be interesting. One morning at 8:55 I called up Central and said I wanted to get 10 or 12 different numbers as soon as possible. The first I got at once. The second I rang twice for, and the third I rang nine times before Central would cut off the second number to which I had been talking. It was 9:35 when I got the fourth, and as time was up I was unable to communicate with the others. The reason is that Montreal business men will not put up with the slow-going service Toronto is willing to permit.

The Street Railway system is another feature in which Montreal excels Toronto. This winter I saw storms in both cities. In Montreal they kept the cars going during the worst of it, while the Toronto system was completely paralyzed for a time, and many of us walked a couple of miles to our homes. Some Toronto papers complimented the railway on the admirable way in which it handled the storm. On the other hand, the Montreal papers reprimanded the company because it did not keep up a 3-minute service in the heaviest of it.

It is sometimes said that if newspaper men get passes on railways they never say anything against them. In Toronto they do not get passes, and they handle the corporation with very great kindness. In Montreal the reporters carry annual passes, yet they never miss an opportunity to "go for" the Street Railway, and these attacks are sometimes very unfair.

The Montreal road is managed by G. C. Cunningham, at one time Toronto city engineer—a man of the Jennings stamp, who refused to be bulldozed or bribed into recommending the money making schemes of professional aldermen, and resigned and got a much better position in Montreal.

A WONDERFULLY LIGHT WHEEL.

In the evolution of the bicycle, lightness has kept pace with the other improvements. This was demonstrated at the Bicycle Exhibition held the other day in New York.

At this exhibition there were a number of wheels whose lightness astonished people, but there was one particularly that excited wonder. It was only 8 pounds 14 ounces in weight. It was a full-sized machine, having 28-inch wheels and a 43½ inch wheel base. It had 13-ounce Morgan & Wright tires. The tubing was No. 26 gauge (0.016 inch thick). Steel forgings were used for all frame joints. Twenty-eight spokes were in the front and 32 in the rear wheel, the regulation number. It is accounted to be the lightest racing wheel ever made, and is nearly 50 per cent. lighter than the average racing wheel, yet it is capable of carrying an average-weight rider.

Light as is this wheel, it would be an unwise man who would declare that the limit in this respect had been reached.

FLOURISHING TROUT CREEK.

J. Parkinson, general merchant, Trout Creek, was in Toronto last week. Trout Creek is about twenty miles south of North Bay. He was down on his annual purchasing trip and to visit friends in western Ontario. Mr. Parkinson went to Trout Creek four or five years ago. It was in search of health that induced him to go, and he got what he went for. When he went there the population amounted to only a few souls with one store and an hotel. Now there is a population of 300, four stores and four shingle and lumber mills. Trout Creek is the principal railway shipping point for lumber, etc., for some 50 miles around, while the farmers for 30 and 40 miles around purchase their supplies there. "I have often," said Mr. Parkinson, "sold $75 worth of goods before breakfast." The winter's business, he said, was exceptionally good, and the outlook for the coming season's trade is good.

If the hopes of the farmers of Manitoba were not as fully realized on account of the low prices received for wheat, their feelings should be to some extent mollified because of the unusually large shipments of cattle which, according to the speech of Lieut.-Governor Schultz, they last year sent out of the province. Manitoba can raise good cattle as well as good wheat and it is gratifying to know that the fact is being realized.

OPINIONS—OUR OWN AND OTHERS

Uncle Sam may negotiate a new loan, but until the currency is on a new basis, loans will count for naught in restoring the confidence now so marked by its absence.

* * *

Inquests were held in London, England, last week upon the bodies of eighty persons who had died as a result of the severe cold weather. In Canada, the mythical ice-bound country, we have not this many in a decade. English journalists will please take a note of this for future reference.

* * *

Two churches in London, Ont., went up in smoke and now business men in the Forest City are consumed with a desire to put more insurance on their property.

* * *

The marine interests during the year had been very satisfactory, and the ship-building industry had thriven well during the year.

The above is an extract from the annual report of the president of the Collingwood Board of Trade. Coming at the time when most ports report lagging marine and ship-building industries, the little town on the Georgian Bay is to be particularly congratulated.

* * *

The silver men of the United States profess to have discovered an unrepealed statute which they claim will bring about free coinage of silver—and, it might be added, loss of credit to the country.

* * *

The net deficit on the Grand Trunk railway system for the half year ending December 31 was £141,200, and of course there will be no dividend. The same old story. And oft will it be repeated unless radical changes in the system of management are inaugurated.

* * *

A Brandon, Man., clergyman says it is unchristian to skate. That's so; a man is likely to say naughty words if he falls. But isn't that the fault of the skater's inefficiency? Narrowed down, then, it comes to this: If you cannot keep your feet it's a sin—that is, skating; if you can it is not. Hardware clerks particularly are requested to take warning.

A small premium on gold was established in New York on Friday last. Is this the beginning of the predicted period when a premium on gold would obtain unless the United States mended its financial way?

* * *

"Bread or Work" is the cry of the unemployed of the east end, and it is now swelling louder than ever.—Montreal despatch.

And yet when the city engineer of Montreal wanted to employ 1,500 men the other day to shovel snow all he could get was one-third that number. Too often the men who want bread are not the men who want work.

MONEY AND STOCKS.

TORONTO Street Railway stock is keeping fairly steady these days, but it seems to be merely held up by brute force, if the expression may be allowed. I have yet to meet a financial man, however, who anticipates anything else than lower figures for this stock. On Monday 1 per cent. was paid to put the stock at 60 any time this year, showing that the seller believes the stock will be much lower before the close of the year 1895.

* * *

There has been a slight recovery in Canadian Pacific, but it is generally considered to be of a temporary nature. On account of the decreased earnings, the outlook indicates anything but higher quotations. A little over three years ago this stock sold in London at 95, when some maintained that it would go to 120. To-day it is down to within a fraction of 50. A meeting of shareholders has been called for Saturday.

* * *

Demand continues brisk for investment bonds, but there are very few coming out. "It is hard, indeed, to get investments for cash," was the summing up a broker gave the situation.

* * *

It is expected the forthcoming statement of the Commercial Cable Co. will show an earning power of over 10 per cent. This is tending to stiffen the stock, and it sold at 146⅜ on the Toronto market on Tuesday. There are a few transactions passing in Commercial Cable, but it is not what might be termed an active stock.

* * *

About all the loan companies have made their annual statements, and nearly all are foreshadowing a reduction in next dividends.

* * *

Call loans are dull and easy, any amount of money going at 4 per cent, and more could be had.

* * *

Gold in the United States Treasury at the end of last week was up to $45,741,810, a gain of nearly $3,000,000 for the week, but over $59,000,000 less than the same time a year ago. The contracts for the purchase of gold for the new bonds have almost entirely stopped the exports of gold. Gold is now beginning to come hitherward from Europe.

ARGUROS.

STOCKS IN MONTREAL.

Purely speculative manipulation is responsible for the activity generated in the Montreal stock market toward the close of last week. The deal was chiefly confined to three stocks that are known to be the pets of a strong clique on the street, and they were made the means of putting outsiders through what is known in technical parlance as "milking." After the price had been worked up on Montreal Street Railway, Richelieu and Toronto Street Railway, the insiders commenced to unload and values tumbled on all of them. Otherwise the only interesting point was the low price touched by Pacific. This security seems to be steadily going lower, and the delay in regard to the declaration of the dividend is, no doubt, having an unfavorable effect. There is not much of the stock carried in Montreal, however; and, in fact, has not been for over two years, at which time two well-known financiers unloaded a big batch of it abroad. The banks continue neglected, and there is only an occasional transaction in bonds, which goes to show that there is little investment support to the activity now ruling the market.

BOARDS OF TRADE.

In the report for the year presented by A. K Burnett, the retiring president, at the annual meeting of the Brantford Board of Trade the other day, it was stated that the average number of artisans employed last year in the various factories and shops of Brantford was 2,413; that the wages paid out was $314,347, making an average per operative of about $337 for the year. These officers were chosen for the year: President, Frank Cockshutt; vice-president, John Mann; secretary, George Hately.

The annual meeting of the Virden, Man., Board of Trade was held the other day. The election of officers resulted as follows, Robert Adamson declining the presidency again: B. Meek, president; J. F. Frame, M.P.P., vice-president; Geo. H. Healey, secretary-treasurer; W. J. Wilcox, D. Fraser, W. H. Hall, R. Adamson, R. E. Trumbell, B. F. Foster, Donald McIntosh, H. H. Coulter, James A. Merrick, Duncan McDonald, Bunt and W. J. Kennedy, council.

The following officers for the ensuing year have been elected by the Collingwood Board of Trade: President, H. Y. Telfer; vice-president, W. T. Toner; treasurer, E. R. Carpenter; secretary, W. J. Slean; council, J. J. Long, J. Brydon, W. A. Copeland, J. Wilson, W. A. Hogg, C. Cameron, J. Guilfoyle, B. Callary.

WINNIPEG TRAVELERS.

The Winnipeg City Commercial Travelers held their first At Home on the evening of the 12th inst., and a most successful affair it was, both as regards attendance and enjoyability. The early portion of the evening was devoted to an entertainment consisting of vocal and instrumental music, to which the following artists contributed: David Ross, Mrs. Flora McIvor, A. J. Kayll and H. M. Cowper. After the concert dancing was indulged in, the gay revelry being kept up into the wee sma' hours of the morning. Alex. Pratt was chairman, K. J. Johnston treasurer, and J. M. Scott secretary of the Executive Committee, and the sub-committees were made up as follows:

Invitation and Printing—J. M. Scott, chairman; H Geo. Spurgeon, John Mouat, A. Taylor, Hugh Armstrong, Wm. Blackadar. Entertainment—George Adam, chairman; K. J. Johnston, John Horn, A. E. Scott, George Dingle. Refreshment—A. K. Morrison, chairman; R. J. Galna, E. M. Carroll, Nelson H. Hughes, Thos. Hazelwood, D. B. McRae, M. B. Steele, D. Mason. Reception—D. M. Horne, chairman; Wm. Purvis, Robt. Barclay, George W. Smith, K. J. Johnston, John Horn, R. C. Sharpe, H. Geo. Spurgeon. W. Cranston, M C.

NOTES FROM HAMILTON.

At Hamilton, Ont., on Monday, Local Master O'Reilly sold at auction the building and plant of the Hamilton Bridge Company. The whole concern was bought by Mr. J. H. Tilden, of the Gurney-Tilden Company, for $49,900.

The Toronto, Hamilton, and Buffalo Railway Company have issued a writ against The Spectator Printing Company, Hamilton, Ont., claiming $50,000 for alleged libel.

Mayor Stewart, of Hamilton, is communicating with Messrs. Harvey and Van Norman, of Toronto, and the Westinghouse Air Brake Company, with reference to locating in that city.

IT IS NOT THE REMEDY.

The Ohio Merchant urges retailers to agree not to purchase from wholesale houses that sell to department stores. Nobody can blame the retailer for refusing to deal with a wholesaler who supplies goods to a concern that is "eating him out of house and home" as it were. But what good will that work, even if the influence is strong enough to force the offending wholesaler out of business? The vital question is not the destruction of the wholesaler. It is the counteracting of the evil results of the department stores; and that cannot be accomplished by killing the wholesalers, for, the wholesalers dead, the department stores will get goods.

LUMBERMEN ELECT.

At the annual meeting of the Western Lumbermen's Association held in Winnipeg, these officers were elected for the ensuing year: President, J. L. Campbell, Melita; vice-president, Alex. Black, Winnipeg. Directors: D. N. McMillan, Morden; R. H. O'Hara, Brandon; T. A. Cuddy, Minnedosa; J. M. Taylor, Portage la Prairie; J. B. Mathers, Glenboro'; John Dick, Winnipeg.

WRITING ADVERTISEMENTS.

By Nathaniel C. Fowler, Jr.

I KNOW I am right. I know that most folks will say I am wrong. I know the stream of my argument flows against the popular current, but it flows onwards just the same, although it may strike rocks and break into breakers.

Somebody who knew a great deal said that man could not know too much about what he did for a living.

I agree with that somebody.

The more a man knows about his business the more money he will make, unless his business be inventing or advertisement writing.

The inventor can never sell his invention.

It is the business of the inventor to invent something, and the business of the business man to sell that something.

It is the business of the tradesman to buy goods and to superintend the general sale of them.

It is not the business of the business man to write his own advertisements about his own goods.

The business man, no matter what he sells, knows too much about his business to properly advertise it, and he has not the time.

He is handicapped with technical points, sees the inside of what he manufactures or sells, knows everything about his business and his goods, so that when he writes about the goods he writes as an expert, as a technical man, filled with the abundance of definite information, which he understands, and which his clerks and those in the same business with him understand.

He over-writes, because he attempts to tell people all he knows about the business.

The buyer cares comparatively little about the manufacture of anything.

The buyer wants to know what the thing is good for, and what he can buy it for.

If the advertiser be a wholesaler, selling to agents or retailers, he has some excuse for being somewhat technical, because it is presumed that his customers are more or less familiar with the trade side of his business.

If the buyer is the consumer, then the advertiser has no right to fill him full of matter which is of no consequence to him, and which is exceedingly dry and unprofitable.

The consumer has neither the time nor the inclination to become posted in any line of business.

He wants a certain thing, and he wants to buy it at the lowest possible price.

He wants to get the best for his money.

It is the business of the advertiser to tell him where he can obtain that certain thing, and whether that certain thing is as good or better than anything similar.

Whether a man be a wholesaler or a retailer, he can to advantage employ someone outside of his business to write his advertisements.

There are many reasons why the advertiser prefers not to employ professional advertisement writers, or experts, as most of these gentlemen style themselves.

One reason is that there are few of them.

The principal reason is that the rank and file of the so-called advertising experts know little about advertising, or about anything else, for the good advertisement writer must have given years to the study of the subject, and understand every branch of publicity from type-setting to magazine-editing.

The few men who have attained any success in this business profession are extremely high-priced—so high that no one but a wholesaler or large retailer is justified in engaging them.

But every advertiser, particularly the retail advertiser, can, at a merely nominal cost, obtain the services of some man or woman in some other line of business who would be very glad to prepare advertising for him.

The advertiser, before making a contract with his paper, should insist upon the paper writing his advertisements, subject to his approval. That is, if he does not employ a professional writer, or has not the time himself. Publishers of live newspapers would be quite willing to do this.

Many a clerk has a knack for advertisement writing.

He can do this work evenings, and will accept a comparatively low price for his services.

As this clerk is not connected with the business he is not handicapped with a superabundance of fact.

He is a buyer, not a seller.

All he needs is a general knowledge of the business, that he may not make flagrant blunders.

He looks at the goods entirely from the buyer's standpoint.

He is a user of them.

He sees them in an unbiased way, and he can naturally write an advertisement of them which will attract people like him, and as he represents the masses, he represents the buyers.

Of course his advertisements should be carefully read over by some member of the firm before they are allowed to be printed, as he quite naturally may make errors, but a few strokes of the pen will correct these mistakes.

The man who writes the best advertisements is the man who is not familiar, any more than in a general way, with the goods advertised.

Three-quarters of the advertisers to-day, who are first-class business men, pride themselves of their alleged ability to write their own advertisements.

They like to see themselves in print.

Because they understand their business they think they understand the advertising side of it.

In law and medicine the advertiser thinks he knows nothing and trusts to others.

The art of advertisement writing is as distinct from the art of business running as is the art of law or the art of cure.

A man in some other business is not familiar with the advertiser's business, except in a general way, and for that reason he can write the advertiser's business.

Both men may understand human nature, but the advertiser not only understands it, but he perfectly understands his own line of goods, so much so that he writes "shop, shop, shop," when somebody else would write something which everybody would read.

The advertiser can write a good advertisement for some other advertiser, but he never can write as good an advertisement for himself as can someone outside of his business.

I have written advertisements for a good proportion of the national advertisers of the country, and, as I have done this work for many years, it is presumed I have done so successfully.

The poorest advertisements I ever wrote were the advertisements of matters which personally concerned me.

I once submitted to a critic, an intimate friend of mine, some work of my own concerning my own work.

He looked at me, his eyes twinkled, and he said: "Fowler, would you write that stuff for any of your clients?"

It was once suggested by a business man that I enter the manufacturing business and apply my knowledge of advertising to the development of that business.

"What would you do first?" asked the man.

"Hire an advertisement writer to write my advertisements," I replied, "for if I learn enough of the business to be successful at it, that knowledge of the business will handicap any knowledge I may possess for advertisement writing, and I will find it as necessary to engage outside services as my clients think it is necessary to engage my services."

If there can be three golden rules of advertising, here they are:

First, advertise but one thing at a time.

Second, ten words inside a man are worth 100 outside of him.

Third, let somebody else tell everybody what you have to sell.

N.B.—The Hardware Merchant has a professional advertisement writer on its staff. He is at the disposal of our advertisers. He will furnish ideas, write advertisements, etc., without charge. He is retained by us for this purpose.

ALL-ROUND MECHANICS.

THERE is never an abundant supply of good, all-round mechanics, says Age of Steel. How are they made? Certainly by working on different classes of work long enough to become familiar with the methods of operation and skilful in their use. This is wherein they differ from the jack-of-all-trades who is an ingenious amateur, with assurance enough to attempt what he may not understand. It was a proverb in the old English shops: "If a man is a good tinker he is good for nothing else." That depends upon whether he became a tinker from choice or from necessity; if from the latter there may be hope for him. Dull times have this good effect, that they turn men from their regular train of work, very often, and compel them to become skilful in other directions. Thus they become more valuable employes. A roustabout who has been an able seaman is to be preferred to a common laborer, other things being equal, because if occasion requires, he can splice a rope. So a lathesman may have to work at a vise or planer or a milling machine; a drop hammersman may have to work at the trip hammer, the bull dozer, or better still, at the forge; and the floor molder may take some valuable lessons at bench molding; the carpenter may get a chance to do pattern making, and thus every man make some real, tangible and profitable advancement in knowledge and skill valuable to him and to his employer.

ALUMINUM FOR MODELS.

One of the most recent applications of aluminum is the use to which the model maker puts it, says a writer in Aluminum World. It is desirable for salesmen, especially of railroad supply houses, to carry around samples of their specialties, either full size or made to scale. These, if made in brass or iron, are excessively heavy and cumbersome. The use of aluminum enables the salesman to not only carry more samples and exhibit them to better advantage, but also enables him to have his models built to a larger scale, thereby showing the construction to very much better advantage. We have recently turned out a great number of the Peckham trolley car trucks in aluminum. While these trucks measure over four feet in length and some two feet in breadth, they weigh only about 30 pounds each. Some very handsome models showing only one side were equally long and weighed but about three pounds each.

Aluminum comes very strong when rolled, and is made in various grades of stiffness. It works fairly well, and its exceeding lightness makes it most valuable in this kind of work. It wears as well, if not better, than nickel, and the silver appearance which it has, rough or polished, makes it preferable to nickel-plated brass. It also permits of a very handsome and inexpensive finish known as "frosted." Both finishes wear well and are tolerably free from tarnish.

We are using large quantities of aluminum for other purposes and new uses developing every day. The future of this metal is very bright.

BILL NYE ON GOOD ROADS.

IN view of the agitation for good roads that is now interesting all Ontario, the following article on "Good Roads, or Bad Roads, if you please," by Bill Nye, which appears in The Carriage Journal, will doubtless be appreciated by many of our readers:

The prize medal was cheerfully awarded to the writer last year, at Chicago, by a competent committee, for the most picturesque display of roads. I do not say this boastfully, but because it may encourage others to make a similar collection.

Western North Carolina is very mountainous and therefore a beautiful country, the soil in most instances being a cheerful red, similar to the shade adopted for second-hand cook stoves. These vermillion roads wrap themselves around the mountains of Buncombe county in graceful sweeps, or pour in Venetian red cascades over the ridges and hog-backs of Catawba county.

Many of these roads liquify and run over the farms, or slip down into the fields during a shower, and remain there to be called for. I have two stray roads still on my estate that lodged there after a long wet spell in April.

The methods of building and repairing roads here are not adopted elsewhere, except along the shores of Lake Victoria Nyanza in South Africa. When the roads are too wet, large irregular stones, ranging from the size of Daniel Webster's head to that of the pee wee egg, are placed in this mud, where they disappear, yet may be noticed plainly by riding over them.

Each year, in the country region, the adults are called together by the road master for the purpose of sampling each other's tobacco, and making mud pies along the highway. The bed of the road is sunken several feet below the level of the sea, and then plowed up and made mellow like an onion bed. Where it is desired to deflect a stream of rain across the bed on a hill-side, instead of putting in a culvert, the tar heel scientist constructs a soft, wet ridge diagonally across the road, which resembles the new-made grave of a pathmaster, but unfortunately it is not.

The loss on rolling stock here is easily 33⅓ per cent., for I have kept an accurate account of it for three years, during which time my wagons have been renewed. Landaus and Victorias are not much used here, but a hickory crotch is attached to an axletree of some hard and tenacious wood; a pair of cast off wheels from the wreck of a four-wheel wagon completes the trap, unless one should be high-spirited and want a box, in which case, a common quail trap is nailed on the axle.

Naturally the resident here is content with things as he finds them—or as they find him. If a wood tick or a Buncombe county flea should attack a man who was born here, the man heaves a sigh, scratches the place, and says to the insect without passion, "well there! I hope now you're satisfied."

It is the same with the roads. If a chuck hole gets formed in the road and squirts a yellow stream into his whiskers, he waits till his whiskers dry and then he is ready for another dose. He also raises whiskers of a color which matches the clay, and so it is not noticed.

The corduroy road was also originated in this county. After several generations of corduroy, it is found that most of the people here are entirely destitute of kidneys, these features having been shaken loose and lost after many years of riding on corduroy roads.

But the material for making roads here is good. In fact, that is about all that it is good for. The stone is not good for building, and the soil is not capable of even raising a disturbance. Last year I put $103.85 into seeds, and $150 into a gardener. I also hired the ground plowed, and hired a night watchman to put ear-muffs on the ears of my sweet corn when the July frost struck the mountains, and yet my flageolet string beans cost me $1 per dozen, and the accursed garden prevented my son's graduation at the Johns Hopkins place.

The roads are in a sad plight after a long rain, and look like a neglected candy pull. I feel very sadly this condition of affairs, for where the climate is so healthful that people under 115 years of age attract no attention, it seems a sin to take our pullets to market aboard a roan heifer. We have a glorious climate the year round, and the people come here from the four corners of the earth to get rid of their tubercles; but the roads are so rough that one has to hold in his broader principles with one hand and his appendicitis with the other for miles at a time. If Congress ——— but that's out of the question when Congress has been in perpetual session for a year, and has developed nothing but paresis. We must go to the polls this year, and the next, and the next, with Good Roads at the top of our ticket, and, live or die, elect only those men who promise us upon their sacred honor that this platform and this battle cry alone shall win.

I'm not much of a politician, but we had better stop sending bibles to other nations until we have something to show for roads aside from a long cow trail of dead horses, bleached bones and turkey buzzards outlining a loud smelling quagmire that a barbarian and a cannibal would scorn to use as a war path.

A NEW ILLUMINANT.

GAS fitters are likely, says Metal Worker, to have their field of operations enlarged by the commercial introduction of an illuminant that hitherto has cost so much to make that, although its qualities have been for a considerable period known to chemists, it has not been considered practicable to use it for the purpose of artificial lighting. This curious substance, known as acetylene, is a gas which, in its pure state, burns freely with a rather smoky flame very much resembling in appearance the flame of a ball of cotton soaked in oil of turpentine; but, when mixed with water gas of low candle-power and in the proper proportions it increases the illuminating power of the poorer gas very greatly. It makes a still better and more economical light by mixing it with atmospheric air in a manner which has been somewhat employed for burning vaporized gasoline. But it has the advantage over gasoline vapor of not condensing to a liquid form in cold pipes, which has always been a difficulty in burning gasoline vapor, except in apparatus where this vapor is first converted into a permanent gas by the action of heat.

When lime is heated with carbon in a closed vessel to a temperature of from 4,500 to 5,000° F., a substance called calcium carbide is formed. This substance, when excluded from air, is easily kept and transported; and in these respects it is well adapted to commerce. But the temperature required to form it has only recently been obtained at a cost commercially practicable by the use of the electric furnace, and even this was out of the question until the more recent improvements in dynamos were made. Now calcium carbide can be made much more cheaply than it ever could be produced before, and in large quantities. Although it can be kept indefinitely when excluded from moisture, when it is brought in contact with water it rapidly decomposes and gives off acetylene. This, without further preparation, mixed with air, makes one of the finest illuminating gases yet produced.

As yet, acetylene is not produced cheaply enough to be used as an enricher in large gas works and in competition with materials now employed for that purpose; but, as the industry is in its infancy, all precedent points to the belief that it will be still further cheapened. It is stated on good authority that carbide of calcium can now be delivered to consumers at $30 per ton. including freights; and also that a ton of it will produce enough acetylene to mix with air into an illuminant equal in lighting power to 100,000 cubic feet of illuminating gas of 25 candle-power. Although to this must be added the interest and deterioration on the apparatus needed to effect the decomposition of the calcium carbide and the admixture of the resulting acetylene with the needed quantity of air, and also some cost for attendance, the total cost of the gas so made is now low enough to render the new illuminant highly desirable for country seats, isolated hotels, etc., remote from city gas works; and it also may be used in lighting railway cars.

WHO BIDES HIS TIME.

Who bides his time, and day by day
Faces defeat full patiently,
And lifts a mirthful roundelay,
However poor his fortunes be,
He will not fail in any qualm
Of poverty—the paltry dime
It will grow golden in his palm,
Who bides his time.

Who bides his time—he tastes the sweet
Of honey in the saltest tear;
And though he fares with slowest feet,
Joy runs to meet him drawing near;
The birds are heralds of his cause,
And like a newer-ending rhyme,
The roadsides bloom in his applause,
Who bides his time.

Who bides his time and enters not
In the hot race that some achieves,
Shall wear cool weather laurel, wrought
With crimson berries in the leaves;
And he shall reign a goodly king,
And sway his hand o'er every clime,
With peace writ on his signet ring,
Who bides his time.

J. WHITCOMB RILEY.

FIREPROOF CELLULOID.

The dangers attending the manufacture of ordinary commercial celluloid are well known. We understand, says Industries and Iron, that a member of the firm of A. & F. Pears, together with an associate inventor, have been successful in manufacturing a perfectly fireproof celluloid from spent fibres from paper mills, which they are proposing to manufacture on a large scale. The experimental works at Exeter, England, contain the necessary motive power, with edge runners, otherwise "Kollergangs," centrifugal pump, glazing rolls, guillotine, hydraulic press, laboratory, drying room, &c. The pulp, consisting of fibres collected from washing water of the paper mill, is placed in a dry state under the edge runners, and after treatment for some time is removed into a vat and submitted to the action of certain chemicals, which reduce it to a glutinous state. It is then sent through the centrifugal pump, which gives it an even substance, and any shade of color is then imparted to it at the same time by aniline dyes. It is then strained through flannel into square boxes, and after a time assumes an almost solid consistency. The celluloid can then be cut into slices, or molded when the composition is in a liquid state. It is proposed to make printing surfaces for illustrations, for stereotyping, together with its utilization for the manifold varieties of purposes to which the ordinary celluloid of commerce is now applied. The perfect safety of the new substance is shown by the workmen being allowed to smoke on the premises during the course of manufacture.

SPUN GLASS.

SPUN glass must still be counted as a novelty, and a novelty that is sure to excite the interest of the public, says American Manufacturer. And yet it is by no means of recent origin. It was doubtless first made in Venice, and was probably not so much an isolated invention as the outgrowth of the high development which the Venetian glass industry attained long ago. Prominent among the Venetian wares are glass beads and mosaics, and the glass for both these is worked into rods or tubes. To make a glass rod, a lump of glass is gathered on an iron rod and rolled on a marver, another rod is fastened to it and by pulling the two apart the glass is drawn out until it is as thin as is desired. This work required two men to do it and a certain amount of skill as well. When the industry extended so as to make use of very large quantities of glass rods, and when a great many very thin rods were in demand, as they were for the Venetian filigree and millefeori work, naturally it was attempted to displace this slow and very laborious trade by some mechanical device, and following this idea the spinning of glass by drawing it out and winding it on a wheel soon became commonly used at Venice for making the finer glass rods, and was a great help to the Venetian industry. Although the original idea of the wheel was to obtain a better grade of glass rods at least cost, yet it will be readily seen that as the rods were drawn out finer and finer, the natural result would be that in the end there would be a glass thread, and the workman would not unnaturally ask himself why this could not be used for manufacturing woven fabrics. At any rate they began to attempt it, and made little baskets and fancy articles by weaving the glass threads. But when they tried to extend its use, the brittle nature of the glass proved to be a great obstacle in the way, and so its use was restricted to a few little ornaments which did not need to be very strong. Attempts were made at Paris, Lyons, and Milan as well, to make use of glass threads by mixing them in with silk. Some beautiful goods were made, but the glass proved to be too brittle, and as the glass

Works: St. Helens, England
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Polished Plate
AND
Window Glass
Bevelled Plate
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Rolled Plate, Ornamental Cathedral, etc.
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Corporate  Mark

Every package bearing above "Trade Mark" warranted.

Table Cutlery
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H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants — 37 Front St. West, TORONTO

threads were very fine and stiff, when one broke it would be like a needle point in the cloth, and equally annoying to anyone handling or wearing it. A piece of fine tapestry made of spun glass which was presented to King Ludwig I, of Bavaria, gave so much trouble with the threads snapping and throwing off needle-like pieces of glass, that the room where it was hung could not be used to any great extent. Accordingly, spun glass found very little practical use until it was taken up and studied practically about 50 years ago by Jules de Brunfaut, a French chemist. As a young man he led very much of a Bohemian life, and, among other things, he visited Venice and saw them spinning glass there. Later, he took up the subject, and, being a chemist, he undertook to solve the difficulties that arose out of the nature of the glass itself. He settled finally in Vienna, and devoted himself to the solution of these problems, and it may be said that the practical application of spun glass dates from this time, though it had been known for so long a time before. First, he softened the hard, shiny effect of the glass fabric, and used a glass that had a soft, silky appearance much more pleasing. The question of brittleness was a much more difficult one, yet he met with quite a good deal of success in solving this, too. He made a spun glass, or "mineral wool," so fine that its threads were thinner than silk threads, and persons who did not know, pronounced it to be wool of the finest grade. Brunfaut set to work to make practical use of it, and made muffs, hats, caps, plumes, etc.. of excellent quality, soft and agreeable to both eye and touch. Whereas the old spun glass could only be knitted, Brunfaut's could be woven.

The chemical or physical nature of glass was at first a hindrance in the way of spinning it. But this resulted later in developing new uses for it. Its chemical and antiseptic properties render it peculiarly suitable for medical and surgical use. Since glass is almost entirely unattacked by strong acids—except hydrofluoric—it is a most valuable material for laboratory filters where we have to do with strong acid solutions. So valuable it is for this purpose that scarcely a laboratory is without this glass wool or mineral wool.

One objection to this glass is that only certain colors can be produced with it White, green, pink, yellow, brown and blue may be made, but there is more or less difficulty in working these various kinds of colored glass. Of course, colored fabrics can only be made by spinning colored glass, as it is self-evident that glass cloth could not be dyed. This disadvantage is counterbalanced by the great advantage there is in the ease with which grease spots and all other dirt may be removed with a little washing. Other advantages are, that it is non-combustible and a poor conductor of heat.

However, the promise attending Brunfaut's experiments has not yet been realized. Glass in the form of spun and woven fabrics is yet merely a curiosity. Whether its use shall sometime become common enough to remove it from this designation to that of a luxury, or even a necessity, remains yet to be seen. In the meantime it will continue to be an interesting subject of study for the practical glass man.

Some of the gold that is going toward building up the depleted United States Treasury is from Canada. "A friend in need is a friend indeed."

Masury's
Japan and Pure Oil Colors

Lucas' Pure
Imperial French Green

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West — TORONTO

PLUMBERS' AND GASFITTERS' DEPARTMENT.

Dolphe Thibault, plumber, Montreal, is dead.

* * *

Thomas Wall jr., and Michael Walsh have been registered proprietors of Wall & Walsh, plumbers, Montreal.

* * *

Wm. and Wm. Henry Murphy have been registered proprietors of Wm. Murphy & Sons, plumbers, Montreal.

* * *

Kelly & McCormick is the name of a new plumbing firm at Ottawa.

* * *

John O'Connell, plumber, Toronto, is sueing Martin R. Derrick, of the same city, for damages for alleged slander.

* * *

An attempt was last week made to burn the premises of Worthington and Garrett, plumbers, Toronto. Flames were discovered in the vicinity of a large gasoline tank, the tap of which was partially turned on. No serious damage was done.

* * *

There is now being made a syphon water-waste preventer cistern, which claims to have advantages over every other cistern in the market. Its construction is extremely simple, consisting of a fixed annular syphon, with a rising and falling flange and the usual ball supply valve and overflow. The inner pipe of the syphon stands higher than the sides of the cistern. The overflow or warning pipe is one inch from the top and one inch above the water line, which is "cast" on both sides. And the lid is so arranged that any possible drip from condensation or any other cause is confined to the interior.

PAPER WATER PIPES.

THE experiments with the new paper pulp pipes, which are made on pretty much the same principle as the fibre pail, have demonstrated that the idea will eventually prove successful. As it now stands, the hand-made pipes, formed from crudely-worked and irregularly-subdued pulp, are not very attractive in appearance, nor well enough made to warrant that they will stand the wear and tear to which street water pipes are subjected. However, it would be more of a wonder if the plan of making the water pipes should be a booming success from the start. Time and experiments are essential to the development of all new things.

With each new test of the proposed pipes, a step in advance is made, and this would seem to indicate that after a few more trials perfection will have been attained. The matter as it now stands is about as follows: Paper pulp, in which there is a fairly good fibre, is agitated with water and run into molds and cast into the form of the ordinary water pipe. The same molds that are used in connection with casting iron pipes are employed. The mode of procedure is substantially the same. Of course there are various strengthening materials compounded with the pulp, otherwise it would not stand a great pressure. The inventors report that these ingredients are inexpensive and simple.

GUMPTION AND HORSE SENSE.

How expressive is the word gumption, how evident in its meaning and yet how almost indefinable! Certainly it is skill, it is cleverness, it is sagacity, but it is more than one or all of these. Perhaps the skilful application of common sense or the common-sense application of skill will define it. At all events it is assumed to be one of the characteristics of the true-born Yankee, and is an intangible something that turns failure into success. To a large degree a man of gumption is born, not made, but there is nevertheless ample opportunity to acquire this trait so desirable to the artisan. It can come only by perseverance and determination. It has nothing to do with a give-up-at-once spirit, which is displayed by so many individuals the moment they encounter an obstacle. One or two instances may serve to illustrate. A certain sheet iron worker, says The Metal Worker, was sent out to erect a system of galvanized iron piping. Running against a snag, he returned at once (some 50 miles) to see what he should do. His course was pointed out to him by the foreman in a somewhat emphatic manner and he returned to his work fully confident that he knew just what to do; but no sooner did he undertake it than his understanding deserted him, he could neither understandingly remember nor practically apply the instructions given, and returned to the shop a second time. Very naturally he was kept at home (what was said to him need not be mentioned here). A substitute was sent, however, and upon his departure was asked what he proposed to do. His reply was that "he proposed to fix it," and fix it he did. He was by no means a better workman than the first, but he possessed a faculty which his predecessor absolutely lacked.

Again, a man was sent out upon the same kind of a job, and finding something to prevent his putting it up as originally designed, immediately telegraphed home that he could do nothing, as things were wrong. But he neither informed them wherein they were wrong, nor did he start for home and straighten things out, but actually waited until someone else had followed it up and settled the difficulty. Horse sense, as something akin to gumption, would appear to have been the missing faculty in this case. Doubtless no class of men has been called upon to exercise the most consummate gumption at shorter notice or under more trying circumstances than the old-time millwrights. An entire mill might be shut down until their work was completed. The work must be done with the greatest haste, and yet it must be well done. All of a man's resources must be called upon, experience first and then ingenuity. And wonderful things have these men of gumption accomplished with the crudest of material and appliances. The mechanic of to-day may well admire their work and seek such a reputation for true gumption as they possessed.

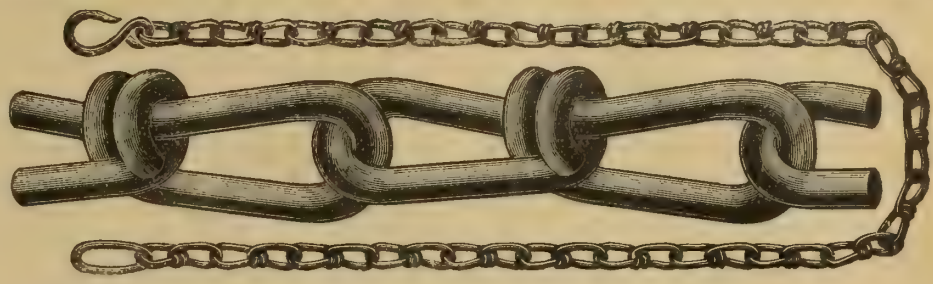
A LEGAL POINT.

Judge Morgan, of the York County Court, has made a ruling in a recent suit to the effect that chattel mortgages always have priority over other debts, even over a sheriff's execution. The case will be carried to a higher court.



TEMPERED STEEL WIRE TRACE CHAINS

A pair of these Trace Chains have a breaking strain of 4,500 lbs.



Prices Reduced for 1895

Write for Catalogue

The B. GREENING WIRE CO., Ltd., Hamilton, Canada

POETRY AND PIES.

IT is said on competent authority that at least seven-eighths of the stove merchants throughout the United States endeavor to determine the value of a cooking apparatus by the number of square inches on the bottom of the oven. In the opinion of the same authority, this method of calculation is entirely wrong. A stove, he says, that has an oven 18 inches square is worth more money than one with a 16-inch oven rack and a 22-inch bottom, while this is a conclusion which has received the endorsement of many experts who have studied the question carefully. Among these experts is a Michigan dealer, who has, according to Stoves and Hardware, gone so deeply into the subject that he once undertook to write a book under the comprehensive title, "Should Pies Be Made to Fit Stoves, or Should Stoves Be Made to Fit Pies?" but never found time to finish it.

Apropos of this subject, some verses have recently appeared in a St. Paul paper which bring out the importance of pies as an article of diet. It appears that an English novelist once wrote home from the United States in derogation of one of the chief comestibles of that nation and added that he had located himself upon the edge of the Great Pie Belt of the United States. This slighting remark aroused the indignation of a St. Paul versifier, who vents his wrath through the use of sarcasm in verses inscribed "An Ode to Pies and Kipling."

Ah, lucky youth whose lot is cast
  Beneath that happy sky,
That gazes down upon a face
  That has been grown on pie!
"On what meat doth our Cæsar feed
  That he has grown so high?"
Two continents answer with one voice,
  "He feeds on pie—on pie."

He's squeezed the orange of the world,
  By London's lofty towers,
In Indian jungles, Southern seas,
  He's tested all his powers;
But still that man is incomplete,
  Unfinished and awry,
Until his nature has absorbed
  And mixed itself with pie.

O, eaters of the blessed pie,
  Rejoice and shout with glee!
A wanderer from the wide, wide world
  Has turned his face to thee;
And he has come from Europe's crowd
  And Asian mountains high,
To witness your transcendent love
  And holy zest for pie.

Go, wandering restless Rudyard, go
  And feed thy hungry eye
With all the wonders of the world—
  We'll stay at home with pie,
And whereso'er thou meet'st a man,
  Be that man low or high,
Then love that man with all thy soul
  If that man loveth pie.

Go wander up and down the world
  Through all thy restless hours,
And though thou utterest bitter words
  Concerning us and ours,
Our pie-nursed nature pardons all;
  And when this side the sea
Thou seek'st our land again, thoul't find
  A pie uncut for thee.

A GOOD IDEA.

While in Trenton, N.J., one day last week I came across a novel way of uniting two opposing forces so as to produce a given result, says a writer in Hardware Reporter. The electric fan is used in hot weather to cool the atmosphere, and a steam or hot water radiator in winter to heat it. The fans are usually put away long before Jack Frost has begun to assert himself, but those who own them can make them useful as accessories to heating apparatus where a radiator is employed. In order to do this, place the fan immediately in front of the radiator, turn on the current and let her whiz! The rapid revolution of the blades on the fan forces the air into the interstices between the pipes, and, if these are sufficiently hot, the circulation is quickened and the radiant heat is given a livelier impetus; that is, a strong current of air is forced against the hot surface of the pipes and is necessarily distributed throughout the room. This plan may be made useful in another respect. The additional warmth given the inner atmosphere will permit the entrance of more cold, fresh air from the outside, so that it will be possible to accomplish the double purpose of increasing both the temperature and the ventilation without creating unhealthful draughts. The idea is not patented, and in these days of cold weather it seems a good one to follow wherever possible.

Hard Times Over

the line had the result of flooding this market with cheap goods last year.

We are Pleased to Say

the quality of material and workmanship used in the Woodyatt Lawn Mowers was recognized and appreciated by the purchasers throughout the Dominion, so that in spite of the general trade depression, our sales last season were

An Advance of 25%

over any previous season.

REDUCTION IN BINDER TWINE.

THE binder twine manufacturers have decided on a reduction in the price of their product. The cause is a decline in the raw material.

What the reduction is HARDWARE MERCHANT has not, up to the time of going to press, been able to ascertain. It is believed, however, to be considerable No business, it is asserted, will be done on the new basis for another month.

Efforts are being made, it is understood, to close the factory in Kingston Penitentiary. "They will probably be successful, too," said our informant, "as the works were established by the late Sir John Thompson for special reasons, and were not popular with other members of the Government. They have not been a profitable investment anyhow."

The only prices which have so far been issued are on a lot of binder twine which has been sent to the Western States by some sixty banks in New York state which had been holding the material, and are taking this means to dispose of it. Some of the twine was four years old. The overproduction of binder twine in the United States last year was about 50,000 tons.

A representative of an American concern has been in Canada lately trying to secure orders, but he is thought to have met with little or no success. The Canadian article is superior to that of the American, not that the latter cannot be made as good, but it is not for some reason.

A VALUABLE CATALOGUE.

THE B. Greening Wire Co., Ltd., is issuing to the trade its catalogue and price list for 1895. It is a comprehensive and well printed book of 176 pages, and it is almost unnecessary to say that it will prove a valuable and convenient addition to any hardware dealer's office.

It is one of the most complete lists of wire cloth and perforated zinc hitherto issued, not excepting American or European lists. In wire cloth it is to be noted that the firm has added a full price list of the wire cloth measurement in the clear or between the wires. This is a thing that in the past, and more especially in heavy wire cloth, has often caused confusion and trouble to all concerned. In perforated zinc, new dies have from time to time been added to their stock, and they illustrate every size which they have so far made. The firm has had to abandon the measurements by fractions in several cases, and measures by the micrometer gauge, the size sometimes only varying as little as 3-1000 of an inch. A list of the steel and iron dies is also shown. In all these lists, in addition to giving the company's own trade numbers, the sizes and shape of the hole are furnished. Owing to so many additions it has been necessary to re-number all perforations, but it has started high enough to prevent clashing between the old and new catalogue.

In wire chain, in addition to the lists of trace chain, halter, and dog chain, cow ties, etc., full sized cuts of each size of coil chain are shown, together with a table of the tensile strength of same. The number of the firm's chain corresponds in coil, dog, halter, etc., so that a customer having one line of goods on his shelves wanting to order an entirely different line, can tell from the number exactly the size that he will get. The wire rope list has been carefully revised and such lines have been added as a demand has been found for, with cuts to illustrate same.

The Greening Co. is now handling McMullen's poultry netting, in addition to their fencing, having dropped the English regalvanized goods. This is made in heavier goods, suitable for lawn fencing, tennis, baseball, cricket nets, etc. In the addition to the staples, a full line of flat staples, used for putting up insulated electric wires, and fruit basket fasteners, now very extensively used in the fruit growing sections of Ontario, have been added. The list of spark guards and wire fenders has been re-arranged, and several lists of the weight and length and diameter of wire of different gauges, and the weight and sizes of sheet metals have been added.

BOWMAN & MOORE STOCK SOLD.

The hardware stock of Bowman & Moore, the insolvent wholesale merchants, of Hamilton, was sold at Suckling's auction rooms, Toronto, on Wednesday. Mr. Peter Bertram, of Dundas, was the purchaser, and the price paid was 40c. on the dollar. The stock was invoiced at $49,500. The price obtained is considered a fair one, considering the condition of the stock.

IT IS ALWAYS EXCELLENT.

There is one firm whose annual catalogue is the embodiment of excellency. That firm is the Steel Clad Bath Co., of which Mr. George Booth is president. The catalogue for 1895 is even an improvement on its predecessors. Its design is unique and handsome, its arrangement creditable, and the work of the lithographers and printers well executed. The catalogue contains 52 pages, and therein illustrated, in different colors, are over a dozen different baths, besides attachments, etc. The factories of the company are at Toronto, New York, Detroit and London, Eng. "It has been the policy of this company," says the catalogue, "to maintain the highest standard of quality in all goods of our manufacture—a fact that has been duly recognized and appreciated. The endorsements of sanitary engineers and architects, and our constantly increasing sales, are eloquent testimonials to the superior merits of the 'Steel-Clad.'"

McCLARY'S ENAMELLED WARE.

The McClary Manufacturing Company now announce themselves in a position to supply the Canadian market with enamelled wares. A representative of HARDWARE examined some samples of the company's first output in this new line, and found them to have every appearance of being equal in quality to the best German and American makes. They are even heavier than the foreign makes, are perfectly covered, and have a particularly bright finish. When one considers that this is the first batch turned out by this company, the quality and appearance of the article are exceedingly creditable. For the present they will confine themselves to two brands viz., the sterling and the white. In these they are turning out pans of all kinds, wash bowls, pie plates, soup plates, dinner plates, soup bowls, lipped kettles, etc.

Besides these two brands, the company turned out some samples in other colors, viz., blue and white, yellow and blue marble, just to show that they are in a position to vary the article if occasion should arise.

In the blue and white brand will be produced some teapots and other fancy articles. These goods will all be quoted at the same figure as the sterling enamelled wares which the company have heretofore handled, which is acknowledged to be a very low one.

They are also arranging to enamel maslin kettles, stove hollow-wares, stove reservoirs, etc.

TRIUMPHS OF MECHANISM.

Scales are now made which will, says Stationer and Printer, weigh almost anything. They are triumphs of mechanism, and are inclosed in glass cases, as the slightest breath of air would impair their records. The glass cases have a sliding door, and as soon as the weight is placed in the balances the door slides down. The balances are cleared again and made ready for further use by the pressing of a button, which slightly raises the beams. Two pieces of paper of equal weight can be placed in the scales, and an autograph written in pencil on either will cause the other side to ascend, and the needle which indicates the divisions of weight even to the ten millionth part of a pound and less will move from its perpendicular. A signature containing nine letters has been weighed and proved to be exactly two milligrammes, or the fifteen thousand five hundredth part of an ounce troy.

"Can't you trust me?" pleaded he;
"No!" decisively she said it.
She could trust on one; you see,
Firm she clerked for didn't credit.

Enamelled Ware

Enamelled Ware

ENAMELLED WARE

"The Employer Barred Out."

FROM an article in last week's HARDWARE our customers might be led to believe that we had given up the idea of making Enamelled Ware. We have every hope of having goods in the market in three weeks at the latest. It is an expensive and difficult business to start. We are, however, not at the mercy of foreign workmen, nor do we allow any workmen to interfere with the arrangement of our factory, as one would infer from the article in question.

It is our intention to make grey Enamelled Ware and white Enamelled Ware.

THE

Thos. Davidson Mfg. Co.,

MONTREAL

Enamelled Ware

Enamelled Ware

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, Feb. 22, 1895.

HARDWARE.

THE week has witnessed a little more activity in hardware, but though this is the case business can hardly be said to have assumed its full proportions yet. In wire business is picking up a trifle on account of orders for forward delivery, and the same can be said of wire nails, rope, tacks, etc., but the actual movement at the moment is small.

WIRE—For forward delivery some fair-sized orders have been booked, but otherwise the market is quiet. The rates of discount, etc., are as before.

ROPE—At the reduced prices business has not picked up to any great extent. We quote sisal on the basis of 6½c. and vanilla 9c.

CUT NAILS—There is but little activity to note on these. We quote the base price $2.10, with rebates of 5 and 10c., according to quantity.

WIRE NAILS—There is some business to note in these, but it is not of an active character. Discounts are 75, 10 and 5 with 1 lb. papers 75 and 10 per cent.

HORSE NAILS—There is nothing but dulness to report in this line. The discount is still 60 per cent.

TACKS—There is only a very moderate business to note in tacks. Prices remain as before.

CHAIN—Dull and featureless.

HORSESHOES—Nothing doing in these. We quote: $3.50 for iron shoes; steel shoes—XL., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; Perkins' steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TOOLS—There was some demand for shovels, but it did not last long. Other lines are unchanged.

TINWARE—Fair sized lots of these have been moving out.

PLUMBING SUPPLIES—Fair sized orders are to note both on city and country account.

CUTLERY—Importing agents have been placing some lots for spring delivery, but otherwise the market is quiet.

CEMENT—Business in cement has continued quiet. We quote: English brands, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS—These are quiet also at $15 to $22 per 1,000, as to brand.

METALS.

There is very little to report in the heavy iron and metal market this week. Importing agents usually are doing something about this time, but they also are quieter than usual.

PIG IRON—In pig iron transactions in Nova Scotia at $17 are about the only actual business put through. The best offer that can be had on American pig is $19, as it costs fully $18 laid down here, duty paid, in large lots. There is nothing at all doing in Scotch iron either from stock or in the way of forward import delivery. We quote, ex store: Summerlee and equal brands, $21 to $22; Carnbroe, $19, and Eglinton, $19.50; Ferrona, $16.75 to $17; Siemens, No. 1, $16.75 to $17.

BAR IRON—The tendency on bar iron is easy, and buyers have had the best of it in some cases during the past week. In fact, we know of cases where $1.60 has been shaded for round lots, though we still repeat our range of $1.60 to $1.65.

TIN PLATES—Advices on these have been very low from primary points, and the fact is not inducing any urgency on the part of buyers for import. On spot, sales of coke tin in moderate lots have been made at $2.60, but we quote $2.60 to $2.75, while charcoal ranges from $3.25 to $3.75, as to grade.

TERNE PLATES—The feeling on these is easy also, and demand is quiet. We quote $5.75 to $6.

CANADA PLATES—The continued dulness in these has led to further easiness, if anything. Though we quote $2 to $2.05 as a range, the inside figure would have to be shaded to move a round lot.

SHEET IRON—This line is dull, and, though the range is unchanged, it is hard to induce buying at it. We quote $2.15 to $2.30 for No. 28 gauge.

IRON PIPE—The change in the discount rate has not induced any improvement in iron pipe, which remains dull.

LEAD PIPE—There is little or no enquiry for lead pipe.

INGOT TIN—Remains dull and easy at 16 to 16½c.

LEAD—Business quiet and prices unchanged at $2.90 to $3.

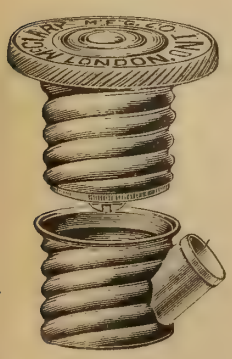
SPELTER—No demand at all to note, and prices are nominal at $4.25 to $4.50.

ZINC SHEETS—Dull and featureless at $4.50 to $4.75.

ANTIMONY—Dull and unchanged at 9½ to 10c.

HOOPS AND BANDS—Very little business doing. We quote Canadian at $1.80 to $1.85 and imported $2 to $2.15.

GALVANIZED IRON—The market is quiet, but some orders still come to hand for tinned sheets. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6¼c., with the usual extra for larger sizes.



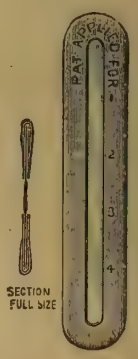
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THE McCLARY MFG. CO.,

London Toronto Montreal Winnipeg Vancouver

MARKETS.—Continued

PAINTS AND OILS.

The paints and oil market is not specially active, but some orders keep coming forward for spring delivery.

LEAD—Few orders are being booked for April shipment. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

PUTTY—No change to note, the base price being $1.85 in bulk.

TURPENTINE—Turpentine has advanced 2c. per gallon on account of stronger advices from the south, and the light stock held here, recent sales having been made at 46c. in large lots, and 47c. in small quantities.

LINSEED OIL—This market is steady at former prices, viz., 59 to 61c. for boiled, and 56 to 57c. for raw.

SEAL OIL—The seal oil market is much stronger and prices have advanced 2½c. per gallon, sales transpiring at 40c. for round lots, and 45c. for small lots.

CASTOR OIL—Quiet at 6½ to 7c.

RESINS—There is a fair trade doing in these at steady prices. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4.00; cotton waste, 5 to 7c. for colored and 7 to 10c. for white; oakum, 5¼ to 7½c., and cotton do., 10 to 12c.

GLASS.

The glass market is quiet and steady, with $1.20 the base price.

CHEMICALS AND DYESTUFFS.

The weather up to a few days ago interfered with the movement in chemicals. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.

PETROLEUM.

An active business has been done in petroleum and the market is firm. We quote Canadian refined at 12c. in shed in Montreal for round lots, and 12½ to 13c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 16c. in car lots and 17c. for smaller quantities.

HIDES.

The hide market has ruled fairly active and values are unchanged. We quote: No. 1, 5c.; No. 2, 4c., No. 3, 3c., and heavy No. 1 steers, 5½c., and No. 2, 4½c. The market for sheepskins continues dull as ever. The stock is large, for which there is no demand at present, and values are nominally unchanged at 60c. to 65c. each.

TALLOW.

There is no change in the market for tallow, business being quiet at 5 to 5½c. per lb. as to quality.

WOOL.

There has been a fairly good business both in foreign and domestic wool. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

Ashes are a small receipt and prices are firm. We quote: First pots, $4.05 to $4.10; seconds, $3.70 to $3.75, and pearls, $6.40 per 100 lbs.

MONTREAL TRADE NOTES.

There have been low offers of coke tinplate here for spring importation, so low in fact that Welsh makers are shutting down rather than make at a loss.

Some good sized western orders for cement at $2.10 for spring shipment have been placed during the week.

Caustic soda is cabled lower, at £6 15s., while cables on Norwegian cod have advanced to over 200s. per bbl. This is a rise of over 100 per cent. in the last month.

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Sap and Dairy Pails
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We are now prepared to book orders. Please write for quotations.

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THE METALLIC ROOFING CO. OF CANADA
(LIMITED)

80 to 90 Yonge St. - Toronto, Ont.

TORONTO MARKETS.

TORONTO, Feb. 22, 1895.

HARDWARE.

SOME recovery is to be noted from the dulness which has obtained during the last couple of weeks, but still trade is not by any means active generally speaking. Tinware is moving out freely, and a better demand is to be noted for coil chain. The improvement noted in churns last week has been maintained. Nails of all kinds are generally quiet. Wire and rope fail to show any improvement. Payments are still slow.

WIRE—Very few orders are being booked for prompt shipment, either in ordinary fencing or barb. Principal business is for shipment March 31. Barb and plain twist are quoted at $2.87½. Terms as before, namely, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—The lower prices do not appear to have induced trade any yet, either for forward or prompt shipment. We quote: Sisal, 7-16 in. and larger, 6⅜ to 6½c.; ¼, 5-16, ⅜ in., 6¾ to 7c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ⅜ in., 9½c.

CUT NAILS — Continue dull and unchanged in price. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—The conditions are much the same as last week. Discounts are 75, 10 and 5, except in 1 lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Scarcely anything doing. Discounts, 60 per cent. on "P B" "M" and "C."

TACKS — Business is still moderate only. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent. Coopers' nails and flour-barrel nails, 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—A slight improvement is to be noted this week in the demand for coil chain.

CLOTHES' WRINGERS—Trade is improving and prices are steady at $27.50 to $28.

CHURNS—The improvement noted last week has been maintained, both for immediate and forward delivery.

TINWARE—Demand is active, both for general supplies and spring specialties.

PLUMBERS' SUPPLIES—No further improvement has taken place, although enquiries for quotations are coming in freely.

CUTLERY—Demand is light for general cutlery, and in no single line is there any activity to note.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—The movement is light. Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Galvanized iron, black iron, sheathing copper, tin plates are showing a little more activity, but in other lines the conditions are much as before.

PIG IRON—Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Very little business of importance has been transacted during the week just passed. Carload orders still continue to be the rule, but shipments on old contracts are being called for quite rapidly. Prices remain firm on the basis quoted below. Cash in bond f.o.b. cars Toronto: No. 1 Foundry strong coke iron, Lake Superior ore, $12.55; No. 2 Foundry strong coke iron, Lake Superior ore, $12.05; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.05; Southern soft, No. 1 $11.60; Southern soft, No. 2, $11.35.

BAR IRON—Demand is increasing, but it is still principally for small quantities. Trade in ordinary machinery, cast and tire steel has fallen off. Prices remain as before. We quote bar iron on the basis of $1.70 to $1.75 f.o.b. Toronto.

SHEET STEEL—This has been quite active during the week. Business is fairly divided between "dead flat," and ordinary quality. Price of the former runs from 3 to 4c. per lb., according to gauge. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Trade has been a little more satisfactory in sheet iron during the week, although no large orders have been reported. In tinned iron orders booked some time ago are being forwarded. We quote: 24-gauge, 5¾ to 6c. in case lots; 26-gauge, 6¼ to 6½c.; small quantities, ¼c. advance on these figures.

MILK CAN TRIMMINGS—Business is active in this line.

LEAD PIPE—Business is still confined to small quantities. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Shipments from stock are much about the same as last week, but import orders are not quite as numerous. Prices are unchanged, $4.25

MARKETS—Continued

being the idea for 28 gauge in Queen's Head, Gordon Crown and Apollo brands.

INGOT TIN—There has been quite an improvement in the quantities called for. Prices are much as before. Quotations: Lamb and Flag and Straits, 17 to 17½c.; round lots can be shaded.

IRON PIPE — Trade is not nearly as good as it has been, quantities called for being on smaller basis. The discount on American pipe quoted last week has been changed, it now being 75 per cent. off. The list reads as before, namely: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c; 4 inch, 95c; 4½ inch, $1.25; 5 inch, $1.42.

INGOT COPPER—Quantities moving are a little better than a week ago. Price is unchanged at 10 to 10½c.

SHEET COPPER—This has been going out quite freely, both in braziers' sheets and sheathing, large quantities being shipped from stock as well as import orders taken. We quote braziers' sheets at 13 to 13½c.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—A good trade is reported in galvanized boilers. We quote: Galvanized, 30 gal., $6; 15 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

BOILER TUBES—There is a fair demand, the boiler makers being well employed at ths moment. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade is considerably better, orders coming in quite freely. Quantities, however, are not very large, excepting for import. Coke, 14 x 20, is now being offered at $3 basis, and squares at from 15 to 25c. per box basis. For charcoal prices remain as before. We quote: Coke, 14 to 20 gauge at $3; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Business dull and prices unchanged. We quote $6.25 to $6.50.

ZINC SPELTER—Trade is still dull. We quote domestic at 3¾ to 4c., and imported at 4 to 4½c.

HOOPS AND BANDS — Trade continues good with prices as before, namely on the $2.20 basis, with large quantities shaded.

CANADA PLATES—Dull and unchanged. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Has been going out quite freely, the reduced prices having induced larger orders from the country. We quote: 500-lb. lots at 11½c. and small lots at 12½c.

ANTIMONY—Dull and unchanged at 9½ to 10c.

GLASS.

Business from stock continues fair for the season, and import orders are still being booked, although trade in this particular is nearing its close. We quote $1.10 to $1.15 first break, 50-foot boxes. A few contracts have been booked during the week for plate glass at 25 per cent. discount off the list. A slightly improved demand is reported for ornamental glass.

PAINTS AND OILS.

WHITE LEAD—Trade is still quiet, although there is a little more going out than there was. The improvement is probably more marked in English lead. We quote the base price at 4¼ to 4½c., the inside figure being the ruling quotation.

PUTTY—Is quiet and unchanged at $1.75 for bladders in barrels, and $2.25 in cases.

TURPENTINE—There has been a little improvement. Some houses report a much better business, but it is by no means general. Prices are higher, 43 to 44c., f.o.b. Toronto, being the ruling figures for single barrels, and 42 to 43c. for 5-barrel lots.

PREPARED PAINTS — Spring trade is opening up more freely this week, but shipments are later than usual, and people are buying with a great deal of caution. Price is unchanged at $1 for pure.

LINSEED OIL—The market in England is advancing, and in some instances offers at the present prices have been rejected for future lots. There is a fairly good movement, but prices here are unchanged. We quote 53 to 54c. for raw, and 56 to 57c. for boiled.

CASTOR OIL—There is not much doing. We quote: Cases, 6¼ to 6½c.; tins, 7½ to 8c. To arrive, about ½c. less is quoted.

OLD MATERIAL.

There is no change in the situation. Trade is dull and quiet. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

SEEDS.

The foreign demand is still very light, and local dealers are not anxious to buy unless at reduced figures. With the light receipts, however, prices remain unchanged. Canadian red clover remains about unchanged at $6 to $6.25 per bushel for choice lots, lower grades bringing $5.50 to $6.

Alsike continues very dull and depressed, only choice qualities now being salable at anything over $4.80. Really fancy if offered would probably command $5, lower grades $4 to $4 50.

We quote present prices of timothy: Choice machine threshed, $2 to $2.75; fair to good qualities, $1.75 to $2.40; fancy flail threshed, $3 per bushel.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a fair demand. Stocks are kept pretty well cleared up, and prices remain steady. Local dealers quote 5 to 5¼c. for cured, and for green, No. 1, 4c.; No. 2, 3c., and No. 3, 2c.

SHEEPSKINS—Best green stock will bring 80 to 85c. Calfskins stand nominally at 6c. for No. 1, and 4c. for No. 2.

TALLOW—Quiet, at 5 to 5¼c.

WOOL—Canadian fleece all cleared out. For round lots of desirable wool 19 to 19½c. is obtainable. Pulled wools are rising. Best supers are quoted at 20 to 21, and extras at 21 to 22c.

PETROLEUM.

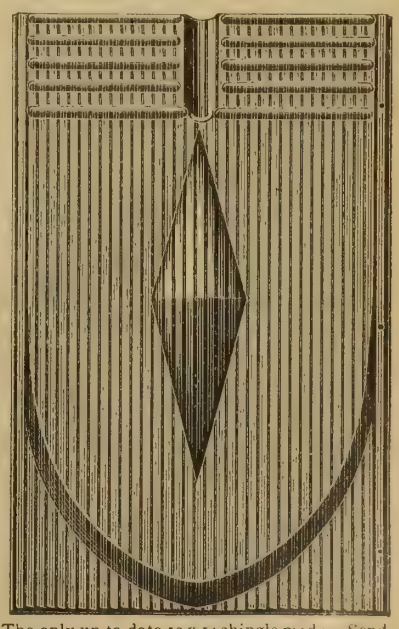
Crude oils still remains scarce in Canada and the United States. Local prices remain at last week's figure. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12 to 12½c.; carbon safety, 16 to 17c.; Canadian water white, 16 to 17c.; American water white, 18c; photogene, 20c.

MARKET NOTES.

The discount on American iron pipe has been again changed. It is now 75 per cent. off the list.

The McClary Manufacturing Co. have added to their already extensive premises at London, Ont., by buying two lots on York street, between Clarence and Welling-

THE PEDLAR "JUNIOR."



The only up to date 10 x 14 shingle made. Send for new catalogue. Protective discount allowed the trade.

THE PEDLAR METAL ROOFING CO.
Office and Works: Oshawa, Ont.

ton, from James H. Belton & Son. The price is understood to be $8,000. The lots have 400 feet frontage.

The compositor by substituting the word "glass" for "glue" made HARDWARE MERCHANT last week say that Stewart & Wood had received a shipment of cheap glass. This firm reports a brisk demand for Montreal sheet glue.

M. & L. Samuel, Benjamin & Co. have a few bicycles to dispose of, and they will mail catalogues and price lists on application.

The general stock of Powell & Co., of Elmvale, invoiced at $3,124, was sold at Suckling's on Wednesday to G. W. Davey, of Bobcaygeon. The price paid was 55c. on the dollar.

M. & L. Samuel, Benjamin & Co., report large sales of their particular screen doors and windows; also for their "Ideal" screen door hinge.

UNITED STATES MARKETS.

NEW YORK, Feb. 22, 1895.

PIG TIN—Speculation was quite lively, with interest chiefly in March and June deliveries. One prominent operator did the bulk of the selling. The buying was scattered. Prices averaged somewhat higher again and the market had the appearance of receiving more trade support of substantial as well as sentimental type. In fact, there were at times suggestions of bullish tendency, inspired in some degree by more encouraging London advices. Business with out-of-town dealers and consumers was also better and helped in some degree to tone the market, but sales were at prices close to those that ruled in speculative circles. The transactions recorded on 'Change included 5 tons June at 13.15c., 25 tons March at 13.30c., 25 tons June at 13.15c., 25 tons March at 13.30c., 25 tons June at 13.15c., 10 tons February, seller's option to double, at 13.30c., 25 tons June at 13.15c., and 25 tons ditto at 13.15c.

COPPER.—The market remains in rather dull condition, with weakish undertone to values. Home consumers buy only as necessity compels, and seem to economize at that, while the condition of the European markets keeps export business comparatively light. At present there is little movement to Europe, except in the form of consignments on the local market. Lake Superior ingot realizes about 9 70 to 9 75c. in moderate quantities for prompt delivery, but spring month deliveries were offered at 9.60 to 9.65c., and later months at a further shading without attracting investment or speculative purchases. Other varieties are nearly as irregular in price, with the range of 9⅛ to 9⅝c. quoted for electrolytic and 9⅜ to 9½c. for casting stock, according to brand and delivery.

PIG LEAD—The market turned suddenly and in no uncertain way. More lead came out for prompt and current month delivery than was wanted, and the owners made a market for part of their holdings by dropping the price to 3.10c. At that rate six carloads were sold for February delivery and more offered. In round lots for forward shipment not enough interest was shown to fairly define that market, and aside from that fact about all there is to report is that there were sellers at 3⅛c. London cable to the Metal Exchange quoted £9 11s 3d for soft Spanish.

SPELTER—Western common was offered on the spot and for delivery this month at 3.10c. Although relatively lower than quotations from the primary markets, the low rate did not stimulate buying interest in the slightest degree. Even single carloads did not appear to be in the usual demand. London cable to the Metal Exchange quoted £14 2s 6d for good merchant brands.

ANTIMONY—A moderate business only reported and prices are still rather easy at 7⅛ to 7¼c. for Hallett's and 8⅛ to 8¼c. for Cookson's, from store.

NICKEL—The range of prices is 36 to 40c., according to quality.

TIN PLATE—The market was bare of new feature. Business was light, the demand spiritless and the response to best bargains offered remarkably feeble. In short, buyers manifested the tamest sort of interest. Offerings were of about the same general character as they have been for some time past, but sufficient, under existing conditions, to keep prices weak.

IRON AND STEEL—Nothing distinctly new developed in the day's reports as to business in any line or regarding enquiry, and upon the whole the markets seem rather quieter than they were a week ago. Prices remain about as quoted for some time past and rather weak, with few exceptions.

THE "PURIST" FAD.

It seems to have been left to the enlightened members of the Corporation of Cork to contribute the latest of the many recent insane adventures of the so-called "purist" party. Messrs. W. Hill & Co., the billposters, in the ordinary course of business, sent a parcel of pictorial posters to their agents in Cork, and among them was one called "A Highland Bull" this being a splendid picture of a bull, by Mr. W. Watson R. A., and printed by Messrs. Bemrose & Sons, of London and Derby. Upon the poster being exhibited on the hoardings, an intelligent councillor, it is stated, discovered that the picture, being naturally depicted, was indecent, and thereupon moved a resolution to have the advertisement removed from the public gaze. We would suggest that in future "A Highland Bull" should be provided with a pair of Scotch tweed trousers, as it would then, we presume, not offend the delicacy of the councillors of Cork, and would also be an additional attraction as an advertisement, as everybody would stop and look at the curiosity; as it undoubtedly would be. This idiotic interference with legitimate trade, however, is becoming an intolerable nuisance, and the sooner the "purist" party is provided with a desert island on which to carry out their "fads," the better all sensible people will like it.—Stationery Trades Journal.

COST OF STEAM RAISING.

THE above was the title of an interesting paper recently read by Mr. John Holliday, of Dublin, before the Manchester Association of Engineers. The cost of power was, he said, one of the questions of the present day, and had recently received much attention at the hands of well-known engineers. Members of that association were probably, like himself, more interested in the production of steam power to meet a fairly constant load, or, at any rate, one which did not vary much from hour to hour in the same day, although the difference between summer and winter work might be considerable. Mr. Holliday then proceeded to deal with the total cost of raising steam, under the heads of fuel, working expenses, maintenance, including insurance, and capital charges, and gave calculations showing the cost of evaporating 1,000 gallons of water at a brewery with which he was connected. In conclusion, the author summarized the cost per week per 1,000 gallons evaporated of the steam made with forced draught and natural draught boilers respectively. The average amount evaporated per week was 113,560 gallons by forced draught and 195,440 gallons by natural draught boilers, the larger amount evaporated by the latter giving it a small advantage over the forced draught, in which, however, the fuel bill was 2s. less per 1,000 gallons evaporated, and the total cost per 1,000 gallons in the forced draught was only 7s. 8d., as compared with 8s. 6d. in the natural draught.

As they must not rely too much on the economy of inferior fuel, the maximum price, consistent with reasonable economy, was paid, and in case of any advance in its price or drop in that of steam coal, it would be advisable to use the better-class fuel on the forced draught furnaces, where it would give a good result. In considering the cost of steam raising it should be remembered that the solid was not the only form in which fuel could be used. Gaseous firing with water gas, affording, as it did, opportunities for recovering valuable waste products, such as sulphate of ammonia, had already been tried in several places; and it would be interesting to know what would be the minimum demand for steam that would justify a manufacturer in putting down a water gas plant, complete, with apparatus for the re-

covery of sulphate of ammonia, and firing his boilers with the water gas made.

In the course of a discussion on the paper, Mr. Saxon observed that the whole arrangements of the establishment referred to were different from those at a textile factory, and as the case was somewhat of a special one, he would like to see calculations made with regard to the cost of steam raising in cotton mills. In addition, the boilers described were only working at 60 lb. pressure, and he thought if the tests were made for 160 lb. the results would be considerably modified. Mr. James Hartley said he did not think the pressure of the boiler would influence the cost of steam raising. Mr. Taylor remarked that the cost of water, which in Dublin was 2d. per 1,000 gallons, would be in Manchester about 6d. to 9d. Mr. J. Nasmith gave particulars of the cost of steam raising in several Oldham mills, which showed a range of from £3 2s. 5d. up to £5 14s. per 1,000 spindles. With regard to inferior fuel, he thought its use ought to spread, provided that the furnaces were specially adapted for it, and the boiler was fitted up with appliances for dealing with it effectually. As to gaseous fuel, he had found that the gas produced almost invariably passed through the fewer burners when the majority were not open, so that the system was not economical. The use of this fuel was only economical when adopted for steam raising in combination with other purposes. Mr. Marshall said he had adopted forced draught boilers, and not only got more power than before, but saved a considerable sum in the cost of fuel. Mr. Craven observed that gaseous fuel possessed many advantages in its application for blast-furnaces, and in many other cases, but not for burning under the flues of a steam boiler. Mr. Meldrum gave some interesting details as to the use of what may be termed waste products for steam-raising purposes in connection with ironworks, collieries, etc., by which 75 per cent. was frequently saved. In one case the economy amounted to thousands of pounds a year, and he might add that the calorific value of inferior fuel was often as great as that of dearer fuel. Mr. Holliday, in replying upon the discussion, said of course the establishment with which he was connected was very different from the textile factories, less than 10 per cent. of the steam being used for power, nearly the whole being used for heating. As regards forced draught, the system was quite as applicable to good fuel as to inferior descriptions, much better combustion being obtained than with natural draught. A very good way of telling whether the flues were getting too dirty was to keep a pyrometer at the end, and when this rose to very much above its average they would know that the surface of the boiler was getting dirty or the passages were choked up. The forced draught system was an advantage, if only for the fact that less air was required per pound of fuel to get combustion, and there was no damage to plates.

MUNICIPAL ELECTRICITY WORKS.

SOME discussion having taken place in German papers and at meetings of some town councils as to the commercial position of municipal electricity works, Mr. Max Meyer, of Nurnberg, thinks it advisable to give some information on the subject. He has accordingly availed himself of the columns or The Elektrotechnische Zeitschrift of the 10th inst. for discussing the matter. The author states from the official reports published of the working of German stations that the anticipated surplus of income over expenditure has in most cases been realized. In those towns where gas-works exist the connections to the electric light mains are somewhat slow during the first year, particularly when the price of electrical energy is high. Consequently a proper conclusion cannot be drawn from the initial year's operations, but the connections increase as the electric light undertaking gives satisfaction to its customers. As an instance of this, the author gives a comparative table showing the growing increase in different towns from 1889 to December, 1894. A second table is given concerning the working results of the same and other stations. This table, an abstract of which is given below, represents, in percentage of the capital outlay, the surplus of receipts over expenditure during 1893-94, this balance remaining for the payment of interest and redemption. The figure of 4 per cent., as in the case of the Christiania electricity works during the year 1893-94, the author states, is sufficient for providing for depreciation.

	Receipts.	Expenditure.	Surplus.
Altona	12.6	5.56	7.04
Barmen	11.7	4.10	7.60
Breslau	23.98	9.02	14.96
Cassel	13.1	4.1	9.0
Christiania	13.1	4.90	8.20
Dusseldorf	9.92	2.94	6.98
Elberfeld	14.1	6.2	7.90
Neuhaldensleben	19.4	8.2	11.2

A direct proof of the commercial success of central stations, the author concludes, is afforded by the energetic endeavors on the part of promoters to obtain fresh concessions and to carry out electric lighting works at their own expense.

PERSONAL MENTION.

Mr. Wishart, of G. S. Wishart & Co., Edinburgh, Scot., the representative of the Toronto Radiator Manufacturing Co, Toronto, in the lower provinces, is in Toronto on a visit.

F. D. Benjamin, of M. & L. Samuel, Benjamin & Co., Toronto, returned Saturday last from a three months' trip to Europe.

These country merchants were noticed in Toronto this week: Mr. Hawkins, of Everson & Hawkins, Oshawa; J. A. N. Allan and G. A. Binns, Newmarket.

G. Highton, with Samuel, Sons & Benjamin, London and Liverpool, left for Montreal on Tuesday en route for New York, from whence he sails for England. He was accompanied as far as Montreal by S. Samuel, of M. & L. Samuel, Benjamin & Co., Toronto. Mr. Highton did not remain in Toronto as long as he had contemplated.

SPECIAL HALIFAX LETTER.

HALIFAX, Feb. 21, 1895.

THE most interesting feature of the trade in Nova Scotia this week is contained in the report of the Department of Mines just brought down in the House of Assembly. During the year ending September 30th, 1894, the New Glasgow Iron, Coal and Railway Company continued mining on the East River, Pictou county, and at Arisaig, Antigonish county. The returns show that in the latter county 1,376 tons of iron ore were mined. In the latter part of the year a contract was made with the Torbrook Iron Company, Annapolis county, to supply ore for mixture with Pictou ore. The following totals of materials were used at the Ferrona furnace from Oct. 1, 1893, to Sept. 30, 1894.

Coke	40,826	Tons
Coal	3,705	"
Ore	59,171	"
Lime	21,209	"
Millscale	1,735	"

At Londonderry the work of the past year presents no special features of interest. The returns show a yield of 9,214 tons of iron ore and 8,893 tons of flux.

Torbrook mined 21,664 tons of iron ore for furnace supplies at Ferrona and Londonderry. Reports have been received of valuable discoveries of beds of iron ore in this district.

The Pictou Charcoal Iron Company mined 11,043 tons of ore which was sold or treated in their furnace. They are doing nothing now.

The returns for gold show 14,980 oz, 7 dwts., 13 grains from 39,333 tons of quartz for the year ending September 30th, 1894. This is the smallest return since 1882. The Golden Lode Mine at South Uniacke, has been operated since the returns were made up. Their last cleaning shows a yield of 11 oz. to the ton.

There was 106,171 tons of gypsum mined during the year, valued at $97,529.

The coal mines of Nova Scotia turned out 2,200,235 tons, the largest output for some years.

Several new coal, gold and manganese mines are to be operated this year, and an increased business is looked for.

J. White & Co., dealers in stoves, etc., have assigned. Mr. White is at present in Mexico.

Trade is reported fairly good in the hardware line this week, but there is nothing of any importance doing.

A bill has been introduced in the Legislature to consolidate the Nova Scotia Forge and Steel Company and the New Glasgow Iron, Railway and Coal Company. It is being opposed in committee by stockholders in the former company. TAUNTON

TRADE CHAT.

W. H. CAMPBELL, of Belleville; C. H. Taylor, W. T. Ross and others, of Montreal, are seeking incorporation as the Taylor Hydraulic Air Compressed Co., with a capital of half a million, whose chief place of business is in Montreal.

Ontario paid nearly one million dollars in coal duties last year.

The late Thomas Watson, tinsmith, Hamilton, left property valued at $2,016.50, and his will has been entered for probate.

The destitution in St. John's, Nfld., is increasing. The Government announces its intention of proceeding with relief works at once.

A portion of the shafting in the London Machine Tool Company's works broke Tuesday and the shop was closed for the day. No person was injured.

Mr. A. A. Hayward, manager of the Golden Lode mine, South Uniacke, brought into Halifax, N.S., on Saturday a brick of gold weighing 152 oz. The crushing made the splendid showing of 11 oz. to the ton.

The General Trunk Line Association has decided to raise the immigration fare between New York and Chicago from $13 to $15 on May 1. Immigrant rates will be correspondingly raised from other Atlantic seaboard points in the Trunk Line territory.

The Toronto Council on Monday night, after considerable discussion, agreed to buy one Merryweather engine at once and to test the Ronald (Canadian) against it when the Merryweather arrives from England.

One of the best known and most highly respected citizens of Brantford, Mr. B. G. Tisdale, died there Friday night, Feb. 15, in his eighty-first year. He had been a resident of that district for about half a century, being a manufacturer.

At Monday night's meeting of the Guelph City Council a communication was read from the corporation of the town of Berlin asking the co-operation of the Council in memorializing the Legislature to take away from the municipalities the power to exempt industries from taxes.

Incorporation is being sought from the House of Commons by the Stratford Mill Building Company (limited) with a capital of $30,000. The applicants are Wm. Preston, Henry Glassford Hopkirk, Geo. Rennie, Andrew John Jeffrey, of Stratford, and others.

The Canada and Michigan Tunnel Co. will apply next session for power to construct a railway bridge across the river to Detroit, at the point where they are already empowered to construct a tunnel. It is the intention to build a draw-bridge, the spans to be not less than 1,000 feet.

A special mouthpiece for public telephones is being introduced into Germany, with the object of avoiding the spread of diseases carried by the condensed moisture of the breath. A pad, or a large number of discs of paper, with a hole in the middle, is inserted in the mouthpiece, and the upper disk of paper is torn off after conversation.

According to returns recently published, the production of metals in Tasmania during 1894 show very favorable results as compared with 1893. The value of the total yield, chiefly consisting of gold, silver, tin and copper, is given as £830,000, against £560,000 in 1893. The dividends paid amounted to £150,000, against £125,000.

Escaping gas in several of the cellars under stores in Woodstock nearly caused the death of R. C. Smith, jeweler, and Mrs. Cole, of the People's Store, early Saturday morning. Besides those living in the building, F. Rose, employed by Patrick & Powell, was asphyxiated in the basement of J. Rippon's store, having gone down to ascertain the cause of the leakage.

A firm of Customs brokers at Detroit, says The Detroit News, are handling a shipment of 600,000 boxes of cartridges from the Dominion Cartridge Co. of Montreal, consigned to Hibbard, Spencer & Bartlett, of Chicago. A short time ago a similar shipment of 615,000 boxes, containing 3,000,000 cartridges, was made. As these shipments are phenomenally large they naturally arouse considerable curiosity.

The East Hamilton Improvement Company, which is building the new incline railway, held its annual meeting Monday. There was a large attendance of shareholders. The report was adopted and the following elected directors: J. T. Middleton, M.L.A., John Thomson, John N. Lake, Charles Gurney and D. Newton. The contracts are out for all parts of the work, and the shareholders decided to issue only $5,000 more stock.

The Pennsylvania order for 30,000 tons of steel rails for 1895 has some significance, because quite a number of smaller lines often follow the lead of that great corporation. They argue that it must be safe to buy when the Pennsylvania covers its requirements. The quantity is relatively small. It is even less than it was in 1894, when the system took 36,000 tons. Some other orders have been given to Eastern mills, among them the Long Island for about 7,200 tons.—Iron Age.

A BICYCLE TRUST.

Twenty-seven Brooklyn bicycle firms have united to form the Brooklyn and Long Island Cycling Trade Association, with the following officers: President, Chas. Schwalbach; vice-president, Irving Sheppard; secretary, Louis Peoples; treasurer, F. Dunham.

It is the object of the association to regulate the cycle trade in Brooklyn, to establish a uniform price for second-hand wheels, hunt up stolen machines and otherwise work for the benefit of the local trade and its patrons.

LLOYD'S REGISTER.

The statistics of shipbuilding in Great Britain published by Lloyd's Register show that during the year 1894 the output of the shipyards of the United Kingdom amounted to 645 vessels of 1,079,479 tons, distributed among the following classes:

	Tons.
549 steamers	964,926
65 sailing vessels	81,582
31 warships	32,971

The total production of the world in 1894 was about 1,324,000 tons (1,168,000 steam, 156,000 sail). The tonnage totally lost, broken up, etc., in the course of twelve months amounts to about 692,000 tons (278,000 steam, 414,000 sail). There has been a net increase in the world's mercantile tonnage of upward of 632,000 tons. Of this total the net increase in the tonnage of Great Britain represents about 68 per cent., or 430,000 tons.

The statistics of colonial and foreign shipping during 1894 indicate that, excluding war vessels, there have been built outside of Great Britain 148 steamers of 203,279 tons and 170 sailing vessels of 73,751 tons.

The report of the Commissioner of Navigation of the United States for the fiscal year ending June 30, 1894, states that for the ocean-carrying trade they built during the year 1893 28 steam vessels of 56,402 tons and 36 sailing vessels of 13,437 tons.

The building of ships in the United States for ocean commerce is still an "infant industry," and yet how hard they have worked and what losses they have sustained to bring that infant to maturity.

KNEW WHAT SHE WANTED.

She entered the hardware store, says an exchange, with the air of one who confers a favor on the earth by continuing to exist upon it. She was as portly as middle age and high living could make her, and as slender as French stays and a tailor-made gown could force her to be. She looked through the clerk with her lorgnette and then said:

"Have you alabaster plates and cooking utensils?"

"Alabaster?" faltered the clerk. "I don't think we have, madame."

"Surely you have," she retorted, wearily, as one who is very tired of having to teach people what they ought to know themselves. "All stores must keep them. They are quite common."

"We do not," replied the clerk, deferentially, "or at least we do not call them by that name."

"Probably not," said madame, contemptuously. "Then see if you recognize them under the name of fire-proof."

"Oh!" cried the clerk, a great light breaking in upon his brain. "You meant asbestos, not alabaster."

And for the next fifteen minutes the stout, imposing lady had a little less the air of conferring a favor upon the community by living.

BUG KILLER PRICES.

How some dealers are getting fooled on quotations. Church's Bug Finish not only the best but the cheapest.

Dealers who are offered Bug Killers at cut prices should know how many pounds net each barrel will contain.

8 Barrels	Imitation Bug Finish at $2.25 cost	$18.00
8 "	250 pounds each = 2,000 pounds.	
7 Barrels	Church's Bug Finish at $2.50 cost	$17.50
7 "	300 pounds net = 2,100 pounds.	
2,000 pounds	counterfeit goods cost.....	$18.00
2,100 "	Church's Bug Finish cost.....	17.50
100 "	In favor of genuine article.	.50

No bogus recommendations needed to bolster up the sale of Church's Bug Finish. Every barrel full weight, 300 pounds net. Not one complaint last season of shortweight.

N. B.—Dealers selling cold water wall-coatings that infringe on Alabastine patents will be prosecuted for damages, as well as the manufacturers of the same.

The Alabastine Co. LTD. PARIS, ONT.

OIL AS FUEL.

A DEVELOPMENT of the past few years, and particularly of 1894, in connection with various departments of iron and steel manufacture, is the increasing use of oil as a fuel, says Kuhlow's. In heating furnaces, forges, puddling furnaces and under boilers in all classes of manufacturing establishments, oil has been demonstrating its efficiency, economy and desirability on other accounts. It has been employed with success for melting brass in crucibles, for heating bolts and rivets ; and in glass works, brick kilns, potteries, ovens, dryers, garbage crematories, and in the baking of plaster products it has been increasingly employed.

For use under boilers it has been found that the present method of burning oil will utilise all the heat units contained in the oil. One pound of coal represents about 14,000 heat units, and the best results obtained have utilised from 7,000 to 9,000 units, so that from 5,000 to 7,000 units are lost in gas that escapes through the flues. One pound of oil will evaporate under modern water tube boilers from 16 to 18½ pounds of water, temperature of water at the start, 85 degrees, while one pound of best coal under the same conditions will evaporate from 7 to 10 pounds of water—usually under horizontal boilers about 6 pounds of water.

Air and steam are both employed to atomise the oil, but there are good reasons for giving the preference to steam. The decomposition of the water under great heat results in separation into oxygen and hydrogen—giving a highly combustible gas and the greatest supporter of combustion. In the case of air the non-combustible nitrogen mingled with oxygen dilutes the latter and diminishes its energy. Yet in the case of steam, the heat required to disintegrate it is a factor to be taken into consideration. Repeated experiments and observation afford the only basis of determining with exactness the relative merits of the two systems.

In expense of attendance, in the refuse production, in the avoidance of smoke, and in cost of repairs, experience has demonstrated that many advantages are secured through the use of oil. It has been found that by the best system of burning crude oil, from 109 to 110 gallons will do the work of a ton of best coal. The expense of repairs is very moderate—in most cases is scarcely an item. Another advantage is the steady maintenance of steam pressure without fluctuation. There is no necessity for opening the fire box doors, and therefore the loss of heat with the in-rush of cold air is avoided.

In welding and heating the economy of oil has been emphasized in the recent experience of manufacturers operating forges. The fires do not need to be replenished, and a steady heat is maintained. A saving of 15 per cent. has been shown in such operations and a number of manufacturers are negotiating for oil burning systems on that basis.

It has been found that fires can be kindled in locomotives with crude oil at a cost of 3 to 4c. The coal is ignited more quickly and steam is raised in one-third the time required with wood, with only a fraction of the expense of the latter. Oil has been used successfully in running locomotives. Three tons of coal would be required to run an express train from Philadelphia to New York. The same result, it is claimed, can be accomplished on 300 gallons of crude oil at a cost of $7.50, against $11 40 for the coal.

An increasing use of oil is noted also in running steamships, tugs and steam launches. Lake vessels and ocean steamers are employing it with good results.

VENTILATION THROUGH GLASS.

The Prussians are, it is said, making their windows now of porous glass. It is asserted that this possesses all the advantages of the ordinary window, and whilst light is as freely admitted as though the medium of common glass, the "porous" admits air too, the minute holes with which it is intersected being too fine to permit of any draught, whilst a healthful continuous ventilation through the apartment is thus secured.

ALUMINUM IN THE ARTS.

CONSIDERING the very many uses for which aluminum is well suited and the myriad articles of different kinds into which it is made, says a writer in Aluminum World, it is, on this account, almost impossible to classify, or even arrange, in their proper groups, the many new things that came to our notice during the month.

It will, therefore, perhaps, be best to consider a few of the more important developments, as they may come to mind.

There has lately been a great interest taken in the manufacture of bath tubs from aluminum, also butler's sinks and applications of a similar nature.

These tubs are produced in two distinct general ways, the one by casting and the other by forming and joining sheet metal.

From a casual reading, it seems in each case to be a comparatively easy bit of work to form a bath tub, but until a very recent date all who had made the attempt secured considerable experience, but entirely unsatisfactory results.

The honor of having been the first to successfully make an aluminum bath tub, cast in one piece, belongs, without a doubt, to a Philadelphia firm, who, after many trials and costly experiments, succeeded in casting a complete tub in green sand.

The great size and ungainly shape of the tub, which was but from one-quarter to one-half inch thick, in sections of bottom and sides, caused an unusually severe shrinkage, which repeatedly ruined the casting and mould.

By a clever arrangement of the gates and risers, and an adjustment of the shrinkage, perfect tubs were at last turned out.

These castings were then ground smooth by a portable wheel, both inside and out, and after being finished, buffed all over and fitted with ornamental aluminum legs and other necessary attachments, one of the finest articles ever produced by an American house was placed upon the market.

These tubs weigh from one hundred to one hundred and fifty pounds, according to the manner in which they are fitted up. So as to better understand what a really remarkable advancement in aluminum foundry practice has been accomplished, it will be well to note the measurements of this cast tub. The length inside is 5 feet 4½ inches, depth inside is 22½ inches, width inside 27 inches.

There is a three-inch roll rim around the top of the tub. This assists very considerably the artistic effect, and is an important condition affecting the successful casting of the tub.

In the line of sheet metal tubs, progress was impossible until a successful solder for aluminum was put on the market.

The writer had this matter of sheet metal tubs in hand several years ago, in an effort to make a tub for a gentleman of wide national prominence, but at that time we could not secure sheets wide enough nor a solder that would hold. Indeed, even now some of the largest mills are only able to roll sheet aluminum in widths under 30 inches, but within a few days special arrangements are being considered to allow wide sheets to be put on the market.

The sheet metal tubs are usually made in three pieces, the end, the body, and the head or slope. These pieces are double seamed where they join, and soldered. In the case of tinned copper sheets, the seams are sweat together, and a most perfect joint is secured.

The aluminum sheet will lock seam equally as well as the copper, but considerable difficulty has been experienced in sweating the joints. In several jobs of this character, when the writer has been present to superintend the work, the failure to get the best results was usually due to the fact that the workmen thought they knew all about it and would not follow directions. There is no question that a tin solder will run freer and thinner than if aluminum were being worked. This may, to a degree, be explained that aluminum, on account of its remarkable heat conductivity, draws the heat from the soldering iron and from the melted solder, thus causing the latter to run thick and even chill. This may be overcome by using care to have the tools very hot and also heat with a blow-pipe the article or part to be joined. This means always tedious and painstaking work, but when once the knack is secured it is a comparatively easy matter to solder aluminum. We have found the only solder to give lasting results is Richards' brand, and our previous mention of soldering aluminum refers to this article.

We have, among our specimens, perhaps a dozen different specimens of soldered aluminum, each carefully labeled and dated. All are discolored, cracked and disintegrated except the sample of work done by Richards' solder, which is a clean and strong joint.

Among the advantages that commend aluminum for use in bath tubs, the following physical characteristics are most prominent.

Its heat conductivity is very high, the tub warms up and does not chill the water to the like extent of an iron or porcelain tub.

It is light in weight and admits of a high degree of finish or polish. It will not discolor, tarnish, or corrode to the same extent as with the baser metals. There is no coating or plating to wear off, thus eliminating the necessity of retaining. The aluminum may be buffed up at such time as it may be necessary, and the metal having its own body is thus practically imperishable. Exhaustive experiments demonstrated among other interesting data the fact that should water, after use of the bath, be allowed to remain in the tub over night, the surface of the aluminum is not affected as is the universal case with ordinary bath tubs.

CORROSION OF ALUMINUM ALLOY

Some interesting tests are reported in a technical review by Dr. J. W. Richards of the various new alloys of aluminum now coming so largely into use. It is well known that pure aluminum is a comparatively soft metal, and that for many mechancical purposes where strength is a prime consideration is hardened by being alloyed with a small proportion of some other metal, such as copper, nickel, silver, German silver or titanium. While pure aluminum has a tensile strength in castings of 15,000 pounds per square inch and in sheet of 25,000 pounds, the addition of 5 per cent. of nickel or German silver, or 2 per cent. of titanium, increases the strength to 20,000 to 30,000 pounds in castings, and 40,000 to 50,000 pounds in sheet. At the same time, as the strength is thus increased from 50 to 100 per cent., the specific gravity is not increased over 5 per cent.; all of these light, strong alloys being lighter than 3. An American firm making aluminum bicycles uses an alloy containing about 8 per cent. of copper and 12 per cent. of zinc, giving them castings of great rigidity. Many uses are determined by the liability to corrosion. It appears that they all resist well in strong acetic acid ; the titanium alloy is excellent where free hydrochloric acid may perchance be encountered, and in strong salt solutions the German silver alloy comes next in merit to the pure metal. In washtubs, sinks, wash boilers, etc., where alkali may be around, the fine metal again comes first, with the copper alloy next, and with the advantage that it shrinks less than the aluminum. For outdoor exposure, as shown by the resistance to water charged with carbonic acid, the titanium or copper alloys are to be recommended, copper having the better color.

POSSIBLE RUBBER FAMINE.

The enormous increase in the uses and the adaptations of rubber has been something startling, and with that increase has come a growing scarcity of the crude material. Most of the crude rubber comes from South America, and the immense quantity of sap taken from the trees has affected their vitality. Many of the large and more productive trees are dying, and it will be many years before the young trees will be sufficiently grown to yield sap. The rubber industry is confronted with a possible sap famine.—Ex.

BUSINESS CHANCE.

INVENTOR WILL GIVE THIRD INTEREST IN nailless horseshoe to party procuring patents and developing same. Address Box 417 Telegram, Toronto. (7)

STOCK WANTED.

SMALL STOCK HARDWARE WANTED in good town, doing profitable trade. Give full particulars. E. A., HARDWARE Office, Toronto.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon



We have just put in New Machinery, by which we can turn out
HAMMERS AND SLEDGES
OF EVERY KIND
At lower prices than ever before.
Only best steel used.
Write for fuller particulars.
JOSIAH FOWLER,
ST. JOHN, N.B.

MUNN'S LIQUID GLUE
Received the Highest Award
WORLD'S FAIR, 1893
In competition with
American Glues
THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

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11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

Highest Award at Chicago.



SCALES and SAUSAGE MACHINERY
67 Esplanade St. E., Toronto

AT THE NEXT WORLD'S FAIR.

PLANS and proposals for the projects of the International Exhibition at Paris in 1900 are being examined by a jury composed of prominent architects, artists, financiers, officials and others. The plans, models and designs are now on exhibition in the Palais des Industries and are exciting considerable interest, says Le Figaro. When the prizes were offered 664 aspirants applied for competition, but only 108 of these have completed their works, which now occupy 23 rooms in the Palais des Industries.

As the taking down of the Eiffel tower would cost the French Government 14,000,000 francs indemnity to the owners, besides the expense of demolishing it, most of the projects retain it as a feature and some use it as a basis of more or less ingenious and phantastic monuments. Plan No. 5 shows an immense aquatic castle on the Champ de Mars, which is considered as immersed for the occasion. No. 7 covers the entire Machinery Hall with a number of Russian cupolas and makes it a centre of display of electrical illumination. No. 10 covers the entire Champ de Mars with an immense building. No. 14 places a tower on Machinery Hall, topped by an immense globe representing our planet. No. 16 lays parts of the Eiffel tower upon its side and builds two enormous elephants, decorated in East Indian style, and the interior furnished with restaurants, ballrooms, etc.

Another project raises the Eiffel tower to 1,530 feet, and makes of it a monument of our century, decorating it with sketches from the various periods of our civilization. This projector will also dig a well 9,000 feet deep. No. 20 puts in place of the tower a great monumental building as a corner stone for the twentieth century. One architect covers the entire exposition with a glass roof and erects an immense crystal palace. Bridges, columns, viaducts, railroads, mosques, ships, halls, palaces, etc., appear in endless variety.

A very interesting plan, magnificent in its conception, is No. 61. It makes the Palace des Industries the central point and has a straight line boulevard to the Champ de Mars, offering from all points perspective views of the grounds. He changes the Trocadero, turns Machinery Hall into the Art Building, provides for reproductions of the Acropolis of Athens, St. Mark's Place of Venice and principal monuments of architectural art, but retains nearly all the building of the exposition of 1889. This plan has so far found the greatest approval, as it is the most economic, artistic and perfect to all outward appearance.

For a cement to fasten iron to stone, take 20 parts iron filings, 60 parts of plaster of paris, and 1 part of sal ammoniac; mix with weak vinegar to a fluid paste, and apply at once.

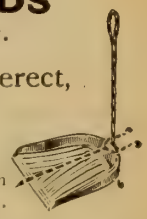
See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN
DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH
Is a leader for Inside or Outside Work.
A. RAMSAY & SON
MONTREAL.

Long Folding-Handle Dust Pan
HANDLE FOLDS
As shown by the Cut.
While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.
P.S.—We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.
TARBOX BROS., TORONTO.

Be Sure
The brand reads
JOHN LUCAS & CO.'S
And you will get the old . . .
Original, and Only Reliable And Durable Green
Imperial French Green
OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOHN WHITE & Co., tinware and stoves, Halifax, N.S., are asking for an extension of time.

W. J. Davidson, lumber, St. John, N.B., has assigned.

John A. Gill, general store, Assessippi, Man., has assigned.

Brown & Co., general store, Thorburn, N.S., have assigned.

Arthur W. Wiggins, trader, Waterborough, N.B., has assigned.

John Cameron, general store, Edmonton, N.W.T., is asking an extension.

Sweet & Co., general store, Victoria Harbor, Ont., has assigned to T. Goffatt.

J. F. Ross, general store, Coboconk, Ont., has assigned to W. A. Campbell, Toronto.

D. W. Dalmage, general store, Palmerston, Ont., has assigned to C. B. Armstrong.

The stock of Peppler & Co., general store, Wellesley, Ont., has been seized by the bailiff.

D. W. Richards & Co,, hardware, Charlottetown, P.E.I., have assigned to J. T. Mellish.

C. Fraser & Son, general store, Pembroke, Ont., are offering to compromise at 40c. on the dollar.

James Allan & Co., general store, Beamsville, Ont., have assigned to Henry Barber & Co., Toronto.

The creditors of Louis Bernstein, general store, East Augus, Que., have been called together for Feb. 28.

H. McElroy & Sons, general store, Richmond and Carp, Ont., are preparing a statement for their creditors.

J. B. Lavelle, general store, St. Germain de Grantham, Que., has offered to compromise at 50c. on the dollar.

A. Ryan, general store, Eau Claire, Ont., has assigned to A. G. Browning, North Bay. His creditors will meet on Feb. 23.

PARTNERSHIPS FORMED AND DISSOLVED.

Beland & Martineau, lumber, Quebec, have dissolved.

Costigan, Pratt & Co., dies and tools, Montreal, have dissolved.

Silverston Bros. & Co., traders, Montreal, have disolved partnership.

Eddy Labelle & Co., stove manufacturers, Montreal, Que., have dissolved.

Belair & Pulze, sewing machines, Montreal, have dissolved. Each continues.

The Kingston Chemical Fire Engine Co., Kingston, Ont., is applying for a charter.

The Continental Twine and Cordage Co has commenced business at Brantford, Ont.

Hockin & Pool, general store, Dutton, Ont., have dissolved. Thomas Hockin continues.

Alfred W. Pound has been admitted as a special partner into the agricultural implement firm of P. S. MacNutt & Co., St. John, N.B.

McLean & McBean, general store, Emerson, N.W.T., have dissolved. John McBean continues.

St. John & Fennell, general store, St. John's Newfoundland, have dissolved. John J. St. John continues.

Tucker & Cameron, general store, Carbonear, Newfoundland, have dissolved. Hugh Cameron continues.

Joseph Robert & Fils, sash and door makers, Montreal, have dissolved. Joseph Robert continues; style unchanged.

Telesphore Frenette and Eddy Labelle have been registered proprietors of Eddy Labelle & Co., stove makers, Montreal.

Jean Bte Bourque and Timothe Lemieux have been registered proprietors of Bourque & Lemieux, carriage makers, Coaticook, Que.

W. C. Webster & Son is the style of a general store partnership formed between Walter Chester Webster and Oscar C. G. Webster at Coaticook, Que.

Wm. Pratt, Thos. Pratt, Edward Pratt and Francois Pratt have been registered proprietors of the Pratt Mfg. Co., dies, tools, etc., Quebec.

William Preston, Henry Glassford Hopkirk, George Rennie, and Andrew John Jeffrey, Stratford, Ont., and William M. Thompson, Jackson, Michigan, are applying for incorporation as "The Stratford Mills Building Co." with a capital stock of $30,000 divided into 100 shares.

SALES MADE AND PENDING.

J. L. Drainie, hardware, Fergus, Ont., has sold out to Nichols & Co.

Robert Connecher, general store, Armstrong, B.C., has sold out.

The general store stock of A. D. Mitchell, Glencoe, Ont, has been sold.

S. B. Kelly & Co.'s stock of stoves at Victoria, B.C., is advertised for sale.

H. J. Crocker, Fingal, Ont., advertises his carriage-making business for sale.

The crockery stock of G. L. Simpson, Victoria, B.C., is advertised for sale.

The stock of R. Story & Co., hardware, Barrie, Ont., is to be sold by auction.

McDonald & Davis, general store, Ripley, Ont., have sold out to Marquis Bros.

The general store stock of Gustave Joly has been sold at 55c. on the dollar.

Alex. Allan, hardware, Smith's Falls, Ont., has sold out to G. R. McCarthy & Co.

The stock of F. R. Cole & Co., lamps, etc., has been sold at 20c. on the dollor.

Emma Rogers, general store, Brussels, Ont., has advertised her business for sale.

J. R. Cunningham, general store, Sawyerville, Que, has sold out to E. A. Kingsley.

The general store stock of B. G. Evans, Woodville, Ont., has been advertised for sale.

The assets of S. Beauchamp, crockery, Montreal, has been advertised for sale by auction.

The assets of W. H. Defocas, crockery, Montreal, have been sold at 40c. on the dollar.

The crockery stock of S. Beauchamp, Montreal, has been sold for 56c. on the dollar.

The stock of John Fraser, general store, Lefroy, Ont., is to be sold by auction on Feb. 27.

The stock of O. Fradette, general store, St. Narcisse, Que., is to be sold at auction on Feb. 28.

The business of the late C. W. Walden, general store, Birr, Ont., has been advertised for sale.

The estate of the late M. B. Long, general store, Golden, B.C., has been sold out to B. McDermott.

The assets of S. R. Page, general store, St. Ephraim de Tring, Que., have been advertised for sale.

The stock of Hoover Bros., general store, Port Arthur, Ont., is to be sold by public auction on Feb. 27.

The general store stock of W. E. Vanvelsor, Calton, Ont., has been advertised for sale by auction on Feb. 28.

The estate of the late Thomas Dayns, general store, Charing Cross, Ont., has been advertised for sale by auction.

The stock of B. Leclair & Co., general store, St. Michael (Napierville Co.), Que., is advertised to be sold on March 1.

CHANGES.

Thomas Belanger is starting in the lumber business at Quebec.

Marvin & Tilton, hardware, Victoria, B.C., are advertised as retiring.

Alfred H. Deschamps will start a hardware business at Montreal on March 1.

L. Waldroff, general store, Monkland Station, Ont., has removed to Newington.

Daniel Genge, furniture, etc., Alvinston, Ont., has been succeeded by R. Whiting & Co.

Joseph Larin has been registered proprietor of Joseph Larin & Co, painters, Montreal.

John Fummerton, general store, Fall Brook, Ont., has been succeeded by James Fummerton.

Cleophas Martineau, general store, St. Felix de Valois, Que., has removed to St. Gabriel de Brandon.

E. S. Hubbell, hardware, tinware, etc., Thamesville, Ont., has been succeeded by Hambly & Hodgson.

Celine Cauchon, wife of Arthur L'Heureux, has been registered proprietress of Arthur L'Heureux & Co., saw mills, Coaticook, Que.

Dame Victoria Blanchard, wife of Louis Damese Richer, has been registered proprietress of the business of D. Richer, carriage maker, Montreal.

FIRES.

David Kilgour, general store, Morden, Man., has been burned out at a loss of $10,000. Insured for $8,000.

J. A. Straith & Co., general store, Harrow, Ont., has been burned out.

James W. Curry, furniture, Amherst, N.S., has been burned out.

Matilda Clary, carriage maker, Millbrook, Ont., has been burned out.

Robt. H. Blow, South Mountain, Ont., has been burned out. No insurance.

Wm. Bailey, tinsmith, South Mountain, Ont., has been burned out. No insurance.

DEATHS.

John Delaney, of Delaney Bros., general store, Cobden, Ont., is dead.

A SMALL TREADLE LATHE.

A WRITER in Engineering states that, having had occasion to carry out some experiments of a mechanical nature, somewhat accurate and complex, he needed a treadle lathe to do a fair share of work in iron, brass and wood. It must cut screws in steel up to 40 threads per inch with accuracy, and be back geared for heavy work. The slide rest must be of the compound type, the mandrel hollow, and an index plate must be attached to it, the accessories to be obtained, if possible, from the makers, as time was limited ; the tool must be reasonable in price.

The correspondent failed to find a tool meeting all the requirements and of the proper dimensions in stock in either England, Germany or the United States. He therefore advances the following specifications as embracing the main characteristics of a lathe which he thinks would meet a demand already established: Length of bed, 4 feet 6 inches; swing, 9 inches; three speed cone for 1½ inch belt; mandrel, 1⅞ inches diameter, ¾-inch bore clear through and fitted with spring chucks with draw bar. The back gear would be 6 to 1, and would be placed under the head stock. The tail of the mandrel would extend beyond the back bearing, and have cone and nut for mounting index plates ; the mandrel and boxes would be of steel, hardened, ground and lapped. Machine cut gear wheels to cut from 3 to 64 threads per inch, and right and left hand gear in head stock. The compound slide rest would bear for a length of 14 inches on each side of the bed. It would be slotted for T-bolts, and would be fitted with a sliding stay. The width of the saddle would not be less than 6 inches. Stop screws would be fitted to each slide. The leading screw, 1 inch in diameter, with V-thread, ten threads per inch, to be attached to slide rest by divided nut 3 inches long. The rod feed would be placed below the leading screw ; this would also work the cross feed. The apron would be of the skeleton form in order to observe what is taking place behind it. A machine vise would be fitted to the slide rest, also an angle bracket for placing the compound rest and the vise vertical if desired. A steady rest and T-rests for wood turning would be provided. The tail stock spindle would have a bore of ¾ inch clear through, and its nose screwed similar to the mandrel. The spindle would be arranged for both lever and screw feed, and a small four-hole turret would be made for the same, a similar draw bar to be provided for spindle as in the head stock. There would be a light countershaft provided to drive drilling and grinding attachments to slide rest.

The writer believes that such a lathe could be made to sell for between $150 and $200.

PLEASE NOTE

A. C. LESLIE & CO., MONTREAL

(1) That our Toronto office is closed, and that all correspondence should be addressed to Montreal. Prompt attention to all orders and enquiries.

(2) That we are still selling wire, both plain and barbed, and our prices as usual are right.

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

TRENT VALLEY CANAL.

Specifications for the work to be done on section No. 1 of the Peterboro' and Lakefield division of the Trent Valley Canal have been issued. Tenders are to be received at the Department of Railways and Canals up to noon on Saturday, March 23. The section in question extends from deep water in the river at Lakefield to Nassau, a distance of about six and a half miles, measured along the centre of the river. In this distance there will be five locks, each 142 feet in length. The approximate lifts for these locks will be as follows : No. 1, 16 feet; No. 2, 10 feet; Nos. 3 and 4, 12 feet, and No. 5, 14 feet. Where the canal crosses Bridge street, in the village of Lakefield, it will be spanned by a high level bridge with a clean span of 81 feet. At different points dams will be constructed, varying from 250 to 300 feet in length. At Sawer's creek the track of the G. T. R. will have to be raised 4½ feet above its present grade, and this, it is designed, shall be done by the contractor for the section. The works are to be commenced as soon as practable after the contract has been entered into, and the whole section must be entirely and satisfactorily completed by October 1,

WINDOW DRESSING DEPARTMENT.

Winter has not yet vanished, but people are beginning to anticipate summer sports. In the minds of a good many the bicycle has first place. Timely is it therefore for you to occasionally dress your window with bicycles and bicycle sundries.

SHOP WINDOWS ABROAD.

"Europeans don't go in for newspaper advertising to anything like the extent that we do here," said an American recently returned from abroad to an exchange, "but they take the shine right off Americans for original schemes to attract attention to their shop windows. In London, Paris, and the larger cities in Belgium the shopkeepers are continually devising catchy advertisements. Shoe dealers, hatters and men in various mercantile lines do the business up best, but the confectioners, pastrymen and other small merchants are not a long way behind them. A shoe dealer in Brussels, who makes a specialty of a waterproof shoe, keeps a pair of the shoes standing in a pan of water in his window all day long. The water comes just up to the top of the soles, and the public are respectfully invited at all times to step up and feel the inside of the shoes and see that they are perfectly dry. Another shoe dealer in London made a specialty of shoes for 'bus drivers, and his greatest claim for them was that they were unusually warm. He kept a pair of shoes embedded in a cake of ice in his shop window, and anyone could walk in and feel the inside of them and see that they were warm. A hatter in Antwerp who manufactures a waterproof silk hat keeps one of them in his shop window suspended over a pan, with a stream of water running over it. I never passed this store once without seeing a crowd of people standing in front of it, and I don't doubt that this scheme brought him many a customer he would not have otherwise had.

"In Paris a firm of safe makers employed two men to stand in the window of their place all day and hammer on the lock of one of their safes with huge sledge hammers. The novel designs that confectioners and pastry cooks get up and put in their windows attract the attention and admiration of all foreigners. Every confectioner in Paris who goes in for window advertising at all has a big Eiffel tower of candy in his window; but fine as the Parisian displays are they are not nearly so handsome as those of Brussels. The amount of cake and candy which is wasted in window decoration in the big Belgian cities is amazing. I can't see what use the sweets can be after the things are pulled apart, and certainly no one can have any use for a huge castle or figure made out of cake and candy, unless it is used as a centrepiece on a banquet table.

"I have noticed in New York of late a tendency among small retail dealers to emulate the foreigners in this matter of window advertising. A Broadway shoe dealer is advertising his waterproof shoes like the Brussels merchant"

LAMP AND BRUSH DISPLAYS.

IT is not necessary to impress upon readers the very great importance of making the entrance to the shop bright; but many in the trade need to take more trouble to ensure this advantage in their establishments. An excellent plan was noticed recently near London, Eng, by Ironmongery. The shop had an entrance door lying back in a recess three to four feet deep. The shop window was on the left-hand side as one entered the shop, and instead of noticing as one went in the ends of shelves on which goods facing the shop front were displayed, several shelves had been erected in the side of the window, and on each of these was arranged a row of lamps, varying in size according to the height of the shelf, and of every variety of pattern and style of shade. In the daytime the display was effective, but in the evening the whole of the lamps were lighted, and the shop entrance was one of the brightest to be seen, even in a fashionable thoroughfare noted for the excellence of the displays made by the general body of tradesmen located in it.

A timely suggestion has been made regarding the application of the "rope-ladder" system to the display of such seasonable goods as skates, brushes, etc. The side ropes are made by cutting cord to equal lengths, and then knotting these lengths to make them endless. At regular intervals knots are made which hold the cross pieces, which may be ordinary stair rods, or other round metal rods of similar substance. On these rods the goods are hung, and the side ropes which support the whole hang from ceiling hooks fixed to the ceiling over the counter or in the shop window. Many goods will readily come to mind, in addition to skates, which could with great suitability be found for such a stand as is here depicted, and we should expect to find that the suggestion here given has been adopted by a considerable number of hardware merchants who will apply it to their respective requirements. The fitting is exceedingly light, and could be placed in any prominent position in the shop.

Advertise when trade is dull to bring it, and advertise when trade is brisk to keep it.

Fires!

Holocausts!!

&c.

Thus far 1895 has been a disastrous year for the fire insurance companies.

Thousands of dollars have gone up in smoke.

But, they have not been the only losers. ---- Many unfortunate men (who have our sincerest sympathy) have lost most valuable papers, because they had no

Taylor

Safe



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

H. BOKER & CO.

Are famous for their

Razors

And Scissors

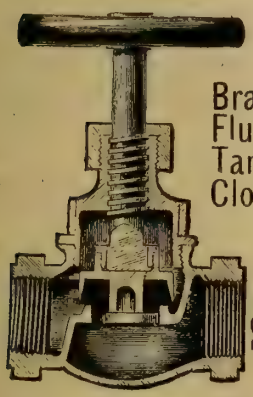
Pocket Cutlery

Trade Mark

(Tree Brand)

FOR SALE BY LEADING WHOLESALE HOUSES

For Plumbers' and Steamfitters'



Brass Supplies
Flush Tanks
Tank Boards and
Closet Seats

. . . WRITE . . .

THE Stevens Mfg. Co.

London, Ont.

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

CRUDE OIL SUPPLY.

IN view of the steady advance of petroleum in sympathy with the increased scarcity of crude oil in Canada and the United States, it is of interest to manufacturers to know whether or not the supply of crude petroleum is really diminishing. In the earlier and some of the latter fields of Pennsylvania, the supply grew less and less, some wells giving out entirely. But exploration and development have been steadily going on in other states. The New York Sun states that during the last year 3,001 wells were completed in Ohio. One well—the Kirkbride—in Sandusky, Ohio, produces 310 barrels per hour, or 7,440 barrels per day of twenty-four hours. In nineteen counties in that state 17,401 oil wells have been drilled, nearly 3,000 of which failed to produce oil in paying quantites. The most profitable field is in Wood county. More than 6,000 wells have been drilled in that county alone, and there are in that county also 605 miles of gas and oil lines, the piping ranging from two inches to ten inches in diameter. There are also 260 storage tanks in the county, the cost being about $6,000 apiece—one pumping station alone—No. 8 at Cygnet—sends 45,000 barrels a day to Cincinnati. It is estimated there are over 8,000,000 barrels of crude oil in the tanks of Wood county, representing a cash valuation of $4,400,000. In the last four years, the output of the county has been 71,820,000 barrels. Other counties in Ohio possess oil wells in the following proportion: Hancock, 2,723; Allen, 1,416; Auglaize, 2,297; Sandusky, 2,628; Lucas, 160; Mercer, 1,156; miscellaneous counties, 886.

The oil fields of Indiana comprise, in the main, the following counties: Adams, with 214 wells; Blackford, 92; Jay, 345; Grant, 50; Huntingdon, 35. Wells in adjoining counties number 152.

It will be seen by the foregoing facts that the volume of crude oil in the earth is not likely to be soon exhausted.

IRON vs. STEEL AXLES.

The question of iron versus steel axles is one of great importance on any large road and is one that must be decided by practical experience, says a contemporary. On some roads the verdict has been changed several times in favor of one or the other material. Doubtless this will reoccur on numerous other roads. As the art of steel making grows older and more is learned of the refinement of its manufacture, there is a strong probability that previous or existing imperfections for special uses will be overcome by improvement. Our observation is that steel for axles is growing in favor at the expense of iron. If this view is correct, it indicates improvements in steel made for this purpose, and it also indicates that the safe position for rolling stock officers to take is one in which prejudices formed by long-ago experiences shall have no place.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S
CANADIAN CUSTOMS TARIFF
— AND —
ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THE
Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends.

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Feb. 22, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18½ 19
Straits "	18 18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¼c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6¼ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates 1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
2½-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¾ " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head

16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼

Gordon Crown—

16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04¼
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 15 0 16
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

Selected Packages, per gal	0 42	0 44

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p. c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepar'd pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1. leather, dis. 15 p.c.
Standard, 37½ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmcur's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 0	
" 2, "	4 5	

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 50 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2 70	
Thorold "	1 10	
Queenston "	1 10	
Napanee "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2 00	
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each	1 65	2 4

Glass.—*Window.*

Box Price.

Size United Inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—
6 to 10 in., per lb. 0 3½ 0 04
12 up " 0 2½ 0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pairs

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 p.c

Horse Shoes,

F.O.B. Toronto & Hamilton $3 60
Snow, " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.

Clauss, bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or Amer Basis—50 to 60 dy ..... Pat'n. 2 10
40dy 2 15
30 dy 2 20
20, 16 & 12 dy 2 25
10 dy 2 30
8 & 9 dy 2 35
6 & 7 dy 2 50

2. Amer. Pattern Only
from 4 to 5 dy 2 60
3 dy. (lath) 3 10

3. Canada Pattern Only
from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3 dy. A.P. Fine 3 70

Car lots 5c less.

Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.

German & American 1 85 3 50

Nail Sets. per gross

Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R. Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys

Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches

Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾ c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.

Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

	Rope	Sisal.	Manilla.
7-16 in. and larger ..	6⅝	6½	9
¼, 5-16, ⅜ in	6¾	7	9½
Cotton, per lb		13	16
Russia Deep Sea, per lb ..		12½	13½
Jute		06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.

Sectional, per lb 1½ 1⅝

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7
Hand, Disston's, dis 10 15 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.

"Lincoln" McMillan & Haynes per doz 7 50

Scales.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 60 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 52½ per cent. revised list

Scythe Snaths.

Canadian, dis. 35 to 40 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 42½ special brands net price.

Sieves

Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb 0 26

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.
Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " 4 80

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.

P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list. 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz

Traps

Game, Newhouse, dis 33⅓ p.c to 35 p.c.
Game, H & N., P. S. & W. 62 to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, Russian. per lb 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb .. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8

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Hand, per doz 4 00 6 00
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Coach, each 6 00 7 00
Peter Wright's, per lb .... 0 12 0 1?
Pipe, each 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

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Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
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" 4 " 4 & " "
" Plain twist, all deld ... 2 87½
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" Steel thorn and ribbon 4½ 5
"Lock Barb," 4 point 4½
Ditto Glidden 2 point 4½
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Steel staples 2 87½
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Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1

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Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

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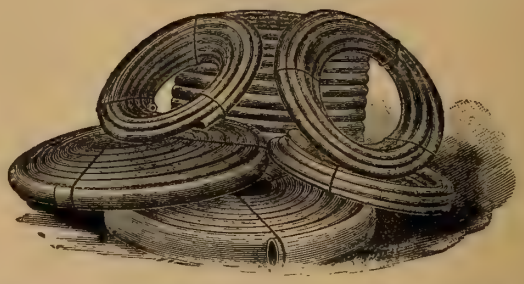
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VOL. VII. TORONTO, MARCH 2, 1895. No. 9.

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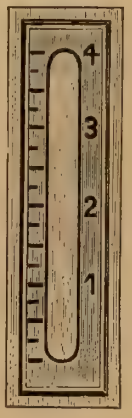
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THERE IS NO LOSS OF FAITH.

ANYTHING but satisfactory is it to Canadians to see the Canadian Pacific Railway pass a dividend, as its directors have decided to do.

But solace is it to our feelings to know that the condition of the C. P. R., and that of Canadian railways in general, might be much worse than it is.

We can be thankful, for instance, that our railways are not financially like unto the railways of the United States.

There the Northern Pacific Railway, besides thousands of miles of other lines, is in the hands of receivers, and one of the knottiest problems the Government has to deal with to-day is what to do with the white elephant it thus finds on its hands.

In Canada we have none of those things to bother us.

In consequence of the financial crisis that has held sway in the outside world, and in the United States particularly, there has been a falling off in the volume of trade in Canada : There has been less production, less buying and selling, etc , and of course, less carrying for the railways to do.

Naturally, the C. P. R. suffered with other railways. But the people of this country have by no means lost confidence in their great trans-continental line because it has passed a dividend.

They know too well the success that has attended it in the past, while with its possibilities they are in a fair measure acquainted. And these possibilities were never better than they are to day, the passing of a dividend notwithstanding.

STEEL RAIL SITUATION.

THE closing down of the Carnegie mills is particularly foreboding, coming as it does at this time of the year.

This is about the time when the trade barometer is read for a forecast of the prospects in steel rail manufacture.

But we are told that the Carnegie mills have practically no orders, while there are none in prospect. Regarding the steel rail situation generally in the United States, it has not so far come up to anticipations, while the outlook contains conditions that are anything but of a favorable nature.

A pleasing feature—and probably about the only pleasing one—is the prospect of a continued increase in electric railway building in the country districts. And this, of course, means a certain demand for steel rails.

For electric railway building in the United States last year, 155,000 tons of steel rails were used. In 1893 the total was 133,423 tons, in 1892 111,580 tons, and in 1891 81,302 tons. The figures this year are expected to exceed those of 1894, as those of the latter year did its predecessor.

The great obstacle in the United States to returning commercial activity is non-confidence. Yet confidence is as essential to trade as are foundations to a building. And until this quantity exists there will not be much recovery in the steel rail, or any other staple industry.

THE "OFF" SEASON.

ONE of the most discouraging features of the reaction that inevitably succeeds the rush and strain of excitement of the holiday season, is the limp, not to say sloppy, look of many of the smaller stores. Where but a short time ago everything was attractively and temptingly displayed, there now reigns disorder; where a few weeks ago the storekeeper and his assistants were alert and ready, almost over-anxious to please and serve their customers, there is now gloom and apathy, bordering on indifference. The lights even are turned down or out, and everything about the place has a shrunken, or, worse still, sodden look that repels the customer and cannot fail to give the storekeeper a nightmare.

If any exception is made, it is apt to be in the direction, if anything, of greater confusion and disorder. The windows are plastered over with flamboyant signs of "Clearance Sales," "Bargain Sales," and the like, and for months the stock is jumbled together in motley confusion and unattractive untidiness.

This is all a mistake ! It is as unreasonable of the storekeeper to expect that the buyer shall keep up throughout the entire year the feverish rushing about with loosened purse-strings that is a symptom of the holiday epidemic as it is for him to complain that business is going to the dogs when this rush subsides

A storekeeper is in business for the whole year, not for a busy season only. It is therefore incumbent upon him to be as well and fully prepared to do business every month in the year as he expects to be from October to January. He must in the normal season give the same care to the selection of his stock, to its artistic arrangement, and to the dainty touch of refined finish of detail, that distinguished his store in the season when he is known to be at his best. Goods must at all times be carefully placed after having been carefully selected, and small articles that may be suggestive of all sorts of immediate wants or pretty eccentricities must be given judicious prominence—in short, the same care that made goods sell so well at a time of animated business circulation is more than ever needed to recommend them to the few shoppers of the duller seasons.

BE CAREFUL.

Hardware merchants who purpose handling bicycles this season should not be in a hurry to place their orders.

They have nothing to lose, but they may gain a good deal by waiting.

In both England and the United States there is an over-production of wheels, and a large over-production it is too.

Prices cannot consequently go any higher ; the prospects are they will go lower.

Obviously, in the face of this, it behooves dealers to pursue a sort of hand-to-mouth policy, while the duty of those who have wheels in stock is to rush them off as fast as they can.

THE TIME TO PUSH.

WHEN business is depressed a great many men engaged in commercial pursuits lose their energy. They sit down, fold their hands, and say it's no use pushing things till times improve. Like Dickens' Micawber, they wait for something to turn up. Now, such conduct is absurd. When times are prosperous business comes of itself, while in dull seasons it has to be sought. A period of comparative financial depression, like the present, is the very time to push business in every possible way.

A case in point is that of a merchant who spent a very short time mourning over the dulness of trade last year. Realizing that something had to be done if he wished to continue in business, he studied thoroughly the equipment of his premises, to see how it could be improved and how the cost of production could be cheapened. Investigation disclosed the desirability of some special improvements, and of facilitating the operation of several departments. Action was forthwith taken to render the labor done more effective. Orders were sought on a new basis, and a fresh start was taken. From that on a steady gain was made from month to month in the volume of business handled. Further than that, the impetus thus acquired was due to such a plain cause that the proprietor has profited by the lesson learned, and is now always on the alert to see how he can improve his business methods. For him 1894 may be remembered as a year of very hard work, but not as a period of business stagnation and capital wasting.

Let jobbers and retail dealers take a hint. Let those who are discouraged by hard times throw off the lethargy that is overcoming them. Let them take up new branches, and improve their methods of trade, and they will soon find that their own wisely directed efforts have brought so much entirely new business that the cause for depression and the necessity for grumbling will have passed away. Even Micawber, it will be remembered, when he struck out into fields new and pastures green, attained a considerable measure of success. The advice of HARDWARE MERCHANT, then, is to be up and doing, and to make hay even while the sun does not shine.

HEEDLESSNESS.

It does seem as though nothing was more aggravating in boy or man than the spirit of heedlessness. Once yielded to it becomes characteristic of the individual, and it is displayed in every act. It renders him useless in almost every position in which he may be employed, and is generally a pretty good indication that his mind is not upon his work. It results in a continued series of errors and disasters, of little blunders and unbounded waste. The person who is dominated by this influence guesses rather than takes the time to figure, is forever cutting off the sheet too short or else wastefully too long, is habitually unsystematic, never knows where things are, and never puts them back in their places, and is forever leaving things almost done when they might just as well have been completed. The cure for all this is hard to effect. Slovenly methods cannot be at once replaced by systematic habits, but the process may be gradual where there is a will to turn from heedlessness to carefulness as a characteristic of one's life. It must be by a careful scrutiny of each act, by thoughtfulness at all times and a never forgotten determination to do all things as well as it is possible to do them. Such habits are sure to appeal to an employer, and although sometimes long in coming, the conscientious employe seldom fails to receive the reward that he deserves. At all events, it should mean much to him that he has tried to do the best that he can.

NECESSITY OF COMPOSURE.

One thing which, if not a necessity, is at least conducive to comfortable living, is hardly appreciated even by those who most need it. This is the need of having some time each day entirely alone. It is impossible to live comfortably without composure of mind, and there is no way of securing it so surely as to spend a short time each day —and a long time is even better—in silence and free from interruptions. It is soothing to tired nerves and strengthening to a tired mind. The person who does not like to be alone, who does not even strongly desire to be alone, once in a while, is already on the highroad to ill health. It is the only way to have relief from the confusion of always being in some one's presence, which will, sooner or later, either affect the nerves or weaken the mind.

Wherever or however you live, then, see to it that you have at least one hour out of every twenty-four which you can call your own. Some busy people may at first think this is impossible; but we rarely find any one who does not waste more than this every day, and who is not the worse off for the waste. The very act of taking this hour strengthens the will, and adds that much to the comfort of living, since a weak-willed person is at the mercy of everything and every person that encroaches upon his rights; and not the least of these is the right to live a healthy, comfortable life. This advice should be taken to heart by our merchants.

A NINE CENT COIN.

The nineteen, forty-nine and ninety-nine cent marks on many articles of merchandise have led certain investigators to demand a nine-cent coin. It is said in defence of this idea that it would greatly facilitate making change and save shoppers a great deal of time.

C. P. R. STOCK.

"AT the meeting of the directors of the Canadian Pacific Railway Company, on Saturday, a half yearly dividend of two per cent. on the preference stock was declared, but, in view of the continued and unexpectedly large decrease in earnings, and the advisability of maintaining as strong a position as possible during this period of unwonted depression in business, the board decided that it would not be prudent to pay any dividend on the ordinary shares for the last half of the year 1894."

Such was the announcement given out by the directors of the road after the meeting last Saturday in Montreal. A journal of that city, in commenting upon the situation, says:

"The announcement caused considerable surprise. It was not, however, as a lightning bolt from a clear sky, for among well-informed people it was a foregone conclusion that a reduction, if not an entire cancellation, of the dividend on the common stock, would be made. That a decided drop would be taken by the stock was also generally conceded, so that when the other morning London quoted C.P.R. six points down, no one was very much surprised. That there was practically no C.P.R. stock afloat was probably a very fortunate thing, so far as the Street was concerned. Business was practically at a standstill on the Exchange. As one broker expressed it, 'We are all afraid to open our mouths for fear of being loaded with something we don't want.' Canadian Pacific opened at 43 and sold down to 42, with some three hundred and fifty shares changing hands. Outside of this lot there was practically nothing done in C.P.R. or anything else at the morning session.

"In speaking of the amount of C.P.R. held in Montreal, one well-informed gentleman of the Street said that there was practically very little stock in the city, and what there was was locked up in strong boxes; that as a speculative medium it hardly existed here. At one time it was dealt in very largely, but, in the autumn of 1890, during the Baring panic, and again in the panic of 1893, the stock was all absorbed in London, and since that time has speculatively ceased to exist on this side of the water. Outside of the large holdings of the directors there was none to speak of.

"On the New York Stock Exchange, C. P.R. opened at 43¼, and, on a few transactions, up to noon sold down to 43. In 1894 the highest for the stock on the local Exchange was 73¼. This was in January. The lowest on record was in April, 1885, when it sold down to 35¾. In 1889 the stock sold, in London, at 48¾, and in 1892, in London, sold at 97½. In the year 1893, 66 was the lowest and 90¼ the highest in New York."

BRITISH IRON DECADENCE.

BRADSTREET'S the other day contained an interesting article on the decadence of the iron industry in Great Britain. After giving figures referring to the United States output of iron, which are well known, it goes on to show that in 1889 the iron production in the United States was about twice that of Germany, but now it is found that the iron production of Germany last year was 5,559,000 tons, compared with 6,657,000 tons in the United States, an achievement, it is declared, of which the Germans "are not unnaturally proud," and which "bodes no advantage" to the iron trade of the United Kingdom.

It is estimated that British iron production last year was about 6,500,000 tons, rather less than the output in the United States, and perhaps 500,000 tons more than in Germany. In the first six months of 1894 the pig iron production of Great Britain was slightly in excess of that in the United States, undoubtedly, as production of domestic pig iron in the latter half of last year increased sharply.

The article goes on to say that the confession was made without elation by British trade journals that the progress or otherwise of the American iron trade cannot hereafter have nearly so much to do with British commercial relations as formerly, and probably will have less to do with them. The fact appears plain on both sides of the water, then, that America has reached a position which enables her to provide for the whole of her own needs in this direction "except tin plates." Notwithstanding American forge and foundry pig iron have been sold at home cheaper than like grades in Scotland or England, and in spite of the fact that Hematite iron has sold in Pittsburg as cheap as on the west coast of England, the opinion is offered that "distances and other considerations" will hinder America from competing successfully with the United Kingdom in neutral markets for some time to come. It goes on to add, however, that British ironmakers regard with disquietude the heavy increase in the output of German pig iron last year in the face of a practically stationary output in Great Britain, adding that it seems hardly credible that only fourteen years ago the United Kingdom produced three times as much pig iron as the German empire, while to-day the latter turns out only one-seventh less than the United Kingdom per annum. This leads to a general agreement that at Germany's rate of increase its iron industry will overtake and run beyond the British product within two years, leaving the United Kingdom ironmasters third in order among the world's producers, the United States first, and Germany second.

After stating that Germany has competed with the British producer face to face in neutral markets, it concludes with the following significant extract from The British Iron and Coal Trades Review: "English makers can still produce pig iron more cheaply than it is produced in Germany, as a rule; but while England has not of late years effected any permanent decrease in the cost of production, the Germans have, by improvements in processes of manufacture, by the command and use of cheaper raw material, and by the concessions given by railway and canal companies in the matter of transport, been able to reduce the cost of producing pig iron by 15 to 25 per cent. Hence the prices of German iron have fallen greatly of late years relatively to our own, until it now comes within a narrow margin of current British rates. On the other hand, of course, the Germans have an enormous advantage in the matter of labor, which enables them to produce finished iron and steel, such as rails, plates, wire, and structural iron, much more economically than they can be produced in our own country. This is another point that tells greatly in favor of German progress and against our own. Until lately England was the largest exporter of both crude and manufactured iron and steel. We now no longer hold that position, or, at any rate, we do hold it, if at all, by such a narrow margin that we may almost be said to have lost it. If we exclude tin plates, which is a special industry, the exports of manufactured iron and steel in Germany are about equal to our own. We are still the largest pig-iron producing nation, but this is a field in which Germany does not care to rival us. The Germans, indeed, are flying at much higher game. What they require and aspire to is the command of outside markets, so far as the supplies of manufactured goods are concerned. By this result they find, as a rule, better profits for manufacturers and much more employment for labor. As a pig iron producing country England is, so to speak, a 'hewer of wood and drawer of water' in comparison with a country that has a large business in the final products of the iron industry, and this is the essential difference between the Germans and ourselves. It is evident from what has just been said that we stand in imminent danger of seeing the sceptre of supremacy as an iron-making country pass from us, unless we can make better terms with labor than we have hitherto been able to do. This is really the root of our troubles and lack of progress. German labor is paid quite 30 per cent. less than our own, and the hours of work are also longer, as a rule."

BRIDGE TENDERS.

Among the four tenders received by the Toronto City Council for a bridge at Island Park, two were from American firms, but the figures were so high that they will not be considered.

Of the other two, one is from the Bridge Company at Peterboro', for an iron and steel bridge at $3,660, the other is for a wooden bridge, from A. J. Brown, a Toronto contractor, at $2,500.

TOO MANY BRANCH BANKS.

COMMON is it to humanity to try and pluck the mote from its brother's eye while a beam is still in its own eye.

One of the particulars in which this weakness is evidenced is in the periodical addresses or writings of bankers.

These gentlemen are prolific in the lessons they read merchants on the evils of careless credits and excessive expansions of trade. Yet in both these particulars they often exhibit a good deal of remissness themselves.

Their shortcomings in the matter of credits are revealed by some of the published statements of insolvent concerns. Their shortcomings in the way of undue expansion of trade are not so generally known; but they are true, nevertheless.

A few years ago, it will be remembered, most of the banks were consumed with the missionary spirit to start branches, urban and suburban.

As a result, there were soon too many branches; and as too many branches meant not enough business, some of them are white elephants on the hands of the parent banks.

This is no mere hap-hazard assertion. HARDWARE MERCHANT'S authority is one of the leading, best known, and respected financial authorities in Toronto, and he says that it is becoming a serious thing what is to be done in the premises.

Sound as are the chartered banks of Canada, yet it is evident that some of them do those things which they should not do when hungry for business, as well as ordinary merchants.

It is now the duty of the banks to act upon their own advice to merchants: Take in sail.

TURPENTINE AGAIN ADVANCES.

Further excitement in turpentine has developed on the Toronto market during the week.

Up to the time of writing there have been two or more distinct advances, and at the prices now obtaining jobbers are not at all anxious to secure business.

The ruling prices are now 44 to 45c. for 5-barrel lots, and 45 to 46c. for single barrels. Some anticipate that 50c. will be touched before many days.

The advances are in sympathy with the market in the south, which, according to latest advices, was still tending upward.

The cause of the higher prices in the primary markets is an alleged shortage. Stocks on the Toronto market are still small, while the demand is somewhat active. "Those who can stock," said one jobber, "have been trying to buy, and would buy if they could book at little closer than figures quoted."

Turpentine is just now the strong feature of the paint and oil trade.

DROPS FROM THE EDITOR'S PEN.

THE net profit of the Richelieu & Ontario Navigation Co. was last year over 16 per cent. Lower freight rates are now in order, but it does not follow they will materialize. Money makes the mare go, but making money does not usually make big corporations more magnanimous.

* * *

There is one advantage about quiet times in business : they afford merchants time to think. The trouble with a good many is that they do not think enough. More people lose money by not thinking enough than there are who lose it from thinking too much.

* * *

Save your discounts, and your discounts will save you.

* * *

Do not imagine that these be ancient times because some business men employ ancient methods. For instance, do not advertise, or take a trade paper.

* * *

Never trust your memory for keeping accounts. It is about as wise as trusting with goods a man who is an entire stranger to you.

* * *

A merchant often diminishes his dollars by enlarging his quarters.

* * *

The merchant who cuts prices because somebody else does, is simply endorsing his action, and this is about as foolish as to endorse his note.

* * *

"What is Enterprise?" asks a contemporary. Well, it is not sitting down and folding one's arms because business is not satisfactory. Consequently, it must be something of an opposite character.

* * *

The production of Anthracite coal in the United States last year fell off 1,696,337 tons and the price 25 to 75c per ton. Hard Times evidently invades the demesne of the coal barons as well as that of ordinary mortals.

* * *

"The ideal home is one that ministers to the needs of all those who make it." That is, of course, it ministers to all except the grocer who keeps open till he is too tired to enjoy anything but his bed.

* * *

Hard times make good merchants as well as severe storms good sailors. Chew this thought for consolation.

* * *

If the members of the Ontario Legislature display half as much care for the public weal as they did a few months ago, to make their own calling and election sure, many good measures will be placed upon the Statute Book and many bad ones removed therefrom.

* * *

It is yet to be demonstrated whether the members of the Eighth Parliament of Ontario are an improvement, in a business sense, upon their predecessors in the Seventh Parliament. By their Acts ye shall know them.

* * *

A public meeting has been called by Mayor Kennedy for to night (Friday) to discuss departmental stores. It is safe venturing that the meeting will be noted more for the variety of views advanced than for the practical benefits that will result. It may do something as an educator, but that is about all it can do.

INDUSTRIES FOR HAMILTON.

The Westinghouse Air Brake Company, of New York, and the Marion Steam Shovel Company, of Marion, O., with whom Mayor Stewart has been in correspondence regarding the establishment of branch factories in Hamilton, Ont., have both written to say that they will be pleased to give the advantages of Hamilton due consideration when matters have advanced so far as to require them to choose a site. The Marion Steam Shovel Co. sends a catalogue, which shows it to be an extensive and impo tant concern.

STILL IN BUSINESS.

Advertisers should be educated to appreciate that an ad. in a trade paper, reaching and read weekly or monthly by the people he wishes to reach, has a value to him above merely the orders it directly brings. He does not figure the value of the sign above his door merely on the basis of the patronage it happens to attract. It is there to tell everybody who passes, whether patrons or not, where his place of business is—it is a "sign" that he is in business there. So the ad. in the trade journal is a "sign" year in and out, to those you wish as patrons, that you are "still in business." The trouble is that most advertisers want direct and quick returns—like the returns from a "special sale" dry goods ad.—Trade Press.

"As soon as my trade picks up a bit,"
Said the merchant, looking wise,
"As soon as my trade picks up a bit,
I am going to advertise."

"As soon as my vessel reaches port,"
Said the skipper, with a wail,
"As soon as my vessel reaches port,
I am going to set my sail."

"As soon as my field of grain is grown,"
Said the farmer, sore in need,
"As soon as my field of grain is grown,
I am going to sow the seed."

"As soon as the man is well and strong,"
Said the doctor, drawing close,
"As soon as the man is well and strong,
I will give him a curing dose."

"As soon as I know my soul is saved,"
Was the preacher's observation,
As soon as I'm sure my soul is saved,
I'll pray for its salvation."

—Exchange

THOSE FIRE ENGINES.

A despatch from Manitoba says : "There is a sensation over the trial test of the new Merryweather fine engine purchased by the Winnipeg City Council. The test was proceeding satisfactorily, when there was a sudden explosion, one of the flues of the boiler bursting. The cause was the turning off the water supply by one John McLaren while the engineer's back was turned. McLaren, who is a railway engineer, has been arrested on a charge of malicious damage."

In view of the proposed purchase of a Merryweather engine by the Toronto City Council this news is doubly interesting.

ELECTRIC LIGHT METERS.

The Act governing the inspection of electric light meters takes effect April 1. Experts have been sent out by the Dominion Government to instruct the gas inspectors in their duties.

A PLEASANT FUNCTION.

The members of the St. John (N.B.) Iron and Hardware Association were entertained at dinner, during the past week, at the Union Hotel, by their president, W. H. Thorne. It was a pleasant gathering, and will, no doubt, result in producing an increase of friendly feeling in the trade.

SEWING MACHINE COMBINE.

It is stated on good authority in Cleveland, Ohio, that three of the most prominent sewing machine companies have already entered into the proposed sewing machine combination, and are now prepared to buy out absolutely the plant of a fourth company. It is understood that the Singer, Domestic, and Davis are the companies which have already joined issues, and are now negotiating to buy out the White Company, of Cleveland, for $1,200,000 in cash.

CUSTOM HOUSE BURNED.

Fire was discovered in the Custom house at Fort William, Ont., on Tuesday night. The interior of the building was badly damaged, the walls and ceiling being charred and the glass broken. A number of papers were burned, and others blackened and charred, and badly injured.

RAILROAD MEN KICK.

The station masters and telegraph operators on the Intercolonial Railway have decided to appeal to the members of the House of Commons of Canada, praying for an increase of salary. The petition which they present asks that the employes of the first class shall receive a minimum salary of $55 per month, of the second class $45, of the third class $40, and of the fourth class $35. All classes after the first year to be increased at the rate of $1 per month per year, for five years.

THE DEPARTMENT STORE.

THERE has been for some time, says The American Hardware, a growing anxiety on the part of conservative dealers in hardware in such large cities as are actively increasing in population—in regard to the inroads being made by the department stores on the sale of those specialties in several lines—which being new and attractive, make them worthy of being marketed at a fair profit.

The department stores, having so large a field for the cultivation of traffic, are prone to cut down the natural profit and look for larger sales to remunerate them; and this system is just the reverse of that pursued by the more methodical dealer in hardware, who really believes, in his inmost heart, that nobody would buy a thing he did not really want, at any price; and so makes a selling price which includes a profit, believing if the purchaser needs the article he will buy to supply his needs. Herein it seems that his conservatism is at fault, having been founded in the early days when wages were smaller and novelties were few, necessities only being sought after, and even those who could have purchased such necessary articles of a fairly luxurious character, lived much more plainly in their happy domesticity than the clerk of to-day, who finds a salary of $1,500 a year insufficient to make his life one of comparative comfort in a flat rented at $35 a month.

And yet, in this very stimulation of the wants of the masses, which is the secret of the success attending the sales of department stores, there is a method teaching a lesson to the older dealer. Greater sales create greater purchases, and the buyer of lots of ten to twenty-five gross is entitled to prices which such dignified quantities should readily suggest, while the buyer of single dozens or quarter grosses of the same goods, catering as he does for the deserving few and not the countless bargain hunters, must purchase in a manner that inspires no intention of sacrificing full commissions.

We must face the fact that there is for him a lessening ratio of profits all along the line. It is no longer possible to do his usual amount of business in gross sales, and declare satisfactory dividends. Low prices on the products of our factories have come to stay, and close profits will henceforth be the rule instead of the exception. The American characteristic to-day is to increase the output and find new methods of distribution, new channels of traffic, rather than restrict a healthy production, and sit down contented, believing our business ambition is at least fully gratified.

The old-fashioned dealer must adopt the plans and systems of the department store hustler, and on articles of active competition be satisfied with a much smaller average profit; while the necessarily slow moving articles, found nowhere else but on his shelves—articles in which skill in manufacture and a standard for excellence combine to deserve the commendation of intelligent buyers—should be sold at an advance on cost which their relative importance and slow sale should entitle them to. Goods which everybody sells, creating an unhealthy competition, should be sold at a close margin, thus inspiring that confidence in the watchful buyers which causes them to buy from him such goods as skilled intelligence considers requisite, without the opportunity of comparing his selling prices with the current newspaper quotations of the "Cheap John" of the multitudinous bargain counter.

SMELTER FOR NELSON.

Leading business men of Nelson, B. C., are advertising an offer to guarantee in cash and otherwise the raising of a bonus of $100,000 in value on condition that a smelter be set up and operated at Nelson. Among the signees of the offer are the firms of G. A. Bigelow & Co., W. F. Teetzel & Co., Wm. Perdue, Marks & Van Ness, R. E. Lemon, Turner & Kirkpatrick, Gilker & Wells, Thos. Madden, and John Houston & Co. The offer is declared to be thoroughly solid and bona fide, and representative smelting companies are urged to take up the proposal, which is certainly endorsed by Nelson's leading men. It is, on the other hand, doubtful whether Nelson is specially available for the purpose of a general smelter. The Silver King group of the Hull Mines Co. are the chief sources of supply in the immediate vicinity, and it is quite likely that the smelting requirements of these may some time be met by an estabment constructed and owned by the company.

RECLAIMED RUBBER.

The use of reclaimed rubber by manufacturers seems to have become a very important one, the price now being very high as compared with former years. A debate has sprung up recently as to whether the bicycle men are using this rubber. Naturally a manufacturer is not carrying the secrets of his compounds upon his sleeve, and the discussion of the subject is almost fruitless, in reaching a truthful decision. That some mechanical men use reclaimed rubber is inferred by the price of their goods. Rubber goods composed largely of reclaimed have a peculiar odor readily recognized by the dealers.

A QUEER OVEN.

Some cooks are making crusty bread in sections of stovepipe. These utensils are cut in the required length at the tinsmith's, and the edges turned over so the hands will not be injured. The dough made into a loaf somewhat shorter than the pipe, is placed in it. From this apparently crude affair comes crusty bread of excellent quality, if the cook knows her business.

A Celebrated Green

FOR

Window Blinds

English Ivy Green

MANUFACTURED BY

BLUNDELL, SPENCE & CO., LTD.
LONDON AND HULL, ENG.

Window Blinds

PAINTED WITH

English Ivy Green

LOOK BETTER LONGER

than when painted with any other paint.

DISTRIBUTORS FOR CANADA:

Walter H. Cottingham & Co.

Finest Paints and Varnishes

MONTREAL

CANADIAN MANUFACTURERS.

THE twelfth annual meeting of the Canadian Manufacturers' Association was held in Toronto on Wednesday. Over 50 members from all parts of Canada were present. The chair was occupied by Mr. W. H. Law, of the Central Bridge and Engineering Co., Peterborough, president of the association, while Mr. J. J. Cassidey discharged the duties of secretary. Others present were: R. W. Elliot, A. E. Kemp, Jas. Phyminster, J. K. McNaught, W. J. McMillan, F. H. Wright, Wm. Pender, G. Hutchinson, Jos. Simpson, James Kendry, John Carnegey, John M. Taylor, J. Birge, Samuel May, John Taylor, P. W. Ellis, John Deek, John Cowan, R. H. Frees, Robert Kerr, C. H. Hubbard, P. Freyseng, O. G. Anderson, C. E. Pease, Jas. Battle, A. A. Barthelmas, G. W. Beardmore, J. F. Ellis, S. B. Brush, L. J. Breithaupt, T. H. Smallman, A. R. Clark, Robt. Crean, F. Crompton, John Turnbull, P. Johnson, W. L. Doran, John Baillie, Geo. Pattinson, Geo. D. Forbes, W. H. Frost, C. R. H. Warnock, James Goldie, H. D. Warren, J. M. Young, Jas. Lockhart, Geo. F. Haworth, E. C. Swift, J. P. Northey.

The president, in his annual address, dwelt with regret upon the death of Sir John Thompson. The reports of the secretary and treasurer showed the association to be in a sound position, financially and otherwise.

Mr. Cassidey stated that in frequent interviews with the Minister of Finance he urged that the policy of granting drawbacks of duties on exports be embodied in that of the Government, and this was finally done by order in Council, as a necessary supplement to the efforts of the Minister of Trade and Commerce to extend the export trade of the country.

"It is unfortunate, however," Mr. Cassidey said, "that the operation of this order in Council has not proved as acceptable to some of our manufacturers as was hoped for and intended by the Government. In fact, in some industries it is working much harm, while in others it is calculated to nullify, and does nullify, the benefit bestowed by the Government in the recently enacted tariff. It has always been the policy of the Conservative Government to encourage the manufacture of iron in Canada, and, in addition to the inducements offered in previous legislation, the new tariff makes considerable and important extensions of such encouragement. It is contended by many manufacturers engaged in producing different forms of iron goods that the order in Council encourages the sending abroad for certain lines of such products which were previously made in this country. This is a matter that demands the immediate attention of the Government."

The following officers were elected for the ensuing year: President, A. E. Kemp; first vice-president, James P. Murray; second vice-president, James Kendry; treasurer, George Booth; secretary, J. J. Cassidey; chairman Executive Committee, R. W. Elliot; chairman Tariff Committee, W. K. McNaught. Representatives to the Toronto Industrial Exhibition Association, George Booth, R. W. Elliot, W. K. McNaught, Samuel May, J. J. Cassidey.

The following resolution anent freight discriminations was adopted:

"Whereas, this association recognizes the fact that the prosperity and success of the manufacturing industries of Canada depend to a great extent upon the facilities of transportation afforded by the railroads;

"And whereas, while perfectly willing to pay fair and remunerative charges for all services rendered by the railroads for transportation of freight, manufacturers are not willing to pay higher charges for short hauls than for long ones;

"And whereas on the same line of railroad higher rates are charged on some kinds of goods as compared with others, although the cost to the company of performing the service is no greater in the one case than in the other;

"And whereas, in many cases lower rates are charged for goods imported or for export than for the same articles produced or for consumption in Canada;

"And whereas, preferential rates are granted to one port or place as against another;

"And whereas, excessive rates, although perhaps not illegal, prevent the development of traffic, to the prejudice of the public and of the railroads themselves;

"And whereas, the charges for hauling freight from points in the United States to points in Canada are frequently and generally much less than the charges for hauling similar freight between points both of which are in Canada, the distance being very much less;

"And whereas, the charges for hauling freight reaching Canadian seaports from across the ocean to interior points in Canada are frequently and generally much less than the charges for hauling similar freight originating in Canada from such seaports to such interior points;

"And whereas, such discrimination against Canadian manufacturers gives an undue and unjust advantage to foreign competitors;

"And whereas, the difficulties in the way of obtaining redress by private individuals against railroad companies for overcharge or illegal preference are almost insuperable; therefore be it

"Resolved—That this association memorialize the Dominion Government to constitute a Court of Railway Commissioners, whose duty it shall be to make rules and regulations for the government of all Canadian railways, by which all such discrimination and unfairness as here alluded to shall be prevented."

DIED AWAY FROM HOME.

Mr. Alexander McArthur, president of the Toronto lumber firm of McArthur Bros. & Co., died suddenly at Ashton, North Carolina, on Saturday, where he had gone on a visit. He resided at 119 St. George street, and leaves a wife and four children. His remains were brought home for interment.

BIG LUMBER CASE.

An important case was argued the other day in the private office of the Minister of Justice, involving several hundred thousand dollars. The Western Lumber Company of Port Arthur was chartered by letters patent. In a law suit of Ryan v. the Company permission was obtained from Sir John Thompson to use the name of the Attorney-General of Canada in attacking the charter, which it was alleged was obtained by fraud. Evidence in the suit was taken, but the case is not disposed of, and application was made to the Minister of Justice, Sir Hibbert Tupper, to withdraw from the plaintiffs the authority to use the name of the Attorney-General of Canada. The parties were summoned to Ottawa to show cause, and the argument took place before the Minister. Messrs. C. Robinson, Q. C., Toronto; J. S. Ewart, Q.C., and Kappele, Winnipeg, appeared for Mr. Ryan and the other plaintiffs, and Messrs. B. B. Osler, Q. C., and J. H. Ritchie, Q.C., for the company. The Imperial Bank, Toronto, and the Bank of Ottawa are interested under the charter to the extent of over a quarter of a million of dollars, and Messrs. D. R. Wilkie, general manager of the Imperial, and George Brown, general manager of the Ottawa, were both present at the argument.

SILLY LEGISLATION.

The New York State Legislature is considering a bill for the examination and licensing of horseshoers. It is following close after similar legislation in regard to plumbers and corn doctors. These freaks of legislation, says The Toronto Globe, generally proceed from a diminutive conception of a legislator's mission. An hon. member has a horse injured by a crooked nail, and feels that the Government machinery should be set in motion to prevent a recurrence of such an accident. A proposal to examine and license is eagerly accepted by those who see in it a profitable monopoly. And no one seems aware that the public have any rights in the matter worth serious consideration.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal. Mercer Street, Toronto.

Razors

MANUFACTURED BY

JOSEPH ELLIOT & SONS

SHEFFIELD

Corporate  Mark

Every Razor bearing above "Trade Mark" warranted.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants 37 Front St. West, TORONTO

The "**Graham**" Cut and Wire Nails are the Best.

STOVE BUSINESS IN 1893-95.

IT will be remembered, says Stoves and Hardware Reporter, that for the first six months of 1893, and especially for the second quarter, the stove business was in an excellent condition. The output was large, although not in excess of the normal, as judged by past experiences, and the sales by both the manufacturers and the retailers were at least satisfactory. Then came the first whisperings of trouble for business in general, and finally came the full force of the financial storm, which spread all over the country and involved every branch of trade. The stove interests did not suffer more than any other, very few, if any, manufacturers being driven to the wall, and the number of actual retail failures being comparatively small. The history of the business during 1894 is too well known to require more than passing comment. It was inclined to irregularity, and while the total for the first six months was not equal to that for 1893—and for obvious reasons—the sales for the latter half were greater than for the same time in 1893, although the total for the year was somewhat less.

These facts and comparisions are recalled in order to determine as nearly as possibe the prospects for the present year. In order to do so with any degree of accuracy, an examination must be made into the entire business of the country, and it may be stated in this connection, apart from currency and economic conditions which are considered in the market review, that more workmen or operatives are employed than was the case a year ago, that as a class they have more money to spend and that the same condition is in force with the great body of money or bread winners. Consequently, the prospects are generally brighter than they were then. As for the stove trade itself, it necessarily follows that it will share in any improvement with business as a whole. The old stoves have lasted so long in so many houses without being replaced by new ones that the patience of many thousands of housewives must have been worn to the point of exasperation. New stoves are needed in every neighborhood that can be reached by a dealer. They must be had in time, and very soon in innumerable cases, and this must be made evident to everyone who has studied the situation or even briefly examined it.

The manufacturers know these facts and are preparing for the coming of a demand which cannot be much longer delayed. The production is now considerably in excess of what it was a year ago, and it is safe to say that the manufacturers would not permit this if they had not gauged up the situation correctly and after considering past experiences. The story is told of one manufacturer, naturally pessimistic, who in January, 1893, foretold the disasters of that year and was not believed by his associates. Last month he again ventured into prophecy, and predicted a much better business year than was either 1893 or 1894. He may not be correct, for there is no telling what may happen at any time, but his views are usually accurate, and in this case are shared by many others, besides being supported by well known conditions.

The man who does not scrub out his store—or rather, get it scrubbed out—stands a good chance of being scrubbed out himself—by his creditors.

DRY COLORS

Of Every Description

At lowest prices.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West TORONTO

BESSEMER STEEL IN 1894.

THE year 1894 seems, says The New York Journal of Commerce, to have been a bad one for the steel rail manufacturers, for their output was the smallest since 1885, according to the annual statement issued by the American Iron and Steel Association. Other forms of Bessemer steel appear to have been in better demand, for the total ingot production shows a gain of about 11 per cent. over the low output of 1893. The production of Bessemer ingots last year was 3,579,101 gross tons, against 3,215,686 tons in 1893, being an increase of 363,415 tons. The gain evidently was made almost wholly during the last half of 1894, when the output amounted to 1,911,647 tons, as against 1,667,454 tons in the first half of the year, which was but little above the rate of production in 1893. The total make of Bessemer steel rails in 1894 was only 1,014,034 gross tons, against 1,129,400 tons in 1893, a decrease of 115,366 tons, or about 10 per cent. Supplementing the 1894 returns by the figures of the same authority for previous years, the output of Bessemer ingots and rails for the past decade may be stated as below :

Years—	Gross Tons— Ingots.	Rails.
1885	1,519,430	959,471
1886	2,269,190	1,574,703
1887	2,936,033	2,101,904
1888	2,511,161	1,386,257
1889	2,930,204	1,510,057
1890	3,688,871	1,867,837
1891	3,247,417	1,293,053
1892	4,168,435	1,537,588
1893	3,215,686	1,129,400
1894	3,579,101	1,014,034

One of the significant features of the Bessemer steel industry, which is emphasized by the parallel columns of the above table, is the steadily diminishing proportion of the total ingot production that is represented in the output of rails. Making an allowance of say 12½ per cent. for loss in manufacture, the 3,579,101 tons of Bessemer ingots made in 1894 represents approximately 3,131,714 tons of finished steel products, and it will be seen that the 1,014,034 tons of rails represent a little less than one-third of the total. In its earlier years the Bessemer steel industry of this country was confined almost entirely to the manufacture of rails, but the cheapening of the product, the decreased demand for rails and the largely increased capacity for producing Bessemer steel, have caused the substitution of steel for iron for many uses, in fact for most purposes at present. In 1880 nine-tenths of all the Bessemer steel produced in this country was in the form of rails ; in 1885 about 70 per cent. went into rails ; in 1890 rails represented about 57 per cent. of the total Bessemer steel output, and the figures for 1894 show that only about one-third of the ingots were made into rails. Now that Bessemer steel billets can be bought more cheaply than puddled iron its field of usefulness is rapidly widening.

When the exceedingly small amount of new railroad mileage constructed last year is taken into consideration it is a matter of surprise that the tonnage of rails should have been as large as it was. According to The Railway Age the new railroad mileage added in 1894 amounted to only 1,919 miles of track, the smallest construction for nearly twenty years. In the absence of any definite data, the quantity of rails required for this new mileage can only be conjectured. Assuming an average weight of 70 pounds to the yard for all the rails rolled last year, and applying the same average to the new construction, it is found that the 1,919 miles of new track would account for only about 211,000 tons out of the total output of 1,014,034, leaving about 803,000 tons for renewals. It is probable that the proportion required for the new mileage was even less than these figures indicate, as 70 pounds per yard may be rather too high an average weight for the rails used in most of the new mileage. Regardless of any difference in weights, these figures suffice to show that the renewal requirements of the existing railroads are by far the larger dependence of the rail makers.

In this connection it is of interest to note the course of prices of steel rails in this country. During the past ten years the annual average prices per gross ton at mills in Pennsylvania have been as below :

1885	$28 50	1891	$29 92
1886	34 50	1892	30 00
1887	37 08	1893	28 18
1888	29 83	1894	24 00
1889	29 25	1895 to date	22 00
1890	31 75		

It will be remembered by those familiar with the iron trade that when the rail manufacturers renewed their pool agreement for another year at the close of 1893, arrangements were made for the closing of the mill of the Maryland Steel Company at Sparrow's Point, near Baltimore, the payment of $300,000 by the combination to the company being the price of the year's idleness of the works. This agreement was made in the form of a contract for the purchase of a specified quantity of rails from the Maryland Steel Company each month by a representative of the pool, a penalty amounting to $25,000 per month being imposed for failure to take the rails as per contract. At the time this agreement became public, through its ratification by the Court, the company then as now being in the hands of receivers, there was considerable controversy over the purport of the contract. On the part of the pool it was stoutly maintained that this was a bona fide purchase of rails, but as the Sparrow's Point mill has been idle throughout the year, not a ton of the rails has been made or delivered, and presumably the company has received its $25,000 per month. It is understood, however, that the pool declined to renew this agreement for the present year, deeming the financial embarrassment of the company sufficient protection against competition from that source. The price of $29 per ton ruled throughout 1893 until October, when it fell to $27.50, then to $25 in November, and the rate of $24 was fixed for 1894 deliveries. This figure ruled until the close of 1894, when the price was made $22 for 1895, the rate now in force. With Bessemer pig iron selling in Pittsburg at $10 per ton, and steel billets at $15, it is believed that there is a handsome margin of profit in $22 rails, provided sufficient orders can be secured to permit operations under advantageous conditions.

The influence of the tremendous development of electric traction is strikingly shown in the increased tonnage of street rails, amounting last year to 155,196 tons, or about 15 per cent. of the total output of rails.

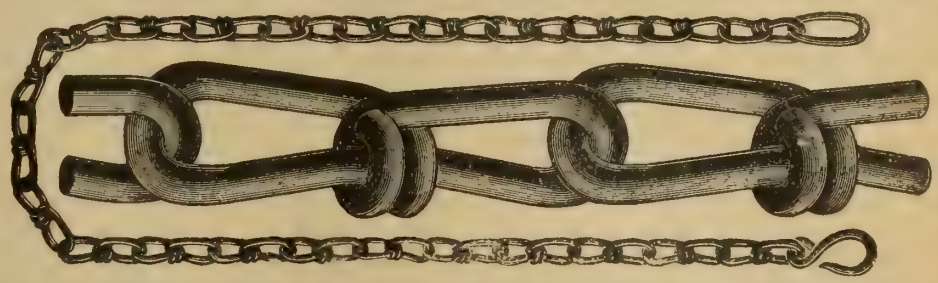


THESE CHAINS are stronger than the heavy English trace chains, and about one-third lighter.

WRITE FOR CATALOGUE

PATENT BLUE TEMPERED

STEEL WIRE TRACE CHAINS



The B. GREENING WIRE CO., Ltd., Hamilton, Canada

In ten years the production of street rails has increased as indicated by the appended figures :

	Gross Tons.		Gross Tons.
1885	32,134	1890	98,529
1886	42,865	1891	81,302
1887	51,216	1892	111,580
1888	44,954	1893	133,423
1889	70,120	1894	155,196

In the absence of any reliable data regarding street railway contruction last year, it is impossible to form any accurate estimate of the distribution of the product in reconstruction and in new mileage. The Street Railway Journal has published figures showing an increase in street railway mileage in 1894 from 12,434 miles to 12,527 miles, a gain of 193 miles, but these figures fall short of the prevailing idea on this point. At an average of 70 pounds per yard, these 193 miles would represent 21,230 tons of rails, leaving 133,966 tons for the reconstruction of old lines. The street rail branch of the rail trade is of recent growth, the girder rail being a development of the past decade, and only in the past two or three years have the large sizes and heavy weights of to-day been brought into any extended use. A considerable tonnage of standard T rails is used in the construction of suburban electric roads and in the smaller towns, but whether they are included in the statistics of street rails or not, is not indicated by the figures published by the American Iron and Steel Association.

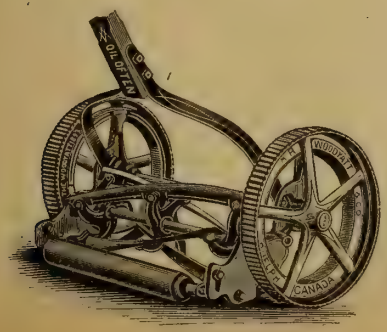
In connection with these figures of steel rail production, considerable interest attaches to the annual report of the Illinois Steel Co., the largest interest in the iron and steel industry of this country. This report, which was presented to the stockholders last week, shows that the operations of the company in 1894 gave gross profits from all sources amounting to $558,093, and net profits of $30,607, as against a deficit of $349,472 at the close of 1893, making the net deficit $318,865 on December 31, 1894. The liabilities on that date stood at $18,650,635 of outstanding capital stock, and $13,200,000 of 5 per cent. debenture bonds, due in 1910 and 1913. In the schedule of assets, real estate and plant, figured at net cost, appear at $17,459,794; railroad stocks and bonds, $2,630,000; material and supplies on hand, $4,984,537; cash assets, $4,414,205; securities on hand, $3,414,585. What are classed as "convertible assets," embracing the cash items, materials, and securities, exclusive of railroad stocks and bonds, are figured at $11,643,126. Some idea of the great volume of business which was required to yield even such small net results may be seen in the fact that 2,339,370 tons of raw materal were received during the year, and 563,446 tons of finished products were shipped, the materials and products amounting to 88,793 cars. The average number of men employed was 5,069, and the total payments for wages and salaries amounted to $3,071,394. And all this tremendous volume of business yielded net profits of only $30,607 for the holders of $18,650,635 of stocks —only about one-sixth of one per cent.

THE LESSER ECONOMIES.

In figuring up the cost of goods, says The Stoves and Hardware Reporter, one very important item is occasionally omitted, namely, the cost of selling them. Manufacturers estimate that the expense of selling goods is equal to that of making them, and while this may seem to be an unequal proportion it is yet supported by substantial evidence. The proportion in the retail trade is probably less, but if selling expenses were only 1 per cent. of the first cost they should always be included in the price attached to the goods at retail. The most successful merchants in any line are those who understand every part of their business, including the intricacies of bookkeeping and the mysteries of profit and loss, and they will invariably agree that when a loss has been made under circumstances within their control it has always been because something was forgotten or neglected. Even a postage stamp on the letter ordering goods counts for something in the cost.

The Woodyatt Lawn Mower

Patented in Canada, United States, and Great Britain.



Drive Wheels 10½ inches

Cut 12, 14, 16, 18, 20 inches.

Sold only through the wholesale trade

EVERY MOWER FULLY WARRANTED

MANUFACTURED BY

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A special from Chicago says it is reported that Mayor Hopkins is going east to get a loan of from $20,000,000 to $50,000,000, to be used in improving the city's gas and electric supply and street transit. The methods are not to be altogether antagonistic to the local franchise of corporations. The idea is to place all these enterprises under city control and to secure from them large revenues for the city treasury.

At the last meeting of the Brassworkers' Association of Montreal, President W. D. Burns presiding, the following officers were elected for the ensuing term: President, W. D. Burns; vice-president, James Daly; treasurer, James Dansken; Recording-secretary, —— Nelson; financial-secretary, Geo. Henry; marshal, James Horton; trustees, James Daly, M. Shea and A. Murphy.

A NEW HARDWARE ASSOCIATION.

We welcome to the company of Hardware Associations of the United States and Canada, the newly formed St. John Iron & Hardware Association, of St. John, New Brunswick. This new organization is for the purpose of social intercourse, discussion of all matters of interest to the trade, the fixing of prices, regulation of frieghts, etc. All houses engaged in the iron or hardware trade of St. John are eligible to membership in this organization. The officers are as follows: President, W. H. Thorne; vice-president, S. Hayward; secretary and treasurer, J. J. Barry. Directors: Thomas McAvity, R. B. Emerson, F. Beverly. Executive Committee: W. H. Thorne, S. Hayward, Thomas McAvity, R. B. Emerson F. Beverly and J. J. Barry. The annual meetings will be held on the second Monday of January on each year, and regular meetings on the first Monday of each month.

BLAST FURNACES FOR N.B.

A Fredericton despatch says application is being made to the New Brunswick Legislature for a charter for the Colonial Iron & Coal Co. The chief promoter is R. G. Leckie, at present manager of the Londonderry Iron Co., who is interested in the extensive coal deposits in Queen's county, N.B.

He said they intended spending a considerable sum of money (the despatch says millions) in developing these coal fields and in the establishment of blast furnaces in St. John, which they hoped to have in operation next year. They would bring about half their ore from Annapolis Co., N.S., the rest from Queen's, Musquash and Albert, N.B. The coal would all come from Queen's by water in summer and rail in winter.

The despatch says that Mr. Leckie says he intends removing the Londonderry iron works to St. John, because it is a better distributing centre.

There must be some misunderstanding about this part, as the directors of the company inform HARDWARE MERCHANT that there is no truth in the statement.

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It is understood that leading citizens of Nanaimo, B.C., are actively interested in promoting a project for the establishment of a marine shipway at Nanaimo to facilitate repairs to iron ships. A site has for the purpose been selected near the Nanaimo foundry.

A steambarge is being built at Garden Island by the Calvin Co. This boat will be one of the largest afloat, and is being built expressly for carrying timber. The dimensions are 180 feet long, 87 feet beam, and 13 feet hold. She will carry 40,000 feet of oak timber. Capt. Simmons will be in command, with G. Booth as first engineer.

A special from Chicago says it is reported that Mayor Hopkins is going east to get a loan of from $20,000,000 to $50,000,000, to be used in improving the city's gas and electric supply and street transit. The methods are not to be altogether antagonistic to the local franchise of corporations. The idea is to place all these enterprises under city control and to secure from them large revenues for the city treasury.

At the last meeting of the Brassworkers' Association of Montreal, President W. D. Burns presiding, the following officers were elected for the ensuing term: President, W. D. Burns; vice-president, James Daly; treasurer, James Dansken; Recording-secretary, —— Nelson; financial-secretary, Geo. Henry; marshal, James Horton; trustees, James Daly, M. Shea and A. Murphy.

A NEW HARDWARE ASSOCIATION.

We welcome to the company of Hardware Associations of the United States and Canada, the newly formed St. John Iron & Hardware Association, of St. John, New Brunswick. This new organization is for the purpose of social intercourse, discussion of all matters of interest to the trade, the fixing of prices, regulation of frieghts, etc. All houses engaged in the iron or hardware trade of St. John are eligible to membership in this organization. The officers are as follows: President, W. H. Thorne; vice-president, S. Hayward; secretary and treasurer, J. J. Barry. Directors: Thomas McAvity, R. B. Emerson, F. Beverly. Executive Committee: W. H. Thorne, S. Hayward, Thomas McAvity, R. B. Emerson F. Beverly and J. J. Barry. The annual meetings will be held on the second Monday of January on each year, and regular meetings on the first Monday of each month.

BLAST FURNACES FOR N.B.

A Fredericton despatch says application is being made to the New Brunswick Legislature for a charter for the Colonial Iron & Coal Co. The chief promoter is R. G. Leckie, at present manager of the Londonderry Iron Co., who is interested in the extensive coal deposits in Queen's county, N.B.

He said they intended spending a considerable sum of money (the despatch says millions) in developing these coal fields and in the establishment of blast furnaces in St. John, which they hoped to have in operation next year. They would bring about half their ore from Annapolis Co., N.S., the rest from Queen's, Musquash and Albert, N.B. The coal would all come from Queen's by water in summer and rail in winter.

The despatch says that Mr. Leckie says he intends removing the Londonderry iron works to St. John, because it is a better distributing centre.

There must be some misunderstanding about this part, as the directors of the company inform HARDWARE MERCHANT that there is no truth in the statement.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, March 1, 1895.

HARDWARE.

THERE has been no important change during the week in hardware, and the market is without any new feature of note. A fair volume of business is doing for the season, and orders for future delivery have been coming in rather more freely, consequently the prospects are fair for an increased movement later on. The tone generally is steady, and values show no change in any branch from a week ago.

WIRE—A fair number of orders for future delivery continue to come in, but the movement at present is small and the market rules quiet. There is no change in the rates of discount, etc.

ROPE—The demand for rope is slow, and the tone of the market is easy. We quote sisal on the basis of 6¼ to 6½c., and vanilla 9 to 9¼c.

CUT NAILS—The market is quiet and unchanged. We quote the base price $2.10, with rebates of 5 and 10c., according to quantity.

WIRE NAILS—A fair business is doing in these, but it is not active. Discounts are 75, 10 and 5, with 1 lb. papers 75 and 10 per cent.

HORSE NAILS—No improvement can be noted in this line. The discount is unchanged at 60 per cent.

TACKS—A moderate trade is reported in tacks, and values remain steady.

HORSESHOES—The demand is slow and business dull. We quote: $3.50 for iron shoes; steel shoes—XL., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; Perkins' steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TOOLS—There is no change in this line, there being very little enquiry at present.

TINWARE—A fair trade is doing, and orders continue to come in for good sized lots.

PLUMBING SUPPLIES—Orders for city and country account continue to come in fairly well, and a moderately active business is reported.

CUTLERY—There is no important change in this branch. Some fair sized lots have been placed for future delivery.

CEMENT—This market is dull and unchanged. We quote: English brands, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS—A fair movement in small lots is reported at $15 to $22 per 1,000 as to brand.

METALS.

The market for heavy iron and metals is without any new phase to note. There has been little enquiry for future delivery up to the present and in consequence few round lots have been placed. The tone is steady and prices are unchanged.

PIG IRON—This market on the whole is quiet and outside of some small transactions in Nova Scotia at $17, little business has been done. Scotch iron continues to be neglected. We quote: Ex store: Summerlee and equal brands, $21 to $22; Carnbroe, $19, and Eglinton, $19.50; Ferrona, $16.75 to $17; Siemens, No. 1, $16.75 to $17.

BAR IRON—The feeling in this market continues easy and further transactions of round lots are reported at a shade under $1.60, but we still quote $1.60 to $1.65.

TIN PLATES—A fair business has been done in this line, the demand being fair for small lots. The ruling is easy, in sympathy with advices from primary markets, but no actual decline in values has yet taken place. We quote coke tin at $2 60 to $2.75, and charcoal at $3.25 to $3.75, as to grade.

TERNE PLATES—The demand for these continues slow, and values are easy at $5.75 to $6.

CANADA PLATES—Very little business has transpired in this line, and, in order for holders to place a round lot, they would have to shade present prices, viz., $2 to $2.05.

SHEET IRON—Trade is dull and without any immediate prospects for any improvement in the near future. We quote $2 15 to $2.30 for No. 28 gauge.

IRON PIPE—There is no change in iron pipe, business being dull notwithstanding the recent change in the discount rate.

LEAD PIPE—The demand is slow, and few sales are being made.

INGOT TIN—The market rules quiet and easy, at 16 to 16½c.

LEAD—Trade slow at $2.90 to $3.

SPELTER—This article is almost neglected and values are nominally unchanged, at $4.25 to $4.50.

ZINC SHEETS—Moving slow and unchanged at $4 50 to $4.75.

ANTIMONY—Dull and steady at 9½ to 10c.

HOOPS AND BANDS—Business quiet. We quote Canadian at $1.80 to $1.85 and imported $2 to $2.15.

GALVANIZED IRON—A moderate trade is doing. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¾ to 6c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6¼c., with the usual extra for larger sizes.

PAINTS AND OILS.

A fair business is doing in paints and oils, but the movement is not as large as it was this time last year.

ENAMELLED WARE

MADE IN CANADA.

We are pleased to advise that this new venture has been most successful, and we are turning out a ware—for the present a grey mottled and a white—equal to any ever placed on this market, whether English, German or American.

Inspection and Comparison Invited.
Our Travelers are Carrying Samples.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

MONTREAL MARKETS.—Continued.

LEAD—The feeling is firm and prices are well maintained. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

TURPENTINE—Owing to the small stock held here and the recent sharp advance in the American market of late, the feeling here has continued strong and we have to note a further advance of 3c. per gallon, with recent transactions at 49c. in round lots, and 50c. in small quantities.

LINSEED OIL—A stronger feeling prevails in linseed oil, but no advance in prices has taken place yet, boiled being quoted at 59 to 61c., and raw at 56 to 57c.

SEAL OIL—The market is firm and the recent advance in prices is well maintained. Some fair sized lots have changed hands at 40c. and smaller quantities at 45c.

CASTOR OIL—This article is weaker and prices have declined ½ to 1c., recent sales being made at 5½ to 6½c.

RESINS—The market has been quiet, sales being principally in small lots to fill actual wants at steady prices. Cotton waste is lower owing to the recent big break in raw material. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4.00; cotton waste, 4 to 5c. for colored and 6½ to 8½c. for white; oakum, 4½ to 6c., and cotton do., 9 to 11c.

GLASS.

There is no change in glass, the market being quiet and about steady at $1.20, the base price.

CHEMICALS AND DYESTUFFS.

This market continues to rule very quiet for this season of the year, there being no business of importance effected yet for spring delivery, which is an unusual thing. Values are unchanged. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.

PETROLEUM.

This market for Canadian refined has been stronger, and prices have advanced ¼ to ½c. per gallon. Business continues active under a good demand. We quote Canadian refined at 12½c. in shed in Montreal for round lots, and 13 to 13½c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 16c. in car lots and 17c. for smaller quantities.

HIDES.

The receipts of hides have been small owing to the fact that butchers have been killing less stock on account of the near approach of Lent. The market on the whole is quiet and steady. We quote: No. 1, 5c.; No 2, 4c., No. 3. 3c., and heavy No. 1 steers, 5½c., and No. 2, 4½c. Sheepskins are dull and unchanged at 60 to 65c. each.

TALLOW.

The demand for tallow continues slow, and the market is quiet at 5 to 5½c. per lb., as to quality.

WOOL.

A fairly active business is reported in wool, and prices rule steady. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

There is no change in ashes, business being quiet on account of the small offerings. We quote: First pots, $4.05 to $4.10; seconds, $3.70 to $3.75, and pearls, $6.40 per 100 lbs.

TORONTO MARKETS.

TORONTO, March 1, 1895.

HARDWARE.

TRADE is a little better than it was a week ago, and generally a better tone prevails. The movement is principally in spring specialties such as spades and shovels, post-hole augurs, rope and hinges. In wire the only feature is the

MILK CAN TRIMMINGS

Sap and Dairy Pails

Sap Spiles . . . .

We are now prepared to book orders. Please write for quotations.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

. . . . Toronto

THE EMPIRE PATENT

STEEL SHINGLES

Thoroughly Tested Since 1882.

The best constructed, tightest, handsomest and most reliable small shingle on the market—our galvanized shingles, the perfection of roof covering. Our 1895 Illustrated Catalogue will be issued shortly.



THE METALLIC ROOFING CO. OF CANADA
(LIMITED)

80 to 90 Yonge St. - Toronto, Ont.

MARKETS.—Continued

delivery of orders for ordinary fence wire booked a month ago. Rope is in a little better demand, and the same may be said of coil chain. More activity is exhibited in churns, although prices are somewhat unsettled. Tinware is still going out freely. Payments are not satisfactory, but they appear to be little if any worse than is usual at this season.

WIRE—There is very little to say with reference to orders for present shipment on either barb or plain twist wire, but a number of orders for ordinary fence wire booked a month ago are now being forwarded, while a number are being booked for delivery latter part of this month. Terms as before—namely, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—Demand is a little stronger. Quite a number of orders—in fact, the bulk of them—are being booked for shipment latter part of this month. We quote: Sisal, 7-16 in. and larger, 6⅜ to 6½c.; ¼, 5-16, ⅜ in., 6¾ to 7c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ⅜ in., 9½c.

CUT NAILS — Still remain quiet and featureless. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS — Dull and unchanged. Discounts are 75, 10 and 5, except in 1lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Still quiet, with discounts 60 per cent. off "P.B.," "M." and "C."

TACKS—Nothing special to note. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 per cent. Coopers' nails and flour-barrel nails, 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—Coil chain is now going out more freely, some fairly good orders having been received during the week.

CLOTHES WRINGERS—Business is much as before, and prices unchanged at $27.50 to $28.

CHURNS—Are quite active, both for immediate and forward delivery. Prices, however, are a little unsettled, although the principal business is still being done at current quotations.

TINWARE—Is going out freely both for general stock and spring specialties, such as milk can trimmings, milk cans, creamery cans and sap buckets.

PLUMBERS' SUPPLIES—There is little if anything doing.

CUTLERY—Trade continues quiet and featureless.

BELTING—Some large mills are being "belted up," and trade is fairly good for the season.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—Much as before. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—The movement is light. Scotch firebrick, $3.25 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

A better feeling prevails. The outlook for spring is rather promising, a good many orders being reported for future delivery and import.

PIG IRON—Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: Business in pig iron has been very quiet in the past week and very little enquiry for iron has been going. Sellers however are not pushing sales as they are pretty well supplied with orders ahead. Prices remain stationary and firm. We quote for cash f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $12.55; No. 2 Foundry strong coke iron, Lake Superior ore, $12.05; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.05; Southern soft, No. 1 $11.60; Southern soft, No. 2, $11.35.

BAR IRON—The increased trade noted last week has been maintained. Although the quantities moving are still, on the whole, small, there have been some fair-sized orders received at quotations, namely, on the basis of $1.70 to $1.75.

SHEET STEEL—Enquiries are still coming in for small lots. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Demand is not quite as good as last week, but in tinned iron business is better, quite a number of case lots having been disposed of as well as a large number of broken case lots. We quote: 24-gauge, 5¾ to 6c. in case lots; 26-gauge, 6¼ to 6½c.; small quantities, ¼c. advance on these figures.

LEAD PIPE—Scarcely anything doing. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—There has been quite an improvement both for shipment from stock and import. Some good orders have been booked for the latter. Prices,

MARKETS—Continued

except for large quantities, remain much as before. We quote: Queen's Head, Gordon Crown and Apollo brands at $4.25 for 28 gauge.

INGOT TIN—Is going out freely. Prices remain as before, except for lots of half and one ton, which are being shaded. Quotations: Lamb and Flag and Straits, 17 to 17½c.; round lots can be shaded.

IRON PIPE—Quantities going out are considerably smaller than for some time, but enquiries are coming in more rapidly for quotations for shipment next month. The American list reads as before, namely: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c; 4½ inch, $1.25; 5 inch, $1.42.

INGOT COPPER—Some nice lots are going out for future delivery, but shipments from stock are small. Prices unchanged at 10 to 10½c.

SHEET COPPER—The activity continues both in braziers' and ordinary sheathing. We still quote braziers' sheets at 13 to 13½c.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Trade continues steady for the hot water kind. We quote: Galvanized, 30 gal., $6; 15 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size.

BOILER TUBES—There is nothing doing in this line. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade is much as before. Coke, 14 x 20, is now being offered at $3 basis, and squares at from 15 to 25c. per box basis. For charcoal prices remain as before. We quote: Coke, 14 to 20 gauge at $3; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Business dull and prices unchanged. We quote $6 25 to $6.50.

ZINC SPELTER—Not much being called for. We quote domestic at 3¾ to 4c., and imported at 4 to 4½c.

HOOPS AND BANDS—Trade continues good with prices as before, namely on the $2.20 basis, with large quantities shaded.

CANADA PLATES—Dull and unchanged. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Quantities called for are small. We quote: 500-lb. lots at 11½c. and small lots at 12½c.

ANTIMONY—Dull and unchanged at 9½ to 10c.

GLASS.

Specifications are still coming in for contracts made some time ago, but there do not appear to be many orders that are now unspecified. As far as taking orders is concerned, business is, comparatively speaking, about over. We quote from stock at $1.10 to $1.15 for first break in 50-foot boxes. Although the new discounts on plate glass were only fixed a few weeks ago, it is asserted that they are already being broken. The fixed discount is 25 per cent. off the list. Enquiries for plate glass are improving, and there is a fair trade doing. The same may be said of fancy glass. Some of the Belgium makers of window glass have withdrawn quotations from the market. The reason is not known.

PAINTS AND OILS.

WHITE LEAD—Trade remains quiet and unchanged at 4¼ to 4½c. per lb.

PUTTY—Is quiet and unchanged, at $1.75 for bladders in barrels and $2.25 in cases.

TURPENTINE—The market is excited and higher, in sympathy with the Southern market. We now quote: Five-barrel lots, 44 to 45c. per gallon f.o.b. Toronto; single barrels, 45 to 46c. There is a good demand.

LINSEED OIL—The market is active. Prices in England are understood to have receded some, but there is no change here. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled.

PREPARED PAINTS—Trade is brisk at $1 for pure.

CASTOR OIL—Is reported to be advancing in the primary markets. Demand here is a little better than it was, but there is no change in quotations. We quote: Cases, 6¼ to 6½c.; tins, 7½ to 8c. To arrive, about ½c. less is quoted.

PARIS GREEN—Business is active, but prices are unsettled because of the cutting that is being practised. We quote: English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 1-lb. packages, 14 to 14½c.

OLD MATERIAL.

There is very little doing, the situation remaining unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

SEEDS.

The season is so far advanced that the export demand has almost ceased, although an occasional parcel of alsike goes over the line. The present outlook indicates that there is still more alsike in the country than will meet the demand. Prices for alsike remain the same as last week. We quote: Choice, $4.80; really fancy, $5, and lower grades $4.

The fine weather has brought a better enquiry for red clover. There is no change in prices, dealers still paying $6 to $6.25 for good qualities and jobbing them out at a very small advance.

Timothy is steady at $2.50 to $2.75 per bush. for prime to choice grades of machine threshed, while 15 to 20c. more is given for bright unhulled lines.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Have a good demand. Prices are unchanged. We quote: 5 to 5¼c. for cured, and for green, No. 1, 4c.; No. 2, 3c., and No. 3, 2c.

SHEEPSKINS—Are bringing better prices for good stock, 80 to 85c. being quoted. Calfskins nominally at 6c. for No. 1, and 4c. for No. 2.

TALLOW—Quiet, at 5 to 5¼c.

WOOL—Canadian fleece, all cleared out. For round lots of desirable wool 19 to 19½c. is obtainable. Pulled wools are rising. Best supers are quoted at 20 to 21c, and extras at 21 to 22c.

PETROLEUM.

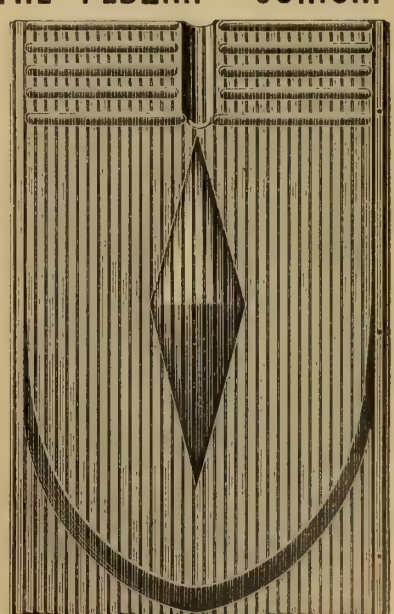
Crude oils still remain scarce in Canada and the United States. Local prices remain at last week's figure. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12 to 12½c.; carbon safety, 16 to 17c.; Canadian water white, 16 to 17c.; American water white, 18c.; photogene, 20c.

MARKET NOTES.

The McClary Mfg. Co. are putting upon the market a new seamless-body copper kettle in planished copper, nickel plated and retinned lines. The kettle has a patent handle rest.

The Canada Screw Co. is distributing a new list for bright and brass wire screw

THE PEDLAR "JUNIOR."



The only up to date 10 x 14 shingle made. Send for new catalogue. Protective discount allowed the trade.

THE PEDLAR METAL ROOFING CO.

Office and Works: Oshawa, Ont.

eyes, screw hooks, and gate hooks and eyes. These are claimed to be superior to anything heretofore manufactured in this line, on account of the thread being rolled on instead of being cut, as was the custom of other manufacturers in the past. These articles can now be screwed in with the hand without the hole first being bored. It is the first time, in Canada at any rate, that these goods have been made out of brass wire.

Turpentine is higher.

Sanders, Soule & Casselman, Chesterville, hardware, are starting business.

The J. C. McLaren Belting Co. have just "belted up" the Victoria Electric Co.'s works at Lindsay.

M. & L. Samuel, Benjamin & Co. have just unloaded a car of screen doors and windows. The goods are in excellent condition, and a good many orders have been booked for them.

Sanderson Pearcy & Co. report large and increasing sales for "Alabastine." "We have enquiries from all over," said a member of the firm.

A carload of poultry netting is to hand this week with M. & L. Samuel, Benjamin & Co. It is imported stock. The firm did a large trade in this line last year, and some orders have already been booked this season.

Geo. R. McCarthy & Co., of Smith's Falls, Ont., have purchased the hardware stock in trade of Mr. Alexander Allen, of that place, and will continue the business at the old stand.

Walter H. Cottingham & Co., Montreal, have issued a little booklet setting out the merits of their Blundell, Spence's & Co.'s English "Ivy Green" for window blinds. This is a very delicate shade, and undoubtedly one of the most popular on the market. Large sales of it are reported.

UNITED STATES MARKETS.

NEW YORK, Mar. 1, 1895.

PIG TIN—Speculation was exceedingly flat; operators seemed to have been interested more with deliveries and settlements than in venturing upon new deals. On trade and consumptive account, business was to all accounts also devoid of animation. London sent cable advices of 7s. 6d. decline in prices there, but New York prices remain unchanged, although surface appearances were highly suggestive of underlying weakness. Arrivals were heavy, amounting to 350 tons, and making a total of 2,300 tons thus far this month. Transactions recorded on 'Change included 5 tons July delivery at 13c., 5 tons ditto at 13c., 25 tons August at 13c, 25 tons sellers' option to April 30 at 12.95c. Closing quotations were: 13c. bid, 13.05c. asked for spot; 13 to 13.05c. for February; 12.95 to 13.05c. for March; 12.90 to 13.05c. for April; 12.90 to 13c. for May; 12.90 to 13c. for June, and 12.90 to 13c. for July.

COPPER—For the day nothing of particular interest was reported, and the general situation is without visable change. Some copper is being sold regularly, and occasionally good-sized lots are involved. The business passing is mostly of routine character, however, and the volume does not reach proportions sufficient to change the tone of the market for the better. Prices remain at about 9⅝ to 9¾c. for Lake Superior, 9½c. for electrolytic and 9¼ to 9⅜c. for casting copper, according to brand, quality and delivery.

PIG LEAD—A very quiet market is still experienced, and the position is without distinctly new or interesting feature. There are still a few carloads handy that may be secured at 3.10c. for delivery this month or next, and early shipments from the west are offered at 3.12½c. Buyers are very indifferent, rarely making reasonable bids on round lots. London cable to the Metal Exchange quoted £9 11s. 3d. for soft Spanish.

SPELTER—The buying in this quarter shows no sign of broadening out. Purchases are still confined mainly to very moderate quantities, and it is rare that inquiries for larger lots are made. There is some spot stock on sale at 3.10c., but forward shipments are quoted at 3.15 to 3.25c., according to brand. London cable to the Metal Exchange quoted a decline to £13 16s. 3d. for good merchant brands.

ANTIMONY—Prices remain at about 7⅛ to 7¼c for Hallett's and 8¼ to 8⅜c for Cookson's, with the market steady but Quiet.

NICKEL—The range of prices is 36 to 40c, according to quantity.

TIN PLATE—Moderate purchases of coke plates covered nearly the entire business outside of a retail sort of trade in other varieties. Taken as a whole the movement is still backward, and prices show no sign of being affected by lighter stocks here or late reduction in foreign output.

IRON AND STEEL—On business in foundry pig iron the reports were less cheerful, in fact, they were rather flat as a rule, indicating temporary dearth of orders. The offering runs about as it has for some time past, and is free enough to keep prices rather soft. In old material there is little doing at present, and the market remains bare of interesting feature. The situation in manufactured steel and iron is unchanged. Most reports note moderate business, and little variation from the prices that have ruled for some time past.

The employes of Still's handle factory, St. Thomas, assembled at their foreman's residence, the other night, and presented himself and wife with a parlor lamp, and also presented Miss Bessie McKillop, the bookkeeper, with a fine album.

AN AMERICAN OPINION.

This is The Chicago Journal of Commerce's idea on the Newfoundland situation: Those Americans who are engaged in agitating the annexion of the Sandwich Islands to the United States might well turn their attention towards Newfoundland. The people are said to be almost a unit in favor of casting their fortunes with us, and, beyond a doubt, such a course would work to the decided advantage of both countries. Newfoundland has an area of about 42,000 square miles and contains 200,000 people, 95 per cent. of whom are natives of the island. The island is of little real value to England, and she would hardly make any vigorous resistance to the movement. We do not advocate making this matter an issue, but suggest that it should be left to the adjustment of time, which, unless the sentiments of the Newfoundlanders have been falsely reported, will not take long. If we must add to our possession, let us be benefitted by it. Cuba, Mexico, and Hawaii are good countries to serve as pretexts of wars and turn out revolutions, but Newfoundland is worth the whole of them. One island of Christians is worth a whole archipelago of heathens.

A TROLLEY TELEPHONE.

A writer in the New York Sun states that passengers riding on the electric railway between West Farms and Mount Vernon have the privilege of listening to an accoustic manifestation that in a remarkable manner illustrates some of the earlier experiments in developing the telephone. The track is a single one and the potential of the current is high; its amperage is also considerable. As a result, when a car is waiting on a switch for one coming in an opposite direction, the approach of the latter is audible at the distance of a mile to the passengers in a waiting car. The sound vibrations are carried along the wire, through the trolley to the wooden roof of the car. This acts as a diaphragm, which faithfully reproduces the rumble of the approaching car. A mile away the noise of the wheels is distinctly audible, and at the distance of 1,000 feet the sound becomes a loud roar. Outside the car, however, practically nothing is heard until the moving car is within a few hundred feet of the switch.

PRICE OF WIRE IN QUEBEC.

The jobbers have been wrongly quoting wire for Quebec province. The reason was that they had not been advised by the association that the price for that province was 3c. per lb. on barb, and that ordinary fence was subject to 25 per cent. discount, f.o.b. Montreal only. The error has led to a great deal of annoyance.

SPECIAL HALIFAX LETTER.

HALIFAX, March 1, 1895.

IN my last letter I mentioned that a bill to amalgamate the New Glasgow Iron, Coal and Railway Company with the Nova Scotia Steel and Forge Company had been introduced into the Local Legislature. Since then, the bill came before a special committee of the House, and arguments were heard for and against the scheme. Benj. Russell, Q.C., appeared for certain stockholders of both companies who object to amalgamation, and Mr. Harris, Q. C., and D. C. Fraser, M.P., appeared for the promotors. The discussion was a very lively one and the outcome is being watched with much interest. Mr. Russell objected to the bill on the ground that it proposed to displace the security on which the steel and forge company had borrowed $225,000 a few years ago—$100,000 of it within the last two years—and parcel it out among the original stockholders, who had been the very men that had gone into the market and borrowed the money. He looked upon this as an act of confiscation. Mr. Fraser, in defending the bill, said it had been found necessary in the interests of both companies that they should amalgamate, and that the terms on which it was proposed to do so had been assented to by a large majority of the shareholders of both classes in both companies. All the Act did was to enable the company to sell out its property.

Mr. Fysche, cashier of the Bank of Nova Scotia, took the ground that as a citizen and a shareholder in the Nova Scotia Steel and Forge Co., he had subscribed money and became a shareholder in this company, in whose project he had faith, and he objected to the Legislature destroying his company and legislating him into another company that he did not believe in. The committee have not yet reported to the House.

The Dawson Construction Company is seeking incorporation by the Local Legislature. The corporators are George Dawson, William Chaplin and James E. McCaffrey, of Ontario. Capital $600,000, with power to increase to $2,000,000. The objects are very extensive bridge building, mining, operating electric and other railways, to build passenger and freight ships, etc.

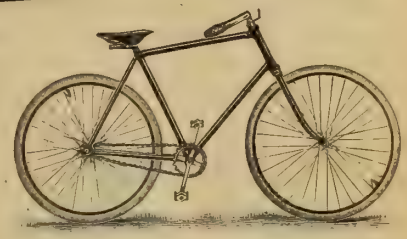
A bill has also been introduced in the Legislature to incorporate the Electric Street Railway Company, with power to acquire the present horse car system of this city. The City Council want five per cent. of the gross receipts for use of streets.

Cragg Bros. are introducing the British American Clothes Cleaner here with considerable success.

Wm. Stairs, Son & Morrow have received a consignment of over 145 tons of W. I. pipe and boiler tubes from New York, the largest lot of pipe ever entered at the Customs here in one shipment.

Bessonnett & Wilson, dealers in carriage stock, have assigned to W. B. McDonald. Liabilities are only about $300, in the United States. They have been in business in this city since 1886, coming here from Middleton, Annapolis county. Mr. Bessonnett died about two years ago and John Wilson continued the business.

Trade is dull and nothing brisk is looked for until April. TAUNTON.

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LEAD FOR LOW PRICES
QUALITY
FINISH
AGENTS WANTED
Established 1882

Parts, Fittings, Pneumatic Tyres, etc. Supplied.
Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.
SPRITE CYCLE CO., BLOOMSBURY, London, Eng.

TWO CATALOGUES.

In the course of a few weeks, the James Robertson Co., (Ltd.), will issue a supplementary plumbers' catalogue, in which will be fonnd all the latest goods in this line, handsomely illustrated, with price list.

They have now in the printer's hands a neat price list of iron fittings, so arranged as to cover all sizes and styles, which they will be very pleased to mail to those in the trade upon application.

AMERICAN IRON IN CANADA.

UNDER the caption "Our Iron Campaign in Canada," the following editorial appeared in a recent issue of The Iron Trade Review, Cleveland, O.:

The invasion of the Canadian market, particularly the districts tributary to Toronto and Montreal, by pig iron from this side of the border, has been referred to several times in these columns in the past year. In Ontario, which is the chief consuming market in Canada, Scotch iron has been rapidly displaced. Latterly, Scotch foundry iron delivered at points in Ontario has been, on the average, $4 a ton higher than No. 1 foundry from the United States. Though many of the consumers of Scotch iron, who have become wedded to it through years of use, would prefer to have it could they buy it within $1 or $2 a ton of the price of American iron, the difference actually maintained has limited the competition for the Ontario market to that between American and Canadian furnaces. Foundrymen in Canada, as in the United States, have been learning to use new irons, and have found that the cheaper product from this side the line will carry quite as much scrap as the high-priced Summerlee, to which they have been accustomed. We do not look to see the present difference in favor of American iron long perpetuated, but the cultivation of the Ontario foundry trade by furnaces on this side that can ship into that territory to best advantage, will result in such an acquaintance with the American iron as will permit of the maintenance of a considerably smaller difference between the Scotch and American irons, without any great loss of the business built up in the latter.

On the increased Canadian trade in finished material from the United States, some comment was made in the extract we quoted last week from the paper read at the annual meeting of the General Mining Association of the Province of Quebec, by Geo. E. Drummond, vice-president of the association. He referred to the fact that a few years ago nearly all of Canada's requirements in manufactures of mild steel were supplied by Great Britain, but that latterly, owing to low prices on the American side, all the steel plates, and a considerable proportion of angles and other shapes, came from Pittsburg. The effect of this competition, in the displacement not only of British steel products, but also those from Belgium and Germany, which have been a large share of Canada's imports in structural lines, has been seen more especially in Ontario. In the territory supplied from Montreal, plates constitute the bulk of the purchases of finished product from the United States. Beams, channels and rails, we are advised, are still to be had at a lower price from the other side of the water. One result of this increasing American competition in Canada is this lament in a recent issue of The London Iron and Coal Trades Review:

Hitherto we have, more or less, regarded Canada as the Benjamin of the colonial family. We have believed that the Canadians would still be true to the mother country, and that we should still send to Canada all the iron and steel that the Dominion required to import. Alas for human expectations! . . . As we have repeatedly stated in these columns, no country on the American continent is at all likely to export iron to Europe on a regular business scale yet awhile. But it is quite otherwise with the competition with us in Canada on the part of the United States. It is in actual force at the moment. It is increasingly difficult to meet, and it threatens to overwhelm us. How is it done? The United States have quite as heavy a freight to pay before they can get to Montreal as English exporters. They may probably have to pay even more from the principal centres of production. But the truth is that the Americans appear determined in commercial, as well as in political, matters to set up the standard of "America for Americans." There is reason to believe that the Canadian markets are being cultivated at the present time at a considerable sacrifice. Whether it will ultimately pay the Americans to keep up this game is quite another affair

What adds to the bitterness of this Canadian experience is the fact that British iron and steel masters are having it duplicated for them by German and Belgian competitors in nearly every colonial and neutral market, which they have been wont to regard as peculiarly their own.

MONTREAL PLUMBERS DINE.

THE first annual banquet of the Master Plumbers' Association of Montreal and the vicinity was held at the Queen's Hotel Monday. Over a hundred and fifty guests sat down to the tables, and among those who occupied seats of honor on the right and left of the president, Mr. Joseph Lamarche, were: Acting Mayor Leclerc, Aldermen Beausoleil, Hurtubise, Grothe and Jacques, ex-Alderman Clendinneng, Mr. Dore, sanitary engineer, Mr. T. J. Clark, representing T. J. Clark & Co,, Mr. James Robertson, representing Thomas Robertson & Co., Mr. Alex. Robertson, representing the James Robertson Co., Mr. W. Robertson, representing Warden King & Co., and Lieut.-Col. Massey, representing the Gurney-Massey Co. The secretary, Mr. F. Hortan, read letters of regret from the National Association of Master Plumbers of the United States, Mr. Robert Mitchell, Mr. McMaster, of the Montreal Rolling Mills, Drs. Lachapelle, Lapthorn Smith, Canadian HARDWARE AND METAL MERCHANT, and others. Ample justice was done the menu.

The first toast proposed by the president was that of "Her Most Gracious Majesty, Queen Victoria," after which Mr. John Date, popularly known as the Grandfather of the Association, proposed "The Right Hon. the Earl of Aberdeen." The next, "The President of the United States," was responded to by ex-Alderman Clendinneng. Mr. Clendinneng, while speaking on behalf of Mr. Grover Cleveland, desired it to be distinctly understood that he was Canadian in backbone, heart, soul, foot and fist, but at the same time, he had a certain amount of respect for our southern neighbors; he had visited them a number of times, and had always been most kindly received. In everything that concerns the welfare of the United States, we have, in some degree, a share, and more than that, there are in the United States over a million Canadians who are the salt of the earth in that part of the world.

The "Corporation of Montreal" having been honored, Ald. Beausoleil, the chairman of the Health Committee, was the first to respond. He was not a member of the Master Plumbers' Association, but nevertheless he fully recognized the importance of such a body, and the work they were doing by combining together as master plumbers, and improving the class of work in many ways. "If plumbing work is well done," he said, "it is a public boon, but if it is badly done, it is a public menace." As a member of the Health Committee he had had great pleasure in assisting at the passage of the last sanitary by-law. A few days after his appointment to the Health Committee he had received a very nice letter from Mr. Hughes, of Hughes & Stephenson, offering on behalf of the association to do all in his power to help him, and he had to thank Mr. Hughes not only for his kindness, but for the valuable hints contained in the communication referred to. By uniting with one another they were strengthening their hands so that they would have to be recognized, and the voices of the plumbers of Montreal could now speak as one voice and a voice which would make itself heard not only in civic affairs, but even in provincial matters. Acting Mayor Leclerc addressed a few words of greeting to the association, and then came one of the happiest speeches of the evening from Mr. J. W. Hughes, who gave "Our Guests." Mr. S. C. Stevenson, secretary of the Provincial Council of Arts and Manufactures, expressed the hope that in the near future the master plumbers of Montreal would have a building of their own. The speaker then entered into details concerning the work of the Council of Arts and Manufacturers is so far as it concerned the plumbing trade, giving a short history of the plumbing class, and showing that whereas its membership was only 29 prior to the formation of the Master Plumbers' Association, it now numbered 72, and was one of the largest classes under the direction of the Council. He would ask them all to continue to help the class, and also to visit it from time to time, and see what the boys were doing. Loud cries of "Colonel Massey" induced the president to call upon this popular gentleman for a speech. "When I received the invitation card of the Montreal Master Plumbers' Association from your popular secretary, Mr. Horton," said Col. Massey, "I wondered whether or no I could attend it. Some of us are not getting any younger as the days go by, and we aren't just what we used to be, and this invitation card sent my mind back to a dinner given by the master plumbers five or six years ago, when we all had a very jolly time, in fact, so much so that I believe some of the boys have not had a break ever since, although I know one or two who have been just longing for another dinner like the one we enjoyed on the occasion I refer to." Speaking as a manufacturer, Col. Massey declared that in no city were the relations between master plumbers and the manufacturers more cordial than in the city of Montreal. He had to congratulate them upon the strength of their association, and to advise them to continue in the great work of uniting in the bonds of love and mutual interests the two great races, and of building up the grand old city of Montreal. Above all things, they must cease cutting one against another. Mr. McLaren, of the Safford Radiator Co., and Mr. Campbell, a guest, who came especially from St. John, N.B., also responded to the toast of "Our Guests." Mr. Clendinneng then proposed "Success to the Master Plumbers' Association," and entered upon some personal reminiscences of the days when he trod the streets of Montreal, a poor boy, with one great ambition tugging at his heart—to be a plumber. Unfortunately, however, the plumber's boy wasn't paid enough to enable him to board himself, and so somebody suffered—"whether," said Mr. Clendinneng, "it was the plumbing business or myself, I am not quite certain." Mr. Giroux gave "Our Absent Friends," and Mr. Fred. Hortan responded, declaring that the fact that the ladies were not present was the only cloud upon his happiness. The last toast of the evening was that of "The Press," which was received with enthusiasm and a musical accompaniment, and responded to in French by Mr. E. Mann and in English by Mr. E. Boddington. Songs and recitations then become the order of the evening, and the party having declared in unanimous chorus that they "wouldn't go home till morning," kept their word faithfully.

The committee to whom the credit of managing a most successful banquet belongs, was as follows: Messrs. Joseph Lamarche, J. C. Jacotel, Joseph Thibault, W. A. Stephenson and Fred. Hortan.

MATCH MEN MEET.

SPECIAL TO HARDWARE MERCHANT.

Representatives from the match factories of Canada met at Montreal on Wednesday to consider an advance in prices. Cutting has been general, and the market has been demoralized, the production being very much in excess of the demand. The smaller concerns, which felt the competition keenly, were anxious to get all the manufacturers to agree to higher prices. It was reported that some of them loaded Quebec city jobbers at one dollar a case, but well-known brands are bringing from $3.30 to $3.50 A statement of stocks in the jobbers' and manufacturers' hands was presented, which showed they were large. It would be impossible to get higher prices, even if manufacturers combined on them. It was therefore decided not to take any action, and the meeting was adjourned indefinitely. Among those present were: Mr. Dubord, of Hardy & Dubord, Beauport; Mr. Myneau, of the Independent Match Co., Louisville; Messrs. Denoncourt and Moreau, of Denoncourt, Moreau & Co., St. Angele de Laval; Mr. Chitty, of J. MacLaren & Co., Buckingham, and Messrs. Hardesty and Healy, of the Eddy Co, Hull.

NEW THING IN HOTELS.

Hopkins' big hotel, which is to be built at the southeast corner of Church and Carlton streets, Toronto, this spring, is to be fitted with a system of electrical ventilation. This system, although in common use in other classes of buildings, is rather a departure as regards hostelries. Bennett & Wright, Toronto, have secured the contract for this work, as well as for putting in all the plumbing and heating arrangements.

A Good Side Line

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At this season of the year is

Land Plaster

It brings farmers' trade to you that would go elsewhere.

We have it in bulk and bags—easy to handle.

We can ship you a mixed carload of Land Plaster, Plaster of Paris and Bug Finish if desired.

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ABOUT VENTILATION.

THE relative efficiency of mechanical methods of ventilation in which a fan is almost universally employed, and natural systems which depend for their action upon accelerating coils, is not generally appreciated, says a writer in Metal Worker. The losses in the process of making steam in the boiler, of transforming it into work in the engine, and therefrom developing the necessary air movement by means of the fan, are serious and the actual efficiency of the combination is very low. So low, in fact, that one who has not investigated the subject would hardly believe it possible that the blower is nevertheless the more economical of the two means named above. The operation of moving air by natural methods, by its very simplicity, is deceptive. Nothing can apparently be freer from complication than the process of heating air by means of a coil within the flue, thereby decreasing its density and creating an air movement from the apartment outward, because of the difference in the weight of two columns of air by equal height. It is upon this basis, however, that the capacity of a flue is determined, for it may be readily calculated from a knowledge of the internal and external temperatures, the height of the flue and the temperature within it.

Under practical conditions the expense of moving the given volume of air may be best expressed in heat units. Thus, for instance, may be measured the steam condensed in an ordinary accelerating coil, for, knowing the increase in temperature of the air volume, we may readily inform ourselves regarding the number of heat units required therefor, and the consequent condensation of steam, the sole source of this heat. Likewise the actual power required to directly drive the fan may be ascertained, which, duly corrected for the losses of efficiency in engine and fan, may be easily expressed in heat units and compared with the expenditure for an equal air movement by the accelerating coil. Relative efficiencies between fan and coil will vary greatly with the necessary difference between flue and outdoor temperatures to produce the desired result by the so-called natural method. If this difference is slight the efficiency of the flue will approach nearer to that of the fan, but under all practical conditions the fan will be found to produce the given movement of air with from one-tenth to one-twentieth of the heat expenditure necessary with an accelerating coil. The heat added to the air in the flue in order to produce its movement is all deliberately wasted, so far as heating is concerned, for it is supplied to the air after it leaves the apartment and is thrown away with it. The fan, however, may be applied as a portion of the heating system of which the other can form no direct part and compel the discharge of air from the building by the pressure maintained within.

In almost any case a fan blower can be purchased and installed, not including motive power, for less than the cost of the accelerating coils it would displace. It combines within itself the capacity of all of the individual coils without the inconvenience of their separation and the difficulties of their proper operation. Of course the fan cannot be utilized in small buildings, owing to the usual lack of motive power and proper attention, but its advantages should certainly not be overlooked in those structures where ventilation on a large scale is desired.

WINDOW DRESSING.

T. Meredith & Co., retail merchants, King street east, Toronto, have an attractively dressed window. In the midst of it, resting on the floor and slanting inwards towards the top, stands a neat but simple rack, consisting merely of one cross and two upright pieces of wood, covered with red cloth. The upright pieces are at intervals of a few inches pierced with nails, and on these nails rest a series of brightly-polished cross-cut saws of different makes and sizes. The floor below is tastefully strewn with rows of hammers, brackets, axes, etc., and from the ceiling of the window space pends another collection of artisans' tools. To hardware merchants who wish to change the style of their window dressing, this paragraph may serve as a hint.

PIG IRON PRODUCTION.

In its monthly report on pig iron production The Iron Age says :

The production of pig iron in this country seems to have settled down to the pace at which it has been running since December, although there has been some accumulation of stocks lately.

On February 1, the active furnace plant, grouped according to fuel, possessed the following weekly capacity :

Fuel.	Capacity per week. Tons.
Anthracite	21,691
Coke	141,182
Charcoal	4.416
Totals February 1	167,291
Totals January 1	168 414
Decrease	1,123

The weekly product of all the furnaces on February 1, compared as follows with that of preceding periods :

	Furnace in blast.	Capacity per week. Gross tons.
February 1, 1895	181	167,291
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	86,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80 070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153.762
June 1	244	174 029
May 1	251	181,551
April 1	255	178,858
March 1	255	176,978
February 1	251	171 201

The position of stocks, sold and unsold, as reported to us February 1, was as follows, the same furnaces being represented as in former months :

	Dec. 1. Tons.	Jan. 1 Tons.	Feb. 1. Tons.
Anthracite pig	90,091	94,073	100,371
Coke pig	256,193	344,961	392,100
Charcoal pig	216,185	206,424	225,594
Totals	562,469	645,458	718,073

It will be seen that a marked increase in stocks took place during January. With the single exception of Tennessee, where a falling off of about 3,000 tons occurred, every coke pig iron producing district added to its holdings. An increase also took place in the stocks of charcoal and anthracite pig iron.

MESABA ORES IN THE FURNACE.

IN view of the discussion as to the percentage of Mesaba ore now being used in the furnaces, the following by a writer in American Manufacturer, who claims to thoroughly understand the question, is of interest.

The trials of the first cargoes of Mesaba ore through the furnace suddenly turned every one's attention to this feature of the situation. The ores were very fine and the finest particles very light, the amount of fine ore, such as would go through a 60 and 100-mesh sieve, varying in ores from different locations. A sample of one of the best grades showed about 18 per cent. of the exceeding fine ore ; another sample from a less favored locality showed about 35 per cent. of the fine ore. Considerable of this fine ore blew over with the gases and exaggerated stories concerning the amount were circulated immediately.

The first results were disappointing and created a prejudice against Mesaba ore at once, a prejudice which, while it still exists in some quarters, is not nearly as strong as at first, and is being rapidly overcome, as was the prejudice against the soft hematites, when they were first introduced. Chemically these ores are mainly oxide of iron and silica, there being very little earthy matter, and on account of this and their fineness they reduce with the greatest ease in the furnace.

One of the troubles, when they are used in furnaces of inadequate blast power, is the tendency of the melting zone to rise too high, causing hanging and subsequent slipping. It is under these circumstances that the greatest amount of fine dust is made, the hanging creating high blast pressure, which being suddenly released when the stock mixes, carries over the dust ; whereas, with a modern equipment this can be largely overcome. Under the conditions stated above, with the furnace working smoothly one day and slipping badly the next, it was a difficult matter to keep the lime charge at the proper point, and there was considerable variation in the slag from day to day.

Wetting the ore before charging into the furnace was tried, but with unsatisfactory results, and it was not until the ore was wet as it was being unloaded from cars to stockpile that this method was of much benefit. It was only possible to wet the surface, when once in stockpile, as the water would only penetrate the ore to a depth of a few inches. However, wetting at unloading was of considerable help and took but very little extra labor.

The use of the flue dust every day as made, by converting it almost into a mortar with water, charging at intervals during the day, putting it on the bell first and covering with the balance of the charge before dumping, has been the most practical solution of the dust problem up to this time, and is entirely satisfactory to some of the furnace managers using this method ; but the majority of them feel that sooner or later a better way of using up the fine dust and reducing the amount made to a minimum will be found. Some experimental work has been done to try and solve the dust problem in a more satisfactory way. At one furnace a small heating furnace was built with a hearth about five by eight feet, the furnace gas being used as the source of heat, and an attempt made to put the flue dust into a cinder. This not proving satisfactory, the effort was made to sinter the dust together into a cake or lump, but the experiment was unsuccessful. Other methods of getting the dust into better shape for use have been suggested and will undoubtedly be tried sooner or later.

Before the use of Mesaba ores, severe top explosions occurred from time to time at the larger furnaces where rapid driving and large outputs were in order, but not much was heard about them. These explosions are attributed to slips, this explanation being based on the theory that when the column of stock in the furnace slipped suddenly after hanging, air was sucked in at the top of furnace, which, mixing immediately with the after-rush of gas, resulted in an explosion, generally wrecking the top hamper and injuring some of the workmen. After the Mesaba ores came into general use, these explosions were more frequent, and furnace managers began to study the matter more closely. Mesaba ore was blamed at once, and possibly with good reason at that time. The caution with which furnace managers proceeded when first using these ores brought about conditions that were at times perfect for an explosion. The use of too small a quantity of air, the lack of power to use enough at times, attended by the hanging and slipping, were often followed by an explosion, making the furnace manager wish he was in some other business, after contemplating the wreck. The best authorities have come to the conclusion that these explosions are not gas explosions but a deflagration of fine impalpable carbon in the furnace, the fine condition of the carbon being brought about when the furnace is slipping badly for some time. The constant slipping grinds the coke next to the walls to a fine powder ; this becoming intimately mixed with fine ore, then, perhaps, rushing ahead by a slight slip to a point in the upper zones of the furnace where it is out of place, results in a rapid reduction, the fine ore giving up its oxygen to the fine carbon, causing the deflagration of enough to create a severe explosion.

With a modern plant with sufficient power, explosions occur no oftener, nor are conditions for them brought about easier with Mesaba ores than with ordinary hematites ; therefore, it is unjust to lay the blame of these explosions to the fine ores.

BUSINESS CHANCE.

INVENTOR WILL GIVE THIRD INTEREST IN nailless horseshoe to party procuring patents and developing same. C. G. BESSEY, 85 Jarvis st., Toronto. (9)

STOCK WANTED.

SMALL STOCK HARDWARE WANTED in good town, doing profitable trade. Give full particulars. E. A., HARDWARE Office, Toronto.

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Only best steel used.

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"ALLIANCE"

PRIZE SPORTING POWDER

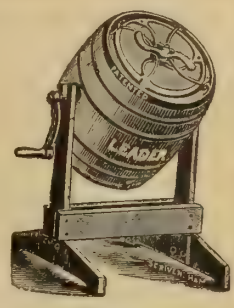
THE TRADE ONLY SUPPLIED.

CHIMNEYS.

THE influence of the chimney on the heating apparatus is well understood by larger dealers and engineers, according to Metal Worker. In too many cases the smaller heating man not only does not understand this, but is unable oftentimes, when he does, to procure a proper chimney, as his recommendation is looked upon as a desire to secure additional profit through the erection of a chimney. Chimneys have always been more or less puzzling in their capacity, and a flue of given dimensions under some circumstances has demonstrated a much greater draft ability than flues of larger dimensions under seemingly similar conditions. If a large hot air furnace is connected with a weak flue the fire, instead of being bright and glowing with intense heat, will lie comparatively dead, and the inexperienced person in endeavoring to secure the full power of the furnace will fail, even though more fuel is consumed than would be needed to secure the highest efficiency of the furnace with a flue of strong draft. It is often the case where a small aparatus which has rendered excellent service is replaced by a larger apparatus, from which better service is expected, that it fails to give satisfaction or do as good work because of the incapacity of the chimney to work it at its best efficiency. This trouble is not confined to the furnace business alone, but the makers of steam and hot water heating boilers have found in a number of cases much dissatisfaction to result from poor draft where the boiler, which had ample capacity and which had been piped carefully in accordance with good practice and ample radiation, had been properly placed. Expert investigation as to the cause of the trouble invariably resulted in finding that the chimney had too small capacity. This trouble is no small one to confront in the heating of old houses, and oftentimes the use of one apparatus has to give way to two of smaller dimension, in order that the chimneys which are in the building may be used and satisfaction secured. In the erection of new buildings the owner is often surprised, as well as the architect, after they have decided on a steam or water heating plant, to find the heating contractor demand a flue much larger than has been calculated for in the building for use in connection with his apparatus. Many dealers would save themselves an immense amount of worry and expense if the capacity of the chimney was well looked into previous to contracting for and installing a heating plant where a large apparatus is to be used.

Three or four sections of the Ottawa and Parry Sound road, to fill in the gaps west of Long Lake and east of Parry Sound, will be built during the summer. The contracts are let, and half a million dollars will be expended.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

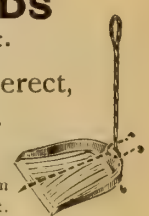
ARE AHEAD

Long Folding-Handle Dust Pan

HANDLE FOLDS

As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S —We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

"STRAW HAT" FLEISCHMAN.

A CHANGING crowd was in front of the Hoffman house store of Fleischman, New York society's florist, all day and far into the night a week or so ago, gazing at his latest window advertisement—a huge spider-web filling all of one of the windows, in which two immense spiders were worrying an enormous fly imprisoned in the web's centre.

The spiders would glide about over the web and the fly would quiver in anguished expectation every time its captors approached in so life-like a manner that they seemed at first glance to be tropical monstrosities imported for the edification of Mr. Fleischman's Broadway audience, and a Printer's Ink reporter who passed that way went in to talk it over with the florist, who was busy in his brilliantly illuminated white store, wearing the straw hat for which he has become famous America over.

Mr. Fleischman is an interesting study for progressive advertisers. He has been able by unique methods of obtaining publicity and patronage to grow in a very few years from a basement store of small dimensions and limited trade to the magnificent floral palace where the wealth and fashion of Gotham buy their flowers, and where William Waldorf Astor the other day placed the largest individual floral order ever given—about $35,000, or from ninety to one hundred dollars' worth of lilies of the valley and violets to be spread on his wife's casket each day for a year.

"See that boy?" asked Mr. Fleischman, as he pointed out a young colored man in buttons concealed behind a mass of foliage plants.

"He pulls the string that keeps the spiders in motion. Each one is attached to a fine cord that runs up over the top of the mirror, and which has a weight on the end that pulls the spider up. The boy pulls the string that brings him down again and causes the fly to quiver in the wings and legs.

"Sat up till 2 o'clock last night studying this out and getting it rigged up. The first thing this morning the people began to stop, and I have had a crowd all day. To-morrow I shall have something different; something in the flower line probably. I have a new window display every day."

The following interesting article is from Mr. Fleischman's pen:

"I think it is just as necessary for a man to change his window advertising as it is to change his newspaper ads. I believe in something unique—in motion if possible.

"I first used the idea of giving life to my store several years ago. Since then my business has grown fast and certain.

"I pursue the same policy in my decorative work—think out something new for each order. The other night at a dinner at the Hoffman house I had a pond of clear water in the middle of the table, surrounded by green and full of live fish and ducks swimming about; and at a reception I had butterflies scattered all among the flowers, their wings kept in motion by a boy in the cellar working a system of strings.

"These things helped me, of course, but I get much of my trade by personal work. The other day I went out and brought in three orders of $150 each just by making three calls on people I knew were about to have either weddings or receptions. The way I do is to sketch out an appropriate design for the room and the event. It catches them nearly every time. Cannot seem to get anyone to do this work for me; hired a man once at $25 a week and he merely remained in the office to take the orders that came in.

"One day I learned of a wedding where $700 was to be spent in floral decorations, and I immediately sent the lady a box of flowers, with an estimate of what I could do for the wedding decorations. In less than an hour she was down at the store and had given the order, saying that anyone who could arrange a box of flowers so beautifully could certainly do what she wanted for the wedding.

"In my newspaper advertising I write my own ads, asking myself questions and answering them. This gives crispness and life. I also write columns on columns on flowers for the New York newspapers. That is when the reporters come in, as they do nearly every day. I have them take down the conversation in which they ask questions and I answer them, and in this way give each reporter a new story, letting them use it or not as they please. Most always they do use it, and thus the flower business is elevated and my store boomed.

"I put my entire time and all my profits into my business. Out of the money I have made I have just invested $65,000 in a green-house in New Jersey, where I shall raise the best flowers that can be produced and sell them, as my custom is, on the plan of quick sales and small profits, for that is the only way my business can be made successful. Flowers won't keep long. I do manage to make them keep long enough to send them across to England by using the patent ice boxes I have arranged, each with six compartments—one for each day—to be opened in order—the flowers in the last compartment lasting six times as long as those in the first compartment.

"My violet-colored delivery wagon is another form of my advertising. I had to give a painter a year in which to experiment before he could reproduce exactly the color of violets. My other delivery wagons are of other appropriate colors, and I change them from year to year.

"Of course, the Astor order was one of my very best advertisements, and it would be still more so if I were to let the bill accumulate for the entire year and then paste the Astor cheque in my front window, with two men in livery to guard it.

"People have learned to call me 'Straw Hat Fleischman,' from the fact that I always wear a summer hat among my flowers. Half the orders I received during the holidays were addressed merely 'Straw Hat' Fleischman, Hoffman house, New York.

"The hat I am wearing now came from Silverman, the hat manufacturer in the American Britannia Co.'s building across the street, who may have an idea that my wearing this hat may make it the fashion for next summer.

"I keep my store a centre of floral attraction, causing hundreds to pause at my windows daily, by ever offering something new, fresh and inviting."—Printers' Ink.

INGENIOUS SMUGGLERS.

For some time past the vigilance of the Dover, Eng., Customs officers have been evaded with an ease which has made them redouble their exertions to apprehend the offenders. It was noticed that the tires of a bicycle owned by a party of tourists who had just landed presented every appearance of being punctured, but on close examination it was found that the tires had been stuffed full of the very finest Turkish cigarette tobacco, which is in the United Kingdom subjected to a very high duty. Whilst the officer was busily extracting the contents of the tires, the owner beat a hasty retreat, leaving both wheel and tobacco to the tender mercy of the official.

NEW METHOD OF SELLING.

There seems to be a tendency on the part of certain wholesale handlers of heavy hardware to make a change in the method of selling goods. It has always been the custom to pay salaries to their traveling men, these being proportioned to their ability as salesmen. Now it is proposed to pay them a commission on gross sales, so that their compensation will depend upon the actual amount sold. One prominent St. Louis jobbing house has already adopted this method, as have others throughout the country, so it is probable that the system will be generally adopted. The reason given for the change is that the salesmen will have an incentive to push the sale of goods on which there is a large margin of profit. As it is now, they are said to be satisfied with the sale of a sufficient amount of staples to bring up the total to what they regard as an average figure, and not pushing the other lines as thoroughly as their employers would like them to do. There is some doubt about the immediate success of this new method, although it will probably come in time. Its first effect would be the purchase by the retail trade of a larger amount of goods other than staples than has been customary, with a probable advance in the price of staples later on, two results which the trade is hardly able to bear just at present.—Stoves and Hardware Reporter.

ANCIENT IRON WORKERS.

Not many industries have that antiquity, and so well traced a genealogy, as hardware. The strain of blood found in the first workman in metals was certainly remarkable. His grandfather was naturally Adam, but, unlike most mortals, his "tree" is well defined and his heredity interesting. Descended from Cain, he probably acquired, the phrenologist would say, a large development of the bump called Destructiveness, and quite necessary, it is said, to the pounder of metal. A son of Cain was Enoch, a boy of whom he thought so much as to name the city he had built after him. Cain was an industrious, active, high tempered fellow, full of resources; but he must have felt sorely the need of hardware in building his city. Enoch had a son called Irad, and a grandson called Mehujael. Mehujael continued the line with Methusael, and then came the wicked Lamech, who married two wives, almost simultaneously, without the sanction of a divorce court, and he was also a self-confessed murderer. One of his wives was Zillah, and by her Tubal Cain was born. He made an everlasting reputation as an artificer in brass and iron. He spent the greater portion of his time, however, in imparting to others the knowledge which had been so readily acquired by himself.

The process of making iron in those days consisted in placing lumps of ore in a fire of wood or charcoal, and when the reduction took place the mass was hammered into shape. The Assyrians, it is believed, made saws, knives and such tools, and it is understood that the Greeks were fairly adepts in hammering and tempering steel, and so on to the time of the Romans.

Then the chronology of the iron manufacture of steel goes on with this and that improvement until the present day, when we find the Bessemer process, by which even highly phosphorized pig is rendered capable of furnishing a fairly good quality of steel.

ENAMELLED WARE.

The Thos. Davidson Mfg. Co., Ltd., of Montreal, have got their enamelled ware on the market earlier than they expected. They have turned out during the past week a considerable quantity of heavy coated, brightly finished goods. They intend calling their grey enamelled ware "Crescent Steel Ware," and their white enamelled "White Steel Ware."

CRUDE IMPLEMENTS.

Civilization is making rapid strides in South Africa, but the bushmen yet make their own knives, and with considerable ingenuity. They dig a little iron, find a broken hatchet, or a hoop from a rum barrel, and out of these parts they form even axes, adzes, hammers, and about everything they need in that line. These implements are, of course, very crude, but the native has much patience and will not forego his bottle of rum for the cost of the imported tool.

PLEASE NOTE

A. C. LESLIE & CO., MONTREAL

(1) That our Toronto office is closed, and that all correspondence should be addressed to Montreal. Prompt attention to all orders and enquiries.

(2) That we are still selling wire, both plain and barbed, and our prices as usual are right.

BRUSHES

BRUSHES

For Spring Season, 1895

The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.

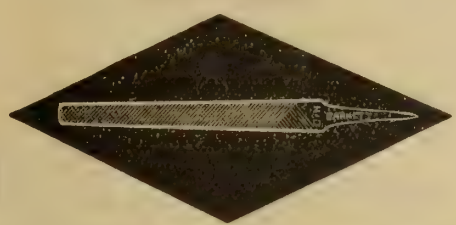
CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

TRADE MARK.

BLACK DIAMOND



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

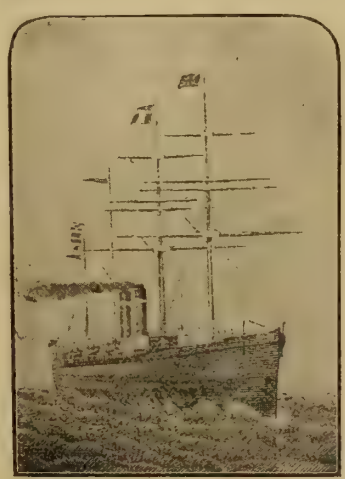
G. & H. BARNETT,

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles. Gulletting Sawfiles.
Climax Sawfiles. Lightning Sawfiles.

—AND—

EVERY OTHER DESCRIPTION OF SAW FILES.



ALLAN LINE

ROYAL MAIL STEAMSHIPS

Liverpool, Halifax, and Portland Mail Service

After Nov. 18th the Mail Service will be continued for the Winter 1894-5, from Portland to Halifax as under:

STEAMSHIPS.	From Portland.	From Halfax.
NUMIDIAN	Mar. 14	Mar. 16
MONGOLIAN	" 28	" 30
LAURENTIAN	Apr. 11	Apr. 13
NUMIDIAN	" 25	" 27

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam.

RATES OF PASSAGE:—Cabin, $45 and upwards, according to Steamer, location of and number of persons in Stateroom. Second Cabin, $30; Return, $55.

Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $15.

H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

JOS. MALO, tinsmith, Vercheres, Que, has compromised at 25c. on the dollar.

C. E. Scammell, ship chandler, St. John, N. B., has assigned.

Scott Bros., general store, Beardsville, N. B., have assigned.

Urgel J. Paquin, general store, St. Eustache, Que., is embarrassed.

Gordon Mathews, general store, Elmsdale, P. E. I., has assigned.

Bessonet & Wilson, carriage hardware, Halifax, N.S., have assigned.

D. M. Richards & Co., hardware, Charlottetown, P.E.I., have assigned.

The stock of Peppler & Co., general store, Wellesley, Ont., has been seized by the bailiff.

The creditors of Louis Bernstein, general store, East Angus, Que., have been called together.

H. H. Pollock, general store, Trent Bridge, Ont., has assigned to Richard Tew, Toronto.

E. Bourgoin & Co., general store, St. Flaire Station, Que., have assigned to O. Jobin.

Robert J. Davison, general store, Newmarket, Ont., has assigned to Ed. J. Henderson, Toronto.

O. Jobin has been appointed curator of the business of Hubert Paradis, watch maker, Levis, Que.

A. Mutchmore, has been appointed curator of the business of J. Shepherd, paints and oils, Ottawa, Ont.

H. McElroy & Sons, general store, Richmond and Carp, Ont., are preparing a statement for their creditors.

Mr. E. A. Everett, hardware dealer, St. John, N.B., has assigned, with liabilities between $25,000 and $30,000, and assets very far below that amount. His liabilities include about $18,000 accommodation paper given by his father, Charles A. Everett. It is announced that the latter has retired from the firm of C. & E. Everett, hatters and furriers.

PARTNERSHIPS FORMED AND DISSOLVED.

Noonan & Dettrich, foundry, Perth, Ont., have dissolved.

Shipton & Griffiths, Montreal, are commencing business as undertakers.

The Savanne Lumber Co., Ltd., of Savanne, Ont., has obtained a charter.

Lauzon & Daoust, carriage makers, Ste. Anne de Belleville, Que., have dissolved.

Sanders, Soule & Casselman, are starting a hardware business at Chesterville, Ont.

Weir & Morrison, foundry, etc., Westville, N.S., have dissolved. K. J. Robinson retires.

Hockin & Pool, general store, Dutton, Ont., have dissolved. Thos. Hockin continues.

Pontbriand & Frere, St. Lawrence engine makers, Sorel, Que., have dissolved. Arthur Pontbriand continues.

Amedee J. Auger, and Armand J. Auger have been registered proprietors of Auger & Son, lumber, Quebec.

Joseph Shink and Ludger N. Rioux have been registered proprietors of Shink & Rioux, traders, Quebec.

Abel A. and Ezra H. Heath have been registered proprietors of E. H. Heath & Co., general store, Way's Mills, Que.

Charles Normandeau and H. Corbeil have been registered proprietors of Normandeau & Corbeil, carriage works.

John White & Co., stoves and tinware, Halifax, N.S., have dissolved. John White retires. Wm. Brandis continues under old style.

McDunnough-Baylis Varnish Co., Montreal, have dissolved. J. B. McDunnough is the registered proprietor of the McDunnough Varnish Co.

SALES MADE AND PENDING.

R. J. Wenborn, machinist, Nanaimo, B.C., has sold out to John Shaw.

The stock of John Fraser, general store, Lefroy, Ont., is to be sold by auction.

McDonald & Davis, general store, Ripley, Ont., have sold out to Marquis Bros.

The general stock of O. Fadette, St. Narcisse, Que., is to be sold by auction.

J. R. Cunningham, general store, Sawyerville, Que., has sold out to E. A. Kingsley.

The wholesale and retail hardware stock of Bowman & Moore, Hamilton, Ont., has been sold.

S. R. Page's general stock at St. Ephraim de Tring, has been sold to Jos. Cloutier at 67c. on the dollar.

Orr & Hiscocks, general store, Wingham, Ont., have sold out to Homuth & Bowles; to take effect Mar. 1, 1895.

The general store stock, etc., of A. J. O'Boyle, Brechin, Ont., is advertised to be sold by auction on Mar. 6.

The stock, etc., of Sweet & Co., general store, Victoria Harbor, Ont., is advertised for sale by auction on Mar. 6.

The stock of J. B. Lavallee, general store, St. Germain de Grantham, Que., is to be sold by public auction on Mar. 7.

The general stock of B. Leclair & Co., St. Michel, (Napierville Co.), Que., has been advertised for sale by auction.

E. C. Wood & Son, carriage makers, Mount Forest, Ont., have sold out to Stewart Bros., who take possession on April 1, 1895.

The Canadian Feather, Down & Wire Mattress Co. (not incorporated) has sold out to L. Love, who continues business under the same style.

CHANGES.

Robert Hobbs is starting a general store at Dwyer Hill, Ont.

O'Dilon Pelletier, general store, Laurentides, Que., is starting a general store.

Langman & Co., general store, Chilliwack, B.C., have removed to Union.

L. Waldroff, general store, Monkland Station, Ont., has removed to Newington.

The Hamilton Storage Battery Co., Hamilton, Ont., have applied for a charter.

Thos. Delahey, agricultural implement manufacturer, is starting business at Pembroke, Ont.

The Ingersoll Electric Light and Power Co., Ingersoll, Ont., are applying for a charter.

Cleophas Martineau, general store, St. Felix de Valois, has removed to St. Gabriel de Brandon.

W. O. Franklin & Co., general store, Leamington, Ont., have been succeeded by S. B. Morse.

Winifred McMullin, wife of R. T. Dinahan, has been registered proprietress of R. T. Dinahan & Co., traders, Montreal.

Ellen Gertrude Shea, wife of Geo. F. Lawrence, has been registered proprietress of S. F. Lawrence & Co., general merchants, Montreal, Que.

FIRES.

James Anderson, general store, Amherst, N.S., has been burned out. Insurance, $1,300.

DEATHS.

Wm. Anderson, general store, Lakeville, N.B., is dead.

Edward Tobin, hardware merchant, Montreal, is dead.

John Delahey, of Delahey Bros., general store, Cobden, Ont., is dead.

Alex. McArthur, president of the McArthur Bros. Co., Ltd., lumber, Toronto, is dead.

Wm. H. Meredith, of Middleton & Meredith, metals, chemicals and dye stuffs, Montreal, is dead.

COUNTING THE PROCEEDS Of the year's business. I am at your service for assistance, inspection, or advice.
A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.
Tel. 1040. Canada Life Building, TORONTO.

THE OAKVILLE BASKET CO.,

Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

Clarkson & Cross

ACCOUNTANTS . . .

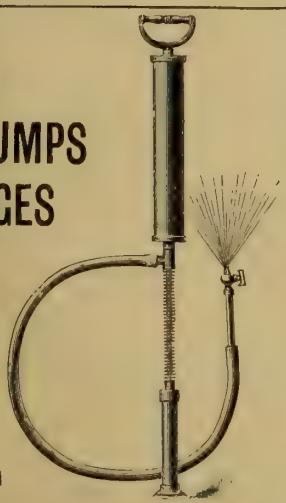
Established 1864.

26 Wellington St. East, TORONTO

John Wilson's
BUTCHER KNIVES
AND STEELS,
Farriers' and Shoe Knives
are the Best in the World.

TRADE ◇ MARK.

FOR
BRASS
SPRAY PUMPS
AND SYRINGES



WRITE . . .
Stevens Manufacturing Company
LONDON

Books for Retailers
Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS
Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

A WOMAN PLUMBER.

WOMAN! woman! that delightful creature so indispensable to man, says The Metal Worker, and equal to all of the emergencies made by his weaknesses, has shown that even the mysteries of the plumber's art can be included in her sphere and successfully solved when she goes to work.

In describing her experience, she said: "When sister came down to breakfast she said the water would not run out of the bathtub. I had to go out that day, and in my absence more water was run into the tub with the hope the increased quantity would force itself out. Father had been consulted, but he had looked at it and said he didn't know what to do, and the water was still in the tub. I told my sister to send for a plumber, for I had another engagement the next day, but she was busy, and as the water had gone a sixteenth of a yard she thought it would all go in time. The next morning I concluded I would know how the 'ruffles were put on' that plumbing system, so I dressed for the work and took up the study of it. I took up the carpet, for I knew there must be some way to get at the pipes, and I found a board that was screwed down. I thought that was unusual, as all of the other boards were nailed, so I took it up to see what was under it. I got a screwdriver and took up the board and found that two other boards came up with it, leaving quite a good sized hole, so I could see under the bathtub. There I saw a short pipe coming down into a sort of a swelling and then running off somewhere, for I could not see the end. I felt all around the pipe and found a little cap with two prongs on it that I pried against with the screwdriver and it came loose so I could unscrew it. The smell almost made me sick, but I fished in there with a stick and got out a horribly nasty mess of lint, string and soap that nearly made me faint. I stuck to it, though, and pretty soon the water came out with a rush, and I had to sit near that disagreeable mass with my hand over the hole till all the water ran off. Then I found the inside washed out quite clean, so I screwed on the little cap, got rid of the filthy stuff and put down the board and carpet without half as much fuss as a man would have made, and left everything perfectly clean and in good order. When the folks asked me how I knew how to go about it I told them that The Metal Worker did not lay about where I could see it for nothing.

ONE YEAR IN GAOL.

T. J. Watters, acting commissioner of Customs at Ottawa, has been sentenced to one year in gaol, having confessed to technical guilt on a charge of misappropriating public moneys.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S
CANADIAN CUSTOMS TARIFF
—AND—
ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

BLACKSMITHS' TOOLS.



Horseshoe Vises.
Price, No. 1, - $4 00
" No. 2, - 7.50
Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

1879—ESTABLISHED—1879
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends.

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over ONE HUNDRED YEARS of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect Extra Hollow Ground Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Mar. 1, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	18½ 19
Straits "	18 18½

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6½	6½
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb		1 80
Refined " "	2 35	2 65
Horse Shoe " per 100 lb	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 20	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel	.....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	10½c
¾-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5/16 "	2 35
⅜ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4½
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 20 $0 22
" round & square	
1 to 2 in	0 18 0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½
Boiler & T. K. Pitts	
Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04½
Domestic "	0 04 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 14 0 15
" " 100 lb. drums	0 12 0 13
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

Selected Packages, per gal	0 44	0 46

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer.
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 50
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 55 per cent.
No. 1. leather, dis. 15 p.c.
Standard, 37½ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 0
" 2, " "		4 5

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	500	4 23

Butts—*Brass.*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair

	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.		
Plate dis. 50 & 5 to 50 & 10 p.c.		

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	8 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United inches	Per Star. 50 ft	Per Star. 100 ft.	Per Double Diamond 50 ft.	Per Double Diamond 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1 50

Sledge

Canadian, per lb	0 12½	0 13

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c		
" hepard's Noiseless, dis. 60 p.c		
" " Buffalo, dis 60 to 70 p.c		
Light T and strap 70 to 70 & 5 p.c		
Heavy, per lb	03 3-5	0 04½
Screw hook and hinge—		
6 to 10 in., per lb	0 3⅜	0 04
12 up "	0 2⅝	0 03
	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		
	Per doz. pairs	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton $3 60
Snow, " " .. 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer Pat'n. Basis—50 to 60 dy..... 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy. A.P. Fine 3 70
Car lots 5c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets. per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pamp, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 35 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

	Rope Sisal.	Per lb. Manilla.
7-16 in. and larger..	6⅜ 6½	... 9
¼, 5-16, ⅜ in	6¾ 7	... 9½
Cotton, per lb.....	13	16
Russia Deep Sea, per lb..	12¾	13½
Jute	" ... 06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 7
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list
Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman s, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz ..... 1 " 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33⅓ p.c to 35 p.c
Game, H & N., P. S. & W. 62 to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1?
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5⅝ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	... 2 87½
" 4 " 4 & " "	
" Plain twist, all deld	... 2 87½
" Truss	... 4
" Steel thorn and ribbon.....	4¾ 5
"Lock Barb," 4 point	.. 4½
Ditto Glidden 2 point	.. 4½
Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
Steel staples	... 2 87½

Terms, 60 days or 2 per cent. in 30 days.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 "
" S., per doz..... 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

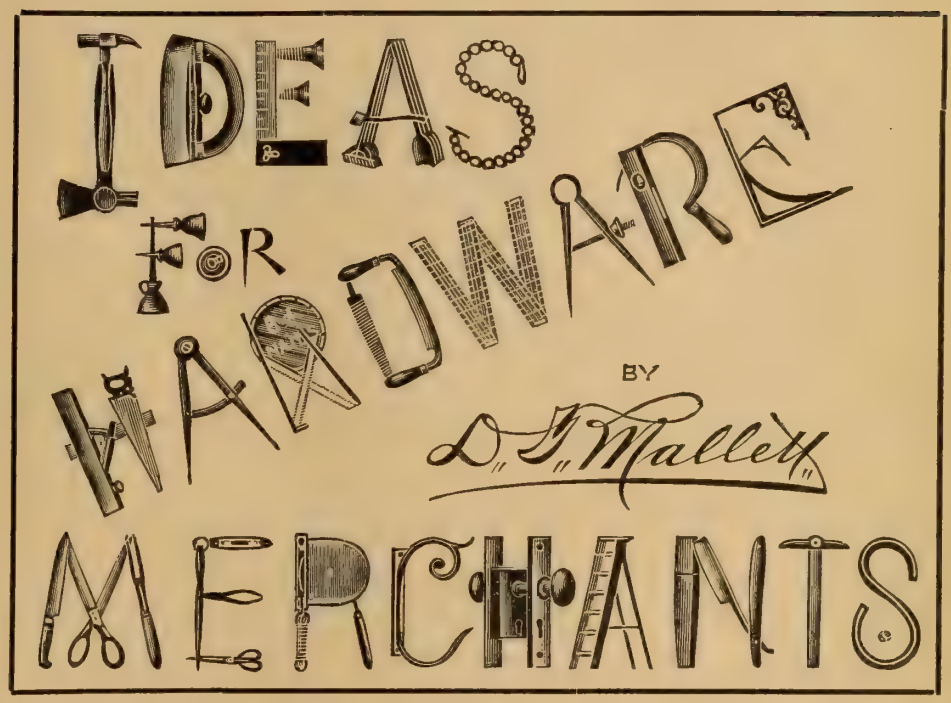
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AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, MARCH 9, 1895. No. 10.

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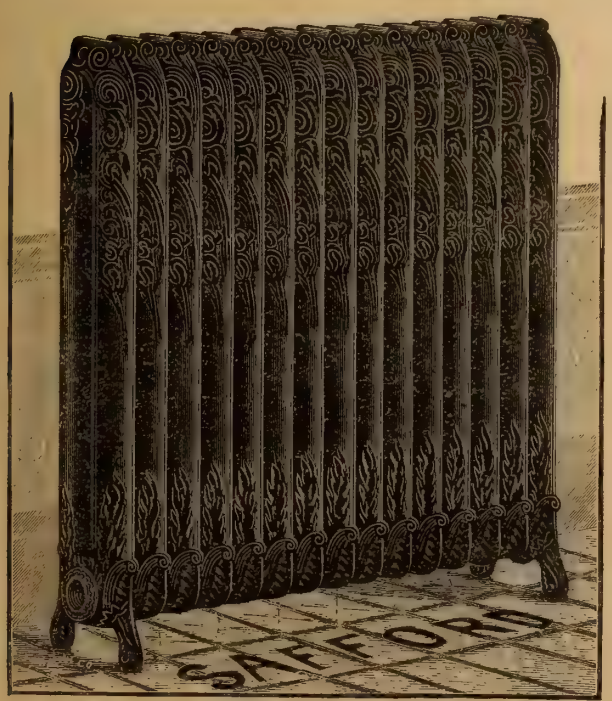
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CHEESE FACTORY SUPPLIES

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Published Weekly. $2.00 a Year.

Vol. VII. TORONTO AND MONTREAL, MARCH 9, 1895 No. 10

J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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NAILS CUT TEN CENTS.

IT is hardly two months since it was solemnly decided that cut nails should be sold at a base price of $2.10, with certain specified rebates, yet dealers in Montreal inform HARDWARE MERCHANT that already cutting is being indulged in.

It will be remembered that quite a lively war of rates preceded the recent agreement, and it seems too bad that the bane of cutting should already be experienced.

It is understood that the first more in the present campaign came from a firm of Ottawa jobbers, who offered any quantity on the basis of $2.

Naturally this offer was heard of by other jobbers, and some of the firms in Montreal had to protect themselves.

Whether the cutting will be long continued or not is hard to say.

Some makers in Montreal whom HARDWARE MERCHANT interviewed on the matter said that so far as the makers were concerned the list was being religiously observed.

They thought that the cutting could be explained by the fact that previous to the agreement most jobbers loaded up with pretty large supplies of nails at the low prices. No doubt they were getting tired of waiting for a demand for these and as an inducement were offering the cut mentioned.

One thing was certain, they could not obtain any fresh supplies at the price at which they were reported to be selling.

THE GLASS SITUATION.

A favorable turn has been taken by the glass trade during the past week or ten days.

The cause is the withdrawal of quotations by the manufacturers in Belgium. But why the manufacturers have taken this step HARDWARE MERCHANT has not yet learned.

Since the makers have seen fit to withdraw quotations a decidedly better feeling has developed among jobbers in Toronto.

They are not disposed to slaughter prices on import orders like they were a week or two ago. On the contrary, houses that were leaders in making the recent reductions are now ten cents higher in their views on first break than they formerly were.

In view of the possibility of getting higher prices, Toronto jobbers seem somewhat disposed to hold what balance of their contracts they may have unsold.

It is to be hoped that the steadier feeling in the market may be maintained. It is better for everybody engaged in the glass trade that it should be.

In view of the turn affairs have taken, those who have already placed their import orders may be deemed fortunate.

FIXTURES CAN BE REMOVED.

A DECISION of much importance, to merchants in particular, was last week handed down by the Court of Queen's Bench, Toronto.

In October last, it will be remembered, Judge Boyd, in the case of Argles v. McMath, ruled that under a lease pursuant to the Short Forms Act, containing covenants by the lessees to repair and to leave in good repair, they could not remove at the end of the term fixtures erected by them for the purpose of trade, and brought on the premises as independent personal chattels and physically attached by nails or screws.

This ruling upset all previous conceptions of the law, and naturally excited a good deal of interest.

Now, in view of the ruling of the Court of Queen's Bench, merchants who happen to be tenants of the stores they occupy will breath easier.

This ruling, which was unanimously concurred in by the three judges comprising the higher court, upsets that of Judge Boyd. The deliverance was exhaustive, containing, it is understood, over ninety pages of typewritten foolscap ; and its purport was to the effect that the lessees had the right, after the forfeiture of their lease, and while they remained in possession, to remove the fixtures in question. Furthermore it was held that the lessees were entitled to a reasonable time to remove the fixtures after the lessor had elected to re-enter the premises for such forfeiture.

Whether or not the case will be carried to a higher court HARDWARE MERCHANT does not know. But whatever the ultimate outcome may be, it is scarcely probable that the framers of the law in question intended that any such interpretation should be put upon it as that which Judge Boyd saw fit to put.

The ruling of the Court of Queen's Bench is the just ruling. If it is not the legal one it devolves upon the Legislature to so amend the Short Forms Act as to make it such.

THE RISE IN TURPENTINE.

The advance of five cents a gallon in the price of turpentine, which has occurred within the past three weeks, is likely to be maintained for some time to come.

The advance is attributable to the shortness of the stocks in the markets, due to the continued cold weather at the sources of supply. For weeks and weeks the cold has been so severe in the south that the men cannot get into the woods to work, and, when the crude material is obtained, the low temperature interferes with its manufacture into the refined marketable article.

PIG IRON IN MONTREAL.

The best evidence of how American pig iron has captured the Eastern Canadian market in the last year is demonstrated by the absolute lack of business in Scotch pig iron in Montreal this spring for importation.

At this period in former years, contracts for spring delivery, covering thousands of tons, had been placed ; but that time has passed, business being transacted on a spot basis either in Canadian or American.

In fact, the Montreal pig iron market has been entirely revolutionized in the last sixteen months.

NEW OPENING FOR TRADE.

Although the subjects to be discussed are not such as the Cape of Good Hope has any immediate interest in, yet we are not without hope that in the result the Cape may derive its full share of benefits from the conference.

THIS was a sentence that fell from the lips of one of the delegates from Cape of Good Hope to the Colonial Conference held June and July last in Ottawa. And from correspondence which the Dominion Government has just received it appears that the hoped for good result in question is likely to be realized.

The correspondence, in short, is from the Government of the Cape, and its sum and substance is a straight offer of free trade with Canada.

The seed sown at the Ottawa conference, of which this offer is the fruit, was not all allowed to be uncared for. Shortly before his death, Sir John Thompson and Sir Cecil Rhodes, Premier of Cape Colony, had a conference on this very subject of extended trade between Canada and the Cape. This probably did more toward advancing the matter to its present stage than anything else.

Canada should certainly accept the offer. She will decidedly gain by so doing, and be the principal gainer, too, by the consummation of the idea.

At present the aggregate trade between Canada and British Africa is small. In 1893, the year for which latest reports are to hand, our imports from the latter were only valued at $189,925, while we sent to them but $43,-891 worth, all told. The aggregate trade of the Cape of Good Hope in 1892 was £21,-778,163, of which £9,571,670 were imports, and £12,206,493 exports.

The Cape's chief exportable article is wool, and of this Canada was in 1893 a purchaser to the extent of 1,509,518 lbs., valued at $189,687. Wine and brandy the colony has in abundance, while on the authority of one of the delegates at the Ottawa conference, it can supply us with fruit when we cannot produce any ourselves, or obtain any on the continent. "I think," said the delegate in question, "we have advantages over Australia, and that we can send you fruit at a cheaper rate to the eastern side of Canada, because they have the long land journey by the Canadian Pacific, which would swallow up a good deal of their profits." There are, it is said, about forty days during which neither California nor Florida can produce fruit.

While our chief import from British Africa is wool, its chief import from us is lumber and manufactured goods. In 1893 it took $15,828 worth of the one and $28,-063 worth of the other.

At present practically all of the agricultural implements imported are brought from the United States. A good deal of paper is used in the colony, but Canada would probably be unable to compete with the English-made article on that market on account of the lower price of the latter. In woolen goods the Cape at present only manufactures the rough kinds. Canada should be able to get a slice of this trade, and to extend her trade, in fact, in manufactured articles generally.

Against lumber the Cape now levies a duty. Although we hear so much about the forests of Africa, it appears that the Cape produces very little lumber; in fact, not enough for its own use. And it is likely to need a great deal more. We again quote one of the delegates: "Sir Cecil Rhodes, who is greatly concerned in mining industries throughout South Africa, informed me shortly before I left that, with the mining industries of South Africa, very large quantities of lumber will, in the future, be required."

The delegate quoted also stated that agricultural implements were admitted free, but on looking up the tariff we learn that there is a duty of 10 per cent. imposed on these articles. In 1893 Canada exported $12,310 worth of agricultural implements to British Africa. With free trade and better intercolonial communication business in this respect with the Cape should be materially increased, particularly as we can make our implements just as cheap as they in the United States.

There is one thing about this offer of the Cape of Good Hope that must commend itself to the people of Canada: There is no stipulation for a subsidized line of steamships. In fact, it is understood that Sir Cecil Rhodes, when conferring with the late Sir John Thompson, clearly stated that there was no need for subsidizing a steamship line. All he wanted was the removal of the tariff barriers obtaining in the respective countries. Regarding the steamship service, it is suggested that the Canadian line now running to Demerara be extended to the Cape.

TACKS BELOW THE LIST.

About a month ago HARDWARE MERCHANT referred to the fact that one of the leading jobbers in Montreal was dissatisfied with the quantity basis which the Tack Makers' Association were allowing on tacks.

This dissatisfaction has culminated, after some lively correspondence, in the withdrawal of the firm in question from the tack agreement; and for the past fortnight it has been selling tacks at an open price.

HARDWARE MERCHANT is given to understand that this open price is equivalent to a shading of 5c. on the basis allowed by the makers' lists.

The quantity basis, over which the dispute occurred, was the privilege of a rebate of 5 per cent. on $125 worth of tacks. The firm who complained wanted the quantity put at $250 worth, as it stood last year; and as the makers did not agree it declared war as above.

Of course, by doing so it loses the privilege of the above rebate. The other members of the trade are wondering what the ultimate outcome of the dispute will be.

ACCESSORY BEFORE THE FACT.

THE Toronto City Council is an accessory before the fact in the big fire that visited the Queen City Sunday morning.

Three years ago the late Chief Ardagh petitioned the Council for one or more fire engines. But he was told engines were not wanted; the water pressure was good enough without them.

On January 6th last The Globe, McKinnon, and other buildings were burned, human lives sacrificed, and bodies maimed for life. Then the aldermen said: "Yes, we must have engines." And so wide awake did the fire make them that they also came to the conclusion that other modern fire-fighting appliances were demanded as well.

But they fell asleep again. And while they slumbered and slept fire ate up another three-quarter of a million's worth of property on January 10, four days later, largely because there were no engines.

This stirred the procrastinators up as they were never stirred before, except when trying to make their calling and election sure. Before the burned buildings were cold they decided to buy two fire engines, water tower, and goodness knows what. But, alas! here the spirit of procrastination seized them again.

On the spot was a first class engine There may be better. But there was no disputing the fact that it was a good engine. They had decided to purchase two engines, and what they should have done was to have secured the Ronald, the engine here, leaving the matter of purchasing a second or third until such time as evidence could be adduced as to where the best could be obtained.

Instead of doing this the Council must appoint experts. When the experts handed in their report it was the Merryweather engines that were given the preference.

After dilly-dallying for a few days it was decided to buy one Merryweather, and leave the matter of buying a second engine until the Ronald had been tested alongside the engine it had already been decided to purchase. But this engine had to be sent to England for; and it has not yet arrived. It has probably not even been shipped.

And while the aldermen dilly-dallied with the fates, a third fire, and a fire more disastrous than either of its two predecessors, visited Toronto, all because a strong body of firemen were equipped with weak appliances.

Nero fiddled while Rome burned, but Toronto aldermen have not energy enough to fiddle while Toronto business houses burn.

CUTTING IN PAPER BAGS.

ALL is not smooth sailing in the paper bag trade in Canada. There was a time when it was quite a profitable industry, employing a great many people in all parts of the Dominion.

Then Kilgour Bros., Toronto, put in a modern plant to make the square-bottomed bags that are now used everywhere. Hundreds of the smaller makers had to give up, for they could not compete with the machine-made bags except in the way of a small local business. The Kilgours furnished good honest bags at reasonable prices, and made money. The two brothers are probably worth fully half a million between them to-day—perhaps more.

The Lincoln Paper Co., Merritton, came into the market as a strong competitor a few years ago, but recently, so it is reported, the two concerns have joined hands and are working in unison.

Now, however, comes the announcement that the E. B. Eddy Co., of Hull, are going into the bag business, and are putting in an extensive plant. Mr. Eddy is not a man who will be content to take second place to anyone, and will push the bag business with the same energy that characterises the other enterprises of his company. Eddy's bags will soon be found in every part of Canada.

To make bag matters worse, there are occasional flank attacks from American bag-makers from St. Louis, Cincinnati, Connecticut and Boston.

A representative of one of the American firms when in Montreal a few days ago told HARDWARE MERCHANT that American manufacturers were overloaded with paper bags and were glad to get rid of their stock at any price. He had made a number of sales there and in Ottawa at prices which enabled the Canadian dealers to lay them down after paying the duty at less than they could be bought from our own makers in Canada.

THE FOURTH IN MONTREAL.

The fourth of March and the fourth of February are important days with the wholesale jobbing trade, for if the paper falling due on that day be well provided for, it is a reliable indication that business conditions are on a sound basis. The result of interviews with leading bankers and merchants in Montreal goes to show that the situation is a fairly encouraging one. The Bank of Montreal officials state that payments are quite as good as expected, and that they do not expect any serious failures. The Merchants' Bank say that payments are satisfactory, and that their customers are having less difficulty with their collections than they anticipated. Quebec, in their opinion, was the province best situated financially. The Molsons Bank remarked that the day had been a heavy one, but they had not heard of any trouble. It was a big day with the Bank of Commerce also, and they expressed surprise that there had been so few renewals. They considered the outlook hopeful, for everyone had been warned in time and a policy of caution was generally maintained. In a word, payments with them had been quite as good as last year. The Ville Marie Bank had to report that paper had been very well looked after. At the Jacques Cartier Bank matters were equally satisfactory. Some three hundred notes fell due, and only fifty required renewals. At some of the leading wholesale houses much the same story was told.

ALDERMAN DAVIES' SCHEME.

A number of the anti-departmental store agitators of Toronto met in the Horticultural Pavilion last Friday evening with a view to taking action against those large concerns. Most of those present were small retail men, and Ald. Davies, leader of the movement, presided. The speakers of the evening were frequently jeered and interrupted, and not much was accomplished. Finally the following resolution was carried:

"Whereas, during the last few years there have been established in this city stores (commonly called departmental stores) carrying on different branches of retail trade under the same roof and in the name of the same proprietor; and whereas, the operation of such stores is proving prejudicial to the interests of this city, and driving out of business many of our best citizens, and causing an increasing number of empty stores and dwellings throughout the city, and the consequent depreciation of the taxable value of such stores; therefore, be it resolved, that a deputation wait upon the City Council at the next meeting on Monday, and upon the Provincial Legislature on Wednesday next at 4 p.m., and urge upon the said Council and Legislature the necessity of making the necessary amendments to the Assessment Act, so that each department or branch of retail trade carried on in such departmental store may be taxed as a separate store, or otherwise, so that the evil complained of may be remedied."

On Monday night a deputation waited upon the City Council with this resolution, and it was decided to hold a special meeting of the city fathers later on to discuss the question.

On Wednesday a similar delegation waited upon the Ontario Government and placed their views before the Cabinet.

PAPER WELL MET.

Results of enquiries made by HARDWARE MERCHANT go to show that outstanding paper was met fairly well on the 4th of the month. The big jobbers say that settlement day proved to them just as satisfactory as any for some months back. The bank clearings have no day in the past month exceeded $1,000,000, and were mostly $700,000 to $800,000 per day. On Monday they were over $1,000,000. One banker here said paper was taken up too well to suit him, as he would have liked to have seen more renewals, as it would be to the advantage of his bank to get the interest from good firms who endorsed the paper.

PATRONS WIDE-AWAKE.

The manager of the Toronto Steel Clad Bath and Metal Co. is in receipt of the following letter, which is given, punctuation and all, and speaks for itself:

GENTLEMEN,—We have this day received your catalogue of goods &c, also a letter of inquiry as to our business, which is favoring, I am happy to say.—now don't be shocked, I shall further tell you that I am the Sec'y-treasu. of the Patrons organization of County North—and am as the the accredited agent of such, dealing direct with all Manf'g, in whatever line of goods our people want to purchase.

As you are probably aware, the cost retail of your goods, together with the extortinate charges of plumbers deter our farming community from dealing in these much needed conveniences. Acting under these impulses, and with a desire to elevate our social, Sanitary, and economic life, I have consulted you amongst other manufacturers with whom we intend in future to deal.

I visited the Columbian Fair last season. I got the discounts from some of the American firms, but you are the first Canadian firm with whom I have corresponded on this matter. There are not many of your goods in our township, but I believe there is a fair prospect of doing a business which will be mutually profitable, if you feel so disposed. But we shall not place ourselves at the mercy of the plumbing trade, the Stove, and Hardware trade, or through a series of agencies, any longer, as our people are being fleeced from the Wandering Jew, with a pack up through by way of the church, and on to the Political Saving Bank, and are finally asked to replenish the treasury which a God enlightened Gov't., instructed Murphy, McGreevy, Connolly, Langevin to rob in the name of advanced governing methods.

Now my friends you have the whole thing in a nut shell. Kindly write us again, and give us your best terms to the trade, as there is little of your wares out in the country, it won't militate against you.

It is needless to say that the Steel Clad Bath people are not looking for that kind of business just now.

COAL OIL STILL HIGHER.

Canadian coal oils have made another advance of ½c. a gallon since the last issue of HARDWARE MERCHANT. This is the second marked increase in price within a few weeks, and the prospects are not in favor of any reduction. Crude oil is so scarce in the United States and Canada that refined oils are being forced up. "Coal oil will certainly not be lower," remarked a big local oil dealer in the writer's hearing, "and perhaps it will go higher still."

COMMERCIAL TRAVELERS.

A general meeting of the Commercial Travelers' Association of Canada was held on Saturday night at its quarters on Yonge street, Toronto. Mr. C. C. Van Norman. ex-president of the association, and for fourteen years a member of its board, was presented with an oil portrait of himself by Mr. J. L. Forster. This will hang with other portraits of ex-presidents at the association's rooms. Mr. Van Norman was also presented with a very beautiful cabinet of table silverware of 168 pieces. Several prominent members delivered short addresses, and Mr. Van Norman made a reply. Membership and funds have both increased, and the affairs of the association are in a very satisfactory condition.

DROPS FROM THE EDITOR'S PEN.

Keep your eyes open, or your creditors will close your store.

* * *

Advertising and business are twins with similar constitutions, and neither will live if they are not looked after.

* * *

Thrice baptized with disastrous fires within sixty days, Toronto may well be christened "Conflagration City."

* * *

If you are unwell and do not know what is the matter, put it down to la grippe. Ten chances to one you will be right.

* * *

A beautifully dressed window is a thing for commendation; a beautifully dressed merchant is a thing for condemnation. This is one of the anomalies bred of civilization.

* * *

The fire that destroyed one of Toronto's big department stores Sunday morning was hotter than the wrath that has been generating for some time in the breasts of small storekeepers against department stores in general.

* * *

The Winnipeg Industrial Exhibition Association will hold its annual exhibition in the summer instead of the fall, as heretofore. The members of the association are wise in their day and generation. A summer fair will bring in more visitors from the outside than will a fall one, which is what is courted by the Prairie Province.

* * *

There had been a considerable curtailment of trade during the year, owing to the reduced purchasing power of the farmers on account of the low price of wheat. Still there had not been a single failure during the year of any person or firm engaged strictly in the lumber trade.

This gratifying statement is an extract from the annual report of the president of the Western Retail Lumbermen's Association, presented at a meeting held in Winnipeg recently.

* * *

Brantford wants a free postal delivery. And Brantford should have it. Just imagine a city with a population of fourteen or fifteen thousand and yet its citizens have got to trot off to the postoffice for their mail as they did when the population did not number as many hundreds as it now does thousands. With all its boasted modern methods, Canada can yet learn a few lessons from older countries—and postal delivery is one of them.

* * *

Editor Steen, of Winnipeg, is to be congratulated on the excellency of the supplementary number of his journal, The Commercial. It contains a summary of the commercial prosperity of western Canada from Lake Superior to the Pacific Coast, while the profuse illustrations convey to us eastern people a better idea of the appearance of the principal towns in the Prairie Province than it has been possible to gather from other publications.

TORONTO AGAIN SCOURGED.

TORONTO was on Sunday morning last for the third time within two months visited by a conflagration that destroyed in the neighborhood of three quarters of a million dollars worth of property. The fire broke out in Simpson's departmental store at the corner of Queen and Yonge streets, and in an incredibly short space of time that huge structure and a number of fine buildings on all four corners of the two thoroughfares lay in ruins. At several times it looked as if the whole central portion of the city would be destroyed. The steeple of Knox church was burned, the Metropolitan church caught fire, and the roof of St. Michael's hospital started to blaze more than once. Crippled as the city fire department was by inefficient appliances, the protection afforded the district by such private concerns as T. Eaton & Co., and the Confederation Life Insurance Co, which brought into use their hydrants and hose to great effect, is worthy of mention. A detailed statement of the losses and amounts of insurance on the buildings and stocks destroyed is herewith given:

	Loss.	Insur'ce.
R. Simpson, building	$125,000	$120,000
R. Simpson, stock	250,000	200,000
Wanless & Son, building....	10,000	17,000
Wanless & Son, stock	10,000	10,000
P. Jamieson, stock.....	60,000	25,000
Agriculture and Arts Association, building.....	20,000	12,500
Agriculture and Arts Association, contents	2,500	2,500
Sutcliffe & Sons, stock	82,000	70,000
R. H. Gray, building	6.000	6,000
Mrs. M. G. Jones, building	10,000	10,000
G. McPherson & Co., stock	5,000	5,000
Mrs. A. Henderson, building	10,000	10,000
C. F. Adams & Co., stock ..	5,000	5,000
Mrs. M. E. Brisley, stock ..	5,000	4,300
James Bonner, stock	6,000	6,000
Imperial Bank, building....	1,200	1,200
J. F. Brown & Co., stock..	325	325
Confederation Life, building	6,000	5,000
J. Milne & Co., stock	26,000	16,000
Knox Church	7,500	22,500
James Mannell, building ..	2,100	2,100
Tremont House, furniture ..	3,000	3,500
J. Dunfield & Co., stock....	4,500	5,000
Can. Umbrella Co., stock	2,000	....
Knights of Pythias, furniture	500	500
T. Eaton & Co.....	3,000	3,000
Small losses	3,500	3,500
Total	$666,125	$565,925

The day after the fire the underwriters met and threatened all sorts of things unless some action were taken by the city authorities to protect property. The latter now give evidence of having been awakened from their sleep. It seems now as if a few steam engines will be purchased.

An enquiry into the cause of the disaster is to be held, as in some quarters an incendiary origin is hinted at. Some even go so far as to say that the enemies of departmental stores were responsible for the conflagration.

THE WATTERS SENTENCE.

THERE is altogether too much maudlin sympathy in this day and generation. It particularly exhibits itself when the arm of justice is bared to administer punishment to evil doers who have hitherto been shining lights in society.

Its voice is seldom heard when the culprit is low down in the social scale or is the victim of adverse circumstances.

Last week Thomas J. Watters, Acting Commissioner of Customs, was, it will be remembered, sentenced to one year's imprisonment for appropriating public money.

This so ruffles the soul of a Montrealer that he forthwith jumps into print over what he terms the "severe sentence."

Here are a few extracts from his epistle that appeared in The Montreal Star:

No right-thinking man can for one instant believe that Mr. Watters had any desire or intention to defraud the Government of one single cent. * * * Everyone knows that the few paltry hundred dollars could have been replaced by Mr. Watters at a minute's notice had his attention been drawn to the fact, but * * * he was ignominiously arrested only to satisfy the malice of his enemies. The affair is without precedent for brutality. * * * Mr. Watters is himself the soul of honor

The sentence of one year no doubt surprised a good many. Not that it was severe, but people were surprised that the influence of friends had not prevailed to obtain a nominal sentence, as has been the case too often of late with men of Mr. Watters' stamp. It is the "right-thinking" men who must concede that the Government did right. The Government has no more right to compound a felony than has a private individual.

As far as Mr. Watters' desire and ability to replace "the few paltry hundred dollars" is concerned, every criminal whose misdeeds are too apparent to make escape possible is willing to do the same. But while restitution may and should temper justice, yet it cannot satisfy it. Even the poor soul who surreptitiously takes a loaf of bread to satisfy hunger is seldom allowed to go free. How then should a man like Mr. Watters be allowed to go unpunished?

In the one instance the stealing was done to appease hunger; in the other it was done to keep going a man who was living above his means.

The position Mr. Watters is in to-day is of his own making. He was the recipient of a good salary, but it was not good enough to keep him in the sphere of life in which he was moving; and the reason he is in a prison cell to-day is because he appropriated public money to keep him where he had no right to be under the circumstances. Mr. Watters' friends should remember this.

If Mr. Watters should be allowed to go free so should every clerk or bookkeeper who "borrows" from his employer's till sums of money to meet liabilities bred of fast living or gambling.

WINDOW DRESSING DEPARTMENT.

NEAT price and show cards, says Harry Harman, are essential in window dressing. How often do you see the lettering on cards printed in all manners of odd shapes when they can just as well be made from figure patterns which are ready for use. All you have to do is to mark round patterns, then paint in the color.

SHOW WINDOWS.

The subject of this article, writes Harry Harman in American Artisan, is one of the most important and interesting that a retail dealer has to consider in these times of sharp competition, for by a proper display of goods in an attractive manner he induces persons to enter his store, and, without doubt, can make customers of many of them.

A walk along the principal business streets of any large city would at once convince any ordinarily observant person interested in such matters of the vast importance of window-dressing as an advertisement and aid to business. Merchants are beginning to wake up to the importance of window advertising as a means of making business, and here and there we see signs of a forward movement; but it is still the case that in no branch of retail trade is this great business aid less used and less understood. And yet how strange that it should be so, for it is an absolute fact that there is no business whose peculiar conditions require and lend themselves to this method of advertising so much as that of hardware. It is a business axiom that advertising is the key to success. This is just as true for the hardware as for any other business man. The question he has to consider to-day is not "Shall I advertise?" but "How shall I advertise?" But he must be an up to-date man and in the movement.

Window work is so far advanced that it seems almost out of place to state a few important points, but they cannot do any harm. First, have your windows clean, not only the bottom, but from base up. Second, if you start to drape a window, drape it, and let there be no vacant space of wall paper or wood. Third, have your goods nice and fresh from stock. Above all, have a background to your window, made up of colored cheese cloth or black cambric. This gives the goods a decidedly bright look.

The open secret of a thoroughly good window display is to say one thing at a time, say it thoroughly, and then leave off and say something else. No better use of a window can be made than to put in one thing at a time and make a really good show. Arrange the goods to be pushed in whatever form their nature and your artistic taste shall show to be most suitable.

Use prices on all displayed goods. They will help to sell the articles shown. A liberal use should be made, both in the window and in the store, of perfectly plain and neat cardboard signs and price tickets. There is a craze for fancy printing. This is all wrong. There are two virtues in signs: One is to be easy to read; the other is to make the reader want what they tell of. There is a specially prepared ink, called "Letterine," in black and colors, which can be obtained for lettering signs, but where a person can't "handle a brush," the sign markers will answer the purpose.

I firmly believe in a "feature" to a window, if as we suppose, by a "feature" is meant that there should be something represented besides the mere arrangement of goods. Especially I do believe that such should be the case for special occasions, as national holidays, important events, Christmas, Easter, etc. On these occasions a show ought to be made in some manner to commemorate the event.

Experience has taught the use of a "centre of attraction"—something that will attract—for instance, a revolving stand, with the goods nicely arranged on it; the Brownies, which are now all the rage, and so arranged as to pose or group in any position; a mechanical attraction, etc., etc. They should be in the front or centre of the window, with the goods that you have for sale neatly arranged around, so that an observer cannot fail to notice them at the same time.

A very novel display to represent "Washington's Birthday," may be arranged as follows: Take a board about three feet square, cover it over with black cambric, then with chalk mark the outlines of the face of Washington. Now, with any small articles in the line of hardware you can follow the lines by securing them to the board, which will produce the portrait of that great hero. If you desire, you can use merely the portrait, which can be purchased for fifty cents. This portrait is hung in the centre at the back of window, and the national colors, composed of red, white and blue cloth draped on each side. Take a number of small nail kegs, each one cover over with the national colors, in tissue paper. Place these in a semi-circle on floor of window, and on the top of each keg show such goods as you desire. With a number of hatchets allow them to show around each keg (the handles may be fastened by wire), and show hatchets of all sizes between on floor, or display them in any open space as you choose. Now, with a display on this order, you may sell a number of hatchets on that day, as it is bound to catch the attention of every passer-by. Furthermore, you may advertise that you never tell a lie, but your little hatchets may be bought for a certain price on that day.

OFT TOLD TALES

MONTREAL, Nov. 14th, 1894.

GENTLEMEN,—We, the undersigned, certify that we have used Mander Bros.' Varnishes for several years, and can recommend them as being very satisfactory in every respect. It is the most durable and brilliant Varnish we have ever used and can recommend it once more to the first-class carriage makers.

N. & A. C. LARIVIERE
Mfrs. Fine Carriages and Street Cars.

ORILLIA, April 30th, 1894.

GENTLEMEN,—We have used, in the past four years, large quantities of Mander's Varnishes, which have given entire satisfaction, and as an easy worker and good wearer is unsurpassed.

Yours truly,
THE TUDHOPE CARRIAGE CO.
Per John Tudhope

ST. JOHN, N B, July 4th, 1894.

GENTLEMEN,—Having used Mander's Durable Body and Carriage Varnishes for the past four years with great success, we take pleasure in recommending them to the trade generally.

CROTHERS, HENDERSON & WILSON
Carriage Builders.

VICTORIA, B.C., Nov. 26th, 1894.

GENTLEMEN,—I have used Mander's Durable Outside Varnish for the last five years, on shop fronts and other exposed work, and after an experience of twenty-five years with varnishes generally, I prefer this varnish to all others for the purpose. Respectfully,

JOSEPH SEARS
Painter.

KINGSTON, May 31st, 1894.

GENTLEMEN,—With reference as to how we are pleased with Mander's Durable Outside Varnish, which we get through you, we would say that it is the most satisfactory line we have ever handled, and we will continue to sell it right along Yours truly,

DALTON & STRANGE
Wholesale Hardware Merchants.

Mander's Varnish Pleases

AGENTS FOR CANADA:

Walter H. Cottingham & Co.

Fine Paints and Varnishes

MONTREAL

MINING IN BRITISH COLUMBIA.

At the recent session of the British Columbia Legislature, provision was made by the Provincial Government for the establishment of a Bureau of Mines. The Victoria Colonist regards this as a most important step toward the development of the resources of the province. "It is becoming clearer and clearer every day," it says, "that the future prosperity of British Columbia depends in a great part on the proper and timely development of its mineral resources. Its mineral wealth is far greater than its most sanguine friends a few years ago imagined." This being so, too much enthusiasm cannot well be displayed in uncovering this hidden wealth. The Rockies to the south of the border have yielded a vast amount of mineral spoil to the pick of the miner, while those to the north have certainly not been so thoroughly ransacked by the prospector. Government assistance, however, will encourage enterprise in that direction, and we may yet hear more of the mines of British Columbia than has heretofore been deemed probable. Wherever anything like a systematic investigation has been undertaken, one-half of the continent has not been found to be afflicted with natural poverty ; and the rugged recesses of British Columbia do not present the appearance of being the poorest corner of the whole farm. May the Pacific Coast people have luck when they set out with their pick and assaying apparatus.—Star, Montreal

CAN TRIMMINGS.

The Kemp Manufacturing Co. report great success in introducing their cheese factory can trimmings to the trade. Large sales are being made, and great satisfaction is being given by the new line. While visiting the company's factory this week a representative of HARDWARE MERCHANT was shown a number of unsolicited testimonials to the merits of these trimmings received from large dealers in different parts of the country. The company are in a position to ship orders of these goods promptly.

TORONTO RADIATOR MFG. CO.

The annual meeting of the twenty-eight stockholders of the Toronto Radiator Manufacturing Co. was held last Monday, and was the most successful as regards attendance, and generally, yet called. The reports presented by Mr. Jno. M. Taylor, secretary-treasurer and general manager, were most satisfactory, and the meeting passed off most harmoniously. The following directors were re elected for the year : Joseph Wright, president; David Carlyle, vice-president, and F. W. Doty. The energetic secretary-treasurer and general manager was of course continued in office.

The company have established fourteen agencies, viz. : Canada—Montreal, Que.; Quebec, Que.; St. John, N.B.; Hamilton, Ont. ; Winnipeg, Man. ; Victoria, B.C. Foreign—London, Eng.; Edinburgh, Scotland; Glasgow, Scotland; Belfast, Ireland; Antwerp, Belgium; Hamburg and Berlin, Germany; Auckland, N.Z. They have besides 15 sales agents in Canada and 13 in foreign lands.

TORONTO ELECTRIC LIGHT.

The Toronto City Council has altered the electric light station appropriation from $310,000 to $277,000. Dewart & Raney wro e asking the Council to delay a decision until their clients submitted their tender. They guaranteed that this syndicate would put in a plant at $50 a light.

ONLY TWO ESCAPED.

It is a fact perhaps worthy of mention, that in the destruction in January of the McKinnon building at the corner of Melinda and Jordan streets, Toronto, all but two of the 254 radiators with which the structure was supplied, were ruined by the flames.

CANADIAN LUMBER.

Mr. George Johnson, Dominion statistician, presents an effective table to illustrate the development and tendency of the Canadian lumber industry since Confederation. Taking the total forest exports, we find them made up thus :

	Average for 26 years.	In 1893.
Raw material from the forest	25.4 per cent	19.8 per cent.
Manufactures of wood.....	71.9 "	78.8 "
Ships.....	2.7 "	1.4 "
Total.....	100.0	100.0

In other words, Canada is now wisely sending out less of the raw material and more of the manufactured article.

CANADIAN MICA.

According to The Canadian Gazette the curator of the Canadian section of the Imperial Institute at London, Eng., has just received from Dr. G. M. Dawson, director of the Geological Survey of Canada, a comprehensive collection of samples of Canadian mica. The sixty specimens now on exhibition were obtained by direct application to the leading producers, and consist largely of samples of the amber or brown mica so extensively used in connection with the manufacture of electrical machinery. There are also various specimens of the Muscovite or white variety utilized for stove purposes. Most of the Canadian mica has been marketed in the United States, the exports having increased from $3,480 in 1887 to $70,081. It is desired to call the attention of British mica merchants to the excellent quality of the Canadian deposits, and the facilities which Canadian producers have for furnishing regular supplies of the mineral. The samples have been furnished, together with price-lists and other information, by Messrs. Powell and Clemow, of Ottawa ; G. B. Hall, Quebec ; Vavasour Mining Association, Ottawa ; W. A. Allan, Ottawa; and Cascades Mica Co., Ottawa.

THE PILLOW & HERSEY CO.

The Pillow & Hersey Manufacturing Co. held their annual meeting Thursday afternoon at the company's offices, Mill street, Montreal, the president occupying the chair. The report of the past year's operations was submitted to the meeting, and, being found satisfactory, was unanimously adopted. The new board of directors is composed of the following gentlemen : Messrs. J. A. Pillow, president ; John R. Hersey, vice-president ; John McDonald, C. R. Hosmer and A. H. Hersey.

TRADE SALES.

At Suckling's auction rooms on Wednesday afternoon, the general stock of E. A. Wood, Orillia, amounting to $7,300, was sold to A. E. Ham & Co. at 52c. on the dollar. The boot and shoe stock of S. Moffatt, of Orillia, amounting to $1,334, was sold to G. A. East, at 55c. on the dollar. The general stock of A. J. O'Boyle, of Breckin, amounting to $1,500, was sold to C. Moore for 66c. on the dollar, and the dry goods stock of Sweet & Co., Victoria Harbor, was bought by J. B. Horrell for 65c. on the dollar.

FLAX CULTIVATION.

Some of the farmers of the municipality of Daly say they intend going largely into the cultivation of flax this season. Great care has to be exercised in the growth of flax. If seed is procured from the Mennonites there is no doubt that it will be filled with noxious weeds, and, unless most thoroughly cleaned and every foul seed removed, there will be great danger of ruining the land. Should the price of flax remain as at present there does not seem to be any doubt that it will prove a profitable venture. —Brandon Sun.

Works : St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots : Busby Lane, Montreal. Mercer Street, Toronto.

Razors

MANUFACTURED BY

JOSEPH ELLIOT & SONS

SHEFFIELD

Corporate  Mark

Every Razor bearing above "Trade Mark" warranted.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants 37 Front St. West, TORONTO

The "**Graham**" Cut and Wire Nails are the Best.

AIR PUMPS.

THE amount of water to be pumped from a condenser by the air pump is so small in comparison with the amount of air, says F. H. Barley, of the U.S. navy, that it need hardly be considered in determining the required displacement of the air-pump piston per minute. The amount of air depends largely upon leakage, which in turn depends upon the care with which the machinery is looked after. For this reason an independent air pump is to be preferred to the one driven by the main engine, since its speed can be varied to suit the necessities of the case. A good average value for independent air pumps for men-of-war is 0.2 cubic feet displacement of air-pump piston per minute for each indicated horse power. This amount requires to be increased by 50 per cent. when the pump is attached to the engine. Leaky piston-rod stuffing boxes usually admit most of the air entering the condenser. In the design of the pump, care should be taken to avoid any pockets in which air can collect without being expelled at each stroke. The most efficient pump is single-acting and vertical, in which the clearance can be kept full of water. The efficiency of a double-acting pump may be expected to begin falling off when piston speed of from 100 ft. to 200 ft. per minute, depending upon the length of the stroke, is exceeded. Vertical single-acting pumps give good results with piston speeds of from 400 ft. to 500 ft.

A good air pump should maintain a vacuum within 1 inch of that due to the temperature of the condenser. With a temperature of air-pump discharge of 120 deg., 25.6 in. would be a good vacuum. The efficiency would probably not exceed 50 per cent., as about ½ inch of air would be required to raise the valves and overcome friction. Doubling the size of the pump would diminish the pressure of air above that required to lift the valves just one half, and the vacuum would be increased but ¼ inch. Similarly, with a pump of half the capacity the vacuum would fall off but ½ inch. Too large a pump is more objectionable than too small a one, as, besides the unnecessary weight, space and steam demanded, it is more irregular in its action; the valves fail to lift for some strokes, and then the pump is flooded. A capacity so small as 1-15 cubic foot per minute per indicated horse-power has worked well in a single acting vertical pump.

The velocity of flow through the bucket valves should not exceed 1,000 feet per minute. Foot valves should be of the same area as bucket valves, and delivery valves larger.

CLEANING ZINC.

A well-known recipe book says zinc is generally mechanically pickled by scouring with sand and powdered pumice. The bath used for brass is also very effectual; it is composed of one part of ordinary nitric acid and one part of sulphuric acid, and must be washed off with clean water. To larger articles which cannot be dipped in the bath of acid and water apply a solution of potassium ammonium tartrate thickened with sufficient clay to form a fluid paste. After a few hours rub the article with a brush dipped occasionally into fine sand moistened with the pickle, then polish with powdered charcoal or Vienna lime.

Leaded
Fancy
Sheet and

PLATE GLASS

Lowest prices on each line.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West TORONTO

HINTS TO ADVERTISERS.

A stands for "Ad," which the people peruse.
B is for Business that always ensues.
C is for Cash that flows into the till.
D for Display that requires highest skill.
E for Expert who your fortune will make.
F for his Fee, which he's eager to take.
G is for Goods at the store to be had.
H for the Heading which sets off the "ad."
I is for Ink which we can't do without.
J is for Jingle which pleases, no doubt.
K is for Knowledge by agents possessed.
L for the Lines which are measured, not guess'd.
M stands for Mediums, both great and small.
N for the Newspaper—best of them all!
O is Original, that you should be.
P for the Printer, a friend you'll agree.
Q is for Quick, so your proofs should be had.
R for the Readers who study your "ad."
S is for Space which we all have to buy.
T for the Types that will "talk" to the eye.
U for the Uses of newspaper space.
V for its value, which merchants can trace.
W for Wealth advertising has made.
X the 'Xpense which it costs in your trade.
Y is for You for whom common sense says—
Z is for Zeal that in "ads" always pays!
—Printers' Ink.

EXPENSE OF ADVERTISING.

Some advertisers, says Profitable Advertising, seem to figure only upon the basis of "tremendous expense, terrible outlay of money" for space in newspapers—failing hopelessly to realize that it is the legitimate means to an end, and that, in order to have the money roll into their coffers, there must be expense of one sort or another in order to tell the public where they are, what they have to sell and what it will cost. Some ill-advised merchants even think there are other and better ways of drawing trade than by patronizing local papers. Some of them think it cheaper to pay men to go from house to house scattering worthless circulars, to get the office boy to print signs for window displays, to employ clerks at the lowest possible salary figure, to buy inferior goods, etc. Well, in a certain sense it is cheaper. Yes, very much cheaper.

A MODEL ADVERTISEMENT.

An advertisement, as modern as it is model, is found in the London Million.

M. Bidel's menagarie has lately been enriched by a couple of magnificent Bengal tigers. A brief account of the capture of these denizens of the jungle may interest our readers.

A party of Indian hunters, on being taken by one of the native guides to a well known haunt of these beasts of prey proceeded to collect a mass of withered leaves, which they spread over a considerable surface of the ground and afterwards sprinkled pretty freely with liquid cement. They then climbed into a tree to await the result.

Presently half a dozen tigers issued forth into the space, where they found their progress impeded by the slimy leaves, which stuck to their paws, while their attempts to free themselves only made matters worse, as the leaves adhered to their mouths and eyes, when in their despair they rolled about on the ground until they presented to the spectators a living mass of decayed vegetation.

Our sportsmen now descended from their hiding place, and secured their prey, which was comparatively easy work. After stripping the tigers of a portion of their superincumbent loads, they attached the forepaw of each to the tail of its predecessor by applying a little of the cement, then marched them in Indian file to the nearest port on the Ganges, whence they were conveyed to Europe.

The above cement is unrivalled for repairing broken glass, china, ivory, etc. It is manufactured by ————, and can be had of all reputable chemists.

NEVER TAKE IN YOUR SIGN.

Successful advertising is continuous advertising, says an exchange. Like money at interest, it is working while its owner sleeps.

Its value does not always show itself in immediate results, but the constant iteration will surely tell.

Someone has compared an advertisement in a trade journal to the sign a merchant places over his door. He does not count its value by the business it brings him directly, any more than he does that of his business card. But he keeps it up in stormy or pleasant weather to show that he is in business and ready for business. Hundreds may pass and see his sign who have for the moment no need for his services, but when any one of these passers-by wants something he sells he recalls the sign and remembers the place. The man who sells rubber shoes or umbrellas does not take down his sign because the sun is shining. He knows that rain and snow will surely come, and then people who have seen that sign will go straight to the spot where they know they can get what they need.

Your factory is running full blast to-day. You don't take down your sign for that reason. On the same principle you keep your card in the trade papers, knowing that when another season comes, buyers will look it up.

If you pass a business place and miss the sign, you conclude the merchant has died or quit. There are thousands of people that will reason in exactly the same way about you.

WHOLESALERS MUST ADVERTISE.

We talked with a jobber recently about the advantages of a good write-up of his business, says an exchange. He said: "My business is peculiar. If I were a retailer I would go into the newspapers, but my trade is established. I have made it by close attention and hard work. And if now I admit you to my place and tell you all about it and you talk beautifully and glowingly about my house and its leaders, then some fellow with money and no experience will start in and the field will be overrun, margins cut down and the business ruined, because they imagine from what you say that I am doing famously in business. I must reach them by my travelers, and can sell goods only that way, and the consumer will not ask for goods till, through the retailers' advertisement, a demand is created." To us this argument was weak all the way through. If the jobber and manufacturer would advertise their goods and their business vigorously, they would help educate the demand and swell the volume of consumption. This both by the traveling man and by the newspapers. The fact is, jobbers should advertise their houses. This gives them acquaintance outside of their own special business. Their leading salesmen in the house, and more especially on the road, could be introduced to the retailers and insured a courteous and generous reception.



TWO-PLY TWISTED FENCE STRAND

Galvanized Fence Staples
Oiled and Annealed Fence Wire

Manufactured by —— WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., Hamilton, Ontario

CANADA'S BANKING SYSTEM.

Matthew Marshall, The New York Sun's expert in finance, says in an article on banking in Canada :

The Banking Act of the Dominion, passed in 1890, under which all the Canada banks are now doing business, permits no bank to be formed with a capital of less than $500,000, of which $250,000 must be paid in, and the capital of no bank can be reduced to less than $250,000. In order, therefore, to accomodate localities which could not support banks with so large capitals as $250,000, the banks in the principal cities of the Dominion, such as Toronto, Montreal and Quebec, with capitals of $1,000,000 and more, have established in various places a number of little branches which do their work quite as well as independent institutions would, and are, besides, supported and protected by the strong parent banks, of which they are the agents. In this way it has come about that Canada, with a population of 5,000,000, has but 39 banks, or less than one to every 125,000 inhabitants, while the United States with a population of 65,000,000, has over 8,000 banks, or one to about every 8,000 inhabitants. Of the Canada banks, however, 16 have in the aggregate 337 branches, and of the remainder 22 have 123 branches, making the total number of banking offices in the Dominion 499, or one to every 10,000 inhabitants. While, too, the total capital and surplus of our 8,000 banks is $1,700,000,000, or an average of a little over $200,000 each, the 39 Canada banks have an aggregate capital and surplus of nearly $90,000,000 or an average of over $2,250,000 each.

FUND FOR MINE EXPLORING.

Mr. A. Blue, the director of the Mining Bureau, has received an interesting letter from Mr. T. H. Trethewey, mining expert, at present residing at Sault Ste. Marie. Mr. Trethewey, in opening his letter, refers to the progress of mining activity in Western Ontario, and remarks that some Chicago capitalists are sending a party, with a mining expert, to buy five locations, and that much land is being taken up in the Seine River locations, and around Shoal Lake and Bad Vermilion Bay. He goes on to comment on the large sums which have been lost by reckless investing of money in claims whose quality has not been satisfactorily tested, and suggests that intending investors should first secure working claims, which enable them to test the quality of the deposit. He then suggests that a number of Toronto capitalists should contribute a small sum each and make up a fund with which the mineral regions of Western Ontario can be explored and their worth ascertained, so that Toronto may be in the money-making which will follow the opening of the mines.

A NEW DISCOVERY.

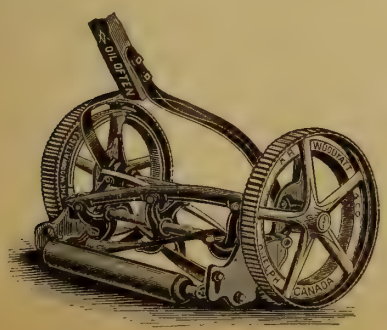
According to a Springfield, Ohio, despatch, experts have been there from all parts of the country the past two weeks, examining the discovery of George Harley in revolutionizing the manufacture of iron. Capitalists from Chicago, Detroit and elsewhere are there to invest in producing malleable iron direct from the mould, like cast iron. The Harley Iron company already has $1,000,000 capital, with furnaces. Harley has been at work for years, backed by enthusiastic believers in the plan. Specimens of the malleable iron produced by the process were submitted to experts in Chicago without letting them know that it had been produced direct from the mould. The iron was pronounced first class.

TRADE WITH SPAIN.

It is altogether likely that the proposed trade conference between England and Spain, in which Canada has a direct interest, will not take place for some time, if at all. The application of the minimum tariff of Spain and its dependencies to Canada was until lately merely temporary. But a careful perusal of the last despatch on the subject shows that the intention of Spain is to continue to Canada the advantage of the minimum tariff without any further treaty arrangements. If any change is to be made, six months' notice will be given, so that is as satisfactory an arrangement as might reasonably have been expected to result from a conference.

The "Woodyatt"

Patented in England May 15th, 1893.
Patented in Canada May 29th, 1893.
Patented in United States Dec. 12th, 1893.



This Mower cannot be surpassed for . . .

SMOOTH WORK, LIGHT RUNNING and DURABILITY

The Best Tool Steel Used in the Knives.
The Best Quality of Iron Used in the Castings.

Drive Wheels 10½ inches in diameter

Made in 12, 14, 16, 18 and 20 inch cut.

—— SOLD BY ALL THE WHOLESALE TRADE

IMPORTS AT TORONTO.

The duty collected at the port of Toronto for February amounted to $399,452; corresponding month last year, $366,160, an increase of $33,292 for 1895. That confidence has returned to commercial circles no better evidence is needed than the Custom house receipts for the past month. In round figures $400,000 was paid in at the port for duties during the twenty-four business days of this short month, or an average of nearly $19,000 per day, if we call Saturdays half days. The total value of goods entered during the month, duty free, and ex-warehouse, was close on to $2,000,000. The direct effect of this in general trade will not be visible for some months yet, but all the indications point to better times ahead, and a more buoyant tone is prevalent in commercial and banking circles.

FAILURE OF A SINK FIRM.

The Steel Sink, Range, Boiler and Stamping Company, of New Toronto, and Toronto, has gone into liquidation. The company was three years in business. The capital put in was $37,000. Now the liabilties are $46,779 and the assets are placed nominally at $86,000, but it is expected that there will be little realized for the creditors. Assignee Clarkson was appointed liquidator. The company manufactured steel sinks and range boilers. The Toronto office is at 97 Adelaide street west.

SCREEN DOORS AND WINDOWS.

H. S. Howland, Sons & Co. report that they are prepared to quote prices for screen windows and screen doors. The line this firm is handling is made in Toronto, and from well-dried lumber. The doors are through morticed as well as being pinned. The firm claim that the through morticed door is worth 25 per cent. more than a door which is not. The doors are made in three sizes, namely, 2 ft. 8 in. by 6 ft. 8 in.; 2 ft. 10 in. by 6 ft. 10 in., and 3 ft. by 7 ft. The doors are made in three or four panels, and in different styles, and can be had either finished or unfinished. A door can be had which will retail as low as a dollar. "It is a good time to book orders," said a member of the firm, "as the factories are now quiet, and are better able to fill orders than they will be shortly."

PEDLAR METAL ROOFING CO.

The Pedlar Metal Roofing Co., of Oshawa, Ont., have issued a magnificent catalogue of their continuous ceiling designs. The booklet, which is printed in colors and handsomely illustrated, is a credit to the firm that issued it, as well as to the printers who got it out—the Bingham Printing Co. It shows all the company's designs for steel ceilings, side wall finishes, and interior decorations, as well as samples of the other lines of work done by them. The company also have catalogues of metal shingles, metal sidings, corrugated iron, etc., which may be had on application.

They have a splendidly equipped establishment, and state that they are in a position to make prompt shipments of goods ordered.

PERSONAL MENTION.

A. Westman, of London, Ont., was in Toronto on Thursday.

T. A. Garland, of Portage la Prairie, was touring the Toronto warehouses this week.

E. Seeber, of Carlsruhe, Ont., was in Toronto this week on one of his periodical buying trips.

Mr. Kinghorn, of the Montreal Rolling Mills Co., was in Toronto this week, paying his respects to the trade.

Mr. Stevens, traveler for the Berlin Brush Co., had a successful trip to see the large wholesale houses in Montreal and Quebec.

Mr. Wilcox, of Wilcox & Ramsay, general merchants, Virden, Man., was in Toronto last week. "Business," said Mr. Wilcox, "is quiet, but prospects are improving. We did not do much credit last year, but the trouble is a good many merchants are still carrying accounts of 1893."

George G. Gladman is opening a general store in Parry Sound about April 1. He has erected a fine new building just across from the Parry Sound Lumber Co.'s offices on Seguin street. R. J. Lee, for many years manager of the latter company's store, becomes manager of the new store. They spent about two weeks in Toronto to place orders in groceries, dry goods, millinery and hardware. They will also have a dressmaking department.

W. Hufner, of Boissevain, Man., is in Toronto purchasing spring supplies. He has just returned from visiting friends in Waterloo county. He appears to have completely recovered from his long and serious illness of last summer.

THINKS BOTTOM IS TOUCHED.

Mr. York, representing Henry Rogers & Sons, Wolverhampton, England, has been in Toronto the past week. This is Mr. York's second business trip to Canada. "Trade on the way from the seaboard," he said, "was fairly good, except in Montreal, where it is quiet. Montreal merchants are, however, putting their stocks in good shape for business when navigation opens. I think trade prospects are better in Toronto than in the east. Trade in England at the present time is remarkably quiet. I am thoroughly impressed with the idea that prices in all lines of staples in England have touched bottom, manufacturers being very indifferent as to whether they get orders at present figures, there being no profit in them. With some firms refusing to accept business at present prices it looks as if we shall see substantial advances in England before long. Goods are altogether too cheap for either the mechanic or the manufacturer." Mr. York returns to England about April 1.

TRACE CHAINS AND WIRE CLOTH.

R. H. Merriman, representing the B. Greening Wire Co., Ltd, of Hamilton, was in Toronto this week. To a representative of HARDWARE MERCHANT he said: "We are just placing Brown's patent steel trace chain on the market, and the trade seems to like the new finish. We expect shortly to have cow ties made of the same chain ready for the market. We have already a number of enquiries, and anticipate quite a large trade in them. The price will likely be lower than last year."

"What about green wire cloth?"

"Green wire cloth has sold very freely so far this season. Our sales, up to the present, have exceeded those of last year, something not many trades can say. Our facilities are much larger, and we expect to be equal to any demand that may be made upon us. We are now, by-the-bye, weaving up to 48 inch. Hitherto 42 inches was our maximum."

GOLD ALUMINUM.

This metal is a scientific blending of aluminum and other alloys, forming a superior metal nearly equal to the precious metals in the resistance it offers to the action of acids and alkalis. Spoons and forks made of gold aluminum have been subjected to severe tests, which demonstrate the practical value of the metal.

These tests were made under the direction and for the benefit of the U.S. Quartermaster's General department, under the direction of Capt. Long, U.S.A., in the laboratory of Dr. Carl Barus, and in the presence of Dr. Leonard Waldo, the patentee, who is also a member of the American Institute of Mining Engineers.

A large spoon was taken at random from stock, and the following tests made, which were eminently satisfactory. The spoon was heated to a red heat, after which it was cleaned up bright. They also boiled vinegar and coffee, and cooked salt pork, eggs and bacon in the bowl of the spoon. After all the tests the table spoon showed no corrosion, and was easily polished up and became as bright as before.

These tests were so satisfactory that the goods were ordered and are now in use in the U. S. Army and Navy departments. With their usual enterprise in taking hold of anything new that has merit, the Toronto Silver Plate Co. are putting out their "Rialto" pattern in this metal, and will be pleased to furnish the trade with any information in reference to same.



BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors
Clean and strong, Order early,
We can make immediate shipments . . . . .



IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. — MONTREAL

THAT BICYCLE SHOW.

WHAT are the prospects of a bicycle show in Toronto? This is the question that has been asked more or less frequently on the streets of our cities, towns, and villages during the past few months. New York, Chicago, and St. Louis set the pace, and Toronto wants to keep up her end. Several Queen City dealers and makers have given HARDWARE MERCHANT their opinions as regards how the query should be answered. The general opinion is that the season for such a show in Toronto this year is past, but that preparations should be made for an exhibition of wheels next January.

Wm. Hyslop, Sr., of Hyslop, Son & McBurney, expressed the opinion that it was too late this year to think of holding a show. He thought the idea itself a good one, for it would bring the makers and dealers together, all the wheels could be compared, and orders taken and given for the season right on the spot.

Arthur Allan, of A. A. Allan & Co., expressed the opinion that this firm would welcome such a show. He felt that their wheels would be "right in it" if the proposed competition came about.

The manager of the Comet Cycle Co., when called upon, said that he did not think this country was ready yet for a bicycle show. The constituency of makers and dealers was too small to warrant such an undertaking, and while some American manufacturers would come, hardly any English producers could be relied upon. It was different in the large American centres of population, where hundreds of manufacturers were catering to the trade.

A. D. Crosby, of the A. D. Fisher Co., was likewise of opinion that a show should be held next January. There was plenty of room in Canada for a show, but it should be arranged to come off early in the season, before the travelers got out on the road with the samples.

The Wanderer Cycle Co. are anxious for a show, for, if one were held, they are confident they could hold their own against all comers. The show, they thought, should be held next January when the weeels for 1896 were just out. The rapidly increasing number of Canadian manufacturers and dealers warranted the arranging of a bicycle show next year.

McLean & Bulley are advocates of the proposition to hold a show in Toronto next year. They think some such place as the drill shed should be procured for the occasion, and that the exhibition should last a week. A good band or two might be secured to enliven proceedings, and a trick rider might help to attract the crowds. To make the fair a complete success, socially as well as otherwise, a grand smoking concert might be held one evening during the week. They were of the opinion that at least fifty manufacturers would attend if such a show were given. Each would show, on an average, from three to eight wheels, making a grand total of from 150 to 400 machines.

These opinions are pretty well indicative of what is generally thought of the proposal to hold a bicycle show in Toronto.

KEEN COMPETITION.

Competition among bicycle makers and dealers in Toronto and the other large cities is very keen, but according to all reports not nearly so keen as in outside places.

A dealer who visited Stratford one day last week found twelve agents of Toronto firms scouring the city for orders. This is said to be indicative of the state of affairs all over the country.

A year or two ago makers and large metropolitan dealers would nominate nobody but hardware merchants and jewelers as their local agents in small towns and villages.

Now, however, anybody that will accept an agency, be he dry goods merchant, grocer, or even butcher, can have one, to such lengths do the manufacturers have to go to get ahead of their rivals.

THE FIRST BICYCLE SERMON.

Probably the first time the bicycle was ever recognized in the pulpit was in the sermon of Rev. John L. Scudder, at the Jersey City Tabernacle. It was a novel discourse, and an eminently practical one. The preacher said that the bicycle had ceased to be a toy, and averred that it had come to stay as a vehicle of usefulness. It was a fact commanding notice that the wheel had come to be a common form of amusement, and a method of outdoor exercise to be commended. It is not to be overlooked that the machine is now a popular Sunday recreation. The words of the minister are graphic enough to be quoted without comment. During the course of his sermon he said :—

"In my judgment it is better to adapt ourselves to existing conditions than to indulge in useless denunciation. If men and women will ride on Sunday, why not invite them to ride to church, and provide a place for their machines? Why not allow them to stack their wheels in the lecture-room, or build a shed for bicycles, as the country church provides a shelter for horses and carriages? People living at a distance might thus be induced to come to church, who otherwise would certainly stay away. Surely, riding a bicycle to church is not a sin. It is a saintly procedure compared with riding on horse cars, trolleys, and elevated trains, for all these forms of travel necessitate the labor of drivers, conductors, and brakemen, and prevent their attending divine service. It is positively a labor-saving machine. A man works less on Sunday who rides to church on a wheel than one who walks to church."

The Association of Canadian Fairs and Exhibitions wants the Ontario Government to appoint an inspector of fairs, with a view to the union or abolition of all fairs that have outgrown their usefulness. There is over-competition in fairs as well as in business, and the idea of a union or abolition is a good one. Local opposition, however, may be depended upon as no small obstacle to reform.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, March 8, 1895.

HARDWARE.

THE general hardware market has shown a reasonable degree of activity in certain lines and as a consequence the volume of business doing is fair, in fact, some of the leading houses state that this week's turnover has been quite equal to that of last season. The goods for which enquiry is chiefly noticeable are shelf goods, such as locks, bolts, screws and cutlery. No change in the tenor of values is to note, except in the case of two lines, namely tacks and nails. On these lines some cuts have been made, the particulars of which are given elsewhere Trade is spring tools has not opened out yet, and little enquiry is to note in this connection. A fact that is having something to do with checking business in the heavier lines is the prospect of reduced freights at the end of April.

WIRE—There has been moderate business in wire for future delivery. Terms remain as before.

ROPE—There is a rather better enquiry for rope and cordage, and prices show no change from a week ago. We quote sisal on the basis of 6¼ to 6½c., and vanilla 9 to 9¼c.

CUT NAILS—The market is quiet and though the list rates still hold for supplies from first hands, the action of some jobbers is unsettling prices. We repeat $2.10 as the basis, with 5 and 10c. rebate, according to quantity, but we understand that some jobbers are selling for the nett figure.

WIRE NAILS—There is no life in these, and they rule quiet and unchanged at 75, 10 and 5, with 1 lb papers 75 and 10 per cent. discount.

HORSE NAILS—Quiet and unchanged.

TACKS—There is no activity to note in tacks. The list rate is maintained by makers, but the fact that one of the leading houses are shading on it does not make it a reliable criterion.

HORSESHOES—There is no change in these, business ruling quiet and prices steady. We quote: $3.50 for iron shoes; steel shoes—XL., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; Perkins' steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TOOLS—No business doing in these yet.

TINWARE—A good active trade is doing in tinware.

CHURNS—Quite a number of churns are moving out at present.

CLOTHES WRINGERS—The same can be said of these, for which there is a good jobbing enquiry.

PLUMBING SUPPLIES—Quiet and featureless.

CUTLERY—There is a good fair jobbing trade doing in these goods, both for table and pocket wares.

CHAIN—Some lots of coil chain are moving out, and that is about the only business doing.

CEMENT—This market remains quiet. We quote: English brands, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS—A fair movement in a small way is to note, at $15 to $22 per 1,000, as to brand.

METALS.

The situation in heavy iron and metals is as dull as ever, and it does not look as though matters were going to improve much during the course of this month. The general tone of spot values continues easy on many leading lines, sellers as a rule being well disposed to concede if it were possible to induce business. If the threatened coke troubles amount to much across the lines, dealers look for firmness, as they consider that prices are down to an abnormally low figure. This applies to every line in iron and metals, so that it is not unnatural to expect a change in an upward direction.

PIG IRON—Business in this is restricted to very moderate compass, and prices have been shaded on Nova Scotia iron since our last. Practically nothing is doing in Scotch pig for importation, and spot prices are rather easier. We quote: Ex store: Summerlee, $20.50 to $21; Carnbroe, $19; Eglinton, $19 50; Ferrona, $16.50 to $16.75; Siemens, $16.50 to $16.75.

BAR IRON—Demand for bar iron is very dull, and though we continue to quote $1.60, carload lots can be had for less money; how much less, depending on the size of the order.

TIN PLATES—The easiness in tin plate continues, though a fair demand is to note, and prices have been shaded since our last 10c. on the inside figure for round lots of coke tin plate. We quote: Coke tin, $2.50 to $2.75; charcoal finish tin, $2.85, and charcoal, $3.25 to $3.75.

TERNE PLATES—There is only a slow demand to note and prices are unchanged at $5.75 to $6.

CANADA PLATES—The easiness that we have noted for some weeks back is more apparent, if anything, and we understand that there have been sales of round lots at $1 95 to $2 05, according to quality.

SHEET IRON—There is only a quiet trade to note in sheet iron, which we quote steady at $2 15 to $2.30 for 28 gauge.

IRON PIPE—This line continues dull and unchanged.

LEAD PIPE—The same remarks apply to this article also.

ENAMELLED WARE

MADE IN CANADA.

We are pleased to advise that this new venture has been most successful, and we are turning out a ware—for the present a grey mottled and a white—equal to any ever placed on this market, whether English, German or American.

Inspection and Comparison Invited.
Our Travelers are Carrying Samples.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

MONTREAL MARKETS.—Continued.

INGOT TIN—Round lots of tin have been shaded pretty low, the basis for one transaction being placed at 14¾c. For ordinary trading, however, last week's range of 16 to 16½c. can stand.

LEAD—Slow and unchanged at $2.90 to $3.

SPELTER—There has been a further decline in spelter since our last, some round lots changing hands under $4, but we quote $4 to $4.25 as a range. This is a decline of 25c.

ZINC SHEETS—Slow but steady, at $4.50 to $4.75.

ANTIMONY—No change, and business quiet at 9½ to 10c.

HOOPS AND BANDS—Quiet and unchanged at $1.80 to $1.85 for Canadian and $2 to $2.15 for imported.

GALVANIZED IRON—In consequence of some orders for No. 28 Queen's Head for spring importation being placed at less than 4c. laid down, this line has an easier tendency. Business is quiet, except in tinned sheets, for which there is a fair enquiry. We quote: 4¼ to 4½c. for No. 28 Queen's Head; Morewood, 5¼ to 5½c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6¼c., with the usual extras.

PAINTS AND OILS.

There is a good fair trade doing in paints and oils. The firm tone is well maintained, there being further advances to note this week on turpentine in the south, and other lines are equally firm.

LEAD—The lead market is moderately active and steady. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

TURPENTINE—Recent advices from the south note a further advance of 1c. per gallon in turpentine owing to continued cold and stormy weather. The feeling on spot in consequence is strong, but the trade has not made any further change in volume at this writing, though it may come shortly, as the impression is that prices will steadily advance until the new crop comes in. We quote: 49 to 50c., according to quality.

SEAL OIL—Firm and unchanged, with holders not disposed to urge sales. We quote: 40 to 45c.

CASTOR OIL—This oil is steady at the decline noted last week, viz., 5½ to 6½c.

COD OIL—This article is stronger, being quoted 2½c. higher this week at 37½ to 42½c.

RESINS—The market is quiet, and there is no change from a week ago. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4.00; cotton waste, 4 to 5c. for colored and 6½ to 8½c. for white; oakum, 4½ to 6c., and cotton do., 9 to 11c.

GLASS.

There has been considerable cutting in glass during the week, and our range is lowered as a consequence to $1.15 to $1.20 for first break and $1.25 to $1.30 for second, etc.

CHEMICALS AND DYESTUFFS.

The chemical and dyestuffs market is quiet and prices are unchanged. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.

PETROLEUM.

Owing to the scarcity of Canadian crude, prices for refined petroleum here have scored another advance of ½c. per gallon, round lots being quoted at 12¾c. and small lots at 13½ to 14c. American is steady, at 16c. in car lots and 17c. in smaller quantities.

HIDES.

There is no change in hides, which rule quiet under small receipts and a moderate demand. We quote: No. 1, 5c.; No 2, 4c,. No. 3. 3c., and heavy No. 1 steers, 5½c.,

For This Month

We are offering exceptional value in

Spades and Shovels

Draining Spades
English and Canadian.

Drain Cleaners
Iwan's and others.

Post Hole Augers
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STEEL SHINGLES

Thoroughly Tested Since 1882.

The best constructed, tightest, handsomest and most reliable small shingle on the market—our galvanized shingles, the perfection of roof covering. Our 1895 Illustrated Catalogue will be issued shortly.



THE METALLIC ROOFING CO. OF CANADA
(LIMITED)

80 to 90 Yonge St. - Toronto, Ont.

MONTREAL MARKETS—Continued

and No. 2, 4½c. Sheepskins are dull and unchanged at 60 to 65c. each.

TALLOW.

Tallow continues slow and unchanged at 5 to 5½c. per lb.

WOOL.

A fair business is doing in wool at steady prices. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 26 to 32c; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras. Northwest wool, 11 to 12c.; B.C., 10 to 11c.

ASHES.

The ashes market is quiet and unchanged. We quote: First pots, $4.05 to $4.10; seconds, $3.70 to $3.75, and pearls, $6.40 per 100 lbs.

MONTREAL TRADE NOTES.

Cutting in nails is again an interesting topic with the trade here.

A leading house here is offering tacks at the nett figure.

Painchaud, Squire & Co. note the arrival of a large shipment of enamelled ware.

Competition between dealers here has resulted in a cut of 5c. in the base price for window glass to $1.15.

Galvanized plates for spring importation have been placed on a basis less than 4c., No. 28 Queen's Head.

Mr. Courtenay, of James Hutton & Co., has just returned from the west. Mr. Courtenay reports business quiet in the lines that he handles.

Wm. McMaster, of the Montreal Rolling Mills Co., has returned from an extended tour through the Maritime Provinces and the New England States.

The McClary Manufacturing Co., of London, are at present engaged in removing the stock in their Montreal branch to the commodious warehouse in the Caverhill block on St. Peter street. They will be completely established in their new premises by the end of this month.

Storms and excessive cold in the south-east have, according to advices this week, advanced the price of turpentine at primary points another 1c. per gallon.

W. H. Cottingham & Co. received this week a carload of the well-known points of the Sherwin Williams Co., of Cleveland. The merits of these points are well known.

TORONTO MARKETS.

TORONTO, March 8, 1895.

HARDWARE.

NOTHING strikingly new has developed in the Toronto market during the week. The volume of business is still light, but it is a little heavier than a week ago, showing that it is gradually approaching the usual spring activity. These remarks apply particularly to spring specialties in shelf hardware and tinware. Wire is in better demand, but nails and tacks are still dull. Chain for logging purposes shows some improvement. The same may be said of churns. Country and city orders are both better for tinware. The only change to be noted in prices is a further decline of ½c. per lb. in the price of rope, both sisal and manilla. Payments are still rather slow.

WIRE—Orders are coming in quite freely for barb and ordinary fencing wire. A number of orders are also being booked for delivery latter part of this month. Terms as before—namely, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—Is going out more freely. Quantity is about equally divided between sisal and manilla. Prices are about ½c. lower, sisal being quoted in quantities at 6 to 6½c. and manilla at 8¾ to 9c. basis. Small lots remain same as before. We quote: Sisal, 7-16 in. and larger, 6c.; ¼, 5-16, ⅜ in., 6½c. Manilla, 7-16 in. and larger, 8¾c.; ¼ 5-16, ⅜ in., 9c.

CUT NAILS — Still remain quiet and featureless. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—Dull and unchanged. Discounts are 75, 10 and 5, except in 1lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Still quiet, with discounts 60 per cent. off "P.B.," "M." and "C."

TACKS—There is no change. We quote as follows: Cut, carpet blued, gimp, 60 per cent.; do., tinned, 70 per cent.; copper nails, 62½ per cent.; clout nails, 60 to 67½ per cent.; trunk nails, 60 to 65 per cent.; shoe finders' tacks, 50 per cent,; shoe nails, Hungarian nails, etc., 37 per cent. Coopers' nails and flour-barrel nails, 35 and 10 per cent. in 5-keg lots, and American upholsterers' tacks 62½ to 65 per cent.

CHAIN—Quite a number of orders have been received for logging purposes.

CLOTHES WRINGERS—Are dull and unchanged at $27.50 to $28.

CHURNS—Orders are numerous both for shipment from stock and from factory. A good many orders are also being booked for forward delivery.

TINWARE—Is in good demand, spring specialties being especially so. Some good quantities are also going out of an assorting nature.

PLUMBERS' SUPPLIES—Are improving a little both on city and country account.

CUTLERY—The situation is much as before, business continuing quiet and featureless.

MARKETS.—Continued

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—Trade is quiet, but dealers talk hopefully of the coming season, which they think will be fully equal to, if not better than, that of last year. Prices are unchanged. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC. — Pretty quiet with prices a little higher. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The movement is still slow, but it is improving. Prices, however, continue unsatisfactory.

PIG IRON—A little Nova Scotia pig iron has been coming in during the last week in carload lots at $18.50 delivered.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The market for American pig iron has taken a decidedly more active turn during the past week. Several contracts of a good size have been made and more are in sight. Carload orders and 50 ton orders are quite numerous, and altogether the situation seems much brighter than for the past three or four weeks. Buyers seem to think there is a chance of higher prices in the near future, and are anticipating their wants accordingly. We quote, cash f.o.b. Toronto: No. 1 Foundry strong coke iron, Lake Superior ore, $12.55; No. 2 Foundry strong coke iron, Lake Superior ore, $12.05; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.05; Southern soft, No. 1 $11.60; Southern soft, No. 2, $11.35.

BAR IRON—Business much as before and prices are unchanged at the basis of $1.70 to $1.75.

SHEET STEEL—Business is a little quieter. A few import orders for American steel have been booked. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Is going out more freely. Tinned iron is in better demand. The milk-can trade being now on accounts for the extra quantity called for. We quote: 24-gauge, 5¾ to 6c. in case lots; 26-gauge, 6¼ to 6½c.; small quantities, ¼c. advance on these figures.

LEAD PIPE—There are a few ton lots changing hands, but trade generally is quiet. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Is going out more freely, both in case and small lots. Import orders are arriving, and new are being booked every day. Prices are unchanged. We quote: Queen's Head, Gordon Crown and Apollo brands at $4.25 for 28 gauge.

INGOT TIN—Trade has been a great deal better in this line, although prices are lower, the figures for ordinary quantities of Lamb and Flag and Straits being 16½ to 17c., while round lots can be shaded.

IRON PIPE—Trade is picking up and fair quantities are now moving. We quote: Domestic, sizes 2 inches and smaller, is quoted at net figures equalling 70 and 5 to 70 and 10 per cent off list. The American list reads: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

INGOT COPPER—A few orders have been placed for ton lots, but shipments from stock generally are few. Prices unchanged at 10 to 10½c.

SHEET COPPER—The improvement noted last week continues, quite a number of cases of ordinary sheathing as well as braziers' having been called for. We still quote braziers' sheets at 13 to 13½c.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots, and 5c. for small lots.

HOT WATER BOILERS—There are a good many moving, particularly those of American manufacture. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9.50.

BOILER TUBES — Business quiet and featureless. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade is active both in coke and charcoal. Import orders are also being freely booked. Prices are same as before for ordinary quantities, but quantities can be shaded. We quote: Coke, 14 to 20 gauge at $3; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Business dull and prices unchanged. We quote $6.25 to $6.50.

ZINC SPELTER—Not much being called for. We quote domestic at 3¾ to 4c., and imported at 4 to 4½c.

HOOPS AND BANDS — Trade continues fair at $2.20 basis, although quantities are being shaded. A few ton lots of American have been changing hands.

CANADA PLATES—Trade here is quiet. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Quantities called for are small. We quote: 500-lb. lots at 11½c. and small lots at 12½c.

ANTIMONY—A few import orders are to hand for Cookson's at about 9½c. Orders from stock are numerous at 10 to 10½c.

GLASS.

As noted elsewhere, there is a stiffer feeling in glass. Although enquiries for quotation for import are still coming in business is about over in this particular. Those who have not yet sent in their specifications should do so before the middle of the month. Sunday's big fire has somewhat stimulated the demand for plate glass. We quote window glass from stock at $1.10 to $1.15 first break in 50 foot boxes. Discount on plate glass 25 per cent.

PAINTS AND OILS.

Trade has improved materially, and seems to be pretty well up to the standard of other years at this time. Payments are not satisfactory.

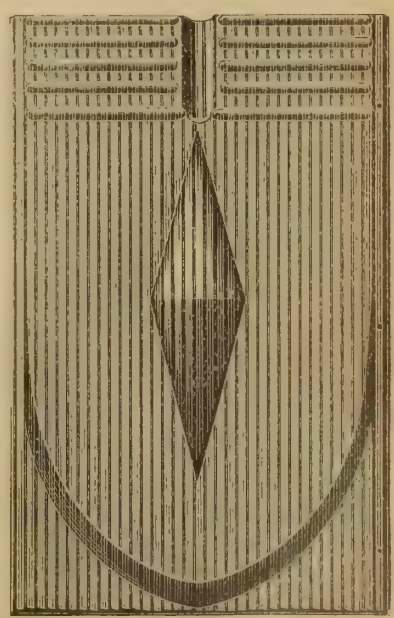
WHITE LEAD—Does not show much improvement, and prices are unchanged at the base price of 4¼ to 4½c. per lb.

PUTTY—Is quiet and unchanged, at $1.75 for bladders in barrels and $2.25 in cases.

TURPENTINE—The strength noted last week has been increased, prices showing an advance of from 1 to 2c. per gallon, and the tendency is still upward. There is an active demand, but there is not the same desire to sell as there is to buy. Dealers would rather sell small than large lots. We quote: Five-barrel lots, 46 to 47c. per gallon f.o.b. Toronto; single barrels, 47 to 48c. The price in Savannah is said to be equivalent to 46½c. here.

LINSEED OIL—Movement continues good

THE PEDLAR "JUNIOR."



The only up to date 10 x 14 shingle made. Send for new catalogue. Protective discount allowed the trade.

THE PEDLAR METAL ROOFING CO.
Office and Works: Oshawa, Ont.

MARKETS—Continued

at unchanged prices. We quote : 53 to 54c. for raw, and 56 to 57c. for boiled.

PREPARED PAINTS—Are moving out nicely, although orders are not as large as usual. Price is still $1 for pure.

DRY COLORS—There has been considerable activity during the last week or so, more so in fact than there has been for some time.

CASTOR OIL — Much as before. We quote : Cases, 6¼ to 6½c.; tins, 7½ to 8c. To arrive, about ½c. less is quoted.

PARIS GREEN—There is not much doing, and a good deal of dissatisfaction is heard regarding prices. We quote as before : English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 1-lb. packages, 14 to 14½c.

OLD MATERIAL.

Trade is almost stagnant, and prices are unchanged. We quote as follows : Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

SEEDS.

There is now no export demand worth speaking of, and from present indications there is more alsike in the country than will meet the demand. Alsike is quoted the same as last week, viz.: Choice, $4.80 ; really fancy, $5 and lower grades $4.

There is a very good enquiry for red clover, but no change in prices is reported, dealers still paying $6 to $6.25 for good qualities and jobbing them out at a very small advance.

Timothy is steady at $2.50 to $2.75 per bush. for prime to choice grades of machine threshed, while 15 to 20c. more is given for bright unhulled lines.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a good demand, and prices have advanced ½c. all round on green hides. We quote : 5 to 5¼c. for cured, and for green, No. 1, 4½c.; No. 2, 3½c., and No 3, 2½c.

SHEEPSKINS—Are bringing better prices for good stock, 85 to 90c. being quoted. Calfskins nominally at 6c. for No. 1, and 4c. for No. 2.

TALLOW—Quiet, at 5 to 5¼c.

WOOL—Canadian fleece, all cleared out. For round lots of desirable wool 19 to 19½c. is obtainable. Pulled wools are rising. Best supers are quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Owing to the scarcity of crude oil both in the United States and Canada refined oils are still being forced up. Canadian oils have risen ½c. this last week. We quote in 5 to 10 bbl. lots, imperial gallon Toronto : Canadian, 12½ to 13c.; carbon safety, 16½ to 17½c.; Canadian water white, 16½ to 17½c.; American water white, 18c.; photogene, 20c.

The Petrolea Advertiser says of the oil situation : There is plenty of activity in oil circles here now, and just as soon as the weather permits drilling operations will commence on a large scale.

MARKET NOTES.

The furnaces of the Londonderry Iron Co. have been started up again, after having been closed some months.

A shipment of "Triumph" corn planters, with and without pumpkin seed attachment, has been received by H. S. Howland, Sons & Co.

Sanderson Pearcy & Co. are devoting special attention to the leaded, wheel, sand-cut and fancy window glasses of every description.

A carload of spades and shovels, Canadian make, has just been received by M. & L. Samuel, Benjamin & Co. The firm is now in a position to fill orders promptly.

Francis Frost & Co., dealers in turpentine, etc., and manufacturers, are removing their Toronto offices from 33 Front street west to the Canada Life Bulding, King street west. The change is being made this week.

H. S. Howland, Sons & Co. are just in receipt of a shipment of "Crown" sheep shears. "These shears were on the market last year, and our customers were well pleased with them," said a member of the firm.

The movement of tin during February, according to the official figures of the N. Y. Metal Exchange, showed a delivery into consumption of 1,600 tons, and a remaining stock in New York of 2,300 tons, with 2,000 tons afloat. The world's visible supply is 23,333 tons against 17,500 tons a year ago. The price during the month was remarkably steady, based on fluctuations of only about $1 per ton.

M. & L. Samuel, Benjamin & Co. report that they have made a large purchase of pure paris green of excellent quality, specially dark and rich in color. Every package is guaranteed Government standard. "We are in position to quote very low prices," said a member of the firm, "and solicit enquiries. We will be pleased to mail sample with quotations." It is essential that dealers be careful this year when making purchases of paris green, as the Dominion Government calls for a certain standard.

A. C. Leslie & Co., of Montreal, have closed their branch business in Toronto and established an agency instead. The office is at 28 Front street east, and is in charge of Mr. R. A. Baines, who will look after the firm's business in Toronto and the west. He is thoroughly experienced in the iron and steel trades, having been with James Wright & Co., of London, Ont., for a number of years. Mr. W. S. Leslie, who had charge of the Toronto business, leaves for Montreal this week, and will in future represent A. C. Leslie & Co. in Quebec Province and Eastern Ontario.

UNITED STATES MARKETS.

NEW YORK, Mar. 8, 1895.

PIG TIN—Speculation was more animated and at a rather lower level of prices. To some extent the trading was in the nature of switching, but enough general selling pressure came from the "bearish" interest to give the market unmistakably weak appearance, particularly for May and later future deliveries. In one instance offers were made to sell May, June and July delivery together, 25 tons each, at the uniform price of 13c., and options to double were at a considerable discount from regular terms. Transactions recorded on 'Change included 10 tons April delivery at 13.10c.; 25 tons March, sellers' option to double, at 13.05c.; 25 tons March, regular, at 13.10c.; 25 tons do. at 13.10c.; 25 tons, sellers' option to June 30, at 13c.; 25 tons July at 13c.; 15 tons March, buyers' option, one-day notice, at 13.12½c.; 30 tons July at 13c.; 25 tons June at 13c.; 25 tons April at 13c. Late quotations were 13.10c. bid, 13.15c. asked for spot and March; 13.05 to 13.10c. for April, 13 to 13.05c. for May, 12.95 to 13c. for June, 12.97½ to 13c. for July, and 13.05c. asked for August.

The Singapore Exchange Market Report, January 25, noted sales for the week of 425 tons Malacca tin at $35 50 to $35.80 per pcl.; last price, $35.62½. The following clearances of tin during the week are also recorded : January 19, steamer Marquis Bacquehem, 1,682 pcls. to Trieste ; January 22, steamer Batoum, 1,261 pcls. to New York ; steamer Ribston, 1,680 pcls. to London ; January 23, steamer Pekin, 2,523 pcls. to London ; January 24, steamer Glenfruin, 420 pcls. to London and 1,680 pcls. to Amsterdam.

COPPER—The market remains in more or less unsettled condition, but as far as the facts divulged went to show, no further decline in prices took place, except on common casting copper, some brands of which were sold at as low as 9c. Lake Superior ingot was offered in ordinary quantities at 9½c. for prompt delivery, and could have been secured at 9.40c. for future delivery. To a moderate extent 9.35c. was bid for spot parcels. Electrolytic is about 9⅜ to 9½c., with the inside rate nearest to actual trading basis, and 9 to 9¼c. covers the range on casting stock. In the way of business nothing was noted apart from ordinary sales to home consumers, and buying interest is at present spiritless.

PLUMBERS' AND GASFITTERS' DEPARTMENT.

VERILY it's an ill wind that blows nobody good. The old proverb is particularly applicable to the visitations by fire from which Toronto has suffered within the last three months. Terrible destruction of property occurred, and some lives were lost, but, as an offset, the building and plumbing trades have received a tremendous impetus. Many of the big builders, radiator manufacturing companies, plumbers, gasfitters and roofers are now engaged in figuring on tenders for new structures to be erected on the ash-covered ruins of the old. Some firms say they have not been so busy for months past as they are now. The prospects seem to be good for a rushing spring and summer trade.

* * *

A largely attended plumbers' class is a new feature of the educational course at the Young Men's Christian Association of New York. The class is composed of young men, and the lecturer is the chief sanitary inspector in the New York City health department.

* * *

Thompson & Morrison, plumbers, Amherst, N.S., have been succeeded by C. A. Lusby & Co.

* * *

Tenders have just been received for the new plumbing in the New York City postoffice. Much interest is attached to the overhauling of this old time plumbing work, and the placing of new, in view of the fact that the original plumbing was done in 1869 by James M. Heatherton, now the publisher of The Plumbers' Trade Journal.

THE KITCHEN BOILERS EXPLODED

During the recent extended period of cold weather in Great Britain many serious, and in some cases fatal, explosions of kitchen boilers took place. The Ironmonger, after commenting upon the loss of life entailed by these accidents, goes on to say: "Either the provisions of the existing Boiler Explosion Act must be extended to dwelling houses, or a new Act must be passed to ensure their safety. Exactly what the provisions of this Act should be may remain for discussion later, but we are in general agreement with J. Radcliffe, chief lecturer on Sanitary Engineering and Plumbers' Work at the Manchester Technical School, in making the following suggestions: 1. That particulars of closed boilers used for domestic hot-water supply, and for heating buildings, be entered in a register kept for the purpose by the local authority in whose district the boiler is situated. 2. That no closed iron boiler shall form part of the domestic fire grate, but that copper boilers shall be used for this purpose. 3. That an efficient safety-valve shall be fixed on every closed boiler used for the supply of hot water or for heating buildings. 4 That four inspectors and one chief inspector shall be appointed, whose duty it shall be to see every boiler at least once a year, and also inquire into any serious accidents that may take place. The inspectors ought to have special knowledge of this class of work." These remarks are especially interesting in view of the number of kitchen boiler explosions that occur throughout Canada during the frequently recurring cold snaps. An agitation has been raised in favor of legislation to compel the inspection of engine boilers. Why not have the proposed Act include provisions relating to kitchen boilers?

EARLY PLUMBING HISTORY.

In a paper recently read before the master plumbers of Massachusetts, and published in The Plumbers' Trade Journal, the writer referred to the early history of the trade in these words: "In the year 310 B C. aqueducts and baths were first introduced into Rome; but it was ten years later that Aristotle first wrote his works on mechanics.

"It was generally supposed that the Romans were ignorant of the art of raising and conducting water by means of pipes, but it can scarcely be doubted by the statement of Pliny, and other authors, not only were they acquainted with the hydrostatical principle, but that they actually used lead pipes for the purpose, and consequently had to employ plumbers, although no doubt under another name than that which we have at the present time. I merely make mention of these facts to show you what a pedigree our profession has, and one of which we, as plumbers, are so proud. But while we cannot but acknowledge that in the days of Pompeii they had about all the appliances we have at the present time in the way of baths and water fixtures, some of which, especially the baths, were of the most elegant designs imaginable and supplied with the necessary trimmings for hot and cold water service, we can claim in this generation the greatest advancement along the line of progressive plumbing than any other generation of which we have a record."



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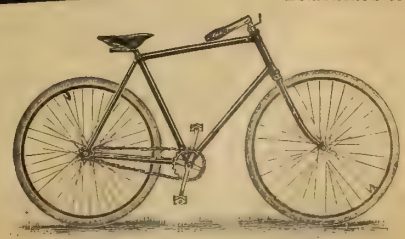
Capital - - -	$2,000,000.00
Assets, over - -	2,375,000.00
Annual Income -	2,200,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

THEILE & QUACK
ELBERFELD, GERMANY.
Manufacturers and Exporters of High-Class
Hardware, Cutlery
Enamelled Ironware
Ask for goods bearing mark "Theile & Quack."
LAMPLOUGH & McNAUGHTON
CANADIAN AGENTS
Temple Building, - Montreal.

SPRITE CYCLES
LEAD FOR LOW PRICES
QUALITY FINISH
AGENTS WANTED
Established 1882
Parts, Fittings, Pneumatic Tyres, etc. Supplied.
Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.
SPRITE CYCLE CO., BLOOMSBURY, London, Eng.



TRADE CHAT.

A COUPLE of good stout division walls would undoubtedly have stopped the progress of the recent fire at Simpson's department store, Toronto.

A fertilizing manufacturer of Cleveland, Ohio, is seeking a location in Ontario.

A new rifle, in use by the Italian army, sends a bullet through five inches of solid oak at a distance of 4,000 feet.

The death is announced of Mr. Thos. Watt, the senior partner of the firm of F. Watt & Son, founders, etc., Lanark Village.

The Stellarton Journal says the Ferrona Iron Co. made a profit of $110,000 in 21 months, and yet have reduced the wages of their employes 25 per cent.

Henry Umphrey, tinsmith and blacksmith, Carleton Place, has removed to the Neelin property, directly in the rear of St. Andrew's church, Beckwith street.

William Campbell, of Culross, Bruce county, has struck it rich gold mining in the Rainy River district. He is said to be worth $50,000, with prospects of more.

David Tolton, proprietor of the Tolton Iron Works, Guelph, was in Palmerston the other day. Mr. Tolton was on the lookout for an agent to sell his plows, harrows, and pea harvesters.

G. M. Wells, the Toronto bicyclist, has, through Nesbitt & Gauld, begun an action against the Bowman Hardware Co., of Hamilton, now insolvent, for $711.69, claimed as balance of wages.

The insurance companies who lost by the Canada Wire Mattress fire at Toronto Junction have been dilatory in paying their policies, and Manager Hart has issued a writ to hurry a settlement.

The North German Lloyd Steamship Co. will begin a fortnightly service with fast steamers, in April, between Quebec and Montreal and Manchester, by way of the ship canal.

The large British ship Olive Bank, 2,600 tons, now at Port Townsend, has been chartered to load lumber at Vancouver, B.C., for South Africa. She will take away the largest cargo ever loaded there.

Of the bills which were read a first time the other day in the Local House that of Mr. Richardson, East York, was the most interesting. It was an Act taking away from municipalities a right to levy market fees.

The Colonial Iron and Steel Company Bill, which R. G. Leckie has been promoting, passed the Nova Scotia Legislature with a couple of unimportant amendments. One section gives the company all rights and forms necessary for carrying on a gas business.

J. G. Scott, the well-known lumberman, of New Westminster, B.C., is on a business mission to the States, his object being to get red cedar lumber placed on the free list of building material under the Wilson tariff, instead of being as now heavily dutiable as wood furnishing material, which the lumber of course is not.

The directors of the railroad systems centred in Chicago have made public a recent decision as to the qualifications of their employes. They insist that all employes abstain from the use of intoxicating drinks while in the companies' service. Violation of this requirement will lead to immediate discharge.

A commercial traveler who stopped over night with a friend was asked to say the blessing at supper. The request rattled him and he responded as follows: "We acknowledge the receipt of your favor of this date. Allow us to express our gratitude for this expression of good will. Trusting that our house may merit your confidence, and that we shall have many good orders from you this winter, we are yours, amen."

A petition has been presented to the Ontario Legislature on behalf of W. W. Scott, Ottawa; A. R. Lewis, E. A. C. Pew, Peter Ryan, Thomas Thorne, and S. C. Biggs, Toronto; and Rev. Wm. J. West, Niagara Falls, asking for legislation incorporating the above under the name of the Hamilton & Lake Erie Power Company, and granting permission to take water power from Niagara Falls, and to construct electrical works for the production of light, heat and power.

The effect of Canadian lumber entering the United States free of duty is being felt in the English market, says the Mississippi Valley Lumberman. The Canadian red pine has been a keen competitor with United States hemlock in the eastern lumber markets, and now with the removal of the duty Canadian producers expect the demand will be increased, and consequently Canadian exporters have raised the price of the wood to English shippers. Pine deals have also advanced within the last year or two from fifteen to twenty-five shillings a standard.

Senator Brice, from the Committee on Interstate Commerce, has reported without recommendation the bill introduced early in the recent session of the United States Congress authorizing the Secretary of the Treasury to pay the sum of $100,000 to any inventor from any part of the world who shall, prior to 1900, construct a vessel that will demonstrate the practicability of safely navigating the air at a speed of 30 miles an hour, and capable of carrying freight or passengers. The committee believe that the passage of the bill will act as a stimulus to experiments already in hand looking to the solution of the problem of aerial navigation, and in that respect it cannot but do great good. They say: "That the problem will eventually be solved, we see no ground upon which to rest a reasonable doubt."—Washington despatch.

The Engineering and Mining Journal says: "Our London correspondent advises us of a new solvent for gold with which experiments are made by H. L. Sulman, an English chemist for the Gold Ore Treatment Co., Ltd., which has been organized to exploit it. The solvent consists in adding to a solution of potassium cyanide a portion of bromide of cyanogen, a salt which has hitherto had no commercial use. Mr. Sulman claims to have a secret process for manufacturing cyanogen bromide by which it can be produced for 1s. 9d. per pound. If further experiments with this solvent prove as successful as anticipated, it will become an important factor in the treatment of gold ores."

A NEW COMPANY.

Horace Thorne, A. D. Benjamin, F. D. Benjamin, John Foy, H. C. Hammond, Nicol Kingsmill, and H. C. Mitchell, all of Toronto, have been granted incorporation as the Mica Boiler Covering Company, (Ltd), with a capital of $50,000, divided into 500 shares of $100 each.

WINNIPEG JOBBERS' UNION.

The adjourned annual meeting of the Jobbers' Union was held on Saturday afternoon. There was considerable discussion of the question of preferences. The matter was left with a committee with J. H. Ashdown as chairman. The question of settlements of bankrupt estates also developed discussion, and there was a sentiment that the system adopted in Ontario for the relief of creditors should be introduced, though it was acknowledged that there were some objectionable features in the law. The election of officers resulted as follows: President, D. W. Bole; first vice-president, W. Georgeson; second vice-president, G. F. Stevens; secretary-treasurer, S. A. D. Bertrand.

ACTION FOR SLANDER.

An action has been commenced in the Supreme Court, at Halifax, N.S., by John F. Stairs, M.P., against Dominick Farrell for $10,000 damages for slander. When the bill for the amalgamation of the Nova Scotia Steel and Forge Company with Nova Scotia Iron and Railway Company was before the committee on private and local bills, Farrell is alleged to have made the following statement: He considered in this matter the directors, one of the leading ones being John F. Stairs, member for Halifax county, had entered into a bargain to sell out the company of which they were trusted directors, and when the sale fell through, instead of handing over the forfeit to the company, of which they were directors, had put it into their private pockets.

A Good Side Line For Hardware Dealers

At this season of the year is

Land Plaster

It brings farmers' trade to you that would go elsewhere.

We have it in bulk and bags—easy to handle.

We can ship you a mixed carload of Land Plaster, Plaster of Paris and Bug Finish if desired.

Plaster is in greater demand this season than for some years previous.

We furnish White or Grey Plaster, as preferred.

Fresh Mined. Fine Ground.

Low prices, and prompt shipments.

Prices and freight rates quoted to any point west and north of Toronto.

The Alabastine Co. (LIMITED) Proprietors of PARIS PLASTER MILLS Paris, Ont.

A HUGE BRIDGE.

THE Board of Directors of the New York and New Jersey Bridge Co. have decided to advertise for proposals for a new suspension bridge. The proposed structure will be built to carry six railway tracks, its main purpose being to transfer the railroad traffic from the west shores of the Hudson river to the city of New York. The estimated cost of the structure is $23,000,000, and a general description of it is given as follows in The New York Journal of Commerce :

The general type of the proposed bridge will be a steel wire suspension bridge, stiffened for moving load by longitudinal girders extending from tower to tower. The main span only, or that portion between the towers, will be carried bv cables. The side spans, or that portion between the towers and anchorages, will be carried upon viaducts, independent of the cables. The towers will be steel skeleton structures, commencing at an elevation about 50 feet above high water, where the masonry piers end. All the connections must be riveted, and all the bracing must be rigid.

All the lateral and sway bracing of the main span and the towers will be formed of rigid members, capable of resisting either tension or compression.

The transverse and longitudinal floor beams will be riveted plate girders ; there must be two longitudinal girders under each track.

The anchorage bars w ll be eye-bars of medium steel.

The anchorage pedestals will be built from forms of medium steel, and will rest on dressed granite blocks carefully bonded into the adjoining masonry.

Each bidder can select such depth of versine, number and arrangement of cables, depth of stiffening trusses, and general details as he may deem best, within the requirements of these specifications.

The main piers and the anchorages will be founded upon the rock. The viaduct piers may be founded upon the rock, or upon piles, or such other form of foundation as may be approved of by the chief engineer.

Bidders must submit with their proposals plans for the anchorages and piers, showing the proposed methods of founding, their general construction, and the character of the masonry. The exposed faces of all masonry will be granite or other approved stone.

The span will be 3,100 feet, with an elevation of 150 feet at the centre. The bridge will be designed to accommodate six standard gauge tracks, and the structure will be located anywhere between Fifty-ninth and Sixty-ninth streets on the New York side of the river, as designated by the Secretary of War.

A vast amount of material would be required for such a bridge, and the enterprise if pushed should prove financially beneficial to the iron and steel industries of this country.

REFRIGERATORS.

A considerably wider movement is expected in the refrigerator trade this year. The manufacturing plants are busy, the capacity of a number of them has been increased, and, judging from the activity now in force, the output will be considerably larger than for either last year or the year before. Like all other articles that are rated as both luxuries and necessities, refrigerators are constantly improving in response to a demand for something better. No exception is to be noted now. Many new ideas and designs will be on the market, additional mechanical devices will be offered, and special features brought out that will all tend toward improvement and to expedite the sales. Although the active selling season has not fairly begun, some very heavy jobbing contracts are known to have been made, and the prospects at the present time are far better than they were a year ago. The retail trade is also taking an earlier interest in the matter than has been the usual rule, and in many cases dealers are preparing to increase their lines for the coming season.

COMBINATIONS IN ENGLAND.

A WRITER in London Ironmonger says: "Within the past few days I have made it my business to interview certain of the manufactured iron masters in the South Staffordshire district concerning the combinations now being formed, or proposed, in the iron trade of this district. The opinions which I have ascertained lead to the conclusion that there is a good deal of difference among ironmasters on the wisdom, or otherwise, of the movements now being pursued. I am not at liberty in this article to give names, but I may at once say that foreign competition is the most serious consideration which is being taken into account by those manufacturers hereabouts, who give but a very cool reception to proposals for new trade associations. It is asserted that to-day local export merchants are buying Belgian bar iron, f.o.b. at Antwerp, at £4 5s per ton, or £4 9s per ton delivered on the Thames; that galvanized hoops they are buying at £8, as against £10, the price of local makers; that orders for sheets of 20 w.g., with a sprinkling of 22 w.g., are being placed by local merchants at £5 17s 6d Antwerp; sheets of 24, 26, and 27 w.g., at £6 17 6d Antwerp for all-round specifications; that thin steel hoops for tea-chest binding purposes in India are being bought in Belgium by local merchants at £8 per ton, as against £16, the figure that up to recently they were paying to ironmasters in this district for the same article, etc. As an illustration of American competition, I am informed by a cotton tie maker in this district that the American steelmasters can now sell cotton ties complete with the buckles on and blacked at £1 to £1 5s per ton less than South Staffordshire makers can send to Liverpool, yet at one time a large trade was done in this article. Steel billets can to-day be bought in America at £3 per ton, and the ironmasters there are using steel for rolling down purposes in the mills to a much greater extent than even we are. Further, so greatly has American rolling mill machinery improved that three men will now do the work of nine compared with some ten years ago. Members of the new Galvanized Iron and Steel Association admit that the great danger which they will have to combat in raising prices this year and next is the ease with which Germany, if she were so minded, could, with her abundant supplies of spelter close to her own doors, commence galvanized sheet manufacture. I understand that great care will be taken in any advances which the association may declare to avoid the possibility of such a fatality. The same objection applies to the suggestions from South Wales for an advance of from 2s to 5s per box in tinplate prices by means of associated action among the makers. Belgian agents have recently been in South Staffordshire offering to supply sheets and bars at sensibly within Staffordshire rates. Indeed, a sample order for bar iron has been given them by a Darlaston firm at £4 11s per ton, carriage paid. The whole subject of artificial combinations bristles with side issues of foreign competition, of which I could give other instances if I had room.

COST OF IRON AND LUMBER.

AN estimate has recently been obtained from a practical builder, says Stoves and Hardware Reporter, in which it is claimed that a building of sufficient size for ordinary manufacturing purposes can be covered with iron roofing and siding at a cost 20 per cent. less than with lumber. The cost of lumber is now so low that this may seem a rather improbable statement, but, as the builder's figures were made on a contract, it is at least reasonable to suppose that he can do what he claims. Nor is the first cost the only item that is to be considered in the matter of saving. The expense of applying the iron is claimed by a competent expert to be at least 35 per cent. less than wood, while still another point in favor of iron is the fact that the overlapping is not one-tenth that of shingles, and only about one-fourth that of clapboards, so that what is practically a waste in lumber is reduced to a minimum in the case of iron. The use of corrugated iron for the purposes indicated is so rapidly extending that one is apt to forget it has had but a comparatively recent origin. Within the last few months galvanized iron has come forward into more general use as a substitute for the painted sheets, and at a price that is but slightly above the sheets before they are painted. Galvanized costs no more than did plain iron a year ago, and is so manifestly better for many purposes that it promises to supplant the other quality in a great measure. The low prices of both have had a great deal to do with increasing the demand, but it is probable that the change in their favor would have come in time with the reduction in cost and the lesser expense as compared with lumber. This would be the case aside from the matter of first cost, since sheet iron and galvanized have a decided advantage over lumber in the way of insurance and repairs, in addition to their being more substantial. The day is not far distant when wood will be sent to the background in all buildings of an industrial character. Even brick and stone have had their best days in such buildings. A new manufacturing plant in this vicinity is an evidence of this. Everything about it is of iron or steel, except the foundations for the pillars, which are made of concrete. Even the doors and window frames are steel, while the roof and sides are covered with galvanized iron. This building is a type of the class that will come generally into use, for the very pertinent reason that they are better adapted to manufacturing purposes, are erected at a smaller comparative cost when their utility is considered, and last longer and cost less in repairs than any other kind of work.

AN IMPORTANT INVENTION.

There is a lack of explicitness in the description, current in the papers, of the instrument which it is said has been invented by no less a personage than Captain, Prince Louis of Battenberg, of the British Navy, says Age of Steel. The Admiralty has tested it and ordered it to be supplied to British war ships. It is described as "an indicator which will accurately inform navigators when a vessel is out of her course." The mariner's compass fully answers this description, furthermore, it will not only tell when a vessel is out of her course, but also when she is on her course, and it has served in this capacity faithfully and unerringly for many years, "as true as the needle to the pole." Something wonderful the improvement upon this tolerably well tested device must be, which has been made by the august inventor. The Admiralty is proverbially responsible, hard-headed and practical. It has to deal with real things and matters of vital importance. The charge it has to keep is the integrity of the thread of the nation's life. It could not, through personal favoritism, adopt any man's invention as a guide upon the trackless waves where Britannia still rules. The safety of the navy depends upon that indicator in peace as well as in war. It is the armor which protects the Queen's ship in the natural conflicts with the perils of navigation. The British Admiralty has a purpose, a history and a personality that will not permit it to accept defective armor in time of war. The weight of presumption is strongly in favor of the new instrument. It is to be hoped that our own naval department may be enabled to profit by this invention. Discoveries which conduce to the general benefit of mankind belong, not to nations, but to the world.

GLASS COMBINE SUIT.

In the Supreme Court on February 28, the case of the North American Glass Co. v. Barcalon was argued. The respondent had agreed with the Hamilton Glass Co. not to manufacture glassware under a clause providing that on notice being given furnaces not to turn out less than $100 per day could be started without violating the agreement. The respondents claim $2,500 due under the contract. Appellant claimed that, notice having been given, the onus was on respondents to prove that the furnaces were not equal to the prescribed capacity. The court below decided in favor of the respondents, the case turning on the construction of the agreement. Judgment was reserved.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before.
Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.
131 Yonge St., TORONTO.

Pigou, Wilks & Laurence
Limited.

II QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

Highest Award at Chicago.



SCALES and SAUSAGE MACHINERY
67 Esplanade St. E., Toronto



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

HEATING ELECTRICALLY.

A NUMBER of gentlemen interested in electric appliances recently witnessed the operation of the electric bath metal-heating apparatus at the shops of Dr. J. C. McKenzie, in Rochester, N. Y. While the process, says a contemporary, is exceedingly simple, after it has once been evolved from the brain of the inventor, it is very interesting and worthy of description.

The apparatus for liquid metal heating, in its simplest form, consists of a tank or tub, a portion of which is lined with a plate of lead. On the opposite side or edge of the tank insulated brackets are arranged. The leads of a direct current electric circuit are conducted to a switch board near the tank. From the switch board the positive lead is carried to and connected with the lead lining of the tank. The negative lead is carried to and rests on the insulated brackets. The voltage and amperage depends entirely upon the work done. In the work mentioned from thirty to forty amperes were used under a pressure of 220 volts. The tank is nearly filled with water, containing sal soda and borax for the regulation of the specific gravity.

When it is desired to heat an iron, it is placed in contact with the negative bar and then brought in contact with the surface of the flux, thus completing the circuit. An arc is formed, the effect of which is to rapidly bring the portion of the iron immersed in the flux to a white heat. The iron is then taken to the anvil, and is ready for manipulation. It is one of the peculiarities of the process, and obviously one of its advantages, that, while the entire portion of the iron which is submerged becomes heated, the rod, or in case of a horseshoe or other detached piece of iron, the tongs by which it is held, do not become heated.

At the exhibition the operator was engaged in fitting horseshoes with heel calks and toe calks. It was clearly demonstrated that the work was done more quickly and more economically than by the bellows and forge process, and with vastly more convenience. Small bits of iron and steel were brought to the welding point as easily as large pieces, and no easier or more quickly. When fitted up for a working plant the negative bar is made in segments and connected with a rheostat. The operator can thus regulate the current absolutely. The necessity of this controller will be at once recognized when it is understood that the piece heating governs the amount of current consumed, and the current is only consumed while the actual process of heating is going on.

Various crucial tests have been made as to the relative cost of electric liquid metal heating and coal forge heating, the result being largely in favor of the new process. It is also claimed by experts that the results are far more satisfactory.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

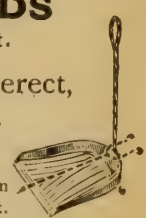
In Handy Cans
IS THE PROPER LINE.

A. RAMSAY & SON
MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS
As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S —We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

P. L. Y. Vezina, furniture maker, St. Jerome, Terrebonne, Que., is offering to compromise at 50 cents on the dollar.

Tart Dickinson, lumber, Canterbury, N.B., has assigned.

D. H. Langlois & Co., furniture, St. John's Que., has assigned.

J. R. Tomilson, general store, Tay Creek, N.B., has assigned.

Curtis & Newsome, hardware, Vancouver, B.C., have assigned.

The Campbell Lumber Co., St. John's, Nfld., have assigned.

E. Steele, general store, Ormsby, Ont., has assigned to Wm. Cross.

Reid & Gerhardt, general merchants, of Neepawa, Man., have assigned.

J. H. McLaughlin, general store, Athens, Ont., has assigned to O. Brown.

Louis Taschereau, general store, Lourdes, Que., is offering to compromise.

S. March & Sons, general store, St. John's, Nfld., are offering to compromise.

Lindow & Grindley, general store, Fort Saskatchewan, N.W.T., have assigned.

The creditors of John Milne, lumber, Stayner, Ont., have been called together.

F. A. Thompson & Co., general store, Buckingham, Que., are reported embarrassed.

Russell, McDonald & Co., general store, Victoria, B.C., are offering 50 cents on the dollar.

Conrad S. Ratz, general store, Rostock, Ont., has assigned to B. F. Kastner, Stratford, Ont.

Jos. Laurier, general store, St. Roch de Lachigan, Que., has assigned to Lamarche & Olivier.

The creditors of James H. Merrill, general store, Smith's Mills, Que., have been called together.

The creditors of R. J. Davison, general merchant, Newmarket, Ont., have been called together.

Robt. J. Davison, general store, Newmarket, Ont., has assigned to Ed. J. Henderson, Toronto.

The stock of R. R. Ray & Co,, furniture, St. Hyacinthe, Que., is under seizure. The premises are closed.

J. H. Merrill, general store, Smith's Mills, Que., is offering to compromise at 50c. (cash) on the dollar.

The Oxford Furniture Co., (Ltd.), planing mills, Oxford, N.S., are asking for an extension of three months.

J. Urgel Paquin, general store, St. Eustache, Que., is embarrassed. He has assigned to Kent & Turcotte.

The chattel mortgagee is in posssession of the stock of the Sehl, Hastie, Erskine Furniture Co., Victoria, B.C.

E. R. C. Clarkson has been appointed liquidator of the Steel Sink, Range, Boiler and Stamping Co. of Ontario (Ltd.), Toronto and New Toronto. The liabilities are $50,000.

H. McElroy & Sons, general store, Richmond & Carp, Ont, are offering to compromise at 60c. on the dollar.

F. X. Cayer, general store, St. Nicholas, Que., has assigned. Thos. Lawrence appointed provisional guardian. The creditors will meet on March 11. The assets amount to $2,000

A meeting has been called of the creditors of Pigeon, Gendron & Co., wholesale grocers, Montreal. An offer of compromise has been refused, and a demand of assignment made.

The creditors of James Allen & Co., general merchants, Beamsville, Ont., held a meeting in Assignee Barber's office on Wednesday, when a statement was presented, showing assets of $32,639, and liabilities of $14,636, leaving a surplus of $18,000. The insolvents were given until the 15th of March to make an offer.

PARTNERSHIPS FORMED AND DISSOLVED.

The Toronto Hoop and Veneer Co., Ltd., Toronto, have obtained a charter.

The Danville Asbestos Slate Co., Montreal, is applying for incorporation.

Cote & Frere, general store, St. John's, Que., have dissolved. Treffle Cote continues.

Saunders & Brown, general store, Petitcodiac, Que., have dissolved. A. E. Saunders continues.

Small & Fisher, machinists, Woodstock, N.B., have applied for incorporation as the Small & Fisher Co., Ltd.

Abel Huot and Francis A. Cote, electricians, have been registered proprietors of Huot & Cote, Montreal.

Wm. H. and Hector Ross have been registered proprietors of W. H. Ross & Co., pulp wood, Sherbrooke, Que.

Geo. Shipman and Alfred Griffith have been registered proprietors of Shipman & Griffith, undertakers, Montreal.

Abel A. and Ezra H. Heath have been registered proprietors of E. H. Heath & Co., general store, Way's Mills, Que.

George, St. Pierre & Co. are commencing business at Fraserville and St. Honore, Que., as lumber and shingle millers.

Perpetue Gagnier and T. R. Lefebvre have been registered proprietors of Gagnier & Lefebvre, paints and oils, Montreal.

Godfroy Birtz and Francois Xavier Denis have been registered proprietors of Birtz & Denis, harness, St. Simon (Bagot), Que.

S. Hayward & Co., wholesale hardware, St. John, N.B., have made application for incorporation as the S. Hayward Co., Ltd.

Andre H. Falardeau and Constant N. Falardeau have been registered proprietors of A. H. Falardeau & Fils, general store, Ancienne Lorette and Sillery, Que.

A. P. Cameron & Co. are starting a general store at Morrisburg, Ont. The firm is composed of A. P. Cameron, who moved his business from South Finch, and of W. A. Nash, who heretofore carried on a general store by himself at Morrisburg.

Douglas C. Cameron and Hugh Kennedy, of Rat Portage, give notice that they have, by mutual consent, dissolved the two partnership firms of Cameron & Kennedy, and the Safety Bay Lumber Co. are winding up the business of each of said firms.

SALES MADE AND PENDING.

Ellen Cornell, general store, Elfrida, Ont., has sold out to Walter Spera.

The stock of W. E. Vanvelsor, general store, Calton, Ont., has been sold.

The business of Hume & Co., hardware, Galt, Ont., is advertised for sale.

Elgin T. Choate, furniture, Ridgeway, Ont., has sold out to N. Brewster.

Demers & Dorval, general store, St. Mathias, Que., have sold out to A. Adam.

D. Laverock, general store, Port Elgin, Ont., has sold out to Grant & Hooper.

Orr & Hiscocks, general store, Wingham, Ont., have sold out to Homuth & Bowles.

J. B. Lavalle's general store stock, St. Germain De Grantham, is to be sold by auction.

The factory and sawmill of the Port Elgin Brush Co., Port Elgin, Ont., is advertised for sale.

The stock, etc., of A. J. O'Boyle, general store, Brechen, Ont., is advertised to be sold by auction.

The stock, etc., of Sweet & Co., general store, Victoria Harbor, Ont., is to be sold by auction.

The stock of J. McDonald & Co., furniture, Nelson, B.C., has been sold out to D. McArthur.

The estate of P. E. Wade, general store, Wade's Landing, B.C., has been sold out to Wm. Moffitt.

The stock, etc., of W. A. Maricle, general store, Staples, Ont., is advertised for sale by auction on March 15.

The general store stock of B. Leclair & Co., St. Michael Napierville, Que., has been sold at 39½c. on the dollar.

The foundry stock of the Beatty Bros. Mfg. Co., Ltd., manufacturers of agricultural implements, Fergus, Ont., is advertised for sale by tender.

The harness and saddlery business carried on at Boissevain, Man., by W. C. Cottingham for some years has been purchased by E. F. Hutchings, of Winnipeg. Mr. Cottingham will manage the business for him.

CHANGES.

Wm. D. Hoover, general store, Caistorville, Ont., has been succeeded by L. S. Webb.

Edward Wm. Ahhurst has been registered proprietor of the foundry of Sleeper & Ahhurst, Coaticook, Que.

A. M. Johnson, general store, Parrsboro', N.S., has registered a consent for his wife,

Josephine Johnson, to carry on the business in her own name.

Dame Maria Guindon, wife of Vital Cadieux, has been registered proprietress of V. Cadieux & Co., carriage makers, Montreal.

DEATHS.

Angus McDonnell, general store, Pugwash, N.S., is dead.

FIRES.

J. Cookwell, saddler, Markham, Ont., has been burned out.

Vanzant & Co., hardware, Markham, Ont., have been burned out.

John Golstaub, general store, Plumcoulee, Man., has been burned out. Loss, $7,000; insurance, $4,000.

The Victoria Electric Illumination Co., Victoria, B.C., has been burned out. Insured for $5,000.

Fire on Feb. 28 destroyed five million feet of lumber at Gilmour & Hughson's yards at Ironsides, Ont., and caused a loss of $100,000.

The C. F. Adams Co. (incorporated), household furnishers, Toronto, had their stock damaged by fire and water in Sunday's big conflagration. Fully insured.

FOUNDRIES STARTING UP.

With most of the foundries in the city closed since Christmas, remarks The Hamilton Herald of March 1, several hundred employes have been idle for the past two months, and although it is customary for the foundries to close down every year for repairs, the men have been out of work longer this year than usual. But next week most of the foundries in the city will be running, although not with the full complement of hands. With all the foundries closed, it means about a thousand men out of work. Representatives of Burrow, Stewart & Milne, the Gurney-Tilden Company, and Bowes, Jamieson & Co., state that their respective foundries will start up some time next week or the week after at the latest, and a representative of Copp Brothers states that it will probably be a few weeks yet before their foundry will be running.

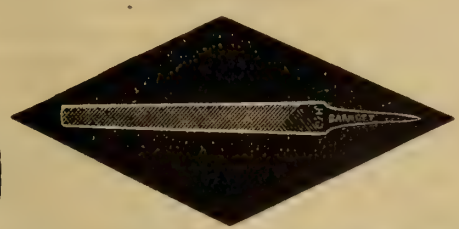
LOWER BICYCLE PRICES.

Opinions seem to differ, says Stoves and Hardware Reporter, regarding the effect of the sale of wheels to be caused by the reduction of prices on standard grades for '95. Those manufacturers who did not lower their list seem inclined to think that the result will not be favorable, taking the trade as a whole, while those who participated in the movement are firm in the prediction that the change will be beneficial. As these latter are in the majority and since they control the larger part of the output, it is at least presumed to be that the step was taken for strong business reasons and after a careful canvass of the situation. It is also to be taken into consideration that a number of the manufacturers are expecting an increased trade next year and are preparing their plans accordingly. There are still other reasons for looking to a larger sale of wheels. The hardware trade is taking a more active interest in wheels and advices received from the manufacturers and distributors are to the effect that more orders for next season's delivery have been booked than in any previous year at this time. On the whole, therefore, it seems more likely that the change toward lower prices was in the right direction. There will not be quite so much profit on one wheel, but a considerably greater number should be sold.

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc. CUTLERY A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

BRUSHES
BRUSHES
For Spring Season, 1895
The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

TRADE MARK.
BLACK DIAMOND  FILE WORKS
21 to 43 Richmond St., Philadelphia, Pa.
G. & H. BARNETT,
MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.
—AND—
EVERY OTHER DESCRIPTION OF SAW FILES.

A FEW HINTS ABOUT ALUMINUM.

A CORRESPONDENT of London Ironmonger writes as follows: Aluminum is being adopted for many purposes about which very little is said. Wide-awake manufacturers of articles which are the more appreciated if they are light in weight are making part of or all of the said articles in aluminum and saying nothing about it, the parts being painted over. Thus the wily makers get their goods lighter, but do not advertise the fact that aluminum is used in construction, otherwise their competitors, of course, would follow suit. Some people, I know, are out of love with aluminum. Why? They got a brilliant idea of a patent contrivance to be made in this wonderfully light metal. They ran away with the idea that it was one-third the weight of iron (which is correct), and thrice as strong (which is not correct). They were too sharp to let anybody know to what purpose they were going to apply the aluminum, and so they went to work on the quiet, and only found out, after they had spent their money, that aluminum did not possess the combined advantages they had imagined. Others thought that because aluminum would resist acids so well it would resist everything else, and one friend of mine spent £150 on a patent with this idea. When he called on me for sympathy and asked me to allow 10 per cent. off the account because he had "lost £150 over the thing" I told him if I had been made aware of all the circumstances at the first—if he had taken me into his confidence—I would have told him straight away to expect what he had now found out at so high a cost.

My advice, therefore, to anyone who has a brilliant idea for making one thing or another in aluminum is, let him give his confidence to someone who thoroughly understands the metal and its probable behaviour under the conditions proposed to be imposed.

I do not advise anyone to go in for making aluminum-bronze except for his own use. Some people who put these bronzes on the market at the first had no end of trouble in meeting the exact wishes of customers, who, so far, had only taken small quantities; and then as soon as the said customers got a metal that suited their requirements they set to work and found out pretty nearly how to make the bronze for themselves, and the people who were at such pains to educate them have the "go-by" for their pains. The pretty general idea—that you cannot patent a mixture of metals—leads firms to act in this way without any compunction.

Then, again, beware of the man who comes to you to supply sample articles of aluminum, in cast or other form, with a promise that if the thing is right he will give you large orders. Always make such a man pay a fair price for the article he gets, for some firms, as soon as they are in a position to buy decent quantities, will pass you over for a fraction per pound lower price from some other firm.

Travelers or patentees who have to carry models of articles usually made in iron or other heavy metal find it a boon to have facsimiles in aluminum. The difference of a few pounds in weight to be carried tells wonderfully at the end of a day's canvassing. Not only so, but customers are so taken with the lightness and the nice appearance of the models in aluminum that this circumstance in itself often helps in engaging their interest, and in such a way as the wide-awake traveler knows how to follow up.

There is another element which I might mention—the lack of enterprise on the part of English manufacturers. For example, I got friends to try a certain article in aluminum. This was made for my firm by the best and cheapest man we know of in England; but our friends said that, unless we could get down the price, they would have to give up using aluminum. So we tried a certain continental house, who quoted us straightway 8s. 3d., as against the English 18. 6d., and, placing the product of the two houses side by side, it is impossible to detect the difference. In another case we had exactly the same experience, the English goods costing us 9s. 3d., as against the continental 4s. 3d. And yet our working men cannot understand why work is scarce!

STEEL AND ITS VARIED USES.

THE Bessemer steel statistics, reprinted in this paper the other day from the reports of the Iron and Steel Association, show the very important fact that the other uses to which mild steel is being put is offsetting in part the decreased demand for steel rails. In 1893 rails constituted more than a third of the total Bessemer output; in 1894 the amount of rails produced fell off 115,000 tons, but the amount of ingots increased 363,000 tons, the ratio of rails to ingots being less than two-sevenths. There can be little doubt that the immense railway construction of a few years ago was much in advance of the demands of the commerce of the country, and whether there had been a monetary panic or not there would undoubtedly have been a reduction in new mileage until business and population had caught up. Unfortunately, this occurred coincidently with a panic and a general depression of business and reduced crops and dejected prices, which compelled the railway companies to curtail greatly their orders for rails for renewing their lines, so that the rolling mills have suffered on both sides. But the extreme cheapness of Bessemer steel has led to its extensive use in the place of iron, and the requirements of the railway companies have declined in relative importance. The decline of prices in pig iron, which in turn is equalized by the decline in ore, has left the railmakers in relatively about as good a position as they were a few years ago, when prices were much higher; of course they make a good deal less on each ton of rails, but the portion of the price which represents profit is about as large a percentage as formerly, and perhaps even larger. The increase of street railways has offered some compensation for the decreased construction of steam railways; it has gone on unchecked, so far as the production of rails indicates, by the events of 1893. In the far West it is depressing another industry, the raising of horses. The bicycle has undoubtedly assisted the electric car in throwing large quantities of horses out of employment, with the result of depressing their prices to merely nominal figures for the common run of animals, according to recent despatches from Tacoma. Cavalry officers who buy mounts for their regiments are hard to suit, but some months ago they reported that they were buying fine horses in the State of Washington at extremely low prices; $75 was buying animals the officers had been in the habit of paying twice or more than twice that for.—N. Y. Journal of Commerce.

GAS ENGINES.

Treating of gas engines as at present employed in England, Mr. Donkin has stated before the English Institution of Gas Engineers that such engines are usually made there in sizes ranging from one-fourth to six hundred indicated horse power, and there is a marked increase constantly in the sizes and numbers sold. The use of ordinary lighting gas is customary in sizes up to ten horse power, but for larger sizes a small convenient apparatus has been devised for the production of gas that cannot be used for illuminating purposes, but which gives very economical results when burned in an engine cylinder. For this article, termed a generator gas, the best fuels employed in its production are found to be anthracite coal and gas coke, as they yield no tar. The thermal efficiency is low, it having about 160 heat units per cubic foot, as compared with 615 to 630 of London lighting gas, and consequently about four times the quantity is required to produce the same amount of power. The great quantity obtained, however, together with the small amount of depreciation and labor involved in production, render it in many cases comparable in cost to gas at twenty cents per thousand. The disadvantage is acknowledged that gas engines cannot be started under full load, requiring the use of friction clutches, in most instances having but one impulse to each four movements of the piston, necessitating greater weight per horse power than with steam; on the other hand, the gas engine can be started instantly, and there is no danger from fire when it is shut down.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

H. BOKER & CO.

Are famous for their

Razors

And **Scissors**

Pocket Cutlery

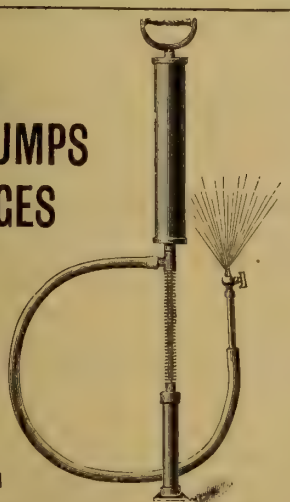
Trade Mark

(Tree Brand)

FOR SALE BY LEADING WHOLESALE HOUSES

FOR

BRASS SPRAY PUMPS AND SYRINGES



WRITE . . .

Stevens Manufacturing Company

LONDON

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

ALUMINUM TEMPERED.

The successful tempering of aluminum so as to give it the consistency of iron is the latest triumph of F. Allard, the Levis blacksmith, whose discovery of the lost Egyptian art of hardening copper startled the mechanical world some three or four years ago, and only failed to make the fortune of the author because of the expensiveness of the project. A recent trial of Allard's tempered aluminum has proved the success of his new method and the practical purposes to which it was applied. After having given the resistance of iron to a number of articles manufactured by him out of aluminum, he has made and hardened a cannon, which has just been tested in presence of Colonel Spence, American Consul-General at Quebec, and a number of other dignitaries, with the greatest success. This cannon is twenty-six inches long and five inches in diameter, the metal of the gun outside the bole being only a quarter of an inch thick. A charge consisting of a pound of powder has been successfully fired out of this little piece of ordnance without leaving any appreciable effect upon it. A new and more scientific trial of the cannon has been ordered by the Canadian military authorities to be held at the Quebec citadel by the artillery experts there, and the United States Consul, in view of this move, is understood to have encouraged Mr. Allard to manufacture, as soon as possible, a cannon twelve feet in length for direct shipment to Washington, but whether this is to be at Allard's risk or by instructions from the United States Government is not known and cannot be learned. The cannon just tested weighs 140 pounds in all. If it were of iron and the same dimensions it would weigh 180 pounds. In appearance the finished specimen looks as though it was made of burnished silver.

BUYING MORE BESSEMER PIG.

The Iron Trade Review of February 28 says: "The buying of Bessemer pig iron by the leading Pittsburg interest, as noted last week, has continued, and the advance of this metal to $10.25, Pittsburg, is the most significant development of the week. It is estimated that from 70,000 to 80,000 tons of Bessemer iron has been taken in these purchases, sufficient to give decided strength to the market. Comment on these transactions, among the interests affected, runs to their bearing upon the future prices of Lake Superior ores and Connellsville coke. They are interpreted as a confirmation of the view that has been taken for some time, that coke contracts after April 1 and ore contracts after May 1, will be on a higher basis, and therefore that as far as Bessemer pig is concerned the lowest price has been touched, the same statement applying also to Bessemer steel products generally. The situation to-day as to Bessemer pig is firmer than at any time since November and on small lot transactions to the past two days it is reported that from five to ten cents' advance upon $10.25, Pittsburg, has been paid."

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & CO.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Mar. 8, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	16½ 17
"	16½ 17
Straits	

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X	7 70
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet box	6c, 6¾c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb.	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head

16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼

Gordon Crown—

16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04 0 04½

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	3 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 14 0 15
" " 100 lb. drums	0 12 0 13
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal	0	69
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

Selected Packages, per gal	0 44	0 46

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepar'd pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's per doz	13 00	20 00
Adjustable " each	5 50	6 50
Post Hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	3 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, eacn	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35, 40 per cent

Belting.

Agricultural, 55 per cent.
No. 1, leather, dis. 15 p.c.
Standard, 37½ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking (Catchpole's).

No. 1, Egyptian Blacking		9 0
" 2, " "		4 5

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair | 0 40 | 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz | 0 85 | 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c:

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each | 1 65 | 2 40

Glass.—*Window.*

Box Price.

Size United inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	
26 to 40	1 30	2 35	1 75	
41 to 50		2 75		3 90
51 to 60		3 20		4 30
61 to 70		3 50		4 80
71 to 80		3 90		5 30
81 to 85		4 40		5 80
86 to 90		5 00		6 75
91 to 95				8 25
96 to 100				9 50
101 to 105				11 25
106 to 110				13 50
111 to 115				15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1

Sledge

Canadian, per lb	0 12½	0

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c

Heavy, per lb	03 3-5	0 04½

Screw hook and hinge—

6 to 10 in., per lb.	0 3½	0 04
12 up "	0 2½	0 03

	Per doz. set
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c	

	Per doz. pair	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.

Planter	doz	4 00	5 00

Hooks—*Cast Iron*

Bird Cage,	per doz	0 50	1 10
Clothes Line,	"	0 27	0 63
Harness,	"	0 72	0 88
Hat and Coat,	per gross	1 00	3 00
Chandelier	per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 60
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer Basis—50 to 60 dy..... Pat'n. 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy. A.P. Fine 3 70
Car lots 5c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets. per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 35 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan R & L.Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1⅞ 1⅞
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger..	6⅝	6½ ... 9
¼, 5-16, ⅜ in	6¾	7 ... 9½
Cotton, per lb.....		13 16
Russia Deep Sea, per lb..		12¾ 13½
Jute	" ...	06¾ 07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N. P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... 70
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c to 35 p.c
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1[illegible]
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
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HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, MARCH 16, 1895. No. 11.

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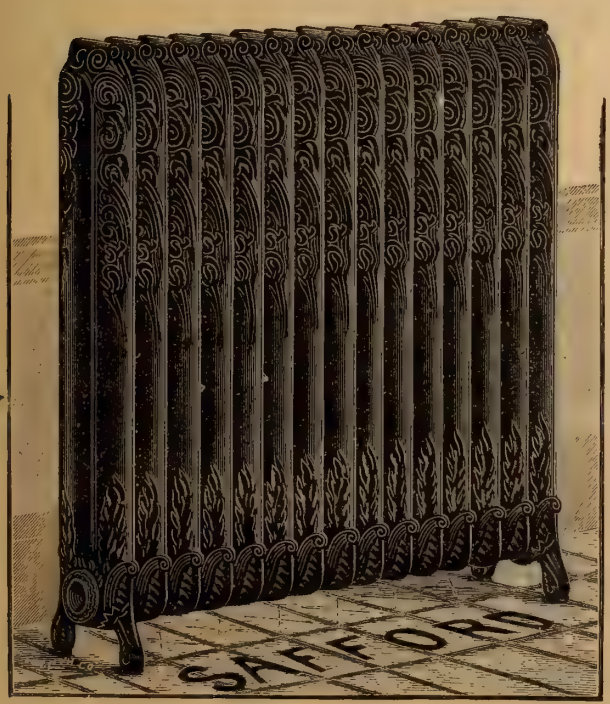
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Published Weekly. $2.00 a Year.

Vol. VII. TORONTO AND MONTREAL, MARCH 16, 1895 No. 11

J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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A REMEDY OF SOME TRADE EVILS.

ONE of the great wants of the retail hardware trade is a better understanding between those engaged in it.

It is the want of this understanding that breeds jealousies, mistrust, price-cutting and kindred evils.

Ninety-nine men out of a hundred desire "to live peaceably with all men," while every merchant would like to make fair profits. But rarely do the desired conditions obtain.

And the reason they do not is largely the fault of merchants themselves.

Jealousies there always will be—at least, until the millenium ; so will there be price-cutting.

But there is no reason why the harvest of them should not all the time be gradually getting smaller.

One of the most effective means of removing from trade the particular evils named, and many others unnamed, is by getting the members of the trade together in associations.

In towns and cities, yes, and in townships, it should be an easy task to form purely hardware associations ; and in villages it would help in the premises to start associations composed of different lines of trade.

Present trade conditions are favorable to the starting of such organizations. Now, therefore, while the iron is hot, is the time to strike.

The columns of HARDWARE MERCHANT are open for the discussion of the subject.

TACK DIFFICULTY SETTLED.

The radical action taken by a large firm of Montreal jobbers in regard to the sale of tacks, the particulars of which have been fully detailed in HARDWARE MERCHANT, led to a meeting of the tack men in Montreal on Tuesday last.

At that meeting the fact was mentioned that the firm in question were freely booking orders below the list rates, and that, as a consequence, other jobbers were complaining.

The question was raised, therefore, whether it would not be advisable to go back to the old quantity basis of $250. After the pros and cons had been fully discussed, it was decided to do so.

The firm who made the vigorous kick in question was communicated with, the ultimate result being the amicable arrangement of the whole matter.

One of the makers remarked afterwards that if HARDWARE MERCHANT had not mentioned the matter, no one would have ever known of the $125 basis, for the makers did not publish it broadcast. The publicity that had been given to the matter, however, made action of some kind imperative.

Hereafter the basis on which 5 per cent. is allowed will be $250 worth, as under the agreement of 1894.

THE G. T. R.'S POSITION.

THE long-desired expert's report on the condition of the finances of the G. T. R. has at last been submitted.

One of the direct causes of the investigation in question was the charge that had been reiterated again and again to the effect that the Board of Directors had manipulated the accounts in order to create false impressions.

Mr. Barker's report dissipates the charge; but it, on the other hand, reveals the fact that the condition of the company is bad. In the words of the cable, "the situation is admitted to be a very grave one."

According to cable despatches the report has, during the last few days, been receiving a great deal of attention from the London papers. The Financial News declares that at least half of the £2,000,000 of assets of the company are intangible securities, and adds that the company's position is a most critical one, "because of the ruinous outlay on the subsidiary lines." The Standard says "the company appears to have been allowed to drift towards insolvency." The Daily News declares that the G.T.R. would be better without branches or connections of any sort. The Times animadverts upon the gloomy character of the report, and says that it shows "clearly that the policy of the Board of Directors in regard to extensions has been disastrous."

From what can be gathered from the cable reports of Mr. Barker's document, one thing is made clearer than ever before : The greater sins of mismanagement are upon the heads of the Board of Directors, weak and inefficient as some of the heads of the departments in Canada may be.

This board has clearly undertaken, in the acquiring of subsidiary lines, to bite off more than it could chew. With old-fogyism added to this, it is no wonder the G.T.R.'s position is critical.

In the words of The London Times, the only salvation of the Grand Trunk is the removal of its head offices from London to Canada, and securing the services of a first-rate manager.

Mr. Barker's report will have done a good thing, indeed, if it should be the means of hastening the consummation of what has long been considered imperative to the life of the company—new brains, and a change in the location of the head offices.

MEETING OF TINWARE MEN.

There was a meeting of the tinware manufacturers in Montreal this week. It was attended by representatives of all the leading firms, and some changes in the association list were decided upon.

Among the gentlemen present were : Messrs. Kemp, of the Kemp Manufacturing Co., Toronto ; H. G. Wright, Hamilton ; Jas. Davidson, of Thos. Davidson & Co., Montreal, and Wm. Gartshore, London, Ont.

Few changes of importance were made in the list prices, but some important lines of goods were withdrawn from the association

list, and will henceforth be sold at open prices.

The lines in question comprise pie plates, jelly plates and a few lines of pieced ware. This was the sum and substance of the meeting.

THE CUT NAIL SITUATION.

THERE was a meeting of the cut nail manufacturers in Montreal on Wednesday for the purpose of meeting the representative of the Messrs. Harris, of St. John, N.B., and arranging some matters of rates over which friction had occurred in the Lower Province.

The meeting was attended by all the makers, and the result was an amicable settlement of all matters in dispute.

HARDWARE MERCHANT learns that it was asserted at the meeting in question, and proved beyond a doubt, that all the makers had religiously lived up to the $2 10 basis with the rebate of 5 and 10c., according to quantity.

Naturally this led to discussion on the cutting that is being done by the jobbers, and the opinion was generally expressed that the makers had no practical way of controlling them.

It was remarked that the nails that are now being sold at the net price, $2.10, consist of old stock, laid in during the recent depression at prices which give a handsome margin of profit on a turnover at $2. In fact, HARDWARE MERCHANT was assured that one large house had secured almost 10,000 casks of nails on the basis of $1.50, and others smaller, but fairly large quantities, nevertheless, on the same basis.

With this margin to work on, therefore, it was not surprising, with demand as dull as it is, if jobbers did cut prices to induce business.

In fact, until this old stock is absorbed, shrewd dealers look for unsettled prices on cut nails, and possibly still further cuts

THE TURPENTINE SITUATION.

Strength continues to develop on the turpentine market, and some Toronto dealers have worked prices up as high as 50c. per gallon for single barrels.

This price is not, however, at the time of writing general, but there is a likelihood of its being so before the week closes, as it costs something like 47¾c. to lay turpentine down here now.

Prices on the Toronto market are now much about the same as they were the corresponding time last year.

The decline, which ultimately resulted in prices dropping to probably the lowest point ever known, set in about the first week in February. The low water mark, namely 39 to 40c., was reached in October last, and there it remained till about the middle of January last, when the present upward tendency began.

The Southern market continues to gather strength, and New York advices state that "speculation has entered so largely into operations of late that holders are none too willing to sell at present figures."

"IN FULL OF ACCOUNT."

A common practice is it with a good many, when paying an account by cheque, to write on the face of the latter the words, "in full of account."

The object is, of course, to prove, should occasion arise, that the cheque liquidated all liabilities that obtained up to the date of making the cheque.

Those who trust in such evidence are trusting in a broken reed.

The words "in full of account" do not establish any such evidence as makers of cheques intend they shall.

The court clearly set forth this in a recent decision.

The judge declared that there was nothing to prove that the words were not written in after the cheque had been cashed and returned to the original maker.

That this has been done a good many business men are probably already aware. HARDWARE MERCHANT, at all events, knows where it has been done.

INTERESTING FIBREWARE CASE.

A CASE of interest, to manufacturers particularly, is pending before the courts at the moment. It is, in its amended form, that of "The Queen vs. Thomas A. Weldon." Originally it was "The Queen vs. E. B. Eddy."

The information in the original case was laid by one Allan Austin, described in the directory as a traveler for Taylor, Scott & Co., and residing at 157 Gerrard street east, Toronto. The charge read: "That he (E. B. Eddy) did unlawfully offer for sale and sell a certain fibre wash basin as a patented article, the same not being patented in Canada, with intent to deceive the public"

Mr. W. R. Riddell, of Beatty, Blackstock, Nesbitt & Chadwick, Toronto, who was retained for the defence, appeared before the public court and put in the patents which were granted by the Dominion of Canada for the machinery and process by which these basins were made.

It was contended on behalf of the prosecutor that the patent of the machinery and the process did not justify stamping the product as patented; but the English and American cases showed conclusively, it was argued by the defence, that a patent covering the machine or process likewise covers the product.

The case against E. B. Eddy was dismissed, but, subsequently, a charge of a similar nature was made against Mr. Weldon, Toronto manager for the E. B. Eddy Co. When this case came before the police magistrate, Mr. Riddell, counsel for the defendant, asked, as it was purely a matter of law, and the Eddy Co. wanted it settled by the High Court, that the matter be referred at once, without taking any evidence, to the Court of Assize opening on April 30. This was done.

The situation is a peculiar one. The machines are patented, and to have placed any of their product on the market without bearing any stamp to indicate such, would have been an infringement of the law, and yet now, because this was done, it is asserted to be illegal.

The result of the case will be watched with a good deal of interest.

LEADING MERCHANT DEAD.

John Thompson, Sr., a prominent resident and leading merchant of Listowel, Ont., died suddenly on Monday last. During the early part of the day he seemed to be in good health, and, as usual, went down to the general store of Thompson Bros., of which his sons are the proprietors. In the afternoon he said he felt ill, and went home to rest. He lay down, and a few minutes after was dead, his wife being the only one present. He had been affected with aneurism for some years, and this undoubtedly carried him off. Mr. Thompson was a native of London, England, and was in the 73rd year of his age. He had conducted a profitable mercantile business for the past 30 years, the firm of late being Thompson Bros, conducted by his sons, William, Robert and John. His aged widow and two daughters—Mrs. John Livingstone, Jr., and Mrs. Cyrus Hacking, of Listowel—survive him. Mr. Thompson was a Liberal in politics, and a prominent member and elder of Knox church. The funeral took place on Wednesday afternoon.

THE TRENT CANAL.

The Dominion Department of Railways and Canals is busily engaged in preparing for the next set of tenders that will be invited for the construction of the Trent Valley Canal. In the Lakefield and Peterboro' division, contracts for six and a half miles have been called for, and three more miles have to be dealt with in the Lake Simcoe and Balsam Lake division. Eleven miles have yet to be undertaken. Preparations for the work are in an advanced state, and, in a short time, tenders will be asked. Valuators have gone to the districts to arrange for acquiring the necessary property.

DROPS FROM THE EDITOR'S PEN.

While it does not pay a merchant to go into politics, it pays him to be politic.

* * *

The sons of men who have made much gold are often found taking the gold cure.

* * *

A paradox: When snow arrives business comes, but when snow goes business comes.

* * *

Seldom profitable are politics, but many Canadian merchants are just now neglecting business to engage in them.

* * *

Toronto fire bugs seem to prefer to ply their avocation on Sunday. This does not speak well for their moral condition.

* * *

With prices still depreciating and strikes materializing, the lot of the business men in the United States is anything but a happy one.

* * *

If the United States Congress cannot keep an obligation it can break one, which shows that it has force of character enough to do something.

* * *

Ald. Lamb, of Toronto, has evidently come to the conclusion, in his efforts to close the saloons earlier, that it is not lambs that are arrayed against him.

* * *

It has been intimated that the World's Fair medals will be something superior. They should be if length of time in preparing them counts for anything.

* * *

The man who signs a chattel mortgage to get out of a hole often finds that he has got into a hole with the top covered by the very instrument he had relied upon to help him out.

* * *

A movement is again on foot in Winnipeg to improve Red River navigation. It is proposed that Winnipeg shall contribute $100,000 and the Provincial Government another like sum. It is to be hoped the project will bear fruit.

* * *

The United States had a long war between the North and South for its national life, now a war which also promises to be long-waged, is on between monometalists, bi-metalists and free silver men for the establishment of the country's currency basis.

* * *

If electricity is the substance of things that cannot be seen it can be felt. Hence Controller of Customs Wallace decrees that it is subject to a duty of 20 per cent. when generated in a foreign country. As to whether consumers will feel this or not politicians are left to decide, but there is no question about the result to the Customs officer who may attempt to seize the current for undervaluation.

* * *

Still another project is on foot in Toronto to build a big hotel. It is proposed to erect it at north-east corner of Wellington and York streets. It will have a frontage of 140 feet on the latter and 180 on the former street, will be seven storeys high, and the estimated cost is $500,000. The fact that Mr. S. F. McKinnon is its projector promises well for the consummation of the idea. The "Queen City" can boast of its magnificent churches and public institutions, but she is a back number in respect to quality of hotels. It is to be hoped Mr. McKinnon's project will be carried out.

WIRE FENCE TELEPHONES.

A citizen of Victoria, Australia, writes The Scientific American that for two years in his section of the antipodean continent wire fences have been used as telephones. After noting that this method only cost him 2s. 6d. per mile, he goes on to say that in consequence of the Australian climate being very dry isolation of the wires is not so important a factor as in damper countries. On his property he has about 600 posts to the mile of fencing, the wire passing through an augur hole in the ordinary way. The rust which forms on the wire makes a sufficiently thick skin to insulate it from the slight moisture. He uses the ordinary long distance microphone transmitters at either end with the dynamo call bells and receivers. In addition to these he uses a portable instrument which he can attach to the wire at any point when "out on the run," and thus communicate with headquarters. The longest distance at which this method has been used is 28 miles, but it seems to be capable of making communication easy between two points further apart than that.

A SUCCESSFUL KIRKFIELD MAN.

Arch. McKenzie, general merchant, Kirkfield, was in Toronto a few days ago on a purchasing trip, Mr. McKenzie has leased for a term of years a large flour and grist mill in Kirkfield. The mill has a capacity of 75 barrels of flour per day, and for several months in the year Mr. McKenzie and his "mill" partner, Joseph Staples, intend running the mill at full time, which will mean a large output of first-class roller flour, thus being a great boon to the immediate vicinity and surrounding country. Mr. McKenzie does one of the largest businesses north of Toronto, keeping constantly on hand a first-class stock of groceries, dry goods and boots and shoes, together with his flour, grist, saw and planing mills. He buys grain for the Toronto market and farm produce for the Montreal market, and ships same in car lots in season.

FIRE-HOSE CONTRACTS.

The Gutta Percha Rubber Manufacturing Co., of Toronto, Ltd., have received orders for a thousand feet of fire-hose from each of the following points: The Dominion Government, Ottawa; City Council, Moncton, N.B.; City Council, New Westminster, B.C., and City Council, Nanaimo, B.C. Since Toronto's recent visitations the municipalities throughout the Dominion seem to be anxious to improve their fire-fighting facilities.

ALLEGED PATENT INFRINGEMENT

At Osgoode Hall, Toronto, on Tuesday, in the action of the Welsbach Co. vs. St. Ledger, the plaintiffs asked for an injunction restraining the defendant from infringing a patent for an incandescent lamp. No order was granted, and the question of costs was reserved until the trial.

In a similar action brought by the same plaintiffs against a defendant by the name of Christie, an order was granted.

BOOMS TO BE FREE.

The Dominion order-in-Council settling the doubt as to the bearing of the tariff on booms has been passed. It declares that booms, consisting of sticks and chains, when imported into Canada from the United States for the purpose of enclosing, confining or towing to the United States logs or timber of Canadian growth, are to be free from Customs duty, and this is to remain in force and effect so long as the United States permits the free entry of Canadian-made booms of sticks and chains.

IMPORTS AND EXPORTS.

The following is a statement of the imports and exports of the United States and the several European nations for the year 1892, compiled from the report of the chief of the Bureau of Statistics of the United States Treasury Department, and from the Statesman's Year Book for 1894:

	Imports.	Exports.
United Kingdom	$2,962,393,000	$1,419,267,000
Germany	1,006,027,000	749,725,000
France	991,228,000	878,397,000
The United States	840,931 000	938,421,000
Belgium	702,840,000	661,750,000
Holland	527,870,000	450,710,000
Austria-Hungary	259,070,000	301,135,000
Italy	254,970,000	201,930,000
Russian empire	109,770,000	244,765,000
Switzerland	187,635,00	136,605,000
Spain	145,453,0	141,398,000
Turkey (1891)	103,115,000	57,765,000
Sweden	99,7	91,210,000
Denmark	90,1	70 690,000
Roumania	76,150,000	57,075,000
Norway	55,050,000	35,120,000
Portugal	53,430,000	52,525,000
Greece	23,210 000	17,195,000
Bulgaria	15,460,000	14,730,000

NO COMPROMISES.

THE Winnipeg Commercial has this to say concerning the fight being made in their own interests by the wholesale men of that city :

"The Commercial has intimated several times recently that the jobbers have set their faces sternly against compromises. There can be no question as to the evil principle of the practice. It has a tendency to encourage a loose moral sentiment as to the duty of every person to strive to pay 100 cents on the dollar. For this cause alone, if for no other reason, compromises should be thoroughly discouraged. The tendency is certainly toward loose ideas of business morality. Wherever the custom of agreeing to compromises becomes established, great moral injury to the community from a business point of view is sure to result. The custom of compromising, in fact, is simply a way of educating the business people in the belief that the payment of 100 cents on the dollar is really a light matter after all. If they can arrange to pay a less sum and still continue their business, they will come to think in time that it is quite the correct thing to do so.

"Aside from this view of the matter, there are also purely business reasons which can be urged against the custom of compromising. It is unfair to those who are striving to pay 100 cents on the dollar to force them to compete with another in the same branch of trade who is only paying 50, 60, or 70 cents, as the case may be. Jobbers are bound to protect the trade from the competition of those who would like to do business on the basis of paying 50 cents or so on the dollar.

"The decision of the Winnipeg jobbers to refuse all compromise propositions has already had a good effect on the trade. Some assignments have evidently been made with the expectation of being able to force a compromise settlement from the jobbers. They have failed and the estates have been wound up. It only remains for the wholesale houses to persevere in this line of action to bring about in time a much healthier moral sentiment in the matter of paying trade liabilities in full."

PRIZES FOR NEW INVENTIONS.

According to The Scientific American, the Societe Technique de l'Industrie du Gaz en France offers several prizes in connection with the congress to be held this year. The prizes are open to all, and include one of 10,000 francs ($2,000), offered to the inventor of an incandescent gas burner showing marked superiority, to be handed to the society before April 1 this year. The sum of 8,000 francs will be devoted to prize essays on some subject bearing on the gas industry. The papers must be written in French and sent to the society, 65 Rue de Provence, Paris, at least forty days before the period fixed for the opening of the congress.

OUR FIRE ENGINES.

MR. A. E. KEMP, of the Kemp Manufacturing Co., Toronto, has gone to the trouble of collecting statistics regarding the fire-fighting facilities of various towns and cities. He has communicated the results of his investigation to the press in the following letter :

"A word in regard to the number of engines which we require. One has been ordered. When this engine arrives from Europe, Toronto will then possess, unless in the meantime more are ordered, the same number as Bobcaygeon.

"Charlottetown, P.E I., Fredericton and Moncton, N.B, New Glasgow and Yarmouth, N.S., St. Hyacinthe, P.Q., Trenton and Niagara Falls, Ont, all have two fire engines, as well as waterworks with pressure

"There is no worse protected city against fire, for its size, on the continent than Toronto.

"We have about the same quantity of hose as smaller places, like New Westminster, Vancouver and Victoria, B.C., less than half as much as Winnipeg. Victoria, B.C., has three steam fire engines and one chemical engine; Sherbrooke, Que., has two steam fire engines and one chemical, and more hose than Toronto ; Montreal has about six times as much hose as Toronto.

"Two engines will be of very little use to cope with a big fire. Detroit, with a very much less area, has twenty steam fire engines and four chemical engines.

"Even small places like Elmira, N.Y., with a population of 35,000 and Utica, N.Y., with a population of 45,000, have five steam engines and one chemical each. Cincinnati, a city of the same area as Toronto, possesses twenty-six steam fire engines and three chemical engines.

"In places where extensive conflagrations have taken place, it is noticeable that they are now well supplied with fire appliances. St. John, N.B., has six steam fire engines and two hand engines, and double the amount of hose that we have."

The City Council of Hamilton, Ont., has decided to place eighty new hydrants in the central portion of the city, but has taken no action towards the purchase of a fire engine. The Hamilton Herald comments thus editorially on the situation :

"As between new hydrants and a steam fire engine The Herald would pin its faith to the engine. One good engine is worth many dozen hydrants, as Toronto knows to its cost. It cost Toronto $2,000,000 to learn the lesson, and we are not quite sure that it has learned it yet. What will it cost Hamilton ?

"Hamilton, with a population of fifty thousand, has one steam fire engine that is seldom or never used and a water pressure that is notoriously inadequate, for one reason because thousands of gallons of water are wasted daily in supplying the hydraulic elevators. In the meantime Chairman Hannaford and his committee are fooling away their evenings in profitless discussions regarding a third main, while they are neglecting the duty that lies first at hand. The spectacle is enough to cause the beasts of the forest to indulge in wild, maniacal laughter."

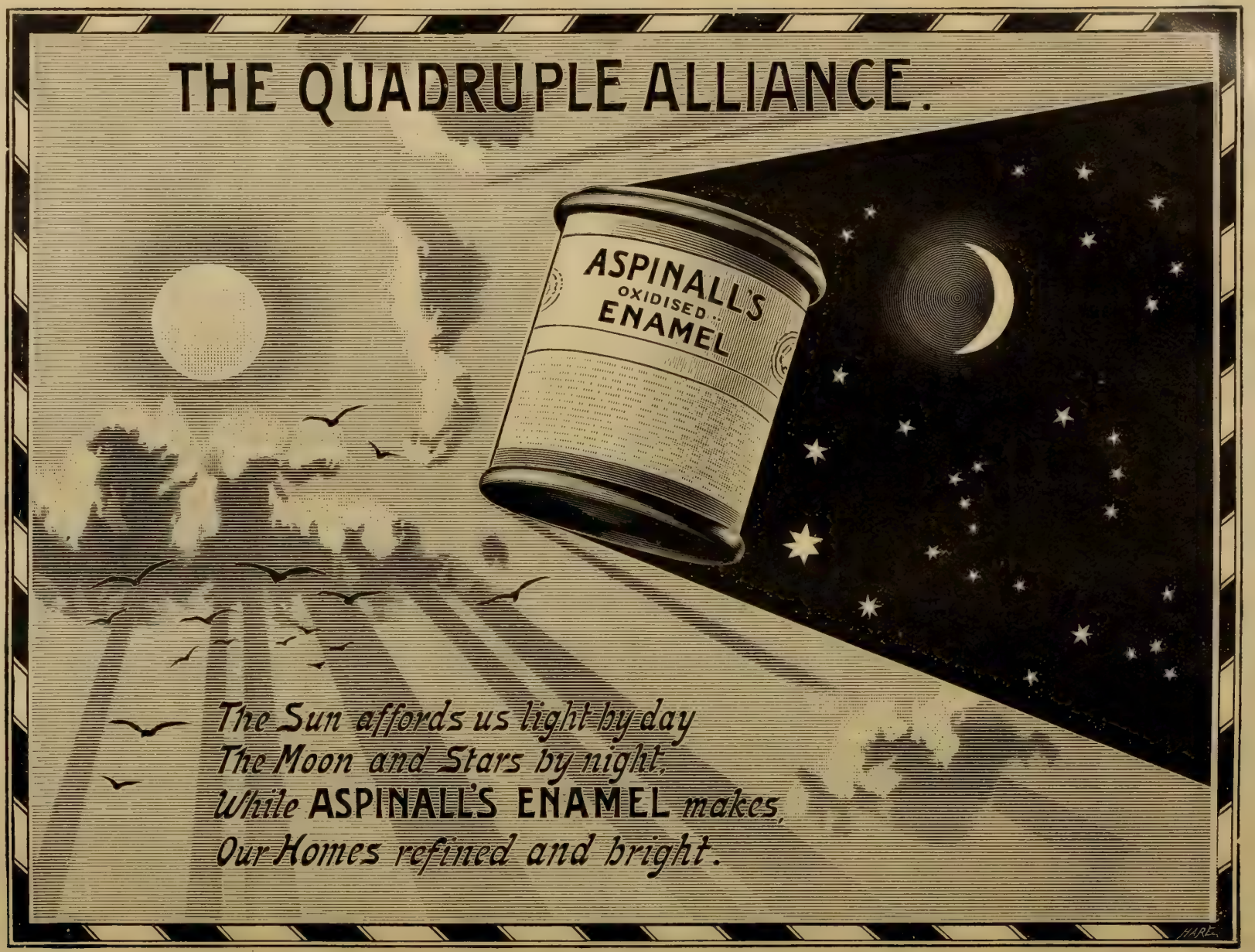
TRADE IMPROVING.

The McClary Mfg. Co. report that trade is gradually picking up with them. Especially in certain lines are they doing well. In milk cans, milk can trimmings, sap buckets and sap spiles, they claim to be doing a bigger business than ever before at this time of the year. A feature of their trade, they say, is the large dimensions of the orders they are now receiving.

ELECTRICITY DUTIABLE.

Controller Wallace has come to a decision regarding the question that was recently raised as to whether or not electricity is dutiable. He has determined that electricity comes under the head of unenumerated articles, and consequently bears a duty of 20 per cent. It was at Niagara Falls that the question arose. An American company is utilizing the water power there for the purpose of generating electricity, and proposes to supply the force to the surrounding cities and country. Lately it was proposed to suspend a wire across the river and supply it to Canadians. Then the question arose as to whether or not electricity should pay duty. Down in New Brunswick, at Stephen, the circumstances are reversed, for there the electricity is generated on the Canadian side of the border and delivered on the United States side. So far the United States Customs authorities have not considered that the power is dutiable, at all events no duty is being collected at Stephen. But in the Niagara case a much larger scheme was in contemplation. Indeed, many are of the opinion that the day is not far distant when Toronto will be lighted and supplied with power from the Falls, though at present experts agree that it is cheaper to produce electricity on the spot by steam power than transmit it so long a distance. The decision of the Customs Department has therefore no immediate bearing upon the question of utilizing the Falls of Niagara for Toronto, for even if electricity were admitted free it may be many years before science will have overcome the difficulty of transmitting it long distances. In the meantime the principle is established by the present decision that Canadian labor must be employed to supply the Canadian market with electricity. This is, of course, subject to revision by Parliament. It means that power works will in time be established on the Canadian side of the Falls, but Niagara Falls is not the only place interested. At Detroit it was proposed to transmit electricity across the river if it could be done free of Customs duty, and thus use the United States machinery, labor, and fuel in Canada.

THE QUADRUPLE ALLIANCE.



Sole Canadian Representatives

WALTER H. COTTINGHAM & CO. FINEST PAINTS AND VARNISHES **MONTREAL**

IRON ORES IN 1895.

ACCORDING to The Iron Age the key to the regulation of the iron and steel trades of by far the greater part of this continent lies in the hands of the producers and sellers of Lake Superior iron ores. The low prices of iron and steel which have prevailed for the past year have been largely due to the low prices at which these ores have been marketed. On the threshold of another season it is asked, will Lake Superior ores this year be sold at a higher or lower price than in 1894? A few days since the iron trade was startled by the publication of an interview with one of the most prominent iron ore miners of the country, S. S. Curry, president of the Metropolitan Land & Iron Company, owners of the Norrie mine, to whom were attributed the most doleful assertions regarding the prospects for the iron ore trade. The interview seemed to established the fact that, in the judgment of one who was fully competent to measure the forces and influences now at work, bottom prices had not yet been touched. The interview was denied and the statements were contradicted by Mr. Curry, but in the meantime it had been widely published and had very generally created the impression that iron and steel products would be cheaper than ever.

A most confident feeling prevails among mining companies and sales agents that the price of standard Bessemer ores will be advanced from 10 to 25c. per ton above the rates made in 1894 on season contracts. It is stated that by means of the formation of an association among the miners, etc., the output of the mines is to be curtailed, in order to prevent over-production.

Little hope is expressed of an advance in non-Bessemer ores this year. Here and there can be found a member of the ore trade who is of the opinion that some slight advance can be made on last year's prices, but the preponderance of sentiment is in the other direction. The demand for non-Bessemer ores has been diminished with the steady substitution of steel for iron. The foundry trade does not show sufficient growth to offset the defection in the trade in rolled products. Stocks of non-Bessemer ores are large, weak producers are bound to press their output for sale, and the market cannot be controlled until these conditions change, or the cost of mining is advanced by the payment of higher wages to miners and laborers. That, however, is for the future. The prospect for 1895 seems to be settled in favor of a continuance of the prices of 1894, but no fears are perceptible of lower prices being made. It is claimed that last year's prices barely realized cost to mining companies producing non-Bessemer ores, and that much of the output was sold at a loss, so that consumers cannot reasonably expect a further reduction. But mining companies and sales agents regard the present year as the last for some time in the era of very low prices. They believe that 1896 will see at least a slight advance in ores for foundry mixture.

It is somewhat early to enter into the question of vessel rates for carrying ore, but it is believed that contracts will be made by lake carriers at the same rates as those prevailing last year. The large boats of modern construction were able to earn some profit for their owners, even at the very low rates ruling in 1894. These rates cannot be advanced until general business increases and much more tonnage is offered in general merchandise. At the same time the probability of lower freights is scouted because it is believed that the business of 1895 will show a sufficient increase to enable last year's rates to be maintained. The deepening of lake channels to 20 feet is in progress, but will not be completed for two or three years. At that time cargoes will be so largely increased that a further reduction in lake freights of perhaps 15 cents per ton may reasonably be expected.

A conservative estimate of the production of Lake Superior ore this year places it at 8,500,000 tons, against 7,755,494 tons last year. The increase is expected to be almost wholly in Bessemer ore. A much larger output would be looked for if furnace companies were not known to be carrying over heavy stocks which will go far toward meeting their requirements for the coming season. These stocks must first be moved from lower lake docks and enter into consumption before shipments begin on a large scale from the stock piles at the mines.

In Dunn's last week's review of the iron and steel situation these remarks occur: "Anthracite furnaces in operation are producing about as much as they were February 1st, and of other furnaces thus far reported two have stopped, while one has started. Though large purchases of pig iron have been made, and many mills are piling up iron rapidly in expectation of another strike in the coke works, and a rumored advance in the price of Lake ore, it seems probable that the output is not quite as large as it was a month ago."

A GIGANTIC SCHEME.

According to a Lockport, N.Y., despatch Attorney George W. Pound, one of the directors of the Aerial Tramway Co., has sent to Albany a bill authorizing his company to erect a tower and landing place on the State Reservation Park at Niagara Falls, N.Y., for the use of a scheme, which will be one of the engineering triumphs of the age. A similar one has been obtained with reference to Queen Victoria Park from the Ontario Government.

The company proposes to carry tourists across the Niagara River over the brink of the cataract and 30 feet above the raging waters. A double set of cables will be stretched from the towers in the Canadian and American parks, with a supporting tower on Goat Island. On these cables cage-like cars will be suspended by trolleys, and operated by electricity from the American side. The aerial line will follow along the brink of the American falls to Goat Island, and thence to the Canadian shore, forming a cord to the bow of the horseshoe Falls. The cars will be of steel and the cables the best manufactured.

TO HEAT HAMILTON.

E. A. C. Pew, the Erie Aqueduct promoter, says that the electrical energy from the aqueduct will be devoted largely to heating the city of Hamilton, Ont., and this branch of the electrical service will be next in importance to the power, which he intends to supply to the city. He figures it out that one horse-power of electrical energy is equal to the power produced by ten tons of anthracite coal, and on this one item the consumer would save $30.

DECLINE IN IMPORTS.

There has been a heavy fall in British imports from Canada. During the month of February they declined from £49,457, the figures of the corresponding period of last year, to £25,266. For the two months of this year the decline has been from £222,506 (last year's figures) to £103,393. The largest declines in February were in fish and wood, the former dropping £6,200, and the latter £15,200, as compared with last year. Cheese, however, increased £6,000.

SURPRISING FAILURE.

A great surprise in commercial circles is the assignment of the old firm of W. B. Clark & Sons, general storekeepers and wharfingers, of Sarnia. The firm was rated for about $100,000, and was supposed to have assets away above that figure. It occupied one of the finest blocks in Canada, and owned nearly all the wharves of Sarnia. It also controlled the ferry line until lately. The trouble is caused by carrying too much real estate, but the assets are far in advance of liabilities. Trade debts amount only to $17,000. The creditors are chiefly in Glasgow.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
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Window Glass
Bevelled Plate
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Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal.
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Samson Solid Steel Spades, Shovels, Scoops

Solid Cast Steel (not welded) Goods

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants 37 Front St. West, TORONTO

"Graham" Cut and Wire Nails are the Best.

VALUE OF KEEPING COOL.

TRUE strength is always characterized by quietness. The old adage that "still waters run deep" applies with equal force to human nature, says an exchange. The quiet, self-contained person has always more depth of character than the nervous, irritable individual who is always in a rush, but seldom accomplishes anything. The pompous, overbearing merchant or employe who is seeking for occasions to show his authority, has not that true strength that is the foundation of a successful business life. The merchant who is always worrying over trifles, or who allows himself to be annoyed by petty trials of business, lacks strength. Giving way to bursts of temper, or showing a spirit of ill-feeling under the influence of weather conditions, are sure signs of weakness.

Physical strength comes to a healthy body by careful training; so, too, the mental strength of a healthy mind fully under control of the will, that essence of all power, can be acquired. Will-power, memory and self-control are most potent factors in the struggle for success. These are all strengthened and developed by judicious exercise. Any faculty permitted to lie inactive quickly becomes dormant. On the other hand, if we allow passion full sway we become weak and unfit to govern.

There is another great secret of success—that true success which is achieved by so few—and that is love of business. This love is the foundation of strength, the corner-stone to success. Love of one's business will give power and strength to overcome all obstacles and rise to the top of the ladder. It is this love of business which causes men to pursue it until gray with age, or death overtakes them in the harness, although they may have acquired a competency. No man can be truly successful in business life without a love for the business he is engaged in, and he who has this love of his work has the foundation for a successful business life already laid.

Strength raises one above the common level; even brute strength commands respect when not abused. How much more worthy of respect then is he who, conscious of his strength and serene in the knowledge of the nobility of his aims and correctness of his views, marches on to a successful business life, of profit to himself and of a benefit to all mankind?

Strength is power, but the abuse of power is a sure sign of weakness. Merchants, therefore, should be careful in the selection of people for positions that carry authority with them. Otherwise discord and petty jealousies are sure to exist, to the injury of both reputation and business. Those only are fit to command who have first learned to obey, and he who has himself thoroughly under control is best able to control others. A weak, vacillating person has little interest in his work, is without life, and lacks that "snap" that comes only with love of work.

Again, gentleness is always consistent with true strength, and should not be lost sight of, as it too frequently is, in business life.

J. O. Thorn, manager of the Metallic Roofing Co., Toronto, has just returned per steamer Umbria from Europe. While in England he visited most of the iron and roller manufacturers with a view to the securing of advance supplies of iron plates.

Leaded Fancy Sheet and PLATE GLASS

Lowest prices on each line.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West TORONTO

GOOD CREDIT.

CREDIT may be obtained by the man who is honest, industrious and truthful, writes Richard Henry in Trade Magazine. It is obtained by close attention to business and hard work.

It is obtained by making statements as to one's assets and liabilities.

It is also obtained by misrepresentation and fraud, but however it may be obtained —except in the last instance—it is one of the most desirable and most essential factors in a man's business transactions.

Show me the man whose credit is good, and I will show you a man who is abreast of the times. There is nothing that will become known to a wholesale house or their traveling salesman, and nothing that will so quickly put a damper on what was previously a pleasant business relationship than to question a man's credit. When his credit is gone, or hanging in the balance, he is like a decapitated fowl, hopping about promiscuously until from loss of blood it stops hopping, gives a kick or two and expires.

With unquestioned credit he stands his ground, and, instead of being dictated to, thrown down and abused, he is well able to direct his own affairs as may appear advantageous, and above all, has the satisfaction of knowing that at any time, without inconvenience, he can square up with any and all his creditors.

At present, when our nation is threatened with all sorts of calamities, on account of the deplorable condition of the National Treasury, and after nearly three years of continual fighting against adversity and panic, the man who has and still maintains his credit is to be congratulated, and all the more so from the fact that wholesale merchants and jobbers have put on the brakes for the sake of their own salvation.

The practice or custom of wholesale houses demanding a statement from their customers for the purpose of allowing credit is a necessary adjunct to their business, but it is too often carried to the extreme. No merchant should be asked, neither should he be expected, to reveal any more of his assets and liabilities than a sufficient amount to insure the payment of his probable purchases.

As a rule, nowadays, the credit departments are managed by men who allow themselves to not only ask impertinent as well as insolent questions, but they act as though a merchant's success or failure depended upon their willingness or not to allow him limited credit. It would be well for this class of men to remember that a merchant whose credit is good will not be influenced by such arbitrary and unjust inquisitiveness, and that the sun does not rise or set within the limits of their particular department. As a result of this custom on the part of wholesalers, their traveling men, who are thrown in contact with the customers, and who should be allowed or entitled to investigate their customers' liability to a certain extent, very often have to act as peacemakers between the house and the merchant.

Having obtained a good credit, a merchant should use the utmost care and judgment in maintaining it. To do this it requires personal attention to one's financial transactions, and particularly so at the present time. I am well acquainted with a merchant who commands the respect and admiration of not only the house with which he deals, but with every commercial traveler who calls at his place of business.

The traveling men are always anxious to sell him, and without exception offer to sell him goods at a lower figure than they do other merchants. The house fills his orders promptly, and takes pains to give him good value. Why? Because his credit is good. Because he personally attends to his financial affairs. Because he discounts bills at every opportunity. Because he is honorable and upright. Because on account of his unquestioned good credit he can do this without any inconvenience to himself or his business.

The absolute necessity, then, of good credit cannot be questioned so far as success in business is concerned, and, if once obtained, it should never be abused or trifled with in any way.

Men nowadays are very apt to go beyond their depth as a result of over confidence, or in speculation, and in their haste it would be well to call a halt by asking themselves the questions: How is my credit? If you find it in need of repairs, for your own good, stop and have it fixed. If it is in good trim, proceed cautiously.

The magnificent ocean-liner Elbe, not long since, in the midst of other craft, sent up signals warning smaller vessels to keep out of her way, as she was proceeding to New York and could not be delayed. As she sped along in her grandeur, a very small steamer crashed into her side and sent her to the bottom, with three hundred and fifty human lives. So it is apt to be with the commercial steamship "Credit." Proceed cautiously, lest you are run down by some smaller craft of over confidence or speculation.

TESTING THE CENSUS.

To ascertain the correctness of deductions that have been made from the census, the Statistical Department has, according to the Ottawa correspondent of The Mail and Empire, carefully gone over all the figures regarding mechanical and manufacturing industries, and grouped them so as to make their meaning clearer. The figures thus checked show that there were in 1891 no less than 75,968 manufacturing establishments, an increase of 26,246 over 1881. That the capital invested was $354,620,750, an increase of $189,663,327 over 1881; that these establishments employ 370,256 persons, or 115,362 more than were employed in 1881; that the wages' bill has during the last decade increased by $41,261,948 per year; the value of raw material used has increased by $76,189, 849, and the value of the products has increased by $166,527,019. The largest increase in business has been in establishments producing $50,000 a year in goods and over. Their output, which was $260,795,190 in 1891, was only $153,767,771 in 1881. This is an increase of 69 per cent. in the very largest class of industries. But the development has been all along the line. Industries with an output of less than $2 000 have increased their production by 55 per cent. Those whose output ranges from $2,000 to $12,000 have increased by 43 per cent., those from $12,000 to $25,000 have increased by 29 per cent., and those classified at from $25,000 to $50,000 show an increase of 26 per cent.



SAND SCREEN CLOTH.

SAND SCREENS

Mason's Hand Screens for Stonemasons, Bricklayers and Plasterers. . . .

WRITE FOR CATALOGUE AND PRICE LIST.

The B. GREENING WIRE CO., Ltd., Hamilton, Ontario

MUNICIPAL FIRE INSURANCE.

THREE DIFFERENT OPINIONS ON THE QUESTION.

MUCH has been said and written about the scheme to establish a Municipal Fire Insurance bureau in Toronto, and now a draft bill embodying the idea is before the Ontario Legislature. A representative of HARDWARE MERCHANT has waited upon Ald. Lamb, the originator of the measure, and obtained from him an explanation of its provisions.

The bill is called the Municipal Fire Insurance Act, and provides that the Municipal Council of every county, city or town desirous of adopting the provisions of the Act may submit a by-law to the electors qualified to vote on money by laws. The said bureau shall consist of three members, to be called Fire Insurance Commissioners, two to be appointed by the Municipal Council, and the third by the Local Board of Trade. One of these shall retire annually. The commissioners shall deposit $10,000 each, and shall receive salaries of between $3,000 and $5,000. All buildings within the municipality shall be insured in the bureau to the extent of two-thirds of their assessed value, but the commissioners may refuse to take a risk on a particularly hazardous structure. The commissioners shall fix the premiums on the properties, which said premiums shall be collected in the same manner as an ordinary assessment tax.

Ald. Lamb expresses himself as very hopeful of the final passage of the bill. He says that the three recent big fires, with which Toronto has been visited, may delay the scheme somewhat, but that the municipal insurance agitation is here to stay and that the bureau must finally become a matter of fact. He thinks, however, that had the bureau been in vogue in Toronto during the last ten years, the city would not have lost heavily, even taking into consideration the trio of disasters which have marked the present winter. The revenue would have more than covered all the losses. He argues, moreover, that under such a system the fire brigade and service would be perfected and the fires would be reduced to a minimum.

Mr. Stapleton Caldecott, president of the Toronto Board of Trade, when asked his opinion of the municipal bureau idea remarked that he had not given Ald. Lamb's particular scheme much attention, but that personally he was inclined to think it not sufficiently comprehensive. He did not favor the municipal insurance plan, but he would advocate the establishment of a Government bureau. The secret of the success of insurance companies was the fact that their risks were scattered over a large part of the world. But one municipality should not insure its own property, for one great conflagration might ruin it.

Mr. P. H. Sims, vice-president of the Board of Underwriters, has also expressed his views on the question to the writer. He holds that the introduction of Ald. Lamb's scheme would attack and destroy the credit of the city. Such a scheme he says, would be unworkable in a congested district like the city of Toronto. One extensive conflagration might ruin the corporation. For safe insurance it was necessary to scatter the risks held over an extended area.

A second point made by Mr. Sims was that under the Ontario Insurance Act provision was made for citizens, if they so desired, to form themselves into a corporation to effect insurance at a minimum of cost. This Act afforded every facility for citizens to insure themselves outside of the insurance companies, and it would be wrong to pass another law, making it compulsory for them to do what they had not seen fit to do already of their own free will. It would be a manifest injustice to compel every property owner to become a shareholder in the risks of the underwriters.

In conclusion, Mr. Sims stated that municipal insurance would be entirely inadequate to satisfy the requirements of loan companies, and parties loaning money on real estate.

Don't Buy Lawn Mowers

Until you get prices from your wholesale house for the "WOODYATT."

This Season

It Is Better Than Ever This Year. It Is Fully Warranted.

TRADE CHAT.

AN unsuccessful attempt was made Saturday night to burn the old Metcalfe foundry, King street east, Toronto.

Mr. John Thompson, sr., a leading merchant of Listowel for thirty years, died suddenly at his home a few day ago, in his 73rd year.

The Berlin-Waterloo Street Railway Company have decided to introduce electricity on their system as soon as the weather will permit.

Mr. John Patterson, acting teller of the Traders' Bank, Strathroy, left on Saturday night, taking with him about $4,000. The bank is secured.

Massey-Harris Co.'s representatives are at Niagara Falls, N.Y., and it is thought the United States works of the company will be located there.

Cast iron blocks are being tried in some of the most frequented streets of Paris, instead of the granite blocks usually placed alongside tramway rails.

The London, Ont., Gas Company has reduced the price of gas from $1.50 to $1 per thousand net. Electric light competition forced the price down.

The Toronto Street Railway Co. has taken over the Scarboro electric railway, and it is understood to be also negotiating for the acquisition of the Suburban railway.

The Berlin Gas and Electric Light Co., were awarded the five years' contract of supplying electric power for the electric car system to be put on the street railway this spring.

Philip J. Slatter, for the last twelve years state and district passenger agent of the Grand Trunk railway, was found dead in bed at his residence, 458 Gerrard street, Toronto, on Tuesday.

The Dartmouth, N.S., rope works are running on full time again, and it is expected that a night gang will be put on in a short time. It is to be regretted that work is still very slow at the skate factory.

Newfoundland's programme for confederation is to get Canada's terms. They will then ask for a plebiscite in Newfoundland on the question, and if favorably received, will go to the country on it, but not otherwise.

On Tuesday at Ottawa the privilege of cutting timber on 60 square miles of Indian reserve on Lake Temiscamingue, for 10 years, was sold by auction to George E. Kidd, barrister, for $21,000. It is understood Mr. Kidd was acting for the St. Anthony Lumber Co.

In the Nova Scotia House the following bills have been read a third time, and finally passed: Bill to incorporate the Griffin Gold Mining Co., Limited; bill to incorporate the Norfolk Gold Mining Co., Limited; bill to confirm the sale and transfer of the property of the New Glasgow Coal, Iron and Railway Co., Limited, to the Nova Scotia Steel Co., and for other purposes.

The village of Preston got a by-law confirmed by the Private Bills Committee Wednesday. They are going to lend John Ballantyne $10,000 to aid him in establishing a wood-working factory, to be paid with interest at 5 per cent. The vote in the village stood three-quarters for the bonus and one-quarter against it.

The shaft house of the famous Sultana gold mine, 14 miles from Rat Portage, caught fire March 11, and, before the flames were discovered, they completely enveloped the building. This, of course, shut off the air supply to the mines in which were working 20 or 25 miners. They were all rescued except one foreigner, who was suffocated.

Walkem & Walkem, of Kingston, Ont., have completed the organization of the Lake Opinicon Phosphate Co., and the sale to the company of the extensive tract of land on Opinicon Lake, formerly the property of C. F. Gildersleeve. The property covers nearly 1,800 acres in the township of Bedford. The capital of the new company will be $50,000.

John D. Ronald, of Brussels, Ont., manufacturer of steam fire engines, was on Friday acquitted of the charge of offering a bribe to Robert F. Houston, Reeve of the village of Tweed, to induce him to vote in the Council for the purchase of a steam fire engine of his (the accused's) manufacture. A similar charge as to Frank Campbell, a member of the Council, was decided in the same way.

In the estimates for his department for the current year, the city engineer of Toronto asks for $60,000, the city's share of the cost of construction of the York street bridge; $18,000 for a sand pump; $10,000 for the ramps to the John street bridge; $4,500 for the bridge across the channel at Cherry street; and $3,500 for incidentals. There are several other extras named which, with the regular supplies and salaries, make the total requirements of the Board of Works $450,000 for this year, as against $322,000 last year.

The following Canada patents have been recently granted: P. Macgregor, et al, Ottawa, electric heater; A. W. Way, Halifax, N.S., dinner kettle; B. Cottam, London, bird bread (extension); I. M. Mayell & Co., London, baking powder (trade mark); Wm. C. Barron, London, Berceuse (music copyright). United States patents—O. W. Ketchum, Toronto, hydraulic press; N. Lapman, Woodstock, car brake; M. Moran, St. John, Canada, ventilator; Thos. Parker, Toronto, brick press; R. D. Robbins, Port Perry, lawn mower (patent sold).

At Tuesday's meeting of the Montreal Board of Trade C. F. Smith, chairman of the committee re the establishment of a Customs Board of Experts, recommended that the Government be petitioned on this matter. Further, he suggested that an effort be made to have a petition numerously signed by representatives of the business community and that thereafter it be endorsed by the Council of the Board of Trade, also that copies of the petition be sent to various Boards of Trade throughout Canada, with the request that they obtain signatures thereto; that at a suitable time the several petitions shall be endorsed by the respective Boards, and be simultaneously presented to Parliament.

A petition has been presented to the Ontario Parliament from the Hamilton Radial Electric Company, asking for an amendment to their Act of Incorporation which will enable them to operate their lines to Guelph, Mount Forest and Berlin by steamer, electricity or boat, and also to increase their bonding powers on these branches from $20,000 to $30,000 a mile. The desire to lap the G.T.R. at or near Guelph, and, therefore, to have a solid road bed, is the cause assigned for the request.

A permanent home for the big Ferris wheel in Chicago has at last been decided upon, and as soon as the necessary work connected with its removal and setting up can be completed it will once more be put in motion. The Chicago building department has been asked to issue a permit to the Ferris Wheel Company to erect a two-storey brick building at 1272, 1292, 1304 and 1308 North Clark street, where the wheel is to be set up. The cost of the building is to be $30,000, and it is said that as much if not more will be needed to move the wheel and set it in motion. The building is to be erected in such a manner that the wheel will revolve in a court.



CHURCH'S

Potato Bug Finish

In neat, attractive bags that help sell the goods and make a good display.

READY TO HAND OUT No dust, no disagreeable job filling paper bags. 50 lb. duck sacks. 25 lb. cotton bags, packed 12 per bbl. 7½ lb. cotton bags, 40 per bbl. Also in bulk barrels, 300 lbs. net. Order at once.

Toronto Salt Works

128 Adelaide St. East, TORONTO

Distributing Agents for Toronto.


BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors

Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

PLUMBERS' AND GASFITTERS' DEPARTMENT.

Geo. Yon, plumber, Montreal, has assigned.

* * *

E. B. Bowles is starting a plumbing business at Montreal.

* * *

"A. J. O." writes the editor of The Plumbers' Trade Journal thus: "For a soft water job from tank in attic, which is to be preferred, galvanized iron or lead pipe, and why?" The editor replies: "We would recommend you to run galvanized iron pipe in this instance, for the reason that the birdlime that mixes with the water on the roof of buildings, especially in the country, would probably affect the lead. We have known instances of this kind to occur heretofore, and from our own experience in that line we would recommend the galvanized iron pipe."

* * *

A movement is on foot for the amalgamation of the leading Canadian associations of master plumbers. Nothing definite has been done as yet, but the Montreal, Toronto, St. John and Halifax organizations are expected to take the lead in the movement. Such a federated association of all the union organizations throughout the land should prove of incalculable advantage to the members of the trade, individually and collectively. In union there is strength, and the hundreds of plumbers in the Dominion, if presenting one solid front, could do much to advance their own interests, and protect their trade. The need of such a union is shown by the difficulties now being combatted, and the injustice now borne by the members of the trade. Some of these are outl ned below.

* * *

Dissatisfaction is expressed in a great many quarters because plumbing and heating are being done by some contractors at a price less than the cost of the material employed in the work. This state of affairs, which is the result of over-competition, is very injurious to the trade, and it is difficult to see where it will end. In a recent case, for example, where tenders for heating a building were called for, a number of estimates in the neighborhood of $4,200 were put in, but the contract was secured by a firm which offered to do the work for $2,800. In order to save themselves these men who tender so low have to slight their work and shorten their material. For example, recently a firm contracted to equip a certain Government building with 125 radiators of thirteen sections each. Instead of adhering to the specifications, it is said, the contractors put in 125 radiators of only eleven sections, thus saving $5 on each radiator, or $625 altogether. The work was passed by the inspectors, and the Government was that much out. It is urged by those who are striving to better the present condition of things that the architects could do a great deal in the right direction by accepting the tenders of those who would do the best work, not of those who make the cheapest job

* * *

For some time past certain manufacturers of, and wholesale dealers in, plumbers' supplies have been in the habit of selling their goods direct to the general public at trade prices. They have thus taken money right out of the hands of the retail dealers. Now the Toronto Master Plumbers' Association are considering means to put an end to this state of affairs. How they will accomplish it has not been decided, but they propose in some way getting even with the big manufacturers and dealers who sell goods at wholesale prices to prospective builders of hotels, business blocks and public buildings. It has been suggested that the retailers should boycott all those big dealers who sell outside the trade, and by this means compel them to do the right thing by them.

* * *

Several Canadian firms tendered for the materials for the plumbing and heating of the new Brockville (Ont.) asylum, but the contract was awarded an American. The Canadian tenders all ranged in the neighborhood of $6 800, but the contractor in charge of the purchasing of materials said, in refusing these tenders, that he had received one from the United States which was $1,200 lower. Now the import duty on this sort of goods is 27½ per cent. on their value, and when laid down at Brockville, therefore, the American goods cost in reality $5,600 added to $1,540, or $7,140—just $340 more than the prices named by the Canadian tenderers. The latter are asking why it was that an American firm was given the preference over them although their tenders were lower, and their materials of excellent quality.

* * *

FROZEN WATER CLOSETS.

The discomforts, not to say dangers, says The London Lancet, which attend the freezing of water pipes are alone hard enough to endure, but when the frost is so severe and stays so long with us as to lead to the stoppage of soil pipes, we are brought face to face with a new evil, which demands very prompt and careful action. It is learned that in many houses in the suburbs of London, England, this has occurred, and that in many cases the occupants have been obliged to carry the excreta into the garden, or to avail themselves of the premises of an obliging and more fortunate neighbor. When the thaw does set in, the consequence of this condition of things may be very serious, and those who are unfortunate enough to be in such an unenviable position should have a stock of some efficient disinfectant at hand. It would be a proper and useful preliminary precaution to place a quantity of disinfecting liquid, such as carbolic acid, in the pan of the frozen closet. The public authorities should help the people in this matter, so that pestilence and disease may not be counted among the contingencies which prolonged frost brings in its train.

Agent—I hope the new heater works all right?

Tenant—It makes my blood boil.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, March 15, 1895.

HARDWARE.

THE hardware market has not been quite as active as it was last week, but a fair trade has been done nevertheless in most lines of shelf hardware. Orders generally have been for assortments comprising locks, bolts, files, cutlery, in fact, all kinds of shelf goods, and though the volume has not been large they have kept the trade fairly busy. In the matter of values nothing new is to report in the way of changes except in tacks, on which as explained elsewhere the quantity basis has been changed. In cut nails the makers are considering the question of cutting by jobbers, but how they are going to stop it is difficult to say.

WIRE—Business in wire is quiet, and the orders that are received are all for future shipment and are not large as yet.

ROPE—There is no change in rope, which rules quiet. We quote sisal on the basis of 6¼ to 6½c., and vanilla 9 to 9¼c.

CUT NAILS—It is understood that the makers are considering the question of cutting, but what decision they have arrived at at the time of writing is not known. As regards business it is undoubted that orders can be filled at the net basis of $2, though we nominally quote $2 with 5c and 10c rebate.

WIRE NAILS—These remain quiet and unchanged at 75, 10 and 5 per cent. discount with 75 and 10 per cent. 1lb. papers.

HORSE NAILS—No activity to note in these, which remain as before.

TACKS—The makers have, it is understood, patched up the difficulty with the jobbers, and the quantity basis on which 5 per cent. is allowed is $250 worth.

HORSESHOES—There are a few odd orders for these, but trade as a rule is quiet. We quote: $3.50 for iron shoes; steel shoes—XL., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; Perkins' steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TOOLS—Business in these is quiet. Jobbing orders received here comprised demands for some small quantities of files and rasps.

TINWARE—A good active trade is doing in these. The manufacturers held a meeting here this week, the particulars of which are given elsewhere.

CHURNS—Quite a few lots of different sizes of Leader churns have been moved this week.

CLOTHES WRINGERS—Orders for assortments of goods have comprised some fair sized lots of these.

PLUMBING SUPPLIES—No activity to note in these.

WARE—There have been quite a few orders for both white and enamelled ware this week, comprising goods all down the list.

CUTLERY—A fair jobbing demand is experienced for this line of goods.

CHAIN—Small lots of coil chain are about the only kind moving.

CEMENT—The cement business has continued quiet, and no enquiry is to note as yet for spring importations. We quote: English brands, $2.05 to $2.15, and Belgian, $1.90 to $2.

FIREBRICKS—Small quantities of these have been moved on local account at $15 to $22 per 1,000.

METALS.

Heavy iron and metals continue as quiet as ever, and no demand is to note except of the merest hand-to-mouth character. In fact, the best evidence of the dull spring trade is the absence of any activity in the matter of ordering for spring importation. Importers manifest no anxiety to do business in this connection, and, beyond placing an occasional order, are doing nothing about their spring supplies.

PIG IRON—A few lots of domestic pig have been moved ex store, which is about all there is to note. We quote prices unchanged: Summerlee, $20.50 to $21; Carnbroe, $19; Eglinton, $19.50; Ferrona and Siemens, $16.50 to $16.75.

BAR IRON—The base price for bar iron is nominally unchanged at $1.60, but we know that it has been shaded 10c. on round lots for later delivery.

TIN PLATES—No further change is to note in these, but the easy feeling still maintains, and round lots of coke have been placed below our inside figure. We quote: Coke, $2 to $2.75; charcoal finish, $2.85; charcoal, $3 25 to $3 75.

TERNE PLATES—Business slow and prices unchanged at $5.75 to $6.

CANADA PLATES—Easiness is still a ruling feature, but no quotable change can be reported and we repeat $1.95 to $2.05, as to quality.

SHEET IRON—Quiet and unchanged on the basis of $2.15 to $2.30 for No. 28 guage.

IRON PIPE—Dull and featureless.

LEAD PIPE.—No activity to note.

INGOT TIN—The sales of round lots of ingot tin that we referred to last week at a substantial shading has led to a modification of the ruling range here, and we now quote 15½ to 16c, while further round lots have been placed to our knowledge at 14½c.

LEAD—No change is to note in lead, which we quote at $2 90 to $3.

ENAMELLED WARE

MADE IN CANADA.

We are pleased to advise that this new venture has been most successful, and we are turning out a ware—for the present a grey mottled and a white—equal to any ever placed on this market, whether English, German or American.

Inspection and Comparison Invited.
Our Travelers are Carrying Samples.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

MONTREAL MARKETS—Continued

SPELTER—This line is dull, but can be quoted quiet at the decline noted last week, viz., $4 to $4.25, as to quality and grade.

ZINC SHEETS—Slow and unchanged at $4.50 to $4.75.

ANTIMONY—Quiet at 9½ to 10c., as to quality.

HOOPS AND BANDS—Quiet at $1.80 to $1.85 for domestic, and $2 to $2.15 for imported.

GALVANIZED IRON—No further business of importance is noted for spring importation, but we understand that 4¼c. has been shaded on round lots of No. 28 Queen's Head. However, we repeat our range: No. 28 Queen's Head, 4¼ to 4½c.; Morewood, 5¼ to 5½c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6½c., with the usual extras.

PAINTS AND OILS.

There has been a good fair trade doing in leads for spring delivery, while we note further business in oils and turpentine.

LEADS—These continue firm, and a fair business is doing. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

TURPENTINE—The firmness of turpentine is unabated, and under an active enquiry prices have scored the advance that many expected last week. We now quote our range 3c. higher, recent sales having been made at 53 to 54c. as to quality.

LINSEED OIL—The stock of this is exceedingly light, and prices are held firm at 56 to 57c. for round lots of raw, and 59 to 60c. for boiled.

SEAL OIL—Latest advices from abroad quote seal oil at 46c. The market here is firm in consequence, with an upward tendency, at 40 to 45c. as to quantity.

COD OIL—Continues strong and is well enquired for, all the stock here now being owned by one firm. We quote: 37½ to 42½c.

CASTOR OIL—Continues steady at 5½ to 6½c.

RESINS—There is no change in this line. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4.00; cotton waste, 4 to 5c. for colored and 6½ to 8½c. for white; oakum, 4½ to 6c., and cotton do., 9 to 11c.

GLASS.

The easiness noted last week continues, and it is reported that cutting is still being freely indulged in. We quote $1.15 to $1.20 for first break and $1.25 to $1.30 for second.

CHEMICALS AND DYESTUFFS.

There is nothing new to report in the market for heavy chemicals. The tone, generally, is steady, both here and abroad, and values are unchanged. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.

PETROLEUM.

The petroleum market continues firm at the recent advance. Round lots have sold at 12¾c., and we quote 13½ to 14c. American is steady at 16c. in car lots and 17c. in smaller quantities.

HIDES.

The hide market shows no important change. Receipts continue light. We quote: No. 1, 5c.; No 2, 4c., No. 3, 3c., and heavy No. 1 steers, 5½c., with No. 2, 4½c.; sheepskins, 60 to 65c. each.

TALLOW.

The tallow market rules quiet at 5 to 5½c. per lb. as to quality.

WOOL.

The wool market rules firm in consequence of the firm opening of the London wool sales. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for ex-

For This Month

We are offering exceptional value in

Spades and Shovels

Draining Spades

English and Canadian.

Drain Cleaners

Iwan's and others.

Post Hole Augers

Iwan's and Vaughan's.

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STEEL SHINGLES

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The best constructed, tightest, handsomest and most reliable small shingle on the market—our galvanized shingles, the perfection of roof covering. Our 1895 Illustrated Catalogue will be issued shortly.

THE METALLIC ROOFING CO. OF CANADA
(LIMITED)

80 to 90 Yonge St. - Toronto, Ont.



MONTREAL MARKETS.—Continued.

tras. Northwest wool, 11 to 12c.; B.C., 1c to 11c.

ASHES.

The market for ashes continues quiet and featureless. We quote: First pots, $4.05 to $4.10; seconds, $3.70 to $3.75, and pearls, $6.40 per 100 lbs.

MONTREAL TRADE NOTES.

Jobbers are still shading prices on cut nails below the list.

All the cod oil here is controlled by one firm, who are asking their own prices for it.

The difficulty between a leading jobber here and the tack manufacturers has been settled.

Advices on turpentine continue strong, and prices have advanced 3c. on spot and may go higher before the end of next week.

Cutting in glass is still being freely indulged in here.

It is said that one firm of jobbers, who secured over 10,000 casks of cut nails during the depression, state that they are not in the business for their health, and that they intend to turn over their goods.

TORONTO MARKETS.

TORONTO, March 15, 1895.

HARDWARE.

TRADE is rapidly assuming its customary spring activity, there having been a marked improvement in business during the week. An extra good demand is being experienced for spades and shovels. Harvest tools and horse-rakes are beginning to move. Poultry netting is one of the active features of the market. Such lines as milk can trimmings and sap buckets are going out freely. Cutlery is attracting a little more attention. Plumbers' supplies, particularly in the country, are in good request. An improved trade is reported in wire, and wire and cut nails. In coil chain a falling off in the demand is to be noted. Trade in both clothes wringers and churns is more satisfactory. Prices are without change worthy of note.

WIRE—Orders are coming in rapidly for ordinary fence as well as for barb. Shipments are also being hurried forward of orders booked a month ago. Prices as before—namely, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—There has been no further improvement in the demand, and movement is as yet only fair. Prices are unchanged at last week's decline. We quote: Sisal, 7-16 in. and larger, 6c.; ¼, 5-16, ⅜ in., 6½c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16 ⅜ in., 9c.

CUT NAILS—Are a little more active, but not any carload lots or large quantities are moving. Principal business in this line is of course done after reduced freight rates come into force. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—Are more lively, a number of shipments having gone forward during the week. Discounts are 75, 10 and 5, except in 1 lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Demand is still slow. Discounts 60 per cent. off list for "P.B.," "M.," and "C."

TACKS—At a meeting of manufacturers in Montreal this week the quantity basis was changed back to the old ratio, the rebate now being 5 per cent. on $250 worth. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—Demand for coil chain has fallen off again during the past week, but prices are as before.

CLOTHES WRINGERS—Are in a great deal better demand, with price ruling firm at $27.50.

CHURNS—These are going out rapidly, both from stock and factory, at regular discounts.

TINWARE—Trade continues fairly satisfactory both in regular stock sales and in spring specialties.

PLUMBERS' SUPPLIES—Trade has picked up considerably both on city and country account. Architects' offices throughout the country are reported to be pretty busy, while contracts are going out earlier than previous years—a hopeful indication.

CUTLERY—Spring trade in this line is beginning to open up, an improvement being noticeable since a week ago.

GARDEN TOOLS—Trade is brisk, demand being extra good this week for spades and shovels.

HARVEST TOOLS—These are now beginning to be shipped, although the bulk of the orders will not, of course, go forward till the latter part of April, or some time in May.

MILK CAN TRIMMINGS, ETC.—Trade in milk can trimmings, creamery gates, sap spiles, sap buckets, and goods of that description is brisk.

POULTRY NETTING, ETC.—Orders for poultry netting are coming in quite briskly; also for green wire cloth.

MARKETS—Continued

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

CEMENT, ETC.—Trade remains much the same as a week ago. Prices are unchanged. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

There is a slightly improved movement in metals, but prices fail to show any appreciation.

PIG IRON—A few orders for domestic iron are coming forward at about $18.50 delivered, and some new contracts at fair prices are announced. The bulk of the trade is still of course being done in the American product. A number of founders are mixing Canadian and American irons with good results.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The improved condition of the market in American pig iron reported last week still continues. Several large buyers are considering the subject of covering for their wants during the balance of the year. The amount of actual business done this week is not so large as last, but considerable tonnage is in sight, which, no doubt, will be contracted for during the next week or two. We quote for cash f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $12.55; No. 2 Foundry strong coke iron, Lake Superior ore, $12.05; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.05; Southern soft, No. 1, $11.60; Southern soft, No. 2, $11.35.

BAR IRON—Trade is improving nicely, some large shipments now going forward. We quote: $1.70 to $1.75 for ordinary lots.

SHEET STEEL—There have been a few small sales from stock, but business in the import way has fallen off a little during the week. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Is still in good demand, especially in the lighter gauges. Tinned iron is going out freely, both for ordinary milk cans and cheese vat purposes. We quote: 24-gauge, 5¾ to 6c. in case lots; 26-gauge, 6¼ to 6½c.; small quantities, ¼c. advance on these figures.

LEAD PIPE—While trade is improving, very few large orders have yet been received. Prices are firm and unchanged. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—A great deal more activity is to be noted in this line. Shipments from stock are larger, and quite a number of import lots booked some months ago are now being delivered, while fresh orders are being taken continually. We still quote: Queen's Head and Gordon Crown brands at $4.25 for 28 gauge.

INGOT TIN—Although buyers are exercising caution, business has been fairly active during the past week, while prices are being more firmly adhered to than they were. We quote Lamb and Flag in ordinary way at 16½ to 17c.

INGOT COPTER—While shipments are still frequent, they are not as large as they have been. We still quote 10 to 10½c.

IRON PIPE—There is considerable moving both in carload lots and in small quantities. There has been a scarcity in a number of sizes in the city, but shipments are now arriving. Domestic, sizes 2 inches and smaller, is quoted at net figures equalling 70 and 5 to 70 and 10 per cent. off list. The American list reads: 2½ inch. 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

SHEET COPPER—Business continues good both for ordinary sheathing and braziers'.

SHEET BRASS—Has been in good demand lately, both in soft and hard sheets. Prices rule from 20 to 30c. per lb.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots, and 5c. for small lots.

HOT WATER BOILERS — Trade continues fairly active. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9.50.

BOILER TUBES—Not much doing. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Orders are numerous and quantities fair. Demand is about evenly divided among the different sizes from 10 x 14 to 20 x 28. The better brands are also going out well. A number of good shipments of cokes have been made during the week. We quote: Coke, 14 to 20 gauge at $3; for larger sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Quiet and unchanged, at $6.25 to $6.50.

ZINC SPELTER—Still quiet. We quote: Domestic at 3¾ to 4c., andimported at 4 to 4½c.

HOOPS AND BANDS—Are active at firm prices. The base figure is still $2.20.

CANADA PLATES—Continue quiet and featureless. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Demand is extra good at the moment, larger quantities than usual being wanted. We quote: 500-lb. lots at 11½c. and small lots at 12½c.

ANTIMONY—Business remains much as before, with prices unchanged at 10 to 10½c.

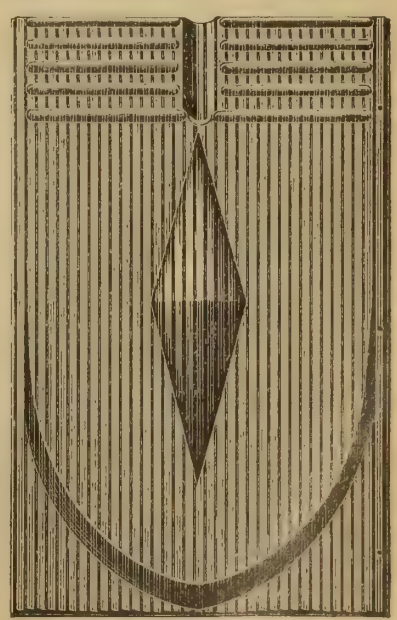
GLASS.

A few import orders are still being taken, but most of the orders now coming in were booked before the recent withdrawal of prices by the Belgian makers. The import business has been larger than ever before. Business from stock is light, while there is a good deal on hand. We quote first break, in 50-foot boxes, at $1.10 to $1.15. Plate and fancy glasses are quiet.

OLD MATERIAL.

Trade is beginning to pick up a bit with the fine weather, but no alterations in prices are yet noticed. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to

THE PEDLAR "JUNIOR."



The only up to date 10 x 14 shingle made. Send for new catalogue. Protective discount allowed the trade.

THE PEDLAR METAL ROOFING CO.
Office and Works: Oshawa, Ont.

MARKETS—Continued

1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

PAINTS AND OILS.

There is a brisk trade in prepared paints and turpentine, but outside these lines much cannot be said to be doing. The season's trade is on the whole backward. Payments are still moderate.

WHITE LEAD—Remains quiet and unchanged at the base price of 4¼ to 4½c. per lb.

PUTTY—Quiet and unchanged, at $1.75 for bladders in barrels and $2.25 in cases.

DRY COLORS—Business continues to improve, with demand principally for oxides.

CASTOR OIL — Qniet and unchanged. We quote: Cases, 6¼ to 6½c.; tins, 7½ to 8c. To arrive, about ½c. less is quoted.

PARIS GREEN—Movement is light and prices unsatisfactory on account of the cutting that is going on. We quote as before: English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50-lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—An active trade is to be reported in this line at $1 for pure.

LINSEED OIL—Demand is fair at previous prices. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled.

TURPENTINE—The market continues to advance, and some dealers are holding as high as 50c. Demand is brisk. We quote: Five-barrel lots, 47 to 49c. per gallon f.o.b. Toronto; single barrels, 48 to 50c.

SEEDS.

It is still too cold in Canada for much activity in seeds. There seems to be a lot of alsike in the country. Alsike is quoted thus: Prime to choice, $4 80 to $5; really fancy, $5 to $6.25; and lower grades $4.

There is a firmer feeling in red clover, which has advanced 15 to 20 cents on the Toledo and other United States markets. We quote jobbers' prices at $6.15 to $6.45.

Timothy is steady at $2.50 to $2.75 per bush. for prime to choice grades of machine threshed, while 15 to 20c. more is given for bright unhulled lines.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a good demand, prices remaining at last week's figures. We quote: 5 to 5¼c. for cured, and for green, No. 1, 4½c.; No. 2, 3½c., and No 3, 2½c.

SHEEPSKINS—Are bringing better prices for good stock, 85 to 90c. being quoted. Calfskins nominally at 6c. for No. 1, and 4c. for No. 2.

TALLOW—Quiet, at 5 to 5¼c.

WOOL—Canadian fleece, all cleared out. For round lots of desirable wool 19 to 19½c. is obtainable. Pulled wools are rising. Best supers are quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Owing to the cold weather interfering with the working of some of the oil wells, and in consequence of the increased consumption of refined oils, crude oil has become scarce. To these facts are due the recent advances in oil. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12½c.; carbon safety, 15 to 16c.; Canadian water white, 16 to 17c.; American water white, 18c.; photogene, 20c.

MARKET NOTES.

A $7,000 hardware stock is, in another part of this issue, advertised for sale.

H. S. Howland, Sons & Co. have got in a fresh shipment of Joseph Elliot & Son's "C & C" razors.

The Toronto Steel Clad Bath Co. are handling a new, handsome and substantial boudoir paper holder.

Another shipment of Sharratt & Newth's glaziers' diamonds, both single and double points, and with or without rack, have been received this week by M. & L. Samuel, Benjamin & Co.

The sale of the new line of Easter novelties that the Toronto Silver Plate Co. are now putting on the market has been much beyond expectations, and the company have found it necessary to largely increase the staff of one department.

M. & L. Samuel, Benjamin & Co. have received this week a shipment of Myers' spray pumps. "We have an exceptionally large quantity of these pumps on hand now," said a representative of the firm.

The firm of G. & H. Barnett, proprietors of the Black Diamond file works, Philadelphia, who went into business in 1863, have been incorporated under the laws of Pennsylvania, and will hereafter be known as the G. & H. Barnett Co. The officers of the company will be: George Barnett, president; Henry Barnett, vice-president; Alfred W. Barnett, treasurer; Henry W. Scattergood, secretary.

The James Robertson Co., Ltd., Toronto, will issue in the next few days a neatly illustrated circular of their new lawn specialties. They claim to have studied every want of the trade in lawn sprinklers, and can offer a class of goods in this line now that should meet the requirements of all. For the short time they have been handling them the results have exceeded their best expectations. For the benefit of readers of HARDWARE MERCHANT, and to illustrate these articles, they will change their advertisement each week, beginning with next. See last page.

UNITED STATES MARKETS.

NEW YORK, Mar. 15, 1895.

PIG TIN—There was more active speculative interest and better tone to the market. Operators prominent as "bears" sold as prices were slowly raised, but made no aggressive demonstration. The buying was part purely speculative, but had the support of merchants in a certain degree, whom, according to some accounts, have this week experienced a better general demand than for some time previous. Better advices by cable from London also held to give the market more superficial firmness at least. On spot delivery prices were raised to 13.15 to 13 20c, and futures—June and July for example—realized .05c advance on prices, at which there were offers Monday to sell. Transactions recorded on 'Change included 25 tons, sellers' option to July 31st, one day's notice, at 13c; 25 tons June at 13.10c, 50 tons July at 13.05; 25 tons, sellers' option to July 1st, one day's notice, at 13.05c and 25 tons ditto, sellers' right to double, at 12.90c. Late afternoon quotations were: Spot, 13.15c bid, 13.20c asked; March delivery, 13.15c bid, 13.20c asked; April, 13.05 to 13.10c; May, 13.00 to 13.15c; June, 13.00 to 13.10c; July, 13 00 to 13.10c; August, 13.15c asked.

COPPER—Transactions with home consumers were of a fair volume, business having been expedited somewhat by slight favors in the matter of price and arrangement of deliveries to suit. There was some export inquiry, but as a rule bids were too much below sellers' ideas for business at the moment. Dealings above referred to were chiefly at prices within the range of 9⅜ to 9½c for Lake Superior; 9¼ to 9⅜c, and 9 to 9¼c for casting stock, according to brand and size of lot. Deliveries involved did not run further ahead than the end of next month, as far as could be learned.

LEAD—Not the least improvement in business here or in the demand was visible. Car-load transactions, and few of them, made up about the entire movement. In tone the market is still rather soft, with prices for common western at 3.10c. for car-load lots on the spot and 3.07½c. for larger quantities for immediate shipment. London cable to the Metal Exchange quoted £9 13s 9d for soft Spanish.

SPELTER—The market here remains bare of new features. Dealings are still on a moderate scale and inquiries are not only commonplace but almost invariably for small lots. In other quarters there seems to be enough business to keep the market steady at primary points, and quotations here remain at 3.15 to 3.25c. for western, according to brand. London cable to the Metal Exchange quoted £13 11s. 3d. for good merchant brands.

ANTIMONY—The market remains quiet, with prices steady at 7⅛ to 7¼c. for Hallett's, and 8⅛ to 8¼c. for Cookson's from store.

NICKEL—The range of prices is 36 to 40c., according to quantity.

TIN PLATE—No improvement is experienced in the demand for any variety of plate for either prompt or forward delivery, and the market is quite as flat as it was a week

MARKETS.—Continued

ago. Prices show no radical change, but are yet somewhat ragged.

IRON AND STEEL—Pig iron transactions in this quarter are mostly of moderate size, and neither dealings nor negotiations are suggestive of greater urgency in consumers' needs, or more inclination to stock up. Sellers continue on the alert for business, and competition is such that prices remain low and rather weak.

Old rails, wrought scrap and car-wheels are in fair demand, but business is restricted by rather wide margin between buyers' and sellers' ideas. Other old material remains quiet.

Steel rail orders are still comparatively few in this quarter, and new enquiries show only a slight increase. Prices for heavy sections, 45 lbs. upward, are irregular and relatively lower. Track fastenings sell slowly.

SPECIAL HALIFAX LETTER.

HALIFAX, March 15, 1895.

TRADE is reported steady throughout the province and in the city. There is some demand for nails, owing to preparations for building operations. There is a good demand for linseeds at 57 and 58c. A fair enquiry is reported for manilla at 9¼ and 9½c. Collections are fairly good.

Considerable interest is being manifested as to the fate of the bill now before the Local Parliament to amalgamate the New Glasgow Railway and Iron Company, and the Nova Scotia Forge and Steel Company. Mr. Graham Fraser, who is manager of both concerns, is in the city, looking after the bill.

There appears to be no foundation whatever for the report that the Londonderry plant is to be removed to New Brunswick.

The Dartmouth rope works are now running full time, much to the delight of the employes.

The hardware clerks of St. John, N.B., have presented a petition to the Hardware Association asking for a half holiday on Saturdays during the summer months.

The Londonderry Iron Works are again running. The blast furnace was lighted up on Thursday evening last, the torch being applied by Miss Dorothy Leckie, youngest daughter of the general manager. This is causing great rejoicing at the works. This new furnace has been built on most improved lines, from plans prepared by Mr. R. G. Leckie. It has a height of 75 feet, and is 18 feet wide at the bosh, with hearth 9 feet in diameter. The whole plant has been put in excellent condition, and everything indicates a successful year's work. The stock sheds are full of ore, fuel and flux, and contracts have been made for regular supplies for the next twelve months. Half of

BLAZES! from a big fire

TORONTO, MARCH 11th, 1895.

MESSRS. J. & J. TAYLOR,
Toronto.

GENTLEMEN,—When our magnificent new store was destroyed in the terrible conflagration which visited us on Sunday, the 3rd of March, we had in the building six of your fireproof vaults. We also had our books and cash in one of your fire and burglar proof safes; the vaults preserved their contents intact, and the contents of the safe were taken out after the fire in a perfect state of preservation, without even the smell of smoke upon them.

Yours truly,
(Signed) R. SIMPSON.

TORONTO, MARCH 11th, 1895

MESSRS. J. & J. TAYLOR,
Toronto.

DEAR SIRS,—In the great fire which visited Toronto on the morning of March 3rd 1895 (being the third conflagration in two months), my store was entirely destroyed. I was fortunate enough to have one of your fireproof safes in use, and am pleased to state that all my books, papers and cash were taken out of the safe in first-class condition.

I also had one of your make of vault doors on my vault, and would add that contents of vault were entirely preserved.

I cannot speak too highly of your make of safes and vault doors.

Very truly yours,
(Signed) PHILIP JAMIESON.

TORONTO, MARCH 11th, 1895.

MESSRS. J. & J. TAYLOR,
Toronto Safe Works, Toronto.

GENTLEMEN,—We had one of your safes in our store which was destroyed by fire on Sunday morning, March 3rd, 1895, and we beg to say that our books and papers were preserved to our entire satisfaction.

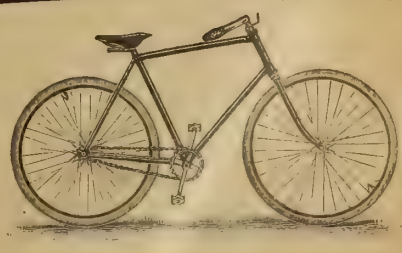
Yours truly,
(Signed) J. SUTCLIFFE & SONS.

A Taylor Safe is a "Sure Thing."

SPRITE CYCLES
LEAD FOR LOW PRICES
QUALITY FINISH

AGENTS WANTED

Established 1882



Parts, Fittings, Pneumatic Tyres, etc. Supplied.

Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.

SPRITE CYCLE CO., BLOOMSBURY, London, Eng.

the ore is obtained from local deposits and the other half from the Torbrook mines, Annapolis county. This mixture is said to produce a better quality of foundry iron than that made from Londonderry ore alone.

The New Glasgow Enterprise says: "We learn that negotiations are in progress looking to the extension and enlargement of the Westville Stove and Hardware Depot. There is a gentleman with capital and means now negotiating for the purchase of a half interest in the business, which will then be enlarged and extended, and they will no doubt be beneficial to Westville and will further extend their growing trade.

Tenders are asked for the book debts and all other assets of the estate of P. Walsh, hardware, by E. F. Stephens, assignee. The business is now conducted by the P. Walsh Hardware Co. TAUNTON.

ABSCONDING MERCHANTS.

Schaffer, Rittenberg & Co., dealers in pedlars' supplies, 26 Front street west, Toronto, have absconded. They leave creditors to the extent of $4,000 or $5,000 behind them.

Wednesday week, Thomas G. Wilson, of Monroe & Cassidy, returned to his office at 7.10 p.m, having left it at 6.25 p.m., and was surprised to discover smoke issuing from a closet near the elevator shaft, to which his firm and the firm of Schaffer, Rittenberg & Co. had common access. Monroe & Cassidy are bookbinders, and their presses and paper are placed in the rear half of 26 Front street, behind the warerooms of the latter firm. They were in the building when Mr. Wilson went to dinner.

Detective Davis was put on the case, and suspicion pointed to the Schaffers and Rittenberg. They carried an insurance of $5,000 in the Agricultural Insurance Company, and they carried a stock nominally valued at $2,500. The fire was evidently incendiary. The insurance people at once cancelled their policy, and it was the intention of the insurance men to at once annul all policies in the building if the firm continued to occupy the premises.

Before leaving, Schaffer, Rittenberg & Co. sold their stock for $1,250, of which $800 was paid down. The absconders are believed to be in New York.

CATALOGUE RECEIVED.

Emerson & Fisher, 75 to 79 Prince William, and 18 to 20 Water street, St. John, N.B., have issued to the trade a catalogue of their tinware, hardware and specialties. It is a neatly bound, well printed, profusely illustrated publication of over 300 pages, with a complete index attached. The catalogue contains every line known in the trade, and is a credit to the firm that got it out. Its publication shows that the eastern provinces of Canada are not behind the times.

PERSONAL MENTION.

David and D. J. Cowan, London, Ont., were in Toronto this week on business.

W. Ough, of Aurora, and —. Padget, of Padget & Hay, of Unionville, were in Toronto on Wednesday.

T. A. McAirty, of the hardware and brass firm of McAirty & Son, St. John, N.B., visited Toronto this week.

J. Samuel, of Samuel, Sons & Benjamin, London and Liverpool, sailed by the Majestic on Wednesday last for New York, en route to Toronto.

F. B. Robb, secretary-treasurer and manager of the Robb Engineering Co., Amherst, N.S, was a visitor at the office of THE HARDWARE MERCHANT this week.

Mr. Haswell, representing Lewis Berger & Sons, of London, Eng, was in Toronto this week. He is making a business tour of Canada and the United States. He has already visited some of the commercial centres of the latter country, and he says that trade on the other side is beginning to pick up. In his opinion, he said, no line of trade in the United States had suffered as much last year from the depression as the paint and oil trade. He ventured the information that the price of paris green was likely to be much lower than last season.

WILL BOOM CAPE BRETON.

Wm. Penn Hussey arrived in Nova Scotia about a year ago from Danversport, Mass., and purchased the valuable coal areas at Broad Cove, C. B., paying a large sum in cash therefor. Since then he organized a company known as the Broad Cove Coal Company, and up to date has expended some $100,000. He is now asking (and has probably been granted by this time) a bonus from the Nova Scotia Government of $30,000, or in other words a refund of the royalty on the first 300,000 tons of coal mined by his company. He is now making contracts for timber, etc., with which to construct a breakwater or harbor at Broad Cove, and during the coming summer will spend at least another $100,000. The expenditure of all this money is a good thing for Nova Scotia. But Mr. Hussey is not doing it merely for love. He is a shrewd and wide awake business man, and the development of his coal mine means a big thing for himself and his company. Coal is king in Nova Scotia just now, and the Cape Breton people are begining to call Mr Hussey "The Coal King."

THE PAPER BAG TRADE.

EDITOR HARDWARE, — We notice in HARDWARE MERCHANT of the 8th inst., under the heading of "Cutting in Paper Bags," your statement that it is reported that we have joined hands with the Lincoln Paper Co., and are working in unison. Will you kindly correct this by saying that we are in no way associated with the Lincoln Paper Co., nor have we any agreement in regard to prices. By inserting the above you will much oblige, KILGOUR BROS.

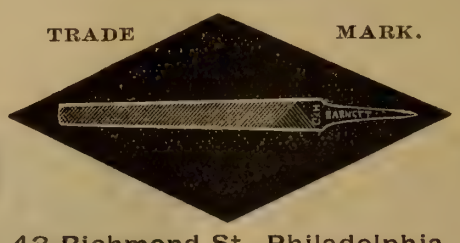
BUSINESS CHANCE.

Advertisements under this heading, two cents per word each insertion, payable in advance.

GOOD HARDWARE BUSINESS FOR SALE—Stock about four thousand dollars. A splendid chance. Address "K," care HARDWARE Office. (12)

R. C. LeVESCONTE
Late of
Millar, Riddell & LeVesconte
BARRISTER, SOLICITOR, NOTARY,
Etc.
The Janes Buildings
75 YONGE ST., TORONTO

BLACK DIAMOND TRADE MARK. FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.
MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

A Good Side Line

For Hardware Dealers

At this season of the year is

Land Plaster

It brings farmers' trade to you that would go elsewhere.

We have it in bulk and bags—easy to handle.

We can ship you a mixed carload of Land Plaster, Plaster of Paris and Bug Finish if desired.

Plaster is in greater demand this season than for some years previous.

We furnish White or Grey Plaster, as preferred.

Fresh Mined. Fine Ground.

Low prices, and prompt shipments.

Prices and freight rates quoted to any point west and north of Toronto.

The Alabastine Co. (LIMITED)

Proprietors of PARIS PLASTER MILLS

Paris, Ont.

THE MINIMUM DIVIDEND.

GREAT trouble was experienced last year in the discussion of the Dominion Insolvency Bill, that did not become law, as to what should be the minimum dividend on an estate to give an insolvent a discharge, says Dry Goods Review.

The first draft of the bill may be supposed to represent the merchants' views of the matter, and it laid down 33⅓ cents as the minimum. That is, when any estate paid this dividend over and above all costs of administration in insolvency, the owner of such estate was entitled to a legal discharge, and no creditor could bring any further action on debts contracted previous to the declaration of insolvency. Compositions at 33⅓ cents would bear the same effect.

But the bankers through their representatives at Ottawa objected to this low minimum, and proposed to raise it to 66⅔ cents. This created considerable discussion, and a compromise was finally agreed to, and the minimum dividend, had the bill passed, would have been 50 cents.

By a careful and laborious collocation, the figures of the past year concerning compromises and sales of bankrupt stocks have been tabulated, and are herewith presented. A great many of the following instances are sales of bankrupt stocks, and are the percentage derived from the sale of the stock without deducting expenses of assignees, stock-taking, inspectors, auctioneer, etc. For this reason the figures may, in about one-half the instances, be five per cent. higher than they should be.

The figures show the amounts paid in 393 compromises or assignments between January 1 and December 31, 1894, although this does not include the whole number of the year :

Over 75	per cent.	dividend	6	cases.
70 to 75	"	"	32	"
65 to 70	"	"	19	"
60 to 65	"	"	49	"
55 to 60	"	"	36	"
50 to 55	"	"	84	"
45 to 50	"	"	17	"
40 to 45	"	"	36	"
35 to 40	"	"	19	"
30 to 35	"	"	24	"
25 to 30	"	"	44	"
Below 25	"	"	36	"
			393	

The average dividend of these 393 sales or compositions is 45.5 per cent., and if deduction is made for the circumstances mentioned above, this will be reduced to nearly 40 per cent. This shows that a minimum dividend of 50 per cent. is rather high.

Again, the number of dividends between 50 and 55 is 21 per cent.; the number above 55 is 34 per cent., and the number below 50 is 45 per cent. of the whole. That is, the number between 50 and 55 is very large compared with any other division, and the number below 50 is much larger than that above 50.

To show how preposterous was the bankers' demand for a 66⅔ per cent. minimum dividend, it may be mentioned that of the 393 dividends above, 88 per cent. are below the bankers' minimum.

To the shame of Canada, and to the eternal condemnation of the credit system, it may be seen that 10 per cent. of the dividends were at a lower than 25-cent rate. One Bowmanville dividend was 5 cents on the dollar, a Brantford one was 1 cent, and two in Montreal were 2½ and 4 per cent. respectively. Canada wants an Insolvency Act that will enable creditors to call a halt before the estate is entirely consumed.

In the above record, book debt sales are not included. Several were noted, however, and the average price realized on book debts was 15 cents on the dollar. Debtors always value their book debts very highly, but creditors estimate them at 15 per cent. of their face value.

LAMP WITHOUT A CHIMNEY.

A new thing in lamps has, according to an exchange, come out in England. The chimney is done away with, and in place of it a metal frame work carries three mica panes, or windows, which are practically indestructible, or if new panes should be required they can be fixed in a moment, as they simply spring into the frame. The consequent saving of expense and annoyance will be appreciated by all who know how fragile the usual glass chimney is and how frequently it is broken. The lamp is constructed on the regenerative principle, giving a light of 100 candle power, the smaller size burning eight hours and consuming about 2¾ pints of oil, and larger size burning about 14 hours and consuming some 5 pints of oil, a brilliant, steady light being obtained from ordinary petroleum or kerosene. It is simple in construction, every part being accessible.

HAMILTON'S SMELTING WORKS.

There was some discussion in the Ontario Legislature on Wednesday on the bill respecting the Hamilton by-laws by which bonuses of $75,000 and $60,000 were granted for the promotion of iron and steel smelting works. The Hamilton Iron & Steel Co., were represented by H. Carscallen, Q.C., while Mayor Stewart, Frank MacKelcan, Q.C., city solicitor, and Ald. Colquhoun were present on behalf of the city.

The bill contained a clause empowering the company to operate tramways in connection with its business, and to expropriate land for that purpose. This was strongly objected to by Mr. Awrey, who said that such a clause should not be passed before the residents who might be affected by it could be heard before the committee.

On behalf of the company it was stated that the company had tried to get the Grand Trunk to provide the facilities necessary for carrying stone from the quarry to the works, but that corporation wanted the smelting works people to bear the expense of building a track which should be the property of the G. T. R. and of which the users would only have a lease. It was pointed out further that when the Smelting Works Company sought to arrange by purchase for a right of way for the tramway, one private owner wanted $2,000 for a strip of land 100 x40 feet. It was to escape the grasping propensities of the Grand Trunk on the one side and the greed of the private property owners on the other that the powers of a railway corporation are sought so far as the proposed line to the quarry is concerned.

Mr. Carscallen strongly urged its passage, but was overweighed by opposing arguments, and the bill was finally laid over until Wednesday of next week.

A PAYING TRADE.

There is one line of business, says The American Artisan, that seems to thrive, no matter how other lines of business do, and which bids fair to gain phenomenally during the next few years. We allude to the bicycle business. Take this business in '85, '90, '93 and '94. Where one bicycle was sold ten years ago, ten were sold one year ago. Every year more bicycle manufacturers spring up and the output of nearly all manufacturers grows enormously.

Hardware dealers are the people to sell and repair bicycles. Most of them are as well aware of this fact as we are, but it needs to be brought to the attention of others. The profits in bicycles are good, and they are easy to handle. Dealers should also bear in mind that if only a modicum of brains and care are devoted to the subject bad losses in this line of goods are practically nothing.

Many men, although understanding the money-making capability of the bicycle trade, hesitate to enter it because they cannot ride a wheel themselves and do not understand its mechanical construction. At first, this would, of course, be of some disadvantage, as, not being able to ride, one could not give his personal experience of the easy running qualities of the wheel he represented, and could not explain some things about it he would be supposed to know ; and, as he would not comprehend the meaning of his catalogue descriptions, which are couched in the technical terms of the trade, he would be bothered in replying to the questions of would-be purchasers. But it takes a day or two to learn to ride a little, and he would be surprised at the agility he developed in this line in a week, and the glibness with which he would learn to rattle off "catalogue talk" to a prospective customer.

TWO FIRES.

Fire, thought to be of incendiary origin, on Thursday damaged Sylvester Bros.' machine and agricultural works, at Lindsay, Ont., to the extent of $8,000. The firm will not be seriously incommoded by the loss. They were fully insured.

On Thursday J. S. Pake, general merchant, Brighton, Ont., was burned out. Insured for only $500.

DEATH OF A FOUNDER.

London, Ont , has lost another of its oldest and best known residents, through the death of Mr. John W. Kern, of 405 Horton street. The sad event took place at the family residence on Tuesday. Mr. Kern had been ill at various times during the past three years, but Tuesday he was taken with a severe attack, and died, as stated, from catarrh of the stomach. He was 73 years of age. Deceased was born in the county of Madison, New York, on Oct. 23, 1821, and when 23 years old came to London. Since that time he had been a continuous resident of the city, with the exception of six months, during which he was engaged in the operation of a foundry at Port Stanley. His health failed, however, and Mr. Kern returned to London.

IN DIFFICULTIES.

W. T. Wickham & Co., Brantford, Ont., are in financial trouble. On Tuesday a representative of the house called a meeting of their Toronto creditors at Davidson & Hay's warerooms, and offered them 40c. on the dollar. This was finally agreed to, and the firm will continue in business if the Montreal creditors consent to a like offer.

W. T. Wickham & Co. started business in 1890, and up till the present time enjoyed good credit. The liabilities are over $40,000, and assets $20,000 to $22,000. Among the Toronto creditors are: Davidson & Hay, Perkins, Ince & Co., Sloan & Crowther, and Pugsley & Dingman.

CONCERNING RETAILERS.

Thomas Wiltshire is opening up a new general store in Glamis.

W. G. Davey, formerly of Bobcaygeon, has bought out the stock of Powell & Co., Elmvale.

C. B. Wray, Alma, has sold out his general store to James Gall, of the township of Nickel.

A new general store was opened up in Coboconk a couple of weeks ago. A. B. H. Carl is the proprietor.

Ross Bros , of Mount Albert, have bought out a general stock in Woodville, and intend continuing business there.

J. S. Boddy & Bro., general merchants, Bradford, are now settled down in their new premises, which are highly spoken of by the travelers.

INCREASE IN EXPORTS.

A Buffalo despatch says : An increase of nearly $9,000 is shown in the receipts from duties at the Buffalo Customs House for last February over the corresponding month last year. The gross receipts derived from this source are $32,109.76, while in 1894 they amounted to only $24,940.68. The enormous increase of importations due to the new tariff law is responsible for the marked difference in the receipts. During January, '95, the receipts were $20,000 in excess of January, '94. The increase in importations must have been enormous. This is noticeable particularly with Canadian barley, cattle, horses and farm products. Nearly double the quantity of these articles is now being imported.

Alexander McKay died Saturday at Detroit, aged 42 years. Mr. McKay was well-known in business and social circles there, being the secretary and treasurer of the Park-McKay Company, plumbers' supplies. He went to Detroit from Dutton, Ont., in 1869, and engaged in the plumbing business with Ferguson, Mouat & Co. At a later date he organized the Park-McKay Company. He was a successful business man. The deceased leaves a widow and two daughters.

The shareholders of the Intercolonial Coal Mining Co., Ltd., held their annual meeting in Montreal, a few days ago. The annual statement was discussed, and it was finally decided to pay no dividend, though it had been earned. The following gentlemen were elected directors for the ensuing year : J. P. Cleghorn, H. A. Budden, Hartland S. MacDougall, W. M. Ramsay, E. Goff Penny, Thomas Wilson, Alex. Gunn, Angus W. Hooper, and R. McD. Patterson. At a subsequent meeting of the board, Mr. J. P. Cleghorn and Mr. H. A. Budden were re elected president and vice-president respectively, and Mr. Wm. J. Nelson was reappointed secretary-treasurer of the company.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. **Toronto**



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before. Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER, ST. JOHN, N.B.

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

ATTENTION

Rare opportunity to

HARDWARE MEN AND TINSMITHS

For Sale An old established Hardware, Stove and Tin business in a thriving, up-to-date, rich county town, situated on three lines of railway in western Ontario—population nearly ten thousand—and the town is the centre of an area of from fifteen to twenty miles of the best farming land in Canada.

Stock is GOOD and CLEAN—invoice value about $7,000 — and HARDWARE BUSINESS IN THIS TOWN IS NOT OVER-DONE. As the proprietor is compelled to leave the country on account of prolonged ill-health, the business must be disposed of.

For further particulars apply by letter addressed "HARDWARE," care of

Hardware Merchant, Toronto, Ont.

COUNTING THE PROCEEDS Of the year's business. I am at your service for assistance, inspection, or advice.

A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.

Tel. 1040. **Canada Life Building,** TORONTO.

CO-OPERATIVE TRADING.

THE Annual of the Co-operative Wholesale Societies, Limited, of England and Scotland, for 1895 gives some interesting facts and figures in regard to the progress of the commercial co-operative movement in Great Britain during the first 30 years of its existence. In that period, from 1864 to 1893, inclusive, the aggregate sales of the societies amounted in round numbers to $525,000,000, on which the profits amounted to $6,500,000, notwithstanding the fact that the profit charged on the purchases of the members was merely nominal. The average yearly increase in sales has amounted to nearly $2,250,000, the aggregate for 1893 approaching $50,000,000. In the last ten years the volume of sales has more than doubled. The number of branch societies holding shares in the Co-operative Wholesale Society is 1,010, with a total membership of 873,698. Its share capital is $2,736,720 ; loans and deposits, $4,403,915 ; reserve fund, $171,900, and insurance fund, $1,156,243. The Co-operative Wholesale Society has branches in all the principal cities and towns of Great Britain and Ireland, as well as in the chief European seaports, running a line of six steam vessels for the conveyance of frieght to its branches abroad. It has its own banks and owns a considerable number of factories in the United Kingdom, where it manufactures most of its own products.

The magnitude of the commercial co-operative system, as now existing in Great Britain, is only paralleled by the remarkable success which has attended the movement. It must be borne in mind that the particular aggregation of societies above alluded to does not by any means embrace all the co-operative trading associations in the country. There are many, some being of the first importance, which are not affiliated with it. The total sales for the past 31 years of all such societies in Great Britain and Ireland have been over $3,283,700,000 in value, at a profit of about $285,500,000, upon a share capital of $70,308,980 and a loan capital of $16,113,350. They have a total membership of over 1,300 000.

NEW IDEA IN TAXATION.

A bill introduced in the Ontario Legislature by Mr. German provides that telegraph and telephone lines and lines for the transmission of electric light and power be assessed as personal property. To a reporter he said that telegraph lines paid taxes in England, and he didn't see why they shouldn't do so here too, as they received the same protection as did other kinds of personal property. But Mr. German's bill goes even farther than this, for it includes within its scope gas mains and also street railway rails, which the mover thinks should also pay taxes. The fact that the measure is seconded by Mr. Haycock indicates that it will have the support of the Patron element in the house.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

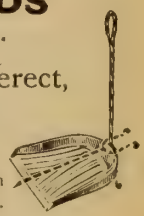
MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS

As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S —We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of Vanzant & Co., hardware, Markham, Ont., have been called together. The firm is said to be in difficulties as a result of the fire which recently destroyed their premises.

J. R. Tomilson, general store, Tay Creek, N.B., has assigned.

McRae & Co., cement, etc., Ottawa, have obtained an extension.

J. B. Charest, hardware, Montreal, has obtained an extension.

Wilfrid Abbs, tinsmith, Underwood, Ont., has assigned to W. F. Grundy.

J. T. Showler, general store, Arkona, Ont., has assigned to Wm. S. Fuller.

J. H. McLaughlin, general store, Athens, Ont., has assigned to O. Brown.

Stephen D. Brown, cooper, Port Dover, Ont., has assigned to J. H. Johnson.

Duncan McKay, tinware, etc., Maxville, Ont., has assigned to Geo. T. Copeland.

D. Z. Guay, general store, Napierville, Que., has assigned to Lamarche & Olivier.

H. McQueen & Co., tinware, Port Dover, Ont., have assigned to Watson Truesdale.

Wilson, McCurdy & Hill, builders and manufacturers, Truro, N.S., have assigned.

Fitzgerald & Stanger, carriage makers, Peterboro', Ont, have assigned to Henry Rush.

The creditors of J. C. Poirier, general store, Windsor Mills, Que., have been called together.

The creditors of R. J. Davison, general store, Newmarket, Ont., have been called together.

Lundy & Harriman, planing mills, Niagara Falls, Ont., have assigned to Alex. A. Wright.

There is a demand of assignment in the case of Desormier & Freres, general store, Joliette, Que.

Shields & Rutherford, general store, Norwood, Ont., have assigned to W. A. Campbell, Toronto.

J. H. Merrill, general store, Smith's Mills, Que., is offering to compromise at 50c. on the dollar.

C. S. Shaw & Co., crockery, etc., Ottawa, have assigned to P. J. Bazin. Creditors will meet 26th March.

H. McElroy & Sons, general store, Richmond and Carp, Ont., are offering to compromise at 60c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Auclair & Trudel, painters, Quebec, Que., have dissolved.

Labelle, Greaves & Co., trunk manufacturers, have dissolved.

The Royal Furniture Co. is the name of a new firm at Montreal.

Price & Shaw, carriage makers, St. John, N B., have dissolved.

D. C. Francoeur, Hector Francoeur and Arthur Francoeur, have been registered proprietors of D. C. Francoeur & Sons, general store, Coaticooke, Ont.

The Ottawa Porcelain and Carbon Co., Ottawa, Ont., has obtained a charter.

Geo. Riddle & Co., slaters, London, Ont., have dissolved. Geo. Riddle continues.

Benjamin & Frank, smallwares, Toronto, have dissolved. Jennie Benjamin continues.

Wry & Saulnier, general store, Weldford, N.B., have dissolved. Clarence Wry continues.

John White & Co. is the name of a stove firm in Halifax, N.S. W. V. Brandis is sole partner.

Snow & Co., harness, St. John's, Newfoundland, have dissolved, and John F. Lindberg retires.

David Kerr and Ignace Legare, have been registered partners of the firm of Kerr & Legare, Quebec, Que.

Francois Nolin and Normand Nolin have been registered proprietors of Nolan & Freres, Ste. Foye, Que.

Moise Rodrique and John Henry have been registered proprietors of Rodrique & Henry, plumbers, St. Henri de Montreal, Que.

F. H. Wilson & Co., Yarmouth, N.S., have dissolved. Anthony Saunders retires. Business continued by Frank H. Wilson under old style.

A co-partnership has been registered between Donald Fraser, Sr. and Jr., and A. Fraser, saw millers. The firm name is Donald Fraser & Sons, Fredericton, N.B.

Andre H. Falardeau and Constant N. Falardeau, general store, have been registered proprietors of A. H. Falardeau & Fils, general store, Ancienne Lorette and Sillery, Que.

William J. Bell, Nathaniel Higinbotham, Wm. G. Smith, A. F. H. Jones and John Cunningham, Guelph, Ont., are applying for incorporation as the Guelph Pavement Co., Ltd., with a proposed capital stock of $25,000.

B. J. Brown, L. E. Hambly, A. P. Jameson, Joseph Mansell and Watson Mashinter, all of Toronto, are applying for incorporation as the Toronto Mineral Wool Manufacturing Co., Ltd., with a proposed capital stock of $24,000.

William Alexander Gunn, Henry L. Dance, John Bell, G. E. Bell and George Bennet, all of Toronto, are applying for incorporation as the Ontario Veneer Co. of Toronto, Ltd., with a capital stock of $20,000 divided into 800 shares of $25 each.

The Ontario Paving Brick Co., Ltd., is applying for a charter. The applicants for incorporation are: Samuel George Beatty, publisher; Albert Edward Kemp, manufacturer; Charles R. S. Dinnick, brick manufacturer; William J. Mitchell, gentleman, and William Arthur Kemp, manufacturer—all of Toronto. The first directors of the company are to be Messrs. Beatty, Dinnick, and A. E. Kemp. Business will be carried on at Toronto

The Three Rivers Iron Works Co., Three Rivers, Que., is seeking incorporation with capital stock of $100,000, in 1,000 shares. The applicants are Messrs. Antoine Aime Charlebois, of Quebec, gentleman; Hector McRae, of Ottawa, merchant; W. Duncan, of Three Rivers, mechanical engineer; George Duval, of Ottawa, barrister, and Alphonse Charlebois, contractor—who will be the first directors.

SALES MADE AND PENDING.

J. H. Banes & Co., leather, etc., Toronto, have sold out to T. H. Scott.

Ellen Cornell, general store, Elfrida, Ont., has sold out to Walter Spera.

The general stock of A. J. O'Boyle, Brechin, Ont., has been sold.

The general stock of Sweet & Co., Victoria Harbor, Ont, has been sold.

The assets of J. A. Paquin, general store, St. Eustache, Que., are to be sold.

The stock, etc., of W. A. Maricle, general store, Staples, Ont., is to be sold by auction.

W. Wedrick, jr., general store, Nanticoke, Ont., has sold out to W. H. Davidson.

D. Nichols, general store, etc., Longwood, Ont., advertises his business for sale.

E. C. Perkins, general store, Mansonville, Que., has sold out to Sanford Shaver.

The estate of P. E. Wade, general store, Wade's Landing, B.C., has sold out to Wm. Moffatt.

W. B. Clark & Sons, general store, Sarnia, Ont., have called a meeting of creditors.

The general stock, etc., of Pomeroy & Co., Fullarton, Ont., is to be sold by auction.

The stock of Gould & Elliott, general store, has been advertised for sale by tender.

The stock of Russell, McDonald & Co., general store, Victoria, B.C., is advertised for sale.

The stock of the Cunningham Hardware Co., New Westminster, B. C., has been advertised for sale.

The stock of J. B. Lavallee, general store, St. Germain de Grantham, has been sold at 60c. on the dollar.

J. R. Gilbert, confectionery, etc., Toronto, has been advertised to be sold out by ballifi under landlord's warrant.

The stock of Reid & Gerhardt, general store, Neepawa, Man., has been sold to W. T. Reid at 57c. on the dollar.

Michael Robson, hardware, seeds and grain, Ayr, Ont., has sold his hardware and seed business to R. Folsetter.

CHANGES.

N. A. Campbell is opening a general store at Rockland, Ont.

Haun Bros,, sawmill, Edington, Ont., are removing to Dufferin Bridge, Ont.

A. M. Johnson, general store, Port Hastings, N.S., has registered a consent for his

wife, Josephine Johnson, to do business in her own name.

Wm. Stratton has opened a general store at Frankville, Ont.

Ernest Benoit is starting a harness business at French Village, Que.

H. Wentworth, wagon maker, French Village, Que., has moved to the United States.

Thomas Marks & Co., merchants, vessel owners, etc., Port Arthur and Fort William, Ont., are closing their Fort William branch.

A trust deed of $1 for the Tennycape Manganese Mining Co., Ltd., Tennycape, N. S., has been made to secure the issue of debentures to the amount of $30,000.

DEATHS.

W. H. Freeman, lumber, Milton, Ont., is dead.

Geo. Conley, agricultural implements, Madoc, Ont., is dead.

W. T. Archibald, of W. T. Archibald & Co., general store, Truro, N.S., is dead.

FIRES.

Labonte & Dupont, tinsmiths, Farnham, Que., have been burned out.

The furniture stock of J. Lacroix, Ottawa, has been damaged by fire and water.

F. G. Lynde, tanner, Madoc, Ont., has been burned out. Partially insured.

The machine shop of Edwin Stickney, foundry, Newburgh, Ont., has been burned.

The premises of Thomas Nichol & Son, gunsmiths, Chatham, Ont., have been damaged by fire.

The Pacific Casket and Furniture Co., Vancouver, B.C., has been burned out. Insured for $3,000.

At the Deep Water Terminus fire at Halifax, N.S., W. B. Arthur & Co., wholesale and retail hardwaremen, lost $100; A. M. Bell, wholesale and retail hardwareman, lost $1,800; Black Bros. & Co., wholesale and retail hardwaremen, lost $500.

In the fire at the Deep Water Terminus, Halifax, N.S., M. C. Crowell, hardware and ship chandler, lost $500; Cragg Bros. & Co., wholesale and retail hardware, $50; C. H. Robertson, wholesale and retail hardware, $1,000; Wm. Robertson, wholesale and retail hardware, $500; Wm. Stairs, Son & Morrow, wholesale and retail hardware, $1,150. Smith, Webster & Co., wholesale and retail crockery, $1,800.

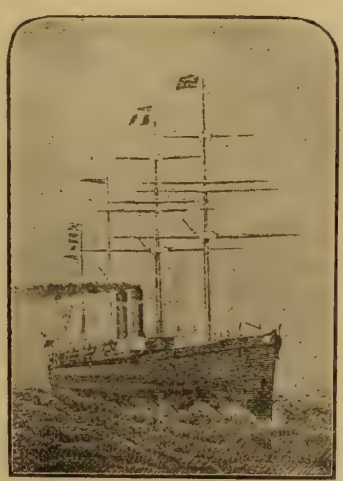
TIN PLATE.

A correspondent of The Metal Worker in one of the Western States, who is largely interested in the American tin plate industry, has given his views in regard to the prospects before the manufacturers of tin plates in the U.S. He gives as his impression, based upon rough calculations of productive capacity and consumption, that by the end of the current year the domestic manufacturers will have to face a strong home competition, caused by an over production of about 30 per cent.

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc. CUTLERY A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

BRUSHES
BRUSHES
For Spring Season, 1895
The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.



ALLAN LINE
ROYAL MAIL STEAMSHIPS
Liverpool, Halifax, and Portland Mail Service
After Nov. 18th the Mail Service will be continued for the Winter 1894-5, from Portland to Halifax as under:

STEAMSHIPS.	From Portland.	From Halfax.
NUMIDIAN	Mar. 14	Mar. 16
MONGOLIAN	" 28	" 30
LAURENTIAN	Apr. 11	Apr. 13
NUMIDIAN	" 25	" 27

The Steamers of this service carry all classes of passengers. The Saloons and Staterooms are in the central part where least motion is felt. Electricity is used for lighting the ships throughout, the lights being at the command of the passengers at any hour of the night. Music rooms and Smoking room on the promenade deck. The Saloons and Staterooms are heated by steam.
RATES OF PASSAGE:—Cabin, $45 and upwards, according to Steamer, location of and number of persons in Stateroom. Second Cabin, $30; Return, $55.
Steerage to or from Liverpool, London, Glasgow, Belfast, or Londonderry, $15.
H. & A. ALLAN, Gen. Agents, Montreal, or H. C. BOURLIER, 1 King St., Toronto

WINDOW DRESSING DEPARTMENT.

THE store window is indicative of the character of the merchant. How is it with your window?

* * *

With the spring approaching it is time all hardware merchants began to dress their windows in order that they may remind people of the line of goods they will want.

* * *

CLEANING THE WINDOWS.

The store windows should never look as though they needed a more vigorous application of water and brush, says a contemporary. They ought to be at all times as bright and as clean as it is possible to keep them.

It is impossible to do justice to handsome fabrics, and have them look their best behind a glass that is begrimed and dirty.

As the beautiful gilded frame brings out the fine points of a painting, so should the entire window give an added appearance to the article it attempts to show.

Not only should the glass be well kept, but also the ceiling, window frames, rear partition, etc.

The outside of the window and store exterior are points not to be neglected. The general appearance of many stores throughout the country is not calculated to induce a visit from a stranger to the city, or one who shops aimlessly, without any definite store in which to do her buying.

A bright, cheerful exterior, from the basement to the roof, is a constant advertisement for the store. It seems to suggest that the wares, the service and the goods contained in it will reflect the pleasing aspect.

One of the great features of modern storekeeping is to get the passer-by into the store, and when that is once done there is more frequently a sale made than not.

Where the vestibule is tiled it should be thoroughly scoured daily, and, if possible, early in the morning or late in the evening, brass work on the doors, signs, etc., should be polished. In fact, the whole store, interior and exterior, should always bear out the maxim that "cleanliness is next to godliness."

* * *

DISPLAY FOR RETAIL TRADE.

Until quite recently the only articles exhibited in the windows of the large retail establishment of Hilton, Hughes & Co, successors to A. T. Stewart & Co., were the blue blinds which excluded the interior of the store from the rude, vulgar gaze. In order to inspect Hilton, Hughes & Co.'s wares it was necessary to step inside. About a month ago, however, the blinds on the Broadway side were removed, and the thousands of people who pass the store in the course of the day have now an opportunity to examine the samples of goods artistically displayed in the windows.

The attention of Printers' Ink having been drawn to the Hilton, Hughes & Co.'s departure, a representative of this journal called on Mr. F. J. A. Darr, the gentlemanly advertising manager of the firm, and inquired what result had accrued from it.

"The utilization of the windows of our store as an advertising medium," said Mr. Darr, "has been in contemplation by the firm many years. That the result has been satisfactory there can now be no question. During the month which has elapsed since the inauguration of the change the volume of business transacted in the store has been greater than at any other time since the establishment of the firm. It may not, of course, be entirely owing to the exhibition of goods in the windows, but there is little doubt that it has largely contributed to the increase of business. The firm is sufficiently satisfied with the result, and before long the windows on the other sides of the building will also probably be utilized.

"The increase of patronage seems to have principally come from what is sometimes called the middle class of people. This is the class whose custom we aim to secure. When a woman belonging to the very wealthy class has occasion to purchase goods she orders her carriage and is driven straight to the store she has decided to patronize. It is different, however, with the women of moderate means. When starting on a shopping excursion she is undecided as to what establishment to patronize. She passes from store to store, examining the goods exhibited in the windows, until at last some display, more tempting than the others, will cause her to enter and become a purchaser.

"Then," said Mr. Darr, "show window advertising, like other forms of advertising, is an indirect benefit, in that it is regarded by the public as an indication of a desire to be up with the times. With the exception of Arnold, Constable & Co., I cannot think of any important retail firm in New York which does not utilize the windows of its store as an advertising medium. When goods are exhibited in this way the public is more easily enabled to compare them with the wares of other concerns. If the comparison is favorable the results will be favorable. Then, again, shoppers conclude that a merchant would not care to offer his goods for public inspection if they did not favorably compare in quality and price with those of competing establishments."—Printers' Ink.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

To Purchasers of Silver Plated Ware



All Silver Plated Ware, whether it be light plate or the heaviest, has the same outward appearance, and, there being no way to determine the thickness of plate except by analysis or actual wear, it is of the utmost importance, **if quality is desired,** that every article bear the full name of a manufacturer known to make these goods exactly as represented, who will guarantee them to give satisfaction if properly used. All Flatware bearing our stamp, **"TORONTO SILVER PLATE CO."** is warranted to be made of eighteen per cent. Nickel Silver Metal, plated with Pure Silver, as represented by marks thereon. Our process of plating is excelled by none, giving uniformity and durability.

Money paid will be refunded for all Goods not found as represented.

In buying Silver from your jobber insist on it being stamped in this way. The name guarantees the quality.

Factories and Salesrooms
570 King Street West, Toronto, Canada.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East. TORONTO

John Wilson's
BUTCHER KNIVES
AND STEELS,
Farriers' and Shoe Knives

are the Best in the World.

TRADE ◇ MARK.

FOR
BRASS SPRAY PUMPS AND SYRINCES



WRITE . . .

Stevens Manufacturing Company

LONDON

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

ELECTRICITY FROM HEAT.

HERR Borchers has just read before the Deutsche Electro chemische Gesellschaft, an interesting paper on the experiments he had made for the direct production of electricity by the combustion of coal or combustible gases, says Kuhlow's. His first experiments were made with oxide of carbon, but he also succeeded in producing an electric current by the combustion of hydrogen, hydro-carburets, and even pulverized coal. The first apparatus which he used was formed of a glass receptacle, divided into three compartments by two glass plates, which did not quite reach the bottom. In the exterior compartments copper tubes were suspended for the introduction of the oxide of carbon, and in the centre compartment was a coal bell for the introduction of air. A solution of chloride of copper was used as an electrolyte, and the oxide of carbon compartments were protected against the re-entry of air. After the first experiments, lighting gas containing 5 per cent. of oxide of carbon was substituted for pure oxide of carbon. The copper tubes, weighed before and after each experiment, showed no diminution of weight. With an element thus established, working under an exterior resistance of 0.1 ohm, a current of 0 5 ampere was obtained, while with an exterior resistance of 50 ohms, the difference of potential was found to be 0.4 volt. With an element in which the outer compartments were filled with copper shapes with a view to increasing the absorption of the oxide of carbon, by using lighting gas, a maximum current of 0.64 ampere was obtained, and, by increasing the exterior resistance, it was poss ble to maintain a differ nce of potential of 0 56 volt. The electromotor power, theoretically furnished by the heat developed by the combination of the oxide of carbon and the oxygen, was 1.47 volts, so that, in the experiment referred to, the yield reached 0.27. As the solution of chloride of copper dissolved the hydrocarburets, an endeavor was made to replace the oxide of carbon by coaldust, and by this means a current of a maximum intensity of 0.4 ampere and of a maximum electromotor power of 0.3 volt was obtained, which corresponded to a yield of 0.15. When coaldust was used, whatever was done there was always a sensible fall of current, the pollution of the electrolyte by the coal paralysing its action. With the gas this fall of electromotor power did not occur, nor was the electrolyte polluted.

He—Perhaps you are aware that most of the great inventions of the world are conceived by men.

She—Oh, they are driven to inventing. They haven't any hairpins to do things with.

Ride a cock horse to Banbury Cross,
To see a young lady in bloomers, of course,
Who rings with abandon the bell on her wheel,
And makes poor pedestrians cold shivers feel.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S
CANADIAN CUSTOMS TARIFF
— AND —
ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - 7.50

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

1879—ESTABLISHED—1879

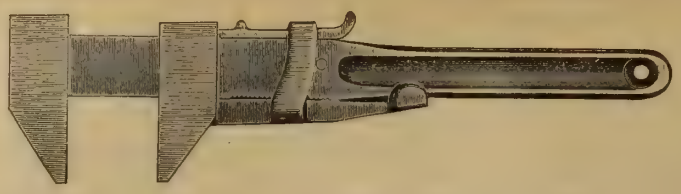
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO, LTD., PARIS, ONT.

The St. John Bolt & Nut Works

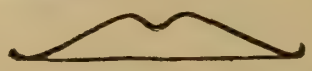
ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect *Extra Hollow Ground* Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Mar. 15, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	16½ 17
Straits "	16½ 17

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X	7 70
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 6
Horse Shoe " per 100 lb.	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates 1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

3-inch	10½c
4-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5½
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04½
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	Per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 13½ 0 14
" " 100 lb. drums	0 12 0 12½
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal	0	09
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

Selected Packages, per gal	0 48	0 50

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepar'd pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 p.c. off Revised list.		
Steel Clad 20 p.c. dis.		

Bells—*Hand.*

Brass, 60 to 66⅔.		
Nickel 50 and 10 to 60 p.c		

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00
Blacksmiths' discount 35,40 per cent		

Belting.

Agricultural, 55 per cent.
No. 1. leather, dis. 15 p.c.
Standard, 37½ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	99	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0		1 35
" No 2		2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50
P. S. & W., dis. 40 per cent.		

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United Inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10-1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	...
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1

Sledge

Canadian, per lb	0 12½	0

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per lb.	0 3½	0 04
12 up "	0 2½	0 03

	Per doz. set
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20

" Shepard's, dis 50 to 60 p.c

	Per doz. pair
Spring	1 35 1 40
" Shepard's Samson	1 75 1 90

Hoes.

Garden, Mortar, etc., discount 52½ per cent. revised list.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng.. dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton $3 60
Snow, " " 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer Basis—50 to 60 dy ..... Pat'n. 2 10
40dy 2 15
30 dy 2 20
20, 16 & 12 dy 2 25
10 dy 2 30
8 & 9 dy 2 35
6 & 7 dy 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3 dy. A.P. Fine 3 70
Car lots 5c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails. 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American 1 85 3 50

Nail Sets. per gross
Square, round and octagon 3 38 4 00
Diamond 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R Seal ..... per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 35 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks
Per doz 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz 1 35 2 00

Pruning Shears.
Per doz 4 00 5 50

Pulleys
Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches
Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾ c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

	Rope	Sisal.	Per lb. Manilla.
7-16 in. and larger	6	...	8¾
¼, 5-16, ⅜ in	6½	...	9
Cotton, per lb		13	16
Russia Deep Sea, per lb ..		12½	13½
Jute	" ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire 55 90

Sash Cord
Per lb 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights.
Sectional, per lb 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 70
Hand, Disston's, dis 10 15 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each 75 2 75
" frame only 75

Saw Sets.
'Lincoln" McMillan & Haynes per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.
Per lb 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37½ per cent.

Tape Lines.
English, ass'skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz 1 25 2 50

Tinner's Tools.
P.S.&W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c to 35 p.c½
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz 6 25 9 00

Twines.
Bag, Russian, per lb 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb .. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb .... 0 12 0 1[illegible]
Pipe, each 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5⅜ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	... 2 87½
" 4 " 4 & 5 " "	
" Plain twist, all deld	... 2 87½
" Truss	... 4
" Steel thorn and ribbon	4½ 5
"Lock Barb," 4 point	.. 2 87½
Ditto Glidden 2 point	.. 2 87½
Galvanized Barb, "Lyman," 2 to 4 points	.. 4½
Steel staples	... 2 87½

Terms, 60 days or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1
Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz 5 80 7 0
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

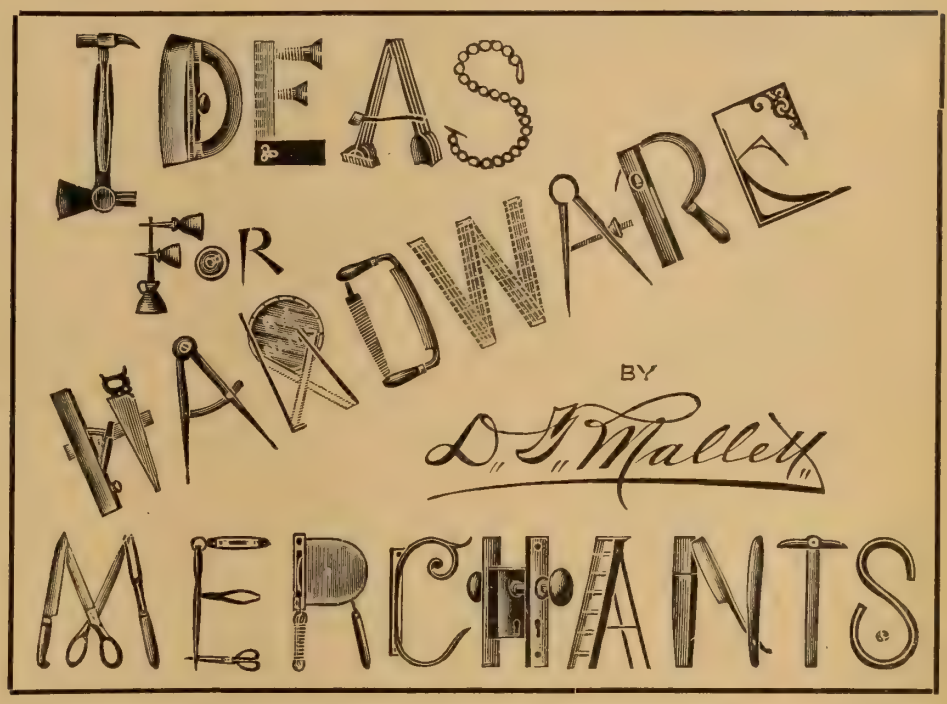
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VOL. VII. TORONTO AND MONTREAL, MARCH 23, 1895. No. 12.

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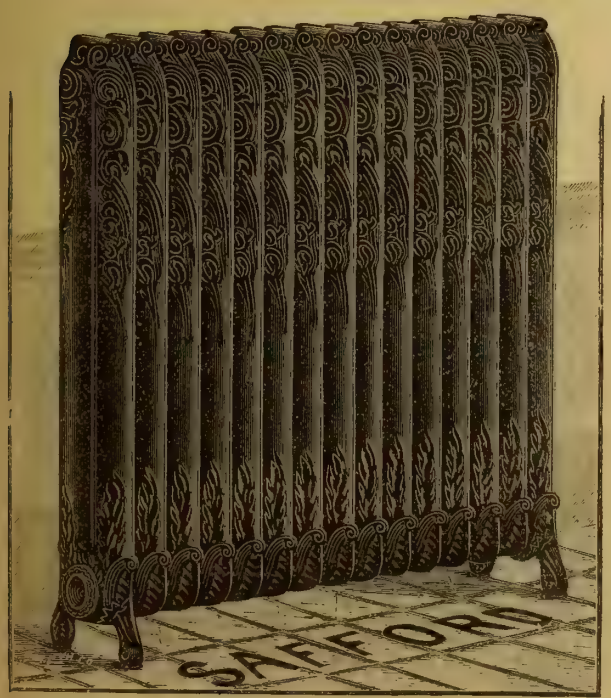
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Published Weekly. $2.00 a Year.

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THE NEED OF ASSOCIATIONS.

IF THERE was ever a time when associations of retail hardware men were necessary it is now.

Business is being done on such narrow margins that all the astuteness that a merchant can summon is demanded in order to make it profitable.

More than that, a man needs to be constantly evolving new ideas in order to attract trade.

But every man's reservoir of ideas is not always full. The best of merchants experience difficulties sometimes in keeping up the supply. Here and there the supply seems to have run out altogether. At least there are no ideas in evidence.

The fact of the matter is that every man in order to possess the power to be ever calling up new ideas must get outside himself occasionally.

He must rub shoulders with his fellow-business men ; and there is no place where there is as good opportunity for doing this as in trade associations.

No one man has a monopoly of ideas. Men's ideas are as varied as their natures. By merchants getting together in associations, and making their periodical gatherings experience meetings of trade methods, etc., it is obvious that great good must result.

BONUS FOR A BLAST FURNACE.

SEVERAL American capitalists have had a conference with the Kingston City Council regarding the establi-hment of a blast furnace and a rolling mill there. They estimate the value of the plant they would set up at $600,000, and, as the immense advantages to any city from the establishment of such a concern are so evident, the promoters demand certain privileges from the municipality.

Among the privileges required are a free site, exemption from taxation, and free water (for a term of years). The city would also be expected to guarantee the company's bonds to the extent of $300,000, taking a first mortgage on the plant as security, and being recouped by the Government bounty, which the promoters estimate at $100,000 per year.

The desirability of developing the iron industry in Canada is admitted, and if the capitalists applying at Kingston are the right kind of people, the city can afford to give reasonable encouragement. No city, however, should give more than that. The manufacture of iron in Canada should be stimulated by legitimate methods. Any other system would do more harm than good, and in every proposition to start furnaces and mills the merits of that particular case should be weighed.

There are features in the present proposition which Kingston should consider carefully. An estimate cost of $600,000 for plant seems high unless this figure is meant to cover such expenditures as the employing of miners, constructing railway lines, or workmen's dwellings. This, however, is not plant, and a furnace to meet the requirements of the trade should not much exceed the $300,000 which Kingston is asked to guarantee. The amount of Government bounty likely to accrue is also placed at a pretty large figure, as the output could hardly be estimated at more than 20,000 tons annually for the next two years, which is all the Canadian markets at present would warrant.

In asking for free water, Kingston should enquire how much water would be required for the water pockets of a furnace of the size proposed. One concern in Canada uses nearly 500,000 gallons per day in this way ; and a free water privilege might thus be an extremely onerous charge upon the municipality.

No municipality should turn away from a good business offer, but before going into an extensive scheme its merits should be known as well as the worth of the capitalists behind it. That is the only basis on which to build up Canadian iron manufacturing. On the face of this it looks as if Kingston was to be asked to find the capital and pay part of the running expenses of this concern, and hand the franchise over to the foreign promoter.

UNIFORM CUSTOMS CHARGES.

From time to time the attention of the trade and of the Customs department has been drawn in these columns to the different rates at which goods were passed at the various ports in Canada. In Montreal an article would be entered for duty at 10 or 15 per cent., while on exactly the same kind of article two or three times as much would be charged in Toronto or some other port. In other instances Toronto or another port was cheaper than Montreal.

With such a difference in the duty, importers at the favored port have been able to undersell their competitors in every part of Canada.

Complaints were made but no attention was paid to them ; and in some instances importers at the non-favored points had to give up the sale of the article or else they would pass them at the favored port and pay the difference in freight.

This was done extensively in one article, on which the duty was equal to $2 per cwt. in Montreal and Ottawa, and $4 everywhere else.

Recently Controller Wallace took the matter up in a business-like manner and put on a staff of six clerks, who occupy their time in checking entries. The chief checker has been made responsible that the same rate of duty is charged at every port. He devotes his attention almost entirely to Montreal and Toronto entries, every one of which must pass through his hands.

In the past numerous complaints have been made by the trade to this paper about these entries. Should any arise in future we would like to hear from those having the grievance.

REMARKABLY LOW IRON PRICES.

THE best evidence of the depression that prevails in heavy iron and metals this spring is the very low range of values which rule on several leading lines without having the slightest effect in inducing any improvement in the demand.

This is all the more remarkable as this is the season in former years when buyers commenced to think of future supplies.

Some reason, therefore, has to be sought for this dullness on import account out of the ordinary.

Briefly, it may be attributed to the fact that the conditions of business are entirely changed at present from what they were even five years ago.

Then, in the spring of the year, the large importers of iron and metals in Montreal and Toronto commenced to place import orders for pig iron, bar iron, etc.

Now they do business largely on carload basis in many of the leading lines as, with the exception of possibly tin and Canada and terne plates, American goods have got the run of the Canadian market over British, while in bar iron, etc., our own makers control the market.

There is no necessity, therefore, of stocking up heavily in the spring, as in former years, and with the exception of one or two big jobbers in Montreal, the members of the iron trade do not speculate on the future of the market as they did, but buy the goods as they want them. The low prices which rule in Montreal this spring, as compared with last year, are the best proof of this.

With the exception of Scotch pig iron, values are appreciably lower on all the leading lines than they were last spring.

Bar iron is 30c. lower; coke tin plates, $1; charcoal, 25c.; ternes, $1.50; Canada plate, 50c.; and ingot tin, 5c.

These declines speak pretty plainly of the depression that has existed in the iron market.

MAKERS VS. JOBBERS.

THE question of relations between the manufacturer of iron and the wholesaler is a matter which has frequently been referred to by HARDWARE MERCHANT before.

Many of the latter frequently complain that they are not as fairly treated by the manufacturers as jobbers in other lines are, alleging that the sugar refiner and the cotton or woolen manufacturer adhere conscientiously to the rule that the quantity of the purchase shall govern the price.

This they contend has not been the case frequently in connection with different lines of ironware.

How much truth there is in this accusation, or in the denial that the assertion has brought forth from the makers, we are unable to say. No doubt there is often in this period of depression great temptation to overstep the limits, and it is not surprising if it is done.

But as regards the treatment of jobbers, a talk that HARDWARE MERCHANT had with a gentleman lately returned from a trip through the New England States, may be interesting.

In referring to some visits that he had paid to different American warehouses, he remarked that if Canadian jobbers had reason for complaint their grievances were not a circumstance to those of American jobbing firms. There, since the period of depression set in, the makers made no bones about competing with their own jobbing customers if the inducement was sufficient and the question of quantity had little to do with the matter of prices.

One instance that came under his notice would clearly illustrate the state of affairs prevailing in the States. A large jobbing firm that he had called on in Boston, which probably handled as much goods as any two or three houses in Montreal, annually turned over 20,000 packages of horseshoes alone, and on this large quantity did not receive any more consideration than firms who did not handle one quarter the amount.

In fact, there were no rules governing the quantity and price as in Canada, so that our jobbers had a decided advantage.

MAMMOTH DEPARTMENTAL STORE

In spite of the opposition to departmental stores, the development of these modern day octopuses is not yet stayed.

In Chicago there is just now nearing completion a store mammoth in its proportions and unique in some of its proposed departures.

It will occupy almost an entire block, being 360 feet in length, by 145 feet deep. It will be seven storeys, and have 252 windows in the front. While a portion of the building will be open for business in a few weeks, the whole store will not be finished for another year. A. M. Rothschild & Co. are the proprietors.

Food and raiment, in fact all human necessities, will be carried in stock. But even the sick this new department store will take care of; yes, and babies too. There is to be a hospital with attendant physician for persons who may be taken ill in the establishment, and a nursery where mothers can check their offspring.

The building will be provided with 14 elevators. The interior will be lighted with 480 arc and 2,040 incandescent lamps. An electric tower with 2,930 electric lights, at night constantly assuming various hues, will be one of the attractions of the building. At the start alone 2,200 hands will be employed.

People may well ask: Where will this department store development end?

THE CORDAGE MATTER.

AT the annual meeting of the Consumers' Cordage Company, held in Montreal last Friday, there were some changes in the board of directors which were a surprise to business circles generally.

The changes lay in the retirement of Mr. A. W. Morris, the president; his brother, Mr. C. B. Morris, and Mr. E M. Fulton, jr., from the board.

The reason for the retirement of these gentlemen was the dissatisfaction expressed by the directors at the showing made in the annual statement which was submitted.

This statement, it is claimed, showed a loss of $200,000 on the year's operations, while the announcement that there would be no dividend raised some sharp discussion.

It is understood, also, that there was an overdraft on the part of one of the directors of $150,000.

As a result of the dissatisfaction, the directors appointed an investigating committee, composed of Messrs. Thos. Davidson, Jas. Crathern and Jas. Wilson, to make an investigation of the affairs of the concern.

This committee is at present at work, and, until it makes its report, nothing definite can be known of how matters stand.

In the meantime there is considerable theorizing as to how matters stood, Mr. Morris asserting that the investigation will fully vindicate him.

This is quite possible, for it is well known that at one time the Cordage Company was indebted to the Messrs. Morris and Fulton for a considerable amount, and it is generally expected that the overdraft above referred to will turn out be a matter of bookkeeping and nothing fraudulent.

The new directors are Messrs. J. F. Stairs, Halifax; W. Whitelock, New York; Geo. Stairs, Halifax; E. M. Fulton, Sr., New York; R. D. McGibbon, Q.C., Jas. Crathern, H. Rutherford, Montreal.

Mr. Stairs, will, it is understood, take the managing directorship in the place of Mr. Morris, and has removed to Montreal for that purpose.

Messrs. Morris and Fulton, the retiring directors, have been largely interested in a lot of outside speculations, notably the Montreal Water and Power Company, in which they have sunk a lot of capital.

ADVANCE IN TURPENTINE.

Nothing seems to check the price of the turpentine market. On Friday last prices in Montreal were advanced 4c. per gallon, and finally, on last Wednesday, another 2c. per gallon was added on, there being several sales of round lots at 55c.

The demand continues brisk at the advance; in fact, it is doubtful at this writing

if a buyer could repeat an order for a round lot at the same figure.

At to-day's level, prices on turpentine have advanced from 15 to 20c. per gallon during the past two months, and advices from the South of the latest date continue as strong as ever. In fact, they were wired 3½c. per gallon higher to a Montreal operator late on Wednesday afternoon, and, in consequence, he refused an order for a round lot except at the advance mentioned above, which was promptly accorded by the buyer.

ARBITRARY INSURANCE MEN.

PEOPLE will countenance associations of manufacturers, business men, insurance men, etc., as long as the actions of such organizations are confined within certain limits.

Let them go beyond these ; let them become arbitrary, unjust, or attempt to interfere with the liberty of the subject, and trouble ensues.

There is then a danger of these organizations being deprived of the right to do the good they might do, besides being shorn of the power to do the wrong they essayed to do.

The Fire Underwriters' Association is an organization in which is reposed the possibility of doing much good.

But lately it has been too conscious of its strength, and from all over the country for some time past have come reports of arbitrary increases in fire insurance rates on business property.

If in times past they could make money—and they did—surely they should do so now. Unlike the price of everything else, however, the price of insurance is going up.

But it is in Toronto that the insurance men have been exercising the maximum of their arbitrary power. The losses entailed by conflagrations that visited the city no doubt gave them some pretext for increasing the rates, but it should not be forgotten that, in view of the light losses and goodly profits of the past few years, they could afford to stand a little extra bleeding.

Then all the onus for the inefficiency in Toronto's fire brigade does not lie with the aldermen. The insurance men refused some years ago to contribute to the support of the salvage corps which, in consequence, became defunct. And in the efforts that have been made since then to resuscitate the corps they have again and again assumed a negative position, although obviously they are the ones to gain the most by the existence of such an institution.

But it is not so much in the advancing of insurance rates that the insurance people have been playing the autocrat.

The greatest sin chargeable against them is the impunity with which they have cancelled and threatened to cancel policies.

A policy is a promise to pay ; and in consequence as sacred as a bond. It is a bond. To break it without just cause is dishonorable, is unjust.

If the underwriters do not have a care they will be shorn of their strength, for people are in no mood these days to tolerate arbitrary and unjust combinations.

THE TERMS MUST BE CANADA'S.

Newfoundland is knocking for admission to the Dominion Confederation. She is poor and needy, and desires to come under Canada's wing because she can no longer exist alone.

Under such conditions one would naturally look for humility on the part of the suppliant. But not so with Newfoundland.

Bankrupt and all as she is, the consciousness of self-importance has not departed from her. For condescending to become a partner of the Dominion she demands a tunnel under the Straits of Belle Isle, or that the island railway be completed to Belle Isle with ferry connection with railway to Quebec; that $900,000 be granted for mail service, the administration of justice, interest on the public debt, $1,000,000 for use of local government and civil service department.

There is nothing modest about this. Were a Rip Van Winkle to awake at the moment and read these terms he would at once conclude that Canada was seeking Newfoundland, instead of the case being vice versa.

In business it is not usual for a solvent to take an insolvent into partnership, and certainly not to pay him to come in.

Canada is unconcerned as to whether Newfoundland comes into the Confederation or not. If she does come in it must be on Canada's terms, not on her own.

TO PREVENT FRAUDULENT SALES.

The Ontario Government is considering the advisability of introducing legislation to prevent sales of merchants' stocks-in-trade with intent to defraud creditors.

This fact came out in the House Monday last, when the Government was queried regarding the matter, Sir Oliver Mowat replying that, as his attention had only been called to the subject within the last few days, he had so far only been able to consider it.

One thing is certain, the law as it now stands is not rigid enough to prevent the consummation of sales of the character named. Evidences of that crop up frequently. There should certainly be some law to prevent a man from selling out his stock to-night and absconding with the proceeds the next morning.

If creditors had the power to impeach a sale within, say, a week of its taking place, the desideratum would probably be secured, publicity of the sale in the meantime having been made.

DROPS FROM THE EDITOR'S PEN.

Not till business men are released from la grippe can they be expected to get their accustomed grip on business.

* * *

The manufacturers of a certain commodity, sold in both Canada and the United States, made an agreement with the jobbers in Brooklyn, whereby a fineof $25 was to be imposed on any of the latter selling to department stores. The other day two houses were found guilty of breaking the agreement, and were compelled to pay the stipulated fine, which was subsequently handed over to a retail association. The discovery was made through an ingenious system of numbering the packages of the article in question.

* * *

A Hamilton firm has instituted proceedings against the G.T.R. for the recovery of alleged overcharge in freight rates. They are to be commiserated. Those who have traveled the journey before have found the way rough and the results unsatisfactory.

* * *

"John Shaw, Kettleby, near Credit Valley, Ontario, Newfoundland, U.S.A.," is the way in which a firm of lawyers in Hull, Yorkshire, addressed a letter intended for John Shaw, Kettleby, Ont. English editors and lawyers, who, above all men, should know better, have a well-known penchant for putting Canada and things Canadian into almost every part of the world but the right one. In order to complete their cycle of foolishness, the aforesaid Hull lawyers should have finally located Kettleby somewhere in England.

* * *

It is as timely to advertise when business is dull as it is to strike the proverbial piece of iron when it is hot. There are still some people in these enlightened latter years of the nineteenth century who forget this.

* * *

So the Patrons have decided to add another branch to their institution. They are going into fire and life insurance. To your tents, ye men of business, of insurance, and of politics ! The Patrons are going to run this country from centre to circumference. They have not yet assayed to run the Church, but it is only a matter of time before they will. They have already decreed that the saloon must go. Great is the Patron with the Big Head.

* * *

If it was in his native land that Erastus Wiman had committed his depredations, it is not with justice that he would now be trifling, as he is in the land of his adoption. He would have had several months of his term served ere this.

* * *

Department stores diminish the number of stores, but they enlarge the ideas of merchants. Unfortunately, it is this or death in many instances.

WELSH PLATES STILL IN THE FIELD

THE returns showing the exports of British tin plate to the United States during February are of an unusally interesting character. To the manufacturers in Great Britain they are doubtless the source of much satisfaction.

When the United States a few years ago vigorously undertook to develop a tin plate industry of its own, it was prophecied that the Welsh article would be pushed out of the home market. And this fear was shared in by the manufacturers in Wales.

Whether these prophecies will ever be fulfilled to the letter, it wou'd be unwise to question.

It is clear to everyone at all conversant with the matter that the tin plate industry of the United States is growing, and that rapidly. The consumption of tin plate per annum is e·timated at 6,000,000 boxes a year.

Already the capacity of the 166 mills completed, or in process of completion, has aggregated nearly 5,000,000 boxes, which would be swelled to nearly 6¾ million boxes with the 58 contemplated mills finished and in runn'ng order.

As far, therefore, as the statistical position is concerned, the prophecy bids fair to be fulfilled, and that soon.

The exports from Great Britain to the United States do not, however, indicate any such thing. On the contrary, taking the exports of the first two months of the year, the opposite idea is gathered.

For instance, in January 18,626 boxes of Welsh plate entered the United States, against 18,296 in 1894, and in February 23,201 boxes, against 13,413 in the same month last year, or an increase of over 72 per cent. Another feature about the February figures is that they are the largest for any one month since 1891.

American tin plates may eventually supersede the Welsh, but the day when they will is evidently somewhat distant.

COULD AFFORD A GOOD PRICE.

WE HOLD no brief for defending the Administration in the United States against the attacks that are being made upon it over the sale of the $62,000,000 worth of bonds that it disposed of a few weeks ago, but it is at the same time obvious to us that these onslaughts, actuated by political disgruntled motives, are unjust.

The financial condition of the United States was at the time such that immediate action was demanded in order that the fast-ebbing gold reserve be stayed and the threatened loss of credit of the country be averted.

Heroic treatment was necessary, and it was only to be expected that it would cost something. And it did cost something.

The syndicate, it will be remembered, bought the bonds at 104.49, but it almost immediately made a profit of five millions by disposing of the bonds at 112½. Now the bonds are selling at 118. In this way it is computed by some that the United States lost nearly $9,000,000, while others place the aggregate at $16,000,000.

Whatever the loss may be the Administration no doubt made the best bargin it possibly could under the circumstances.

The reason that the bonds did not realize a higher price when first sold is a commentary on the country and not on the Administration of President Cleveland.

The Treasury was almost on the verge of suspending gold payments, and Congress had refused to pass a measure giving relief. With such a state of affairs obtaining, gold was leaving the country as rats leave a sinking ship; and a panic worse than that of 1893 threatened to develop.

Scarcely was it known that a syndicate comprising such men as Rothschild and Morgan had bought $62,000,000 worth of bonds before a healthier tone became appreciable. The outflow of gold fell off, the reserve in the Treasury began to increase, and the cloud that darkened the financial horizon began to rise. To-day, the outlook in the United States is better than it has been for many a long day, and we in Canada are feeling its benign influence.

The cause, of which this is the effect, was President Cleveland's bond issue, and the people of the United States can afford to pay a good round sum for this effect.

WORK UP EASTER TRADE.

Is the Easter trade made as much of as it could be? In some places, and in some trades, it is; in others not. There is, perhaps, in Montreal a larger opportunity for expanding this special trade, because the festival is one widely celebrated by the people. But there is no reason why Easter trade should be confined to the supplies of food and to the dealers who show enterprise in getting Easter nicknacks.

The tendency everywhere is to keep the Easter holidays, both as a social and religious event, and it is a time when money is spent

One would hardly think that the crockery trade would develop a special Easter business, but one house reports a satisfactory record during each successive season. The Easter trade is capable of indefinite expansion if work is done on the right lines.

It must, to a certain extent, take the form of meeting wants and wishes peculiarly associated with Easter; some inventive genius is required; thought will have to be given to the character of local demand. But no business can be enlarged without these qualities, and in other provinces as well as Quebec there is room for steady enlargement of the Easter trade.

THE WATTERS CASE.

THE trade generally were very much surprised at the willingness with which Mr. Watters, the ex-Assistant Commissioner of Customs, charged with mis-appropriating less than $200, agreed to compromise with a year's imprisonment for this paltry offence.

It was explained that it was simply an error in book-keeping, and that the sum had been made good as soon as the error was discovered.

The Government was condemned for the severity of the sentence they asked the magistrate to impose. The fact is, that neither Mr. Watters nor the Government had any desire to investigate further the affairs of this department.

According to the talk about the Parliament buildings, the misappropriations of moneys in the Customs Department will easily exceed $100,000, of which Mr. Watters only received a portion. There are others equally guilty. One gentleman alone on one deal made $20,000. There is much quiet fun poked at the auditor-general—a capable man, who seldom lets anything pass him—for not having discovered some of these irregularities.

Another feature which was not gone into is one to which we have several times drawn attention: that of Customs officials obtaining goods from importers. They nominally buy the goods on credit from wholesale importers or simply help themselves when goods are passing through, or they go to the warehouses and ask for them. It is alleged that Mr. Watters bought goods in this way from wholesale houses in different parts of Canada. In this respect he is no worse than many others. An honorable importer dare not object, while dishonorable firms encourage it because they can thus get favors worth thousands of dollars annually.

The arrest and conviction of Mr. Watters shows the wisdom of putting business men in the Government. An inexperienced man must depend largely upon his assistants, often themselves without the necessary training.

An experienced business man, such as Hon. Mr. Wallace, will not allow his deputies to run things. He will know the why and wherefore of everything. He will not take chances on anything. This is why he has made a success of his Controllership of Customs.

The developments in this case also show the necessity of a Dominion Board of Appraisers, such as they have in the States. With such an organization, importers are independent of the whims of local appraisers, and they need not fear that importers at other points can get goods in at lower rates.

CHAINS.



COIL, 7 SIZES

Trace, Halter, Tie-out, Post, Heal, and Cow Ties.
Tie Weights and Evener Chains, etc.

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., Hamilton, Canada

MORE ABOUT STOCK TAKING.

THE following methods of stock taking as pursued by prominent hardware concerns bring out points which have not as yet been touched upon and which will prove of interest to the trade. A firm in New England have adopted a system of taking inventory which has been found to work satisfactorily, and which they describe as follows :

About a week before stock taking we have our clerks start in and do as much counting as possible, putting a slip in each article, on which we make note when anything is sold from it. On the day we commence taking stock, one of us takes account of the stock on sheets. As fast as the sheets are ready they are transferred to our buyer, who prices each one as he receives it. This, in turn, is transferred to the bookkeeper, who figures it. In the meantime the counting is going on.

The result is that when the counting is done the bookkeeper is ready to turn over the result. We find that with our varied assortment this plan works as well as any we ever tried. When everything is taken, each sheet being completed, we bind them all together.

A Kentucky concern use different books in which they enter the various lines of goods, thus dividing the stock in sections, and use their force for taking inventory as follows :

Before we begin taking stock we straighten up the goods on hand and get them into proper shape as much as possible, and then begin by dividing the stock into three or four different departments. We usually have one man who writes a good plain hand and writes rapidly, to write the items down. One man calls the items off with the amounts to the entry clerk, and another assists the man who calls. We take tinware and such goods as naturally go in with that class in one book, shelf hardware and kindred items in another, saddlery in another, and in a fourth all the miscellaneous items not included in the other three. We begin at one end of the house and go through it, with three or four gangs of men to do the work. We continue business while taking stock. All goods sold during stock taking time that had been invoiced the stock is credited with and the probable expense of doing business for this time is charged against these sales. We find, however, more trouble in pricing the invoice after it is taken than in the mere taking of it, as it requires the best men in the house to carry these items out, these being the men we can least afford to spare regularly, but on the whole we find stock taking in the manner described above to be fairly satisfactory.—Iron Age.

A CUSTOMS BOARD WANTED.

The Montreal Board of Trade has pledged itself by adoptlng the report of its committee to unite with other boards in urging the Federal Government to establish a Customs Board of Experts. The committee recommended that Parliament be petitioned ; that an effort be made to have the petition numerously signed amongst the business community of the city; that thereafter it be endorsed by the Montreal Council, and also that copies be sent to the various Boards of Trade in Canada with the request to obtain signatures, and that at a suitable time the several petitions be endorsed by the respective Boards of Trade and immediately presented to the Government.

This is a matter that HARDWARE MERCHANT has heartily endorsed before, and it sincerely trusts that the efforts of the united Boards of Trade of the Dominion will have the effect desired.

PEDLARS' LICENSES.

At a meeting of the Montreal Chamber of Commerce on Saturday a report was presented by the committee concerning the law on pedlars' licenses. It called attention to the many complaints from rural districts against pedlars. The document recommended that the attention of the municipal authorities be called to the fact that every pedlar has to pay a license of $20 for the first district and $10 for each additional district in which he does business. The committee also recommended certain amendments to the law, so as to facilitate the prosecution of pedlars who infringe the law. The report was adopted.

HE IS A PRACTICAL CHEMIST TOO.

The drug and chemical appraiser at Montreal has a high opinion of Controller of Customs Clarke Wallace, according to the clerks in the Custom House. He said to Mr. Wallace, when he was visiting this port, that he was at a great disadvantage, as there was no one at the Departmental headquarters at Ottawa who knew anything about drugs.

"Indeed," said Mr. Wallace, with a twinkle in his eye.

"Yes," continued the appraiser, "questions frequently arise that require a capable man at Ottawa to deal with them and there is no one there."

"I think I can deal with anything that may be referred to headquarters," remarked Mr. Wallace.

"You ?"

"Yes," said Mr. Wallace, "I am an older chemist than you. I have held a certificate permitting me to practise as a chemist and druggist, and I had no easy examination to pass to get it."

The appraiser is now worrying as to how he can "put himself right" with the Controller. Mr. Wallace, besides being a general storekeeper and miller, also carried on a drug business, and, if we mistake not, does so still at Woodbridge.

UNSATISFACTORY INDEED.

According to Assignee Clarkson's statement of the affairs of the Steel Sink, Range, Boiler and Stamping Co., of New Toronto, the liabilities total $12,320, and the assets only $937. The Traders' Bank hold sa mortgage for about $20,000 on the building and plant of the company. There are eleven shareholders, carrying 500 shares, valued at $50,000. Of this amount $37,336 has been paid up.

GROSS IGNORANCE.

ACCORDING to The Age of Steel, the gross ignorance or thoughtlessness disclosed by some men who presumably know something, at least, of their own occupation, often affords great amusement, not to say disgust, to those with whom they transact business. An incident in point occurred recently in the experience of an eastern manufacturer of wire-forming machines—machines which, one mechanically educated will readily see must be pretty expensive, since each of them is, in a sense, an invention.

The manager of this Yankee concern received a sample—hand-formed—of a wire form, with request for estimate of the cost of a machine that should form them sixty to the minute. After much figuring and drawing, an estimate of $1,150 was sent. Imagine their surprise when a prompt reply was received, inquiring if the $11.50 included a counter-shaft and belt.

On another occasion, an inventor, somewhere in Indiana, sent a wire form with request for an estimate of the cost of a machine guaranteed to turn out 50 per minute. Another course of drafting and figuring resulted in an estimate of about $1,000 for the desired machine. No response coming to this estimate, after some weeks, a letter was sent to the Indiana man to learn what disposition he had made of their estimate. A reply came that some other concern had offered to make the machine for $200. Some six weeks later, however, a letter was received from the Westerner saying the $200 man had made an ass of himself and the inventor, too—two of a kind—and instructing that the $1,000 machine be made in the shortest possible time.

The man first mentioned must have been related to a gentleman of the long-eared variety, living in Philadelphia, who offered to take a three-inch advertisement for a year, provided the publisher would give him a page advertisement once a month, free, saying he had been offered that by a Chicago publisher.

THE E. B. EDDY CO.

Held its annual general meeting at its head offices, in Hull, Canada, on Monday last, when the same Board of Directors as had conducted its affairs from the beginning was re-elected, viz.: Mr. E. B. Eddy, president; Mr. S. S. Cushman, vice-president; Mr. G. H. Millen, general mechanical superintendent; Mr. J. J. Gormully, Q.C., solicitor; Mr. W. H. Rowley, secretary-treasurer.

The president's report showed a satisfactory increase of business for the year 1894.

Each of the ten branches and agencies of the company in Canada were visited personally by Mr. Eddy during the year 1894, in fact, Mr. Eddy has called upon and shaken hands with nearly everyone of the vast number of his companies' largest customers all the way from Charlottetown, P. E. I., to Victoria, B. C., and so has come in closer touch with and been better able to feel the pulse and know the condition of business in each and every province and city in the Dominion, than probably has any other manufacturer in Canada. Mr. Eddy also visited all his customers in Northern New York, in Maine, Vermont and Massachusetts.

The accounts submitted by the secretary-treasurer showed that the profits for the year had been satisfactory.

The usual handsome dividend was declared. Substantial sums were carried to the rest account and to the betterment and improvement account.

JAMES A. SKINNER & CO.

James A. Skinner & Co., wholesale crockery, 52 Wellington street west, Toronto, have decided to go into liquidation, and O. S. Hillman has been appointed liquidator. Mr. Hillman yesterday declared that the big house was perfectly solvent, and that the estate would show a big surplus.

The liquidation seems to be partly the result of the death of Col. Skinner, the senior member of the firm, last December, his widow wishing to withdraw her money from the business. The only remaining member of the firm is Robt. Skinner.

James A. Skinner & Co. were rated at $100,000 when they moved to Toronto from Hamilton two years ago, and took their quarters in A. W. Cowan's huge brick warehouse on Wellington street.

It is proposed to altogether discontinue the Toronto business, and in all probability the same action will in time, though not immediately, be taken as regards the Vancouver, B. C., branch.

SMELTING WORKS.

On Saturday last Messrs. G. E. Hamilton, New York; G. Hamilton, Youngstown, Ohio, and G. Caulfield, Cleveland, members of the Dominion Steel and Blast Furnace Co., had a conference with the City Council of Kingston, Ont., with a view to the establishment of a blast furnace and rolling mill there. They want to erect their building contiguous to the mines, and convenient for smelting and shipping purposes.

The plant, it is estimated, will cost $600,000, and the municipality securing its location is expected to give it a site, exemption from taxation and free water (for a term of years), and guarantee the interest on the bonds of the company to the extent of $300,000, taking a first mortgage on the plant as security, or otherwise granting aid to the company, and being recouped by the Government bounty, which is figured at $100,000 a year.

In addition to any assistance given by the municipality, the company wants the assurance of protection from the Government in the way of a duty of at least $5 per ton. The company had been negotiating with the Belleville corporation, and will go to the place giving the biggest inducement.

FIRE TOWER FOR TORONTO.

The Toronto City Council has accepted the tender of the Fire Extinguisher Co. of Chicago for a water tower at $6,800. For this price the tower will be delivered free in Toronto. The makers guarantee that the tower shall give ample satisfaction before the city takes it over. The patentee offered the committee the choice of two towers. One of them can only be elevated 50 feet, but the other, that selected, is made to rise 65 feet, and with a small additional outlay can be elevated as high as any building in Toronto.

VANZANT & CO.'S FAILURE.

The creditors of Vanzant & Co., hardware merchants, Markham, Ont., met in Toronto on Tuesday. The insolvent firm offered to compromise at 30 cents on the dollar. The creditors refused to settle at this figure, and the meeting adjourned with a view of allowing Vanzant & Co. to make a better offer. The creditors think that the estate should pay 60 cents on the dollar at least.

CONSUMERS' CORDAGE CO.

At the annual meeting of the Consumers' Cordage Co., held at the company's offices, Montreal, the following new Board of Directors was elected: Messrs. J. F. Stairs, M.P., Halifax; W. Whitelock, New York; R. D. McGibbon, Q.C., H. Rutherford, and J. Crathern, Bank of Commerce. The annual report was presented, but its consideration was deferred until a special committee appointed to make a full and complete investigation into the company's affairs should make its report.

Works: St. Helens, England

PILKINGTON BROS.
LIMITED

MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal. Mercer Street, Toronto.

Samson Solid Steel Spades, Shovels, Scoops

Solid Cast Steel (not welded) Goods

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants 37 Front St. West, TORONTO

"**Graham**" Cut and Wire Nails are the Best.

ALASKAN GOLD.

IN view of the Alaskan boundary dispute between Canada and the United States, an article by Dr. Day, mineralogical expert of the American Geological Survey, recently published, is interesting. Dr. Day says: "On the Yukon River and its branches and feeders there is plenty of placer gold, and the further you go up the better it gets, but there is no way to reach that country except by crossing the mountains on foot from Sitka, or by going up the Yukon River in the spring when it is clear of ice. A little steamer commences running every year about April and makes regular trips for the benefit of tourists and miners until the water freezes up in the fall, but owing to the rapids it is able to go but a comparatively short distance, and then the miners have to get canoes, dugouts, and other boats and make the rest of the distance the best way they can. The current is swift, the journey is slow and attended with great danger. The miners carry supplies for the entire season, and if they happen to meet with an accident they are entirely dependent upon the generosity of others. They go up as early as they can in the spring and stay as late as they can in the fall, but they scarcely ever get more than six months' work out of the year. They make good wages as a rule, but there is a great deal of luck about it, and most of the work is done with no other facilities than a pick and a pan. Occasionally some proud and haughty capitalist brings in a cradle, and his name is celebrated for enterprise all through the camp. The winter is terribly cold and long and dreary, and unless a man is very well housed and has plenty of provisions he would not do well to remain in the camp after snow flies. Two or three years ago an Englishman wintered way up the Yukon, but he did not leave his cabin the entire season. When he came away he swore that the aurora borealis was not visible at the latitude of the Yukon River, but it turned out that he had never been out of his cabin, and the windows all looked the other way. If a company should organize to develop those regions for gold, as the Hudson Bay Company worked British America for furs, it would make a great deal more money."

FLUXING CAST IRON.

The new method of fluxing cast iron, which goes under the name of the Sentinelli process, though not entirely a novelty, is being introduced to the foundry trade in England. The compound consists of an alloy of sodium and iron formed by bringing iron and common salt into contract at a high temperature. The ferro-sodium so produced contains about 85 per cent. of the iron, holding metal sodium in solution, if the term may be used. This latter has a powerful affinity for sulphur and phosphorus, and, combining with these, carries them out into the slag. The flux may be added either to the cupola or be placed at the bottom of the casting ladle. The former plan is said to be preferable. When used in either of these ways the metal in the ladle shows the characteristic yellow flame on its surface, and its temperature appears to be increased. Indeed, when placed at the bottom of the ladle, the reaction takes place with considerable violence. It is claimed that by the use of this alloy, the amount of sulphur can be reduced to about 1-10 of its original value, and the phosphorus is also reduced, the cost of purification being ½d. per cwt.

Alabastine

ALL SHADES IN STOCK.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West TORONTO

TIN PLATE IN THE STATES.

THE tin plate industry in this country is not yet five years old, and yet there has been such a rush to it that the trade organs are discussing the chances of an over-production during the current year. The capacity of existing mills is approaching the entire demand for home consumption, and yet the construction of new mills is going on unchecked by the bad state of business and the imminent danger of producing more tin plates than can be sold in the United States. The business is of itself large enough to make the danger of congestion worth looking at; but aside from this it is typical, even though it be an extreme instance, of the way manufacturing plants have been expanded in this country till a good percentage of our mills and factories have got to lie idle or find markets outside of the United States. No discussion of the fall of prices, no discussion of the depressed state of business, is complete that ignores this very rapid conversion of circulating into fixed capital and this constant tendency to turn out goods in advance of the demand.

The Metal Worker publishes a letter from a contributor who gives statistics of the tin plate trade, which may be condensed as follows : Capacity of mills existing or in process of construction, 5,000,000 to 6,000,000 boxes a year ; gross consumption, 6,000,000 boxes a year ; imported plates that will be used by the Standard Oil Company and the packers of goods for export, because they can get them duty free, by means of the rebates, 2,000,000 boxes. This reduces the demand for plates made in this country to 4,000,000 boxes. The Metal Worker itself is disposed to modify these figures a good deal. It figures the consumption at nearer 7,000,000 boxes than 6,000,000 boxes, taking into account a term of years. It believes the consumption of foreign plates by the exporters of oil and provisions does not exceed 1,500,000 boxes, which leaves a demand for over 5,000,000 boxes of plates made in this country. The capacity of the existing works, which, perhaps, includes mills in process of construction, does not exceed 5,000,000 boxes, in its opinion. But The Metal Worker regards an overproduction of roofing plates as highly probable in the very near future.

Mr. John Jarrett, secretary of the Tin Plate Manufacturers' Association, has published some statistics of the black plate mills in the country, which go far toward sustaining the view of the correspondent of The Metal Worker. If we understand his tables, they do not include those tin plate mills which dip foreign black plates, but relate exclusively to the production of the black plates in this country. He gives the capacity of 166 black plate mills completed, or in process of completion, at 4,980,000 boxes ; the capacity of 58 black plate mills contemplated or prospective at 1,740,000 boxes, making a total of 6,720,000 boxes. The consumption he puts at 6,000,000 boxes a year, one-fourth of which will continue to be imported by exporters of oil and provisions who can get them practically free of duty. This reduces the demand for plates of home manufacture to only 4,500,000 boxes a year. If the price here were reduced to the English price plus freight the American manufacturers could get the business of the Standard Oil Company and the provision exporters, but even then the demand would be three-quarters of a million boxes below the capacity of the black plate mills which Mr. Jarrett says are in operation, in process of construction, or projected.

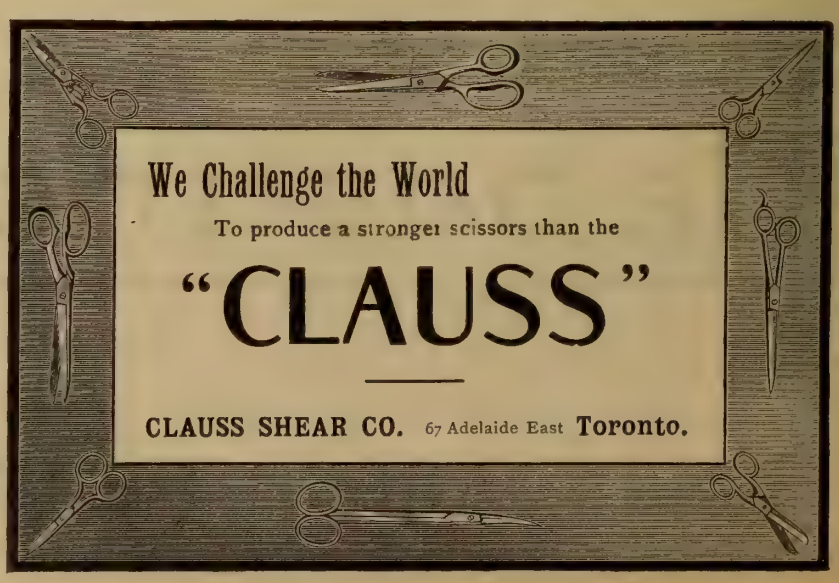
Though the industry was created by the increased duty provided in the McKinley tariff, the change of tariff last year seems to have had no effect in checking the construction of tin plate mills or in their operation, and it has had much less effect upon wages than the manufacturers predicted, all the mills but three having compromised with their men on rates of wages lower than formerly prevailed, but higher than those offered when the new tariff bill was enacted. —N. Y. Journal of Commerce.

HEMATITE IRON DEPOSITS.

Canadian capital and Canadian energy are now being applied to the development of Newfoundland. The latest example of this, according to advices received, is to be given on Belle Isle, in Conception Bay. A valuable deposit of hematite iron ore has been located there. The ore is practically on the surface, and is obtainable to a depth of five feet. No such large quantity has been found anywhere else on this continent so convenient for transit. At present Spain gives the world the greater part of its supply. An arrangement has been made with the New Glasgow Iron and Coal Company for the working of the property during the coming summer. Thus a Canadian concern will be instrumental in affording employment to many Newfoundlanders.

THE FACE OF A WATCH.

We believe it was George Augustus Sala who once said he would think himself safe in betting a £5 note that not more than one person out of a score could tell correc ly, off-hand, in what way the hour four is represented on a watch or clock dial, says The Ladies' Treasury. Most people, without looking, would say IV instead of IIII. And why should it not be IV ? Well, here is the story : The first clock which kept anything like accurate time was constructed by a certain Henry Vick, in 1370. It was made to the order of Charles V. of France, who was called "The Wise." Wise he certainly was in some respects, but he did not know everything, though he liked to pretend that he did. When Vick brought him his clock he looked closely at its movements for some time. "Yes, it works very well," he said at length, "but you have got the figures on the dial wrong." "Surely not, your majesty," said Vick. "Yes, that four should be four ones." "You are wrong, your majesty." "I am never wrong," thundered the king. "Take it away and correct the mistake." Vick did as commanded, and so to this day we have IIII when we should really have IV. It is not generally known that watches may be used as compasses, yet such is the case. Point the hour hand to the sun, and the south is exactly half way between the hour and the figure XII on the watch. For instance, supposing that it is 4 o'clock. Point the hand indicating four to the sun, and II on the watch is exactly south. Suppose that it is 8 o'clock, point the hand indicating 8 to the sun, and the figure X on the watch is due south.



FOR STRUCTURAL STEEL.

IN connection with the "general specifications for structural steel" sent out by the American Engineering and Inspection Association of Albany, N.Y., several pages of explanatory and descriptive notes are given. In these the following observations are made: The chief defect of almost all modern specifications for structural steel lies in the fact that properties only are specified and not quality. By the properties of steel we mean those physical or chemical characteristics which can be definitely determined by the testing machine, the blacksmith's hammer, or by chemical analysis. By quality we mean that condition of internal structure which is indicated by the presence or absence of blow-holes, sponginess, etc., and by the degree of homogeneity of the metal. The properties of steel are absolute; its quality, comparative. By its properties we are able to determine the strength of the pieces upon which we make experiments and their suitability for the use to which we intend to put the metal. By its quality we can judge whether all the rest of the steel upon which experiments have not been, and cannot be, made is likely to prove equally as strong and suitable as the selected samples, and to endure for any length of time the work which we intend to impose upon it. The chemical composition of steel is an important function of both its properties and its quality. Without a sound constitution to start with no steel can be reliable. Skilful manipulation may conceal, to some extent, symptoms of a bad constitution, but cannot effect a cure.

The method of manufacture and the process used in furnace work, have an important bearing upon the quality of steel and comparatively little effect upon its properties. Rolling mill manipulation may effect quality, as by unskilful heat treatment a constitution originally good may be weakened or destroyed, but the process of rolling in itself does not effect the quality of the steel, though it has a very decided effect upon its properties. A piece of steel may show excellent ultimate strength, elastic limit, reduction and elongation, and still be of a very poor quality, and conversely, quality of a high order may exist with properties which would render steel entirely unfit for the use for which it is desired. It is only by securing the requisite standard of both properties and quality that we can feel assured of the safety and endurance of any steel structure. To the neglect of one or other of these considerations (but almost always of the quality) may be attributed a good many failures of steel structures which seemed most mysterious; and failure to recognize or understand the importance of both considerations has caused in the past and still continues to cause many users of metal to look with distrust on any steel for structural purposes.

Most specifications for structural steel prescribe physical tests alone; it being erroneously assumed that metal which in test pieces shows good physical results must be reliable and lasting. A very few specifications recognize the importance of quality, but these specifications are confined to steel of definite and special kinds. It is believed that the following specifications are the first wherein quality, as distinct from and independent of properties, is recognized and provided for in all kinds of steel adapted to all structural purposes.

The physical requirements in these specifications are purposely made more moderate than in many others. The possibilities of steel making are well known and it is useless to make specifications outside of them. Very high specified limits for physical tests do not always bring any better steel, but only make it necessary to carefully select the places from which the test pieces are cut in order to get the desired results. Sometimes, especially if these limits are not well "balanced" among themselves, they are a temptation to the manufacturer to put special treatment on the test pieces. They lead the purchaser, too, to a false sense of security in his structure, giving him the idea that the whole of the metal is of the character which the steel maker sometimes knows is only possessed by selected or possibly specially treated test pieces. It is believed to be better to specify such physical limits as the poorest part of a piece of steel should show, and which can be obtained without undue expense or extraordinary manipulation by any skilful maker. And this, of course, carries the inference that the purchaser or his inspector possesses sufficient knowledge of steel making to select his samples for testing from the places which will give the poorest results. The strength of a structure, like that of a chain, is the strength of its weakest link; and there would seem to be little use in making experiments on the strongest links while we do not know what the weakest one will bear. Some specifications are in use wherein the limits are so fixed that it is absolutely necessary to carefully select the best places in order to get results fulfilling the requirements, because steel cannot be made whose worst parts will satisfy the conditions.

There are natural phenomena incident to the manufacture of steel which tend to make certain portions of the ingot (and the steel rolled therefrom) poorer than the rest. The most important of these is segregation —which means the tendency of certain chemical constituents to separate from the others and gather by themselves during the process of cooling from a molten condition, so that in a solid ingot the chemical elements are by no means uniformly distributed. Unfortunately the segregating tendency is highly developed in the case of phosphorus, which is at the same time the most intense element in its influence toward making the steel brittle, or "cold short." Consequently, while an analysis of a sample from the molten metal at the time of casting will give the average amount of the different constituents of the steel, it is quite certain that some parts of the ingot will contain more, and some parts less of certain constituents than the average, with a corresponding variation in the quality and properties of the finished steel. At the most highly segregated points the phosphorus element may exist in double the amount found in the least segregated portions. It is useless to specify against this natural phenomenon and unwise to ignore it. It is better to recognize it and provide for it, as is done in these specifications, setting such limits as will not be impracticable or too onerous for the manufacturer on the one hand, or will allow segregation to become dangerously excessive on the other. By having an inspector of sufficient skill to select the most highly segregated spots for an analysis, the purchaser can be absolutely sure of knowing the worst possible conditions existing in his steel on account of segregation.

PERSONAL MENTION.

A. A. McMichael, Montreal, vice-president of the James Robertson Co., Ltd., was in Toronto last week. He expressed much sympathy with the decided increase in business in all departments, compared with last year at this time.

W. D. Birchall, Toronto Silver Plate Co., has just completed the best Easter business he ever had in Montreal. Retailers, he says, talk of dull trade, but they are liberal buyers at the same time.

A. S. Harkness, of Brigden, was in Toronto this week attending the convention of the Home Circle.

H. A. White, Springford; F. S. Green, Waterford, and Mr. Sylvester, of Sylvester & Doherty, Stouffville, were in Toronto this week.

Hardware Jobbers
OUR PRICES ARE RIGHT.
Theile & Quack
Manufacturers and Exporters of
Elberfeld, Germany.
HARDWARE, CUTLERY, RAZORS AND ENAMELLED IRONWARE.
LAMPLOUGH & McNAUGHTON
Temple Building, Montreal.

BICYCLES AND HARDWARE.

THE following views from retail hardwaremen regarding the advisability of handling bicycles in connection with hardware touch upon a subject which is pressing itself more forcibly upon the attention of retail hardware dealers each year. A correspondent from Chicago introduces the subject by asking the question : Is the selling of bicycles in the retail hardware store feasible? and, after answering it in the affirmative, remarks as follows:

"We know this to be a fact because the experiment has been carried to a successful consummation, proving no less successful in the west than in the east, nor more productive of good results in the north than in the sunny south. A few years since a prominent San Francisco wholesale iron and steel merchant was induced to import a few wheels for his personal friends, without any idea of making a profit on the deal or of embarking in the bicycle business. That little experience revealed to him the future possibilities of the bicycle and he forthwith made application for and was granted agencies for several prominent makes of machines. So successful was the venture that a few years later witnessed the swallowing up of the wholesale iron, steel and hardware business by its bicycle department, and the local agency was given state representation, with one well-known line as a leader. In Pittsburgh, Pa., a prominent and highly successful retail hardware merchant has come to be looked upon as one of the leading bicycle dealers in the country. Like examples might be cited in Georgia, Texas, Minnesota, Wisconsin, Missouri, Illinois, and in fact almost every State in the Union."

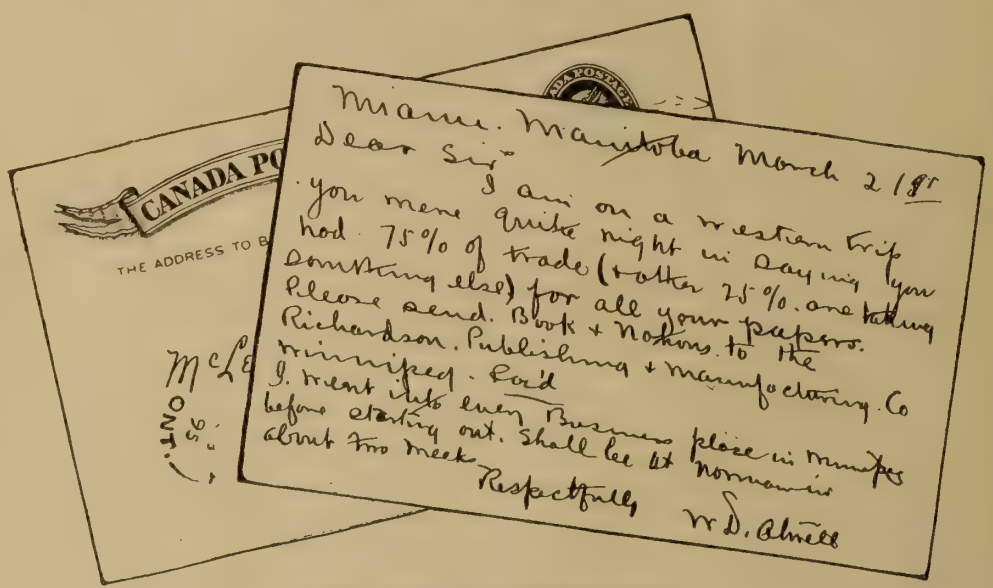
A New York State retail dealer presents some excellent reasons why bicycles and bicycle sundries should become a part of a hardware stock, among which are the following :

"Bicycles have come to stay. They have become as much of an everyday commodity as the wheelbarrow, or any other small vehicle in common use. They should become a part of the complete retail hardware stock, especially so in the smaller towns, where there are no stores making bicycles and sundries their exclusive business, and as they are decidedly hardware, being composed almost wholly of steel, they naturally come under this head. Bicycles and sundries afford a good profit, are very little trouble as to storage, preparation for sale, and take up very little room on the floor. They are nice, clean goods to handle, and, taken altogether, are very desirable, attractive goods for the retail hardware merchant to handle. These goods should by all means be supplied to the riders by an established local business house, and that a retail hardware store."

The following experience of an Ohio firm with the introduction of bicycles into their hardware store could, no doubt, be duplicated by many other merchants in various parts of the country. This recital will prove equally interesting to those who have already made a success of this branch of their business as to those who are contemplating the taking up of bicycles during the coming season. The firm write as follows :

"When bicycles were first brought to our notice by a traveling man, who urged us to add them to our stock of hardware and stoves, we told him it would be utterly impossible to handle them as we knew nothing about them, and further, we had so much to do we could not give a new line of goods our attention ; and, above all, we knew of no one in our town whom we thought would buy."

He left us saying : "It will be only a matter of time when you will put them in and think as much of being out of bicycles as out of nails." This we have found to be true. He came again, and after examining his line as best we could, obtaining his prices, terms, etc., we gave him a sample order for three wheels : One high grade, one medium and one combination. These were shipped at once, and everyone was anxious to see them ; everyone, old and young, in our town talked and wanted a bicycle. The result was an excellent trade and without much extra labor.—Iron Age.



DON'T TAKE OUR WORD FOR IT.

See for yourself. Here is another proof of our claim that **75 per cent.** of the trade in any city, town or village in any province of the Dominion are constant readers of THE CANADIAN GROCER. Mr. Atwell is one of our canvassers.

CONDITION OF THE IRON TRADE.

The Iron Trade Review of March 14 says : "Putting together the reports from various pig iron selling centres, there has been an encouraging activity in that metal in the past ten days. Bessemer pig has seen a lull, but in foundry and mill grades there has been an increasing sale. Southern furnaces have had a good share of the going business but without any improvement in prices. There is a better feeling as the result of the railroad purchases, the car owners having given business a variety of industries that are not directly affected by rail purchases. Western lines have contributed more of late to the volume of railroad buying, particularly in cars, but it is well understood that some carriers in that section—particularly the corn roads—must have a good crop to haul before they can be of great help to the iron market. Reports from the foundries are somewhat conflicting. In the Chicago district there is some improvement among foundries in the amount of business. The Pittsburg market has shown practically no change in the week, either as to volume or prices. A contagious business has been noticed in the coke region, since the strike of Pittsburg district miners, but there is no development yet that would fix the price after April 1. The advance in freights on bituminous coal in Ohio means higher fuel costs to all consumers of coal from these districts, and the indications are that the extremely low fuel basis in all industries is about at an end."

The new pumping machinery of the Winnipeg (Man.) Waterworks Company has been subjected to severe tests, and has proven satisfactory in every way. Mr. A. J. L. Loretz, the builder, has pronounced the machinery as effective as any in any city in the Eastern States.



BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight

No raw edge to make splinters of wagon floors

Clean and strong, Order early,

We can make immediate shipments . . . . .



IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. — MONTREAL

NEW PROCESS PICKLING METALS.

IT has been demonstrated recently, says an exchange, that electricity can be employed, and successfully, for the cleaning of metals. For some years previous this had been attempted by chemists and electricians, but the difficulties in the resistance in the solutions to the current, and the unevenness of action on the substances to be pickled, rendered their efforts abortive. A Scotch chemist, Dr. A. S. Ramage, of Edinburgh, who has devoted years to this subject, has succeeded in demonstrating on a large scale in one of the large wire mills of this country, that he has overcome all the technical difficulties and reduced the process to practical results.

The process consists of making the articles to be pickled the anode or positive pole during the electrolysis of a solution of a salt of iron. In case of pickling rods for wire drawing, the rods were immersed in a solution (contained in a vat made of wood and having around its sides in the solution a thin cylindrical sheet of iron) and attached by the hooks holding the rods to the positive pole of a plating dynamo, capable of giving in the case of white pickling, a current with a pressure of 1½ to 2 volts, and in the case of black pickling a pressure of 4½ to 5 volts between anode and cathode, while the thin circular sheet of iron was attached to the negative pole. The current passing through the solution liberates the acid of the salt on the anode, or article to be pickled, and the iron on the negative, so that the acid liberated on the rods which immediately combined, with the surface scale and iron, forming the original salt again, which dissolved in the solution while the amount of iron dissolved off the rods was deposited on the negative cylindrical plate.

A small dynamo of eight horse power did a ton of rods per hour consecutively, cleaning them so thoroughly that they drew down from 5 to 15 grade perfectly. The wire was then galvanized, which operation was entirely successful. In black pickling the current used is of greater voltage than in white, because the scale covering the rods or plates being a poor conductor, causes a greater resistance to the current. As the scale dissolves, the current passes through with diminished voltage.

The process has also been tried with plates for tinning, and arrangements are now being made to place it in some of the largest tin plate works in the country. The plates were pickled half a ton at a time, and perfectly done, and then tinned.

Those who have had experience with the steam and acid fumes always present in the old process, can appreciate the relief to the men afforded by this method, while its saving of nearly all the acid used at present is of great practical account. The saving in acid in one mill alone in the East will be $1,800 a week. From a sanitary point of view it is a step in the right direction, as it does away with the death dealing fumes and also with all the waste liquors. There is nothing to run down the drains to pollute rivers and lakes. This process has been introduced in a wire mill near Chicago.

PARTS OF BICYCLES.

Country bicycle dealers are fast becoming assured of the advisability of buying bicycles in parts as well as made up, and putting them together on their own premises. Being cognizant of this fact, Rice, Lewis & Son (Ltd.), Toronto, have increased the dimensions and facilities of their department in these lines. They have just issued a handsomely gotten up catalogue of these goods for circulation among the trade. They keep in stock every part of a bicycle made.

In this catalogue they draw special attention to their cycle enamel, manufactured by the Detroit White Lead Works. It is used in re-enameling bicycles, tricycles, etc.

"ABOUT VARNISH."

Walter H. Cottingham & Co., dealers in fine paints and varnishes, have issued a daintily gotten up little booklet entitled "About Varnish." In form it is a small edition of that quaint Chicago publication known as "The Chap Book." Its contents consist of descriptions of the company's wares, with price lists attached. Walter H. Cottingham & Co. handle Mander Bros.' celebrated varnishes. Their place of business is at 1088 Notre Dame street, and 30 to 32 St. Helen street, Montreal, Que.

GLASS COMBINE.

A Pittsburg, Pa., despatch dated March 20 says: The combination of the window glass interests of this country is now an assured fact. At a meeting of manufacturers in this city yesterday the National Association of Window Glass Manufacturers was formed, which is designed to regulate the production, the price of production, and the wages of the workmen. The capital represented in the association is estimated at $25,000,000, and the aggregate yearly output at from 6,000,000 to 7,000,000 boxes. At the meeting there were 1,400 pots represented, embracing nearly every factory in the United States.

STEEL AND IRON AMALGAMATION

The recent amalgamation of the Nova Scotia Steel and Forge Co. and the New Glasgow Coal, Iron and Railway Co. into the Nova Scotia Steel Co., has led to a change in the agencies. Graham Fraser, the general manager, who was in Montreal this week, told HARDWARE AND METAL MERCHANT that Frank P. Jones, son of Chillian Jones, of Gananoque, Ont., would handle their pig iron and their steel and steel products in Ontario west of Brockville, while W. A. Maclennan, with an office in the Board of Trade, Montreal, will cover Ontario east of Brockville and the province of Quebec.

The amalgamation will enable them to figure still closer prices on both iron and steel, and thus meet any outside competition.

At Suckling's auction rooms on Wednesday the general stock of R. J. Davidson, of Newmarket, amounting to $9,000, was sold to Smith & McFarlane, of Shakespeare, for 59 cents on the dollar.

MARKETS AND MARKET NOTES

MONTREAL MARKETS

MONTREAL, March 22, 1895.

HARDWARE.

TRADE in shelf and general hardware is assuming more extensive proportions every week, but despite this fact there is still room for expansion in its volume to bring it up to the level of former years. Cutlery is attracting a fair degree of attention, and the same can be said of seasonable lines of tools for harvest requirements. Cut nails, in consequence of the shading in prices, show more activity, and a fair demand is experienced for wire nails and wire. Clothes wringers, churns, steel traps, etc., are quite active in a jobbing way. With the exception of the easiness in cut nails, values all round are fairly well maintained.

WIRE—Orders for spring shipment are better this week, but the demand is not of a very extensive volume yet.

ROPE—There is a quiet, steady trade in rope, which we quote unchanged on the basis of 6¼ to 6½c. for sisal, and Manilla 9 to 9½c.

CUT NAILS—The cutting in these by jobbers still continues, and orders are being booked freely at $2.

WIRE NAILS—A good steady trade is doing in wire nails at unchanged prices.

HORSE NAILS—There is a fair demand for these in a jobbing way at steady prices.

TACKS—A fairly active trade is doing in tacks, and prices are steady on the new basis, as noted last week.

HORSESHOES—A moderate demand is experienced in these. We quote: $3.50 for iron shoes; steel shoes —XL., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; Perkins' steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TOOLS—A good jobbing demand is picking up for harvest and gardening tools for future delivery after the spring freights are in vogue.

TINWARE—Demand for tinware continues brisk, and prices are steady.

CHURNS—A good movement in these is still to note.

CLOTHES WRINGERS—Good orders are being booked this week, the demand continuing fair.

PLUMBING SUPPLIES—In this line quietness is still the rule, though some orders on future account have been received this week.

WARE—The fair demand experienced for white enamelled ware last week continues.

CUTLERY—Cutlery of all kinds continues brisk, and orders keep coming in freely.

TRAPS—Quite a large number of steel traps are going out this week to the Northwest, from which section orders are better.

CHAIN—Rules quiet, if anything, this week, with little to report.

CEMENT—There is a moderate demand for cement at steady prices, and some enquiry is experienced also for forward importations. We quote: $2.05 to $2.15 for English and $1.90 to $2 for Belgium.

FIREBRICKS—Demand is quiet and prices steady at $15 to $22 per 1,000.

METALS.

No improvement is to note in the heavy iron and metal market, which continues as dull as ever. Few or no changes in value are to note, but the tone on many leading lines continues easy, and it is quite possible that sellers would concede on our figures if the order was large enough.

PIG IRON—The only sales in this line have been confined to a few small lots of Nova Scotia and Scotch pig to supply actual wants. We quote: Summerlee, $20 to $21; Eglinton, $19.50; Carnbroe, $19; Ferrona and Siemens, $16.50 to $16.75.

BAR IRON—The demand for bar iron is dull, and little business is doing. The base price is $1.60, but this would be shaded for a round lot.

TIN PLATES—An easy tone characterizes this line, though no quotable change is to note. Transactions are very limited in extent at $2 to $2.75 for cokes, $2.85 charcoal finish, and $3.25 to $3.75 for charcoal.

TERNE PLATES—A slow trade at unchanged prices is the report. We quote $5.75 to $6.

CANADA PLATES—There is no quotable change in these, but they continue easy at $1.95 to $2.05, as to grade.

SHEET IRON—Business quiet and prices the same at $2.15 to $2.30 for No. 28 gauge.

IRON PIPE, ETC—Both iron and lead pipe continue quiet and unchanged.

INGOT TIN—No further change is to note in this, but the decline we noted has not induced any activity. We quote 15½ to 16c.

LEAD—Remains quiet and unchanged at $2.90 to $3.

SPELTER—Dull and featureless at $4 to $4.25. This is practically the level it occupied last spring.

ZINC SHEETS—No change to note and we quote $4.50 to $4.75.

ANTIMONY—Featureless at 9½ to 10c.

HOOPS AND BANDS—Some small lots of these have been moved, but the demand was not maintained. We quote $1.80 to $1.85 for domestic and $2 to $2.15 for imported.

GALVANIZED IRON—Business is quiet and prices unchanged, though the tone rules

ENAMELLED WARE

MADE IN CANADA.

We are pleased to advise that this new venture has been most successful, and we are turning out a ware—for the present a grey mottled and a white—equal to any ever placed on this market, whether English, German or American.

Inspection and Comparison Invited.
Our Travelers are Carrying Samples.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

MONTREAL MARKETS.—Continued.

easy. We quote: No. 28 Queen's Head, 4¼ to 4½c.; Morewood, 5¼ to 5½c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6½c., with the usual extras.

PAINTS AND OILS.

Business in this branch continues quiet on the whole, and there are no important changes in values this week, except in turpentine, which is again higher.

LEADS—Dealers state that orders are coming in fairly well for spring delivery, but more expansion is looked for as soon as the reduced railway freights take effect. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

COD OIL—There has been a good demand for cod oil, and some fair sized lots have changed hands at 37½ to 42½c.

SEAL OIL—Round lots of seal oil have been placed at 40 to 45c., but holders are not urging sales.

LINSEED OIL—Advices from abroad on this oil are strong, and the general impression is that prices will go higher here in the near future. At present we repeat last week's figures of 56 to 57c. for raw, and 59 to 60c. for boiled.

CASTOR OIL—This rules quiet and unchanged at 5½ to 6½c. as to quality.

TURPENTINE—There has been no change in the strong feeling in turpentine, and a further advance of 1 to 2c. per gallon is to be noted, and prices point still higher. We quote 55c. firm.

RESINS—There is no change in these and the sale is steady. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 4½ to 6c., and cotton do., 9 to 11c.

GLASS.

The easy feeling is still to note in this market, but there is no quotable change to report, and we quote: $1.15 to $1.20 for first break, and $1.25 to $1.30 for second.

CHEMICALS AND DYESTUFFS.

The chemical market is quiet and unchanged. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.

PETROLEUM.

There is no change to note in the petroleum market, prices being firm. The demand is good both for Canadian and American. We quote: Canadian refined at 12¾c. in shed in Montreal for round lots, and 13½ to 14c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 16c. in car lots and 17c. for smaller quantities.

HIDES.

The hide market is without special change. Receipts are small and prices steady. We quote: No. 1, 5c.; No. 2, 4c., and No. 3, 3c.; heavy No. 1 steers, 5½c., and No. 2, 4½c. A few spring lambskins continue to come in, for which dealers are paying 10c. each. The receipts of calfskins are increasing, and dealers have been kept fairly busy in this line. Prices rule steady at 5c.

TALLOW.

Demand for tallow is slow, and the market is dull at 5 to 5½c. per lb., as to quality.

WOOL.

Quietness has ruled the wool market during the week, except that there has been American enquiry for Canadian fleece, which has, however, not resulted in any important transactions, as there is little of it available. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 10 to 11c.

ASHES.

The ashes market is rather easier in tone here under freer receipts and we quote first

For This Month

We are offering exceptional value in

Spades and Shovels

Draining Spades
English and Canadian.

Drain Cleaners
Iwan's and others.

Post Hole Augers
Iwan's and Vaughan's.

Write for Prices.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:
SAMUEL, SONS & BENJAMIN
164 Fenchurch St., London, E.C.

26-30 Front Street West
.... Toronto

THE EMPIRE PATENT

STEEL SHINGLES

Thoroughly Tested Since 1882.

The best constructed, tightest, handsomest and most reliable small shingle on the market—our galvanized shingles, the perfection of roof covering. Our 1895 Illustrated Catalogue will be issued shortly.

THE METALLIC ROOFING CO. OF CANADA
(LIMITED)

80 to 90 Yonge St. - Toronto, Ont.



MONTREAL MARKETS—Continued

pots $4.00 to $4.05, seconds $3.70 to $3.75 and pearls $6.00 to $6.10.

MONTREAL TRADE NOTES.

Painchaud, Squire & Co. have received a large consignment of china steelware this week.

Another sharp advance in turpentine transpired on Wednesday, when sales were made at 55c.

English makers are asking an advance of 2d. per barrel on cement more than they did last year.

Linseed oil is expected to go still higher in the near future, as advices from abroad are very firm.

W. H. Cottingham & Co. have got out a handsome little catalogue, descriptive of Mander's varnishes. Their friends are requested to write and ask for one. The varnishes manufactured by Mander Bros. are well known the world over.

TORONTO MARKETS.

TORONTO, March 22, 1895.

HARDWARE.

TRADE continues to improve, there now being quite a nice movement. A number of carload lots have been shipped during the week, and more are awaiting the lower April freights. The shipping rooms are the scene of much activity, and piles of tinware and other spring specialties are much in evidence there. A good deal of wire is going out, but rope remains much as before. More activity is in evidence in cut and wire nails, especially in the latter. An increasing demand is also to be noted in horsenails, and business in coil chain is more promising. Clothes wringers are still in fair demand, and some large shipments have been made in churns. Favorable are the reports regarding country trade in plumbing supplies. Garden tools are going out briskly, and much the same may be said regarding harvest tools. In milk can trimmings trade is a little quieter than it was a week ago. A good deal of activity is exhibited in poultry netting, and green wire cloth is selling briskly. Payments are improving a little, but they are not yet satisfactory.

WIRE—A great many shipments have been made during the week both in barb and ordinary fence wire, the larger portion being in the latter description. A good many orders are on the books for shipment next week. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—No further change has taken place in price, nor has there been much improvement in the way of booking orders. Shipments from stock are slim. We quote: Sisal, 7-16 in. and larger, 6c.; ¼, 5-16, ⅜ in., 6½c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.

CUT NAILS—A number of carloads have gone out during the week, and a better business has been done in small orders than for some time. A number of carload lots are expected to move next month. We quote base price at $2.10, Montreal, Toronto, Hamilton, and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—A good business has been done during the past week, a large number of shipments having been made, principally in 10-keg lots and over. As in cut nails, there is still a number of orders on the books for shipment next week. Discounts are 75, 10 and 5, except in 1 lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Demand is increasing, although shipments are still small. Discounts 60 per cent. off list for "P.B.," "M.," and "C."

TACKS — Trade in carpet tacks remains steady with prices as before. Discounts: B. B. B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—Trade in coil chain is a little better than it was a week ago, with the demand principally for the heavier sizes.

CLOTHES WRINGERS—The improvement noted last week continues, and prices are being well maintained at $27.5c, regular terms.

CHURNS—A large number of shipments have been made during the week. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

TINWARE--Business in tinware and spring specialties continues good.

PLUMBERS' SUPPLIES — Country trade shows some improvement, but in the city the conditions are much as before.

CUTLERY—Trade is gradually improving, and demand is now fair for the season. A good trade is anticipated, stocks in the country being generally light.

GARDEN TOOLS—Orders are being booked quite freely, spades, shovels and draining tools being especially in demand.

HARVEST TOOLS—A number of shipments are being made. Stocks in the hands of jobbers are still low.

MILK CAN TRIMMINGS, ETC.—Trade is rather quieter than it was, although quite a few orders are still being received; also for ready-made cans. Other spring specialties,

MARKETS—Continued

such as creamery gates, sap spiles, sap buckets, etc., are still in good demand.

POULTRY NETTING—A number of shipments have been made, and orders are being booked freely.

GREEN WIRE CLOTH—There is a good seasonable activity at $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

CEMENT, ETC.—Trade remains much the same as a week ago. Prices are unchanged. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

A better feeling is developing in the metal market, although no one seems to have much confidence yet. A favorable feature in the situation outside is the continued active demand for silver at advancing prices, which, if it continues, is likely to have a beneficial effect, especially on the principal staples.

PIG IRON—We hear of no transactions outside American iron.

BAR IRON—Orders are now being received quite freely, and large quantities are being shipped from stock on the basis of $1.65.

SHEET STEEL—Trade has been a little better, principally so in the No. 1 quality "Dead Flat," which is being quoted at 3½ to 4¼c., according to gauge. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Orders are not as large as they have been, but they are just about as numerous, principally in the larger sizes. There is a scarcity of tinned sheets in the standard sizes for milk can purposes. Stocks are, however, arriving. We quote: 24-gauge, 5¾ to 6c. in case lots; 26 gauge, 6¼ to 6½c.; small quantities, ¼c. advance on these figures.

LEAD PIPE—A few ton lots have changed hands, and trade continues to improve. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Shipments from stock are not quite so heavy as last week, but import orders are still keeping up their former proportions. Some good lots are also being delivered that were booked some time ago. We still quote: Queen's Head and Gordon Crown brands at $4.25 for 28 gauge.

INGOT TIN—Trade has been more active than for some time. Prices are being adhered to fairly well except in large lots. We quote Lamb and Flag in ordinary way at 16½ to 17c.

INGOT COPPER—We hear of one or two carloads moving on Western account, and while the volume of business is probably not as large as it was, small lots are in some instances commanding better figures than a week ago. Both the London and New York markets are steadier. We quote 10 to 10½c.

IRON PIPE—Trade is not quite as good as it has been, quantities moving having fallen off considerably. Domestic, sizes 2 inches and smaller, is quoted at net figures equalling 70 and 5 to 70 and 10 per cent. off list. The American list reads: 2½ inch. 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

SHEET COPPER — Trade has fallen off perceptibly in ordinary sheathing. Braziers' sheets are still going out nicely. We quote: Sheathing, 13 to 18c., and braziers' sheets at 13 to 16c., according to gauge.

SHEET BRASS—Trade continues much as before at 20 to 30c. per lb.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots, and 5c. for small lots.

HOT WATER BOILERS — Trade continues fairly active. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9.50.

BOILER TUBES—Not much doing. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—There has been quite a demand for the better quality of tinned plate. Stocks are rather low in some of the odd sizes. A fair business is also being done in charcoal and coke. Prices are virtually same as quoted last week. We quote: Coke, 14 to 20 gauge at $3; for larger sizes, 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Quiet and unchanged, at $6.25 to $6.50.

HOOPS AND BANDS—Trade is still fairly satisfactory in this line at prices ranging from $2.10 for quantity to $2.25 for small lots.

ZINC SPELTER—There is a good deal moving. We quote: Domestic at 3¾ to 4c., and imported at 4 to 4½c.

CANADA PLATES—Continue quiet and featureless. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Business continues good. We quote: 500-lb. lots at 11½c., and small lots at 12½c.

ANTIMONY—Trade is a little better. Prices unchanged at 10 to 10½c.

GLASS.

In window glass an improvement in trade from stock has developed, and a few orders are still being booked for import. A small trade is booked for from stock on account of the heavy import orders that have been booked this spring. We quote from stock $1.10 to $1.15. There is a good deal of plate glass going out, but discounts are again being slaughtered.

OLD MATERIAL.

Trade is better than a few weeks ago, but prices are unaltered. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

SEEDS.

There is more activity just now in seeds than for some time past. Alsike is quoted thus by jobbers: Prime to choice, $4 80 to $5; really fancy, $5 to $6.25; and lower grades $4.

Pedlar's Patent Corrugated Expanding Conductor Pipe



Made in 8 or 10 foot lengths, without a cross seam.

Cheap as a Common Round Pipe.

Will not burst when full of ice.

Manufactured by

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

Separate Catalogues of Roofing, Siding or Ceiling sent on application.

MARKETS.—Continued

Red clover is fairly firm. We quote jobbers' prices at $6.30 to $6.60.

Jobbers are giving $3.10 to $3.50 for prime to choice grades of machine threshed timothy, and 20c. more for bright unhulled lines.

PAINTS AND OILS.

Trade is not on the whole as brisk as a week ago. The strength of turpentine is still the feature of the market.

WHITE LEAD—There is a little more going out, but the volume of business is still light. Prices unchanged at the basis of 4¼ to 4½c. per lb.

PUTTY—Quiet and unchanged, at $1.75 for bladders in barrels and $2.25 in cases.

DRY COLORS—There is still a fair trade doing at unchanged prices.

PARIS GREEN—There is a little more demand, but prices are as before. We quote: English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50-lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—The movement continues brisk, and a great many orders are being got ready for shipment April 1. Price of pure is unchanged at $1.

LINSEED OIL—There is a little more doing than a week ago, and business is fairly good. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—Further advances are to be chronicled. We quote: 49 to 50c. net and 51 to 52c. 30 days f.o.b. It costs something like 49c. to lay turpentine down here now. Business is not as brisk as it was.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are scarce, with a decided upward tendency in price. We quote: 5¼c. for cured, and for green No. 1, 4½c.; No. 2, 3½c., and No 3, 2½c.

SHEEPSKINS—Are bringing better prices for good stock, 85 to 90c. being quoted. Calfskins nominally at 6c. for No. 1, and 4c. for No. 2.

TALLOW—Quiet, at 5 to 5¼c.

WOOL—Canadian fleece, all cleared out. For round lots of desirable wool 19 to 19½c. is obtainable. Pulled wools are rising. Best supers are quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

There is no particular feature of the oil trade to be noted this week. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12½c.; carbon safety, 15 to 16c. Canadian water white, 16 to 17c.; American water white, 18c.; photogene, 20c.

MARKET NOTES.

Turpentine is higher.

Sanderson Pearcy & Co. have a shipment of castor oil arriving.

Stewart & Wood state that their import glass trade this season has aggregated 978 boxes more than last season. They report a good demand for fancy glass.

M & L. Samuel, Benjamin & Co. are in receipt of a carload of green wire cloth this week.

Craig & MacArthur are offering special inducements to plumbers in sanitary earthenware.

The James Robertson Co., Ltd., report that they are now making a big run on sap spiles.

Bennett & Wright, Toronto, have secured a contract to heat Lennox's new Yonge street hotel.

A first and final dividend of 2c. on the dollar has been declared by the assignee of the J. M. French estate, Toronto.

Attention is called to the advertisement in another column of Church's Potato Bug Finish, sold by the Toronto Salt Works, in sacks of various sizes. By buying this article in neat, attractive bags, you avoid dust and increase your sales.

The Toronto Silver Plate Co. still continue busy in their prize cup department. Among the numerous special cups manufactured to order last month was one of a very original design, a curling trophy in sterling silver, weighing about 50 ounces, made for Thos. Marks, of Port Arthur, Ont.

The silverware for the steamer Majestic, the new palace steamer now being built by the Great Northern Transit Co., of Collingwood, and which goes into commission about May 1st, is being manufactured to order by the Toronto Silver Plate Co.

The B. Greening Wire Co.'s new catalogues have all been mailed and the company will estsem it a favor if any hardware merchant not having one, will notify it. The Greening Co. desire this announcement to be made because it finds, in a list as large as it issues, that there are always some that miscarry.

UNITED STATES MARKETS.

NEW YORK, Mar. 22, 1895.

PIG TIN—London cables noted £1 advance at the opening, followed by 7s. 6d. reaction at noon hour, and a further decline of 7s. 6d. at the close. Transactions were unusually heavy, and private advices stated that fully 2,000 tons changed hands there the past two days. Instead of showing any response to the excited condition of affairs in London, the New York market presented a flat appearance. Hardly any effort in the direction of speculative trading was displayed and prices dropped a fraction, or the basis of 13.85c. for prompt or current month delivery. The jobbing and consumptive trade was, to all accounts, moderate, and little better than on the preceding day. Closing quotations were as follows: Spot and March delivery, 13.50c. bid, 13.85c. asked; April, 13.50c. bid, 13.80c. asked; May, 13.50c. bid, 13.70c. asked; June, 13.45c. bid, 13.60c. asked; July, 13.25c. bid, 13.60c. asked.

COPPER—Lake Superior ingot is still very freely offered, and the market shows unsettled weakish tone. Ordinary orders, involving early deliveries, were filled at from 9.40 down to 9.30c., and on round lots for later delivery 9.25c. was a not uncommon price. Electrolytic for early delivery offered at 9.25 to 9.30c., and casting stock at 9 to 9⅛c. for ordinary brands. Business was generally represented as being spiritless, and both home trade and exporters partial to conservative action.

PIG LEAD—Buying interest was fairly active, but the call centred on moderate quantities for early shipment, and, as far as reported, 300 tons covered the transactions for the day. In tone the market remains decidedly firm, with 3.10c. standing as strictly inside price for Western common London cable to the Metal Exchange quoted an advance to £9 17s. 6d. for soft Spanish.

SPELTER—Dealings here are still on a rather small scale, and demand is little if at all better than it has been for some time past. However, prices remain quite steady, since there is no pressure to sell, with 3.20 to 3.25c. quoted for good Western brands. London cable to the Metal Exchange quoted an advance to £13 16s. 3d. for good merchant brands.

ANTIMONY—The market was quiet, with prices steady at 7⅛c. for Hallett's, 8 to 8⅛c. for Cookson's and 7c. for Japanese.

NICKEL—The range of prices is 36 to 40c., according to quantity.

TIN PLATE—There was hardly the life to business that prevailed on Monday. Still small orders from the interior were fairly numerous, and interest in future deliveries was sufficient to keep the tone of the market steady.

IRON AND STEEL—The movement here in pig iron shows no change. Orders are almost invariably of routine type and involve no remarkable quantity of iron. Selling pressure, although no greater than it has been previously of late, is sufficient to keep prices low and weak. Nothing new in the market for old material came to notice.

Steel rail orders are few in this locality, and for comparatively small lots. Prices are not changed. Track fastenings meet with merely fair sale at about former rates.

Highest Award at Chicago.



SCALES and SAUSAGE MACHINERY

67 Esplanade St. E., Toronto

SPECIAL HALIFAX LETTER.

HALIFAX, March 22, 1895.

THE report of the meeting of the Consumers' Cordage Company at Montreal caused considerable excitement here. I asked some people who are supposed to know, and they tell me they have no idea of the correctness of the report that President Stairs is to remove to Montreal. Certain it is, he has made no such intimation to that effect to his friends here.

It is understood the New Glasgow people went into the nail combination by sending a letter stating that they would agree. Although they are not bound hand and foot, they will likely be the last to go back on the agreement. Nails can be bought here to-day anywhere from $1.70 to $1.95 for lots of 100 kegs and upwards. One dealer told me to-day that nails could be bought at retail for 15c. less than the wholesale rate.

The Halifax Hardware Association held its regular monthly meeting on Tuesday evening. An effort is being made by outside dealers to discredit the association in the eyes of country merchants, but members say that they are meeting with little success. The St. John association is reported to be working splendidly.

The bill to amalgamate the Nova Scotia Steel and Forge Co. and the New Glasgow Iron, Coal and Railway Co. has passed the Legislature and received the royal assent. A boom may now be looked for from the combined works.

Trade is reported very dull throughout the province, but as large public works are to be commenced with the opening of spring a confident feeling prevails.

The Robb Engineering Co., of Amherst, recently shipped the largest steam boiler ever manufactured in that town. It is of the Lancashire pattern, and is for the Dominion Coal Co., at Little Glace Bay, C.B. It weighs 20 tons.

The annual meeting of the Starr Manufacturing Co. takes place next Wednesday. A dividend of two and a half per cent. will be declared. The net profits for the year amount to $7,345 30.

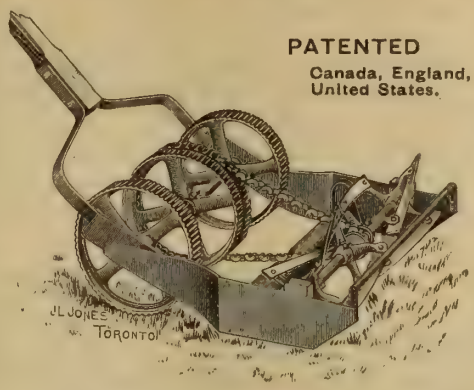
The city of Halifax is to purchase 2,000 feet of "Maltese Cross" hose and a new chemical engine for the fire department.

The construction of an electric street railway is likely to be undertaken in New Glasgow this year.

TAUNTON.

A DUKE AND A BIKE.

The Duke of Fife, husband of Princess Louise of Wales, and, therefore, son-in-law of the Prince of Wales, is causing much amusement in London circles. The duke is learning bicycle riding, and, in order to do so, he is practising in the secluded streets of Brighton. But the amusement is not in this fact, but is occasioned by the escort of the duke. On one side, during his bicycle practice, walks a solemn-faced footman, and on the other side trots a page in buttons.



PATENTED
Canada, England, United States.

"Brantford"
STEEL
LAWN MOWERS
For Spring 1895

The attention of the Hardware Trade is directed to this new and improved machine.

Simple, Easy Running and Strong. . . .

Will cut close and clean around walls, walks, fences, trees or borders. **No hand clippers needed.** Best materials used, and workmanship first-class.

Prices as low as possible for a good machine.

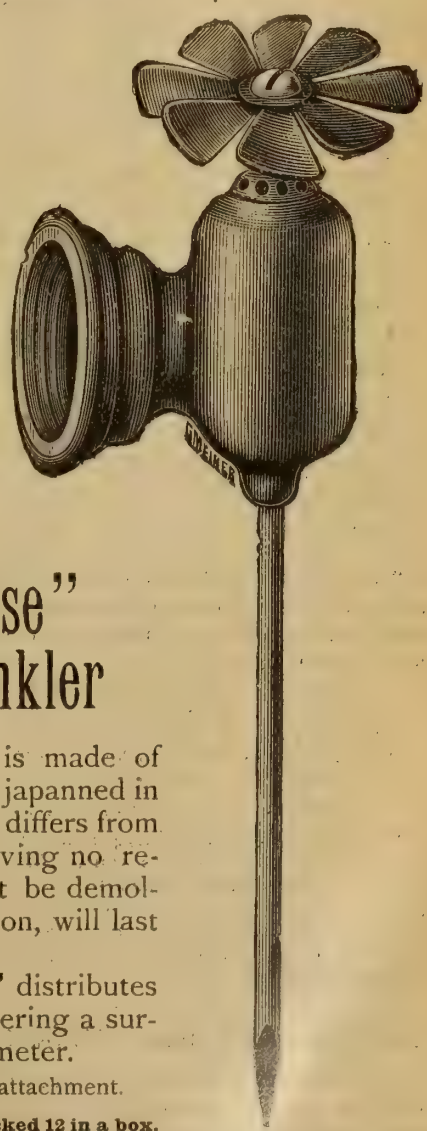
WRITE

BRANTFORD LAWN MOWER CO. Brantford, Ont.

The JAS. ROBERTSON CO.
LIMITED

Toronto, Montreal, Winnipeg, St. John, N.B.

The "Crown" Lawn Sprinkler



The large and rapid sale which we are having for the "Crown" warrants us in recommending it to the trade as the cheapest and best sprinkler made in brass now offered.

It sprays the water perfectly and covers a surface of 25 to 40 feet, according to amount of pressure.

Made for ¾-inch Hose Coupling.

Price, per Doz. - $5.35

Packed one in a box.



The "Eclipse" Lawn Sprinkler

This little article is made of cast iron, handsomely japanned in bright vermillion. It differs from the "Crown" in having no revolving parts, cannot be demolished when stepped on, will last a life time.

The "Eclipse" distributes the water evenly, covering a surface of 36 feet in diameter.

Made for ¾-inch Hose attachment.

Price, per Doz. $3.20. Packed 12 in a box.

We Will be Pleased to Furnish Discounts on Application

THE PIG IRON PRODUCTION.

THE Iron Age, in its monthly review of the pig iron production, says: "The blowing out for repairs of a number of large furnaces and the continued tendency on the part of others to remain below their normal output have led to a declining production of pig iron. Through a delayed report last month an error crept into our last monthly statistics which has since been corrected. On March 1 the active furnace plant, grouped according to fuel, possessed the following weekly capacity:

Fuel—	Capacity per week. Tons.
Anthracite	20,462
Coke	132,565
Charcoal	3,952
Total March 1	156,979
Total February 1	163,391
Decrease	6,412

"The weekly product of all the furnaces on March 1 compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity per week Gross tons.
March 1, 1895	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858
March 1	255	176,978

"The position of stocks, sold and unsold, as reported to us March 1 was as follows, the same furnaces being represented as in former months:

Stocks—	Jan. 1. Tons.	Feb. 1. Tons.	Mar. 1. Tons.
Anthracite pig	94,073	100,371	106,915
Coke pig	344,961	392,108	436,038
Charcoal pig	206,424	225,594	228,019
Totals	645,458	718,073	770,972

"During February the aggregate stocks increased by nearly 53,000 tons, coke pig iron alone adding 43,900 tons to the total, against an increase of over 47,000 tons during January. The increase for all kinds of pig iron since January 1st has been over 125,000 tons."

LONDONDERRY BLAST FURNACE.

A Londonderry despatch of March 10 says that Londonderry Iron Co.'s blast furnace there was lighted Saturday. It has been rebuilt on the most improved lines, and is now seventy-five feet high and eighteen feet wide at the base. The whole plant has been put in excellent condition. The stocks of ore, fuel, and limestone on hand and contracted for are sufficient for twelve months' work, and very successful business is expected. The rumored removal of the plant to St. John is totally without foundation.

THEY CLIP THE MARGINS.

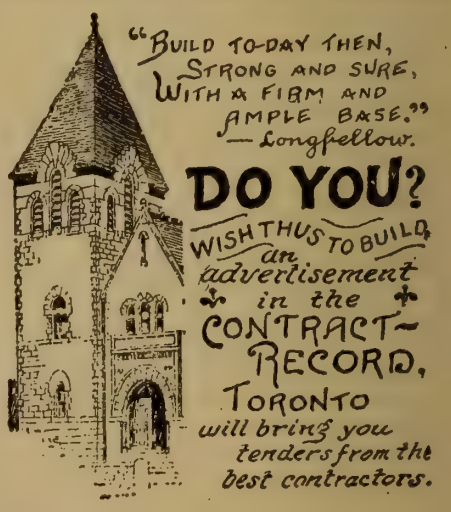
The Brantford Lawn Mower Co., of Brantford, Ont., has issued its circular for 1895. The lawn mowers manufactured by this company have some unique features that are worthy of mention, the most noteworthy of which is that they cut all margins clean and close up to walls, walks, fences, around borders and trees without the use of hand clippers. The machines made by this company are, it is claimed, particularly well adapted to small towns. They are turned in 12, 14 and 16 inch with 8 inch single wheel, and 16 and 18 inch with three wheels.

ASBESTOS.

If any readers have ever made the acquaintance of asbestos at all it has no doubt been in the shape of backing to a gas stove or a fire brick, says a writer in Pearson's Weekly. Very few people outside of the trade know what enormous quantities are utilized where machinery is used. The business done in domestic asbestos is a mere bagatelle compared with that got through in packing for steam boilers and engine pistons. Asbestos in its original state is a fibrous mineral indigenous to Canada and other places, and is sent over to the factories in lumps like pieces of raw slate on the top and bottom, while the sides are covered with a fluffy substance—the fibre, when it is pulled from the bulk. You can pick each lump to pieces with your nails, although to look at it one would think that nothing less than a heavy hammer would make any impression on it. When it reaches the factory it is put into crushers. These are like the ordinary mortar mixers that you see where building operations are going on, and the resulting gritty, fluffy mass is thrown in what is termed a "devil." The devil tears it up with sharp prongs and then sifts the grit from the fluff. The former is used for mixing with the asbestos in other processes, while the latter is shot into a receptacle that reduces it to a consistency almost as fine as cotton wool. As it falls from this machine it looks for all the world like snow. In other departments the raw asbestos is crushed and then mixed with certain earth to be used for covering the outer surfaces of steam boilers, asbestos being a non-conductor of heat. Then again, large quantities of millboard are made for packing between fire-proof doors and articles of that description, while occasionally it goes to form one of the main constituents in a fire-proof curtain.

A CRANK AND HIS PATENT.

A crank visited the insurance district yesterday with a suspicious looking black box, and entered each office delivering a loud harangue. Some timid countermen dodged under desks when they noticed the box, as it might have easily held a bomb. The stranger, who was a fine-appearing, neatly garbed man of middle age, started his address with the attractive proposition, "Do you want to make $40,000 for $10." It developed that he had the model of a patent steam engine in the box and that he was ready to sell stock.



SPRITE CYCLES
LEAD FOR LOW PRICES
QUALITY FINISH

AGENTS WANTED

Established 1882



Parts, Fittings, Pneumatic Tyres, etc. Supplied.

Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.

SPRITE CYCLE CO., BLOOMSBURY, London, Eng.

A Good Side Line

For Hardware Dealers

At this season of the year is

Land Plaster

It brings farmers' trade to you that would go elsewhere.

We have it in bulk and bags—easy to handle.

We can ship you a mixed carload of Land Plaster, Plaster of Paris and Bug Finish if desired.

Plaster is in greater demand this season than for some years previous.

We furnish White or Grey Plaster, as preferred.

Fresh Mined. Fine Ground.

Low prices, and prompt shipments.

Prices and freight rates quoted to any point west and north of Toronto.

The Alabastine Co. (LIMITED)

Proprietors of PARIS PLASTER MILLS

Paris, Ont.

BIRTH OF THE "BIKE."

A FRENCH journal gives the following account of how the first bicycle was made: "The Michaux had a small locksmith shop in Paris. One day a bizarre machine was given to them to repair —a small saddle resting upon a snake-like frame and holding together two light wheels. The machine was put in motion by the 'rider' striking the ground with the tips of his toes. The queer thing was painted yellow, and called a draisine, from its inventor, the German forester, K. V. Drais. A 'ride' on this was very tiring, impossible up-hill, and, above all, very ungraceful. But the young bloods in the time of the Second Empire managed very well with it, and got lots of fun out of the machine. Young Ernest Michaux conceived the idea of adding pedals to the front wheel, and became thus the inventor of the modern velocipede. His idea found little favor at first. More attention was given to the tricycle. As early as 1863 a Paris hatter named Brunnel visited his customers on a tricycle.

"The International Exhibition of 1867, however, gave an impulse to bicycle riding by drawing the attention of the public to several new improvements added by the Michaux. The Prince Imperial learned to ride, and the aristocracy, with the Prince of Sagan at their head, followed his example. The latter had two high-wheeled machines built to order. One was of aluminum bronze, with wheels of rosewood; the other was built entirely of steel, beautifully engraved with hunting scenes. The bicycle school of the Michaux was now always full. They could no longer fill all orders, and formed a company for the manufacture of their machines. They also built a velodrome, with an asphalted track, on which also a kind of hurdle race could be run. Here was a ditch, which had to be crossed on a narrow plank, and a kind of Irish bank. Lawsuits among the partners broke up the concern, the war of 1870 came, and people had other things to speak about. In the meantime the English and Americans improved the invention, and it was reintroduced into France from across the sea."

CHARGING DIFFERENT PRICES.

A somewhat remarkable trade incident was developed in a St. Louis retail hardware store one day last week, remarks Hardware Reporter of that city. Two customers stepped up to the counter at the same time, and were waited on in turn by the one clerk. It so happened that they asked and paid for the same article. The customer who was the last to leave thought he had reason to believe that he had been charged too much for his purchase, and more than the other had paid. His curiosity was aroused, and he took pains to ascertain the facts in the case. This resulted in the discovery that he had paid one-third more than the other customer, and though the amount of money at stake was not large he wisely came to the conclusion, as he now tells his acquaintances, that the merchant who discriminates between his customers on small sales is not to be relied upon for what in this case he calls square dealing. A merchant has a natural right in most instances to sell his goods at whatever prices may suit his own ideas. But when he sells to one customer at a larger price than he charges another, the result is very likely to be disagreeable, so far as the trade of the unfavored customer is concerned, and providing he learns how he has been discriminated against. There are so many means of obtaining this knowledge that it is surprising why merchants should follow a practice which is hurtful to their own interests.

HYAMS' WORKS.

The machinery and stock of the Crescent chemical works, Montreal, belonging to Harry P. Hyams, who is now standing trial in Toronto on a charge of murder, were sold at auction on Monday morning by sheriff's sale. There was a large attendance of buyers. The whole stock was purchased by Paul Dubord for $36, a sum which will not pay the sheriff's costs. Mr. Joseph M. Pillow, who acted as clerk for the past year, stated that the effects were worth from $200 to $300.

PLUMBING AND GASFITTING DEPARTMENT.

THE movement recently inaugurated towards the amalgamation of the Master Plumbers' Association of the Dominion is gaining considerable impetus. As far as can be learned a great deal of interest is being taken in the proposition by some of the leading plumbers of our chief Canadian cities. The Toronto plumbers will in all likelihood take some definite action in the matter at their next meeting.

The best way to carry out the scheme now on foot would be to call a convention of the trade to be held in Toronto, Ottawa or Montreal, and invite every association of master plumbers in the country to send delegates. The representative body thus gotten together could discuss matters relating to the trade, settle upon a constitution, and map out a campaign in the interests of the plumber.

* * *

The lack of uniformity in the sizes of the steamfittings turned out by the various Canadian manufacturers has always resulted in a deal of inconvenience to the retailers and jobbers of the country. For instance, two factories in the same city have for years both made a 3-inch tee. Factory No. 1 turned out a 3-inch tee six inches in length, while factory No. 2 made a 3-inch tee seven inches in length. One consequence of this state of affairs has been, that if one joint of pipe in a system made by factory No. 1 were broken or damaged, it could only be replaced by a length from the same factory. If such a length was not obtainable, and factory No. 2 had to be resorted to, the joints there to be got would not fit into the required space, and half the old system would probably have to be torn up before the damage could be repaired. It is, moreover, stated that the Canadian manufacturers carry such small stocks that not one of them could furnish sufficient steamfitting to equip such a building as the Simpson departmental store recently burned down in Toronto.

The American manufacturers, having experienced the same difficulties, have come together recently, and agreed upon a uniform size of steamfitting goods. Canadians may do the same some day.

* * *

The creditors of Geo. Yon, plumbers, have been called together.

* * *

Ray & St. Aubin, plumbers, Montreal, have dissolved.

* * *

John Boyd & Co., plumbers' goods, Vancouver, B.C., have dissolved. W. L Newsome retires.

* * *

By the way, it is stated that the Toronto Radiator Mfg. Co. is going into the manufacture of steamfitting lines on a large scale.

* * *

BANKRUPTCY LAWS.

There is considerable dissatisfaction among the manufacturers and jobbers of the trade as regards the existing bankruptcy laws in Ontario and other parts of the Dominion. The head of a large Toronto manufacturing firm remarked to a representative of THE HARDWARE MERCHANT the other day, pointing to a pile of typewritten documents: "There is a fyle of statements relating to estates that have become insolvent within the last three years, and have never yet been wound up. A professional assignee gets hold of the estate, and it hangs on and on until it is finally lost sight of."

Another difficulty in the way of direct business dealings is the fact that the bankruptcy laws differ in the various provinces. It seems that some pointers might here be taken from the Torrey Bill, which is to be submitted to the next American Congress. Its main features, which have been endorsed by large business communities and institutions in the Union, are as follows:

It is both voluntary and involuntary (except as to farmers and wage earners).

It substitutes one uniform law for the various conflicting state laws, and under its provisions proceedings will take place in the U. S. courts, which will be open at all times for bankrupt cases.

It prohibits preferences.

Honest debtors will be discharged and their assets will be ratably divided among their bona fide creditors quickly and at small cost.

It will effectually promote settlements, with a minimum of litigation and expense, and will be highly conducive to compromises.

It will prevent the hasty and ill-advised institution of proceedings against debtors, and preserve the rights of both the debtor and creditors.

It refuses a discharge to the dishonest debtor, and provides severe punishment for fraud.

It will protect the fair creditor and relieve the honest debtor.

It will extend credit, and will reduce the cost of commodities.

It will relieve the retail dealer from unfair competition with fraudulent competitors.

It will make it easier for the honest, and harder for the dishonest, man to do business.

It will not interfere with present legitimate business methods.

* * *

The failure of Tormey & Georgeson, plumbers, Ottawa, the other day shows how the creditors as usual get badly left. The liabilities are $8,330, and the real assets only total $2,300, although nominally they amount to a good deal more, an expired patent and some notes alleged to be worthless being contained in the assignee's statement. There is a proposition now before the creditors to accept 30 cents on the dollar, payable in three instalments at 6, 8 and 12 months, the chief creditor to stand security for the payment of the last two instalments. The James Robertson Co., Ltd., the Gurney-Massey Co., and Warden, King & Co., are the heaviest creditors, the first named standing to loose $2,500, and the two last named $1,000 each. The writer was shown a letter from an interested Montreal firm stating that Georgeson, the junior member of the firm, had skipped out.

Easter Novelties and Staples

A very large line. Write for prices.

TORONTO SILVER PLATE CO.

Manufacturers of

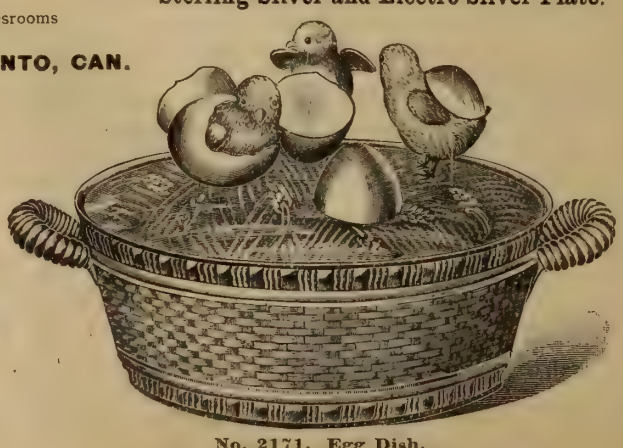
Sterling Silver and Electro Silver Plate.

Factories and Salesrooms
King Street West

TORONTO, CAN.



No. 9. Egg Stand Combination.



No. 2171. Egg Dish.



No. 14. Egg Stand.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before. Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER, ST. JOHN, N.B.

MANN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.



The demand this season for a reliable

Spring Hinge

Will be filled by the trade again supplying

THE SAMSON

Manufactured by

A. R. Woodyatt & Co., Guelph Can.

EXHIBITION OF PHOTOGRAPHY.

THE Executive Council of the Imperial Institute having determined that the United Kingdom section of the institute will be for the present best utilised and the resources of the home country effectively displayed by a series of exhibits, illustrative of the progress and present condition of leading industries and manufactures of Great Britain and Ireland, such as the Pottery, China and Glass Exhibition of 1894, arrangements are being made for holding during the forthcoming season, 1895, a special exhibition of photography in its application to the arts, sciences and industries throughout the empire. The Exhibition will include examples which may be received from the colonies and India.

The Exhibition will be open daily (except Sundays) from 11 a.m. until 11 p.m. from the middle of May until the middle of August. The Fellows of the Institute (about 8,000 in number) will have the right of free admission to the Exhibition every day. Wednesdays will be reserved for Fellows and their friends. On other week days the public will be admitted on payment of one shilling each. Arrangements are being made with the view to the securing of exceptional musical attractions. Bands will play in the gardens twice daily throughout the course of the Exhibition.

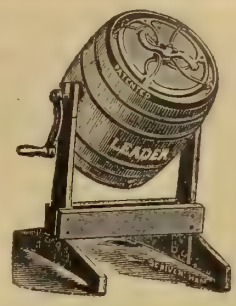
The exposition is to be divided into seven sections, viz : Literature and illustrations relating to (1) the history of photography ; (2) artistic photography ; (3) photography as an industry ; (4) photography in its application to industries ; (5) the application of photography to the sciences ; (6) education in connection with photography ; (7) miscellaneous applications of photography.

Individuals and firms wishing to exhibit may obtain further particulars concerning the divisions in which they wish to enter, on application to the Secretary, Photographic Exhibition, Imperial Institute, London, S.W.

LOWER PRICES IN STEEL.

Judging by some of the figures talked of by those who are interested in new steel plants on the lakes, says the "Iron Age," low costs of production have not yet reached their limit. These figures are not those of wild promoters, but are the estimates of men who have spent a lifetime in practical charge of some of our largest and most successful plants. Such men are thoroughly conversant with all the details and know what allowances must be made for contingencies. If their estimates of cost are correct, the plants located favorably on the lakes can put their products into the leading markets of this country at present prices and leave a very handsome profit. They foreshadow for many American collateral industries a continuance of low-priced crude materials which will make them lively competitors in the world's markets.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Pure Lead

Mixed Paints

Oil Stains

Varnishes

ARE AHEAD

Long Folding-Handle Dust Pan

HANDLE FOLDS

As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S.—We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original, and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

THE creditors of J. C. Poirier, general store, Windsor Mills, Que., have been called together.

N. W. Murray, general store, Earltown, N.S., has assigned.

John H. Ross, agricultural implements, Aurora, Ont., has assigned to T. H. Lennox.

Richard Ross, agricultural implements, Aurora, Ont., has assigned to T. H. Lennox.

Duncan McKay, tinware, Maxville, Ont., is offering to compromise at 40c. on the dollar.

J. A. Bernardin, general store, Buckingham, Que., has assigned to Lamarche & Olivier.

T. M. Johnson has been appointed liquidator of the Oxford Furniture Co., Ltd., Oxford, N.S.

James A. Skinner & Co., wholesale and retail crockery, Toronto, have gone into voluntary liquidation.

A. Christin Stamour, roofer, Montreal, has filed a consent of assignment. Creditors will meet on March 29.

J. B. Godin, crockery and tinware, Three Rivers, Que., is retiring from business, and the creditors are to sell the stock.

Adam Falk, general store, Shakespeare, Ont., has assigned to J. P. Langley, Toronto. The liabilities are placed at $6,000.

PARTNERSHIPS FORMED AND DISSOLVED

The Mica Boiler Covering Co., Ltd., Toronto, has obtained a charter.

The J. C. McLaren Belting Co., Montreal, is applying for incorporation.

The Canadian Fire Extinguisher Co., Montreal, has obtained a charter.

John and Thos. Glenny have been registered proprietors of John Glenny & Co., painters, Montreal.

Bradshaw & White, furniture and undertaking, Stratford, Ont., have dissolved. Robt. White continues.

Felix and Winceelas Lanonette have been registered proprietors of W. & F. Lanonette & Co., saddlers, Montreal.

Louis Faureau and Joseph Leblanc, have been registered proprietors of Faureau & Leblanc, machinists, Montreal, Que.

Andre T. Beaudoin and Arlington I. Farnham have been registered proprietors of A. I. Farnham & Co., saddle fly catchers, Cowansville, Que.

Zotique Carbeil, sash and door maker, has found a partnership with Isaie Leveille. The address of the new firm is Carbeil & Leveille, Montreal.

G. H. Boight & Son, general store, Sutton, Ont., have dissolved. Clifton M. Boright and Frank L. Safford have been registered proprietors of a new firm to be known as Bright & Safford.

Siemon & Hill, manufacturers of furniture, Wiarton, Ont., have dissolved. They are succeeded by the Siemon & Bros., Manufacturing Co.

A partnership has been registered between Joseph Brunet, Henry O'Donoughue and Alexandre Coutlee, at Montreal. The new firm is known as Brunet, O'Donoughue & Co, bicycle agents.

Thos. Ahearn, John W. McRae, Geo. H. Perley, Peter Whalen, Thos. Birkett, all of Ottawa, have been incorporated as "The Ottawa Porcelain and Carbon Co., Ltd.," with a capital stock of $100,000.

D. C. Francoeur, Hector Francoeur and Arthur Francoeur have been registered proprietors of D. O. Francoeur & Sons, general store, Coaticooke, Que.

J. W. McRae, Wm. Scott, Thomas Ahearn and R. L. Blackburn, all of Ottawa; and Nelson Willard, John Mayberry and F. J. French, all of Prescott, Ont, have been incorporated as "The Prescott Elevator Co., Ltd.," with a total capital of $175,000.

SALES MADE AND PENDING.

W. A. Waricle, general store, Staples, Ont., has sold out.

F. B. Crabb, hardware, Lion's Head, Ont., advertises his business for sale.

Annie Varcoe, general store, Orono, Ont., has sold out to Miller & Barfett.

J. A. Hill, general store, Great Village, N.S., has sold out to Fulton & Smith.

The stock of Pomeroy & Co., general store, Fullarton, Ont., has been sold.

The assets of J. W. Paquin, general store, St. Eustache, Que., are to be sold out.

Wm. Loney, hardware, Grand Valley, Ont., has sold out to Graskeerth Bros.

The general store, etc., of D. Nichols, Longwood, Ont., is advertised for sale.

The hardware stock of Curtis & Newsome, Vancouver, B.C., is advertised for sale.

Wm. McPherson, furniture and undertaking, Milton, Ont., has sold out to John Forrest.

The hardware stock of W. P. L. Landon, Ninga, Man., has been advertised for sale by tender.

The stock of J. W. Paquin, general store, St. Eustache, Que., has been sold at 79c. on the dollar.

The marble stock of Fred. Doggett, St. Thomas, Ont., has been advertised for sale by auction.

A bailiff's sale at the premises of the Toronto Brass and Plating Co., Toronto, has been advertised.

The creditors of Shields & Rutherford, general store, Norwood, Ont., met at Assignee Campbell's office in Toronto, the other day, and decided to have the stock sold at Suckling's auction rooms, Toronto, on March 27. The liabilities amount to $3,525, assets nominally to $4,130. Lack of capital is said to have caused the failure.

The stock of J. H. McLaughlin, general store, Athens, Ont., is advertised for sale by auction on March 30.

The stock of D. R. Gardiner, general store, Mount Pleasant, Ont., is advertised for sale by auction on March 27.

The business of W. H. Banfield & Co., machinists, Toronto, Ont., has been sold to the Diamond Machinery & Tool Co., Ltd.

The assets of Harvey Morris, hoops, staves and lumber, Wallaceburg, Ont., have been advertised for sale by auction on April 4th.

CHANGES.

Geo. McGowan, is starting a general store at Avoca, Ont

Wm. Stratton is starting a general store at Frankville, Ont.

Lambert, Ross & Co., electricians, have started business at Ottawa.

Josephte Duchesneau, wife of H. P. Labelle, has been registered proprietress of H. P. Labelle & Co., traders, Montreal.

The business of McDonald, Hanrahan & Co., general store, Sydney, N.S., has been transferred from J. C. Hanrahan to D. G. McDonald and E. C. Hanrahan.

A. M. Halliday, of Chesley, Ont., has sold his interest in the Desboro' firm of Halliday & Bearman, general storekeepers, to Donald Fisher. Fisher & Bearman is the name of



Avoid the Dust

Raised when selling Bug Finish in less than barrels. A neat, attractive bag will half sell the goods and looks more business-like. We have

CHURCH'S

POTATO BUG FINISH

in 50 lb. Duck Sacks, in 25 lb. Cotton Bags, packed 12 in a barrel, and in 7½ lb. Bags, packed 40 per barrel. Bulk Barrels 300 lbs. net.

Toronto Salt Works

128 Adelaide St. East, TORONTO

Distributing Agents for Toronto.

the new firm which will carry on at Desboro' a general store and creamery.

FIRES.

The premises of the Sylvester Bros. Manufacturing Co., agricultural implements, Lindsay, Ont., have been damaged by fire. Insured.

The factory of A. Baurr & Co., upholsterers' supplies, etc., Waterloo, Ont., has been burned.

DEATHS.

A. McArthur, of McArthur Bros., carriage makers, Chesley, Ont., is dead. Business continued by N. McArthur.

ELEVATING RADIATORS.

I noticed in an office building the other day, writes a correspondent of The Sanitary Plumber, some steam radiators placed upon brackets, about six feet from the floor, leaving the entire wall space at the service of the office men. A desk or other piece of furniture could be placed wherever desired, without reference to the position of the radiators, because they were out of the way. Anyone who has sat at a desk, near a radiator, can testify to the fact that currents of cold air traveling towards the radiator near the floor makes the feet cold when the other part of the body is warm enough. This, together with other annoyances of having radiators on the floor and in the way, are strong points in favor of placing radiators up out of the way when practical, as in the case cited.

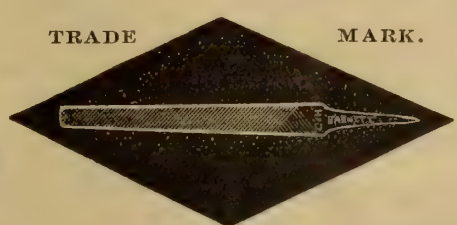
A NEW DIAMOND FIELD.

A correspondent of The Cape Times, writing from Lourenco Marques, says: "A discovery of some note, illustrating the wealth of the unexplored portions of the Transvaal and adjacent territories, has just been reported. Two pioneers, known throughout the whole of the gold fields and Swaz land, have as far back as 1886 known of the existence of garnets and rubies at the Lebombo Flats. After years of perseverance and toil, their efforts have been rewarded. They have found at Mahasha, a place 30 miles distant from here, a deposit of carbon, which contains garnets and rubies, and other infallible signs of diamonds being close at hand. Mahasha is the boundary of the Transvaal, Swaziland and Portuguese territories. The beacons meet at a mount named Manango Point, which is in the Mahashas district. The Mahashas are a tribe of mixed breed, between Swazies and Tongas. For many years the two prospectors have made annual visits to this district trying to locate the vicinity of the mine, and now diamondiferous soil has been found of a promising nature. One of the prospectors has had experience in Kimberley and other mines, and has an extensive knowledge of everything appertaining to diamond mining. These old diggers are so extremely reticent, especially when 'on a lay,' that it is difficult to ascertain localities, etc. Owing to the fortunate fact that a gentleman of position and standing knew of their movements, which, together with the fact that this spot, 'Mahasha,' was always thought to be, by old diggers, worth prospecting, the news reached my informant while in Swaziland, and he ascertained from the natives the precise spot. It is still an open question whether Portugal can lay claim to this diamondiferous soil, or whether it will eventually prove to be in Swaziland only."

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc.
CUTLERY
A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

BRUSHES
BRUSHES
For Spring Season, 1895
The attention of the Hardware Trade is particularly directed to the reduction in prices which we are making. Revised Price List will be issued shortly.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

BLACK DIAMOND
TRADE MARK.

FILE WORKS
21 to 43 Richmond St., Philadelphia, Pa.
G. & H. BARNETT CO.
MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.
And every other description of Sawfiles.

TRADE PAPER PUBLICITY.

BY NATHANIEL C FOWLER, JR.

BUSINESS can exist without the trade papers. Business never has. Business never will. Business men will talk shop. Business men will read shop. The daily paper has some business in it. The financial paper is all business. Neither are trade papers.

The trade paper is the paper not of general business, but of some special, definite, and particular line of business.

The trade paper is read only by those who are directly interested in the business it is supposed to cover.

One-half of the trade papers are simply advertising circulars, collections of advertisements bound together with fairly respectable covers, interspersed with reading matter, seldom sold, but presented to the innocent public as legitimate publications, however illegitimately they may represent the trade.

The circulation of these papers is limited to the number of advertisements which appear in them, and to the sample copies sent to concerns with a view of obtaining advertisements.

Their real reading circulation is practically nothing.

Their stolen contents are better than their original matter, and there's mighty little of either.

Such papers make money because their receipts represent their profits.

The cost of publishing is practically nothing.

The publishers have no standing, no technical knowledge.

They are simply advertising sharks, with circulations far in excess of the circulations of their papers.

They live by misrepresentation, and most of them live well.

There are on this continent half a hundred thoroughly first-class trade papers; publications edited and published by men who have been brought up in the business they represent; men of character, standing, and financial backing.

These papers have sold circulations, and while the bulk of their income comes from advertising, their reading matter is written honestly and fearlessly, and contains information of pertinent importance to every thinking man of the trade.

These papers represent their business, they connect house with house, develop new lines, set people to thinking, disarm dishonest competition, make business healthier, assist in annihilating abuses, and bind the men of trade closer together in the fellowship of honesty, for they are really mediums of philanthropy as well as of business.

The circulation of the trade paper is small because it has got to be.

Look out for the trade paper solicitor who says his circulation numbers tens of thousands.

He's lying.

There is no trade paper on the face of the globe with a paid circulation exceeding 25,000, and there are few trade papers which can prove a circulation of 10,000.

The business man advertises in his good trade paper because it pays him to.

Even if the circulation be only 1,000, that circulation represents probable buyers, not possible buyers.

A good trade paper with a circulation of a few thousands is a better advertising medium for the wholesaler, if he only advertises to reach the retailer, than a paper of a national circulation of half a million, because every copy of the trade paper reaches men who want, or may want, the goods the advertiser is advertising.

A single order may pay for a quarter of a century of advertising.

Understand, I refer exclusively to the advertiser who is not attempting to reach the consumer.

The advertiser who wants to reach the public must use the national medium, whether or not he includes the trade paper.

The advertiser who desires to reach the retailer, the jobber, or the agent, has only two methods of advertising—the trade paper and the mail.

The advertisement in the trade paper costs less than the mailing of circulars, and is profitable whether circulars are mailed or not, for the one cannot interfere with the other.

Every business man reads the advertisements of business men.

He may say that he doesn't.

He may claim that he seldom reads the trade paper.

He is deceiving himself.

He does.

Many a time he listlessly turns over the pages of his paper, and his eye lights upon the announcement of this, that, and the other firm, and, by-and-bye, perhaps five years afterwards, he will remember it, turn to the trade paper, and, if he again finds the advertisement, order the goods advertised.

Trade paper advertising, more than any other kind, must be continuous.

If an advertisement is worth anything, it is worth insertion in every issue of the paper.

The one great criticism on all trade paper advertising is that the advertiser almost invariably advertises his name more prominently than the goods he sells.

Reputation is business.

The firm name counts, but that which the firm sells is of more consequence than the name of the firm which sells it.

If a firm is advertising something that somebody wants, the firm name will be found, if it is in the smallest type in the most obscure corner.

The business card in the trade paper is all right, and frequently brings business, but the advertisement that prominently announces some particular article will attract more attention, and sell more goods, than the advertisement which simply tells people that there is such and such a firm somewhere.

Don't advertise—

JOHN SMITH & CO.,
HARDWARE MERCHANTS,
No 44 Smithville Ave., Smithville

for while that advertisement more or less familiarizes the retailer with the firm name, it does not convince him that John Smith & Co. have anything in particular to sell, although they may have everything in general.

Announce some particular article, some collection of articles, some particular condition, or some particular attraction or specialty.

Give the retailer to understand that it will pay him to write to the firm advertising.

Don't let the advertisement sell goods.

Let the advertisement place the retailer in connection with the advertiser.

It is the advertiser's business to sell goods.

The advertiser who expects his trade

BUSINESS CHANCE.

Advertisements under this heading, two cents per word each insertion, payable in advance.

GOOD HARDWARE BUSINESS FOR SALE—Stock about four thousand dollars. A splendid chance. Address "K," care HARDWARE Office. (12)



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

R. C. LEVESCONTE
Late of
Millar, Riddell & LeVesconte
BARRISTER, SOLICITOR, NOTARY,
Etc.
The Janes Buildings
75 YONGE ST., TORONTO

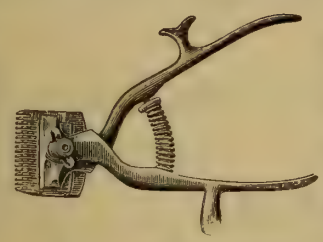
Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

TOILET CLIPPER, NO. 8



SPECIAL PATTERN

H. BOKER'S

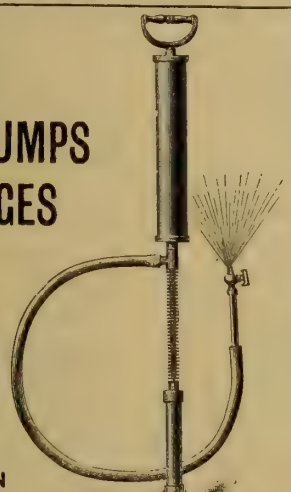
BEST Full Polished

$15.00 A DOZEN PAIRS, or $1.50 A PAIR.

Any retailer can procure them at above figures from the wholesale trade, or write to the Clipper Agent, P. O. Box 366, Montreal, who will see that the goods will be delivered through any wholesale firm mentioned.

FOR

BRASS SPRAY PUMPS AND SYRINGES



WRITE . . .

Stevens Manufacturing Company

LONDON

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

paper advertising to sell his goods is mistaken.

If that advertising does not sell goods, something is the matter with the advertising, for it is the business of that advertising to connect buyer and seller, that the seller may have better opportunity of selling more goods to the buyer.

The advertising, then, should simply create correspondence, and if correspondence and salesmen cannot sell goods, there is something the matter with the firm, the salesmen, or the goods.

No wholesaler or manufacturer can afford not to advertise in the best trade papers of his line, for such advertising costs comparatively little, and may be the means of connecting him sooner or later, no matter if it be later, with some firm, or firms, or combination of firms, which will bring him an extra profit, which he could not have received had he not been a regular and continuous advertiser in trade papers.

The fact that the most conservative, as well as the most enterprising, wholesalers and manufacturers, are, and always have been, trade paper advertisers, is more than sufficient argument to prove the value of good trade paper advertising.

I have no connection with any trade paper.

It doesn't make any difference to me whether the reader advertises or not.

I am telling what I know to be the truth, for it is my business to make the business of my clients pay, and none of my clients have ever yet brought to my attention any evidence that will prove that good trade paper advertising does not pay, while their advertising is constantly convincing me that well written and well displayed trade paper advertising fills in a gap in the economy of business which cannot be filled by any other medium of business.

The old fashioned conventional advertisement is liable to pay something, but the modern progressive advertisement may pay ten times as much.

In writing trade paper advertising be as careful to avoid over-originality or under-originality.

Don't write literature.

Any fool can write it.

Write fact, and write it in the fewest words.

Remember that brevity is the soul of advertising as well as of everything else, and that the advertisement which may read well to the advertiser, because he wrote it, may not read half as well to the business man who reads it, for he cares nothing about the literary ability of the writer.

He does not appreciate quotations from the poets, but he does care for clean, well cut, hard driven sentences, written by business, of business, and for business.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & Co.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

1879—ESTABLISHED—1879

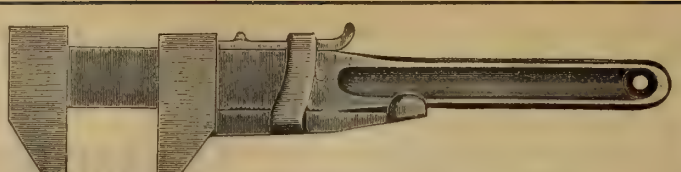
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Mar. 22, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	16½ 17
Straits "	16½ 17

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	$5 25
I.C., usual sizes	6 50
I.X., "	7 75
I.X.X., "	
J. R. & Co.—	
I C	5 25
I X	6 50
I.X.X	7 70
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb.	2 60 2 75
Band " " "	2 25 2 30
Hoop " " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

½-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¼
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

14x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hara-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04½
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 02½ 0 03
Domestic "	0 02½
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb, and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 13½ 0 14
" " 100 lb. drums	0 12 0 12½
Burnt Sienna, pure, per lb	0 05½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal		0 (9
Extra ' "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	.....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

5 Barrel Lots	0 49	0 51
1 " "	0 50	0 52

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 (9½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear	.....	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepar'd pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross } 7 25 8 00
" Sewing, "

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1, leather, dis. 15 p.c.
Standard, 37½ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards " 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World ' 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 99 00
Grand Rapids, " 30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots		2 70
Thorold '		1 10
Queenston "		1 10
Napanee '		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p. doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25p.c. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United Inches	Star, Per 50 ft	Star, Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10	1 15 2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz 3 60 4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent. Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1

Sledge

Canadian, per lb 0 12½ 0

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 15 0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb. 0 3¾ 0 04
12 up " 0 2¾ 0 03

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pair	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52 per cent. revised list.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 65
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples. Car. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 6
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer Basis—50 to 60 dy..... Pat'n. 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy. A.P. Fine 3 70
Car lots 5c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets. per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Star R & L Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p. c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3¼ 3¾
Lanes, 3½ to 3¾ c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger....	6 ...	6½
¼, 5-16, ⅜ in	6½ ...	0
Cotton, per lb.....	13	16
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06½	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p. c

Sash Weights
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... 70
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R.H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " ... " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent

Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5
English Pat. Leather 5 50 9
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz ..... 1 [illegible] 2 50

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c to 35 p.c
Game, H & N., P. S. & W. 62 to 60.10 H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " ..... 0 30 0 5[illegible]
Binding, Common Sense 6½
" Blue ribbon..... ..... 0 8
" Red cap 0 7
" Sterling 0 6½
" Prison 0 8
On prison made twine freight is prepaid to any railway station in Ontario.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils..... 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart " 4 " 4 & 1 " "	... 2 87½
" Plain twist, all deld	... 2 87½
" Truss	... 4
" Steel thorn and ribbon.....	4½ 5
"Lock Barb," 4 point	.. 2 87½
Ditto Glidden 2 point	.. 2 87½
Galvanized Barb, "Lyman," 2 to 4 points	.. 4½
Steel staples	... 2 87½

Terms, 60 days or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, .70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33½, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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> Which taken at the flood leads on to fortune ;
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> Is bound in shallows and in miseries."

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HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, MARCH 30, 1895. No. 13.

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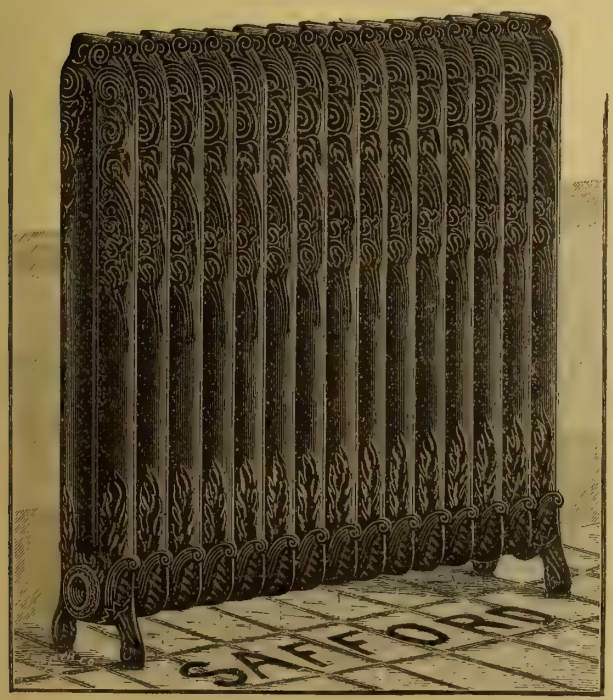
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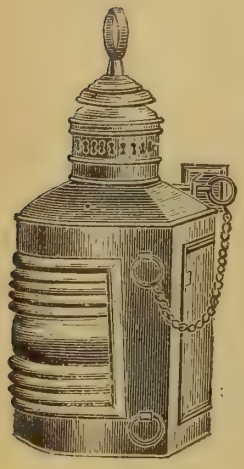
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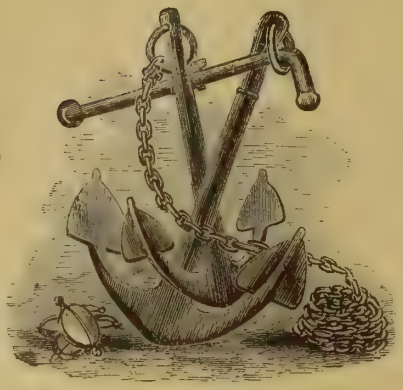
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CHEESE FACTORY SUPPLIES

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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

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ADVANCE IN CARRIAGE BOLTS.

An advance is announced in the manufacturers' prices on carriage bolts. It is about 12½ per cent, and was ordered at a meeting of the manufacturers held in Toronto early this week.

Competition among the manufacturers of carriage bolts has been keen, and profits have in consequence been low. But at the meeting held this week it was decided to resurrect the defunct association. And the higher prices are really the outcome of this resurrection.

The wholesale price has not yet been fixed, but from what HARDWARE MERCHANT can gather, the discounts are likely to be 70 and 10 to 70, 10 and 5 per cent. in extreme cases for large lots. The old discount was 75 per cent.

To go into the marke and buy at the new figures and give these discounts, jobbers claim that their profits will be small.

The jobbers are, it is understood, pressing the manufacturers to make prices for the retail trade. The manufacturers, on the other hand, would rather, it is said, have an open market, so that jobbers may sell at figures low enough to keep out American bolts.

There is a difference of opinion among the jobbing trade as to the permanency of the new arrangement. And the pivot upon which its weal or woe depends seems to be the quantity of orders that the wholesale trade has booked. HARDWARE MERCHANT learns that one house has a number booked ; and orders of this sort have, unfortunately, a good deal of elasticity. The manufacturers, on the other hand, claim that they have no orders on their books, so they appear to have no fear upon this point.

The association is composed of Pillow, Hersey & Co., Montreal ; George Gillies, Gananoque ; London Bolt & Hinge Co., London, Ont.

Stocks in wholesale hands are small as a rule, it is believed, the advance in manufacturers' prices having been unexpected.

COMING QUARTERLY MEETINGS.

The regular quarterly meetings of most of the different iron manufacturers' associations will convene in Montreal at the close of this week, and the sessions are expected to last over several days.

Whether any radical changes will result from the gatherings in question is difficult to say at the present writing, but there are certainly some live subjects to engage attention.

The d fferent lines on which matters will be either settled or unsettled for the next quarter are cut nails, horseshoes, horse nails, wire, wire nails and tacks.

The most interesting phase in relation to any of these lines is the situation in regard to cut nails, particulars of which have already appeared in HARDWARE MERCHANT.

In horseshoes it is only a few months ago that the makers decided upon the present list, and the same can be said of wire tacks and wire nails. In fact it is not much over a month ago since HARDWARE MERCHANT had occasion to note a remarkable decline in prices on the great majority of the wire nail list, and there does not appear to be at the moment any reason why further change should be anticipated.

PLATE GLASS DEMORALIZED.

OF no avail seem to be the efforts of the wholesale plate glass dealers in Toronto to keep discounts on a fixed basis.

A year or two ago the discount was fixed at 35 per cent. off the list, but for a long time it had a nominal existence only. A few months ago, however, the dealers got their heads together again, and agreed on a fixed discount of 25 and 5 per cent.

But a faithless and perverse generation seem to have been the parties to this agreement. Hardly had the understanding been arrived at before rumors began to circulate that it was being broken.

Gradually, since then, have the conditions been going from bad to worse, until to-day prices are probably more demoralized than they have ever been before.

There now seems to be nothing approaching a uniform basis, every dealer tendering at figures which he thinks will be better than those of his fellow competitors. HARDWARE MERCHANT hears of one instance where 50 and 5 per cent. off the list was offered.

The immediate cause of the present extreme conditions is the competition for the business created by the recent big fires, and particularly the Simpson fire.

HARDWARE MERCHANT was a few days ago looking over a list of February, 1891, in which plate glass was quoted net to the trade with an advance of 10 per cent. on list to consumers.

TURPENTINE SITUATION.

TURPENTINE is easier in the South, and there is an absence of that life which has obtained during during the last month or so. The market, however, is still somewhat interesting, a good deal, perhaps, because of its uncertainty.

A peculiar feature of the situation is the lateness of the season. Owing to the severe weather the sap in the South was a month or more late in beginning to run. In consequence of this, while some arrivals may be expected about the third week in April, free deliveries are not looked for till well into May.

On the Toronto market stocks are light, some of the largest jobbers being completely sold out, having been cautious buyers for some time. Much the same condition of affairs exists in Montreal.

Last week's advices from Savannah stated that higher prices were likely to rule before the end of the month, the export demand being fully equal to the supply.

In London (Eng.) three or four weeks ago, stocks were less than half the quantity on hand at the same time a year ago, while the deliveries for the previous week were only 136 barrels less than in the same week 1894, and but 126 barrels less than the first week in 1893.

In considering the situation, however, there are a few particulars that should not

be overlooked: Last season's crop was large and consumption small, while the recent advances in Savannah and New York were in part induced by a speculative rather than a consumptive demand. This was evidenced by the fact that the varnish manufacturers in the United States, who are the principal users of turpentine, have bought little or nothing since the advance began.

PRICE OF BINDER TWINE.

HARDWARE MERCHANT five weeks ago announced that the Consumers' Cordage Co. had decided on a reduction in the price of binder twine.

But it is not until this week that we have been able to quote authentic figures. The reason for this is that the manufacturers had delayed in making prices public, on account of the several revisions to which it has been found necessary to subject them.

The prices, as now fixed for carload lots, net cash, are: "Blue Ribbon," 6¾c.; "Red Cap," 6..., with ¼c. extra charged when payable October 1. For ordinary lots the figures are: "Blue Ribbon," 7¼c.; "Red Cap," 6½c.

The present reductions have been induced by the low prices of the raw material, and an effort to keep out the American article. Raw material was never so low as it is to-day.

It is yet rather early to forecast the market; but at present there does not appear to be any too much confidence. Stocks in Canada are low, and, viewed from this standpoint, prospects are fair. But, as pointed out in previous issues, there is a disturbing element in the field in the old American product, some of which was made three or four years ago. This twine was held by some 64 banks, and an effort has been made to find a market for it in Canada, but so far with little or no success.

This twine is, it is said, unreliable on account of the time it has been made. Consequently the trade would do well to be careful if canvassed for business by travelers selling it.

The Ontario Government is now considering the matter of price for the prison-made twine, but it has been intimated to HARDWARE MERCHANT that the quotation will be something like 7½c. to the farmer.

LOWER INLAND FREIGHTS.

The railways are going to make a bigger bid than ever this summer to capture water freights. Anticipating a quiet season they will do their level best on all inland business, where they have to meet water competition to swell the bulk of their traffic.

Already contracts have been made for the shipment of goods during the coming season from inland points to the seaboard by rail at less than the lowest water freights of last year.

This with the fact that the railways are figuring on making their through freights from Europe to western points the same as the local freights from Montreal west, will bear heavily on inland vessel owners if carried out.

THE BELGIAN STRIKE AND GLASS.

Importers' agents and commission men in Montreal who represent Belgian glass makers notified their patrons this week that they had been cabled by their principals to withdraw all quotations on glass.

The reason for this radical action was the fears of future developments arising out of the labor troubles among the Belgian glass works.

If these troubles are of long duration, they are certain to have an important effect on the price of glass in Canada during the spring and early summer.

For the past month or so agents for Belgian firms have freely been booking orders for spring importation at prices which are away inside of the spot base price either in Montreal or Toronto.

At these inside prices importers in both cities placed orders for large quantities of glass, and naturally if the troubles are serious, shipment of these will be either difficult or impossible.

It is this influence, no doubt, which has checked the urgency displayed by some sellers not long ago to cut prices on window glass, and now, though they are still accepting them around $1.15 in Montreal, they are not at all urgent to do business at the price.

A MONTREAL WORLD'S FAIR.

At a largely attended meeting in the Montreal City Hall on Tuesday last, the project of a World's Fair in Montreal in 1896 was enthusiastically endorsed by such leading citizens as Sir Donald Smith, Sir. Wm. Van Horne, Mayor Villeneuve, Alds. Husteau, R Wilson, Smith, and Messrs. J. A. Coutlie, Jas. Torrance, L. J. Sergeant, T. G. Shaughnessy, A. Allan, Geo. Hogue, H. Laporte, L. J. Forget, Jacques Grenier, G. W. Stephens, J. D. Rolland, Hon. Louis Tourville, J. H. Stiles, S. C. Stevenson, J. N. Perrault and others.

It was arranged that a sub-committee composed of the above named gentlemen, should, as soon as possible, wait on the Dominion and Provincial Governments and lay the matter before them. It is the intention of the promoters to expend over three quarters of a million on the buildings alone if the guarantee can be obtained from the Government, and, in a word, make the affair of genuine international benefit to Canada.

COMMERCIAL EDUCATION.

That is a good move of the Chambre de Commerce of Montreal to promote commercial education. They are not satisfied with the standard of commercial training given to French-Canadian youth. They are going to summon a congress of principals of academies, endeavor to arrange a good program of studies, and secure co-operation of all commercial schools. Prizes will be offered by the Chambre to the best pupils, and a committee will take charge permanently of the whole idea.

There is too much of the ornamental element in all schools in these times, in fact "flummery" is the best word to describe it. Commerce is the basis of the greatness achieved by every nation in the 19th century. Agriculture and business are the two great occupations before Canadian youth. Why should they be so much ignored in our schools?

The French-Canadian merchants are doubtless spurred to action by the success of the English minority in Quebec in commerce. The French are a clever people, they possess the prudence and capacity needed in business, and it is right to give their young men every advantage in commercial training.

LONGER HOURS WANTED.

The Halifax Board of Trade have communicated with the Montreal Board, asking its co-operation toward securing an extension of Custom House hours. The Halifax Board saw no good reason why merchants should not be able to pay duties from 9 a.m. to 4 p.m, instead of from 10 a.m. to 3 p.m., as at present, and also to get delivery of goods from 9 a.m. to 5 p.m. in the winter, and 6 p.m. in the summer, instead of to 4 p.m. and 5 p.m. respectively, as at present. If merchants had had this privilege, it was stated that many of the goods which were destroyed in the recent fire would have been saved, as they would have been removed earlier.

This is a suggestion that will appeal to the mercantile and business community generally, though it may not be palatable to some civil service employes, many of whom now earn their money very easily.

A NOVEL PARADE.

The Toronto Steel Clad Bath and Metal Co., Ltd., propose making a novel exhibition of their goods some day during the coming week. Having to ship large consignments to Montreal, they have engaged all the lauries of the Shedden Co. These will be all lined up before the company's factory, loaded with baths of various descriptions and then driven slowly through the main streets of the city. The drays will be properly decorated, and the parade should prove quite a success.

THRIVING TRURO.

TRURO, N. S., is a thriving town. Blessed with natural facilities of no mean order, it is fast growing in importance as a trade centre. An indication of the enterprise and progressive nature of its citizens is the fact that the Board of Trade of the town, which was incorporated only five years ago, now numbers among its members 100 leading business men. The board the other day elected its officers for the ensuing year as follows :

President, C. E. Bentley ; 1st vice-president, E E. McNutt ; 2nd vice-president, W. E. Bligh ; secretary-treasurer, G. A. Hall ; council—T. G. McMullen, P. McG. Archibald, R J. Turner, S M. Bentley, J. E. Bigelow, G. W. Smith, R T. Craig, Wm. Craig, F. McClure, D. J. Thomas.

The board has issued the following circular to draw attention to the advantages which the town possesses :

"The business outlook for 1895 in Truro is encouraging. Two new industries—one manufacturing hats, another a woodworking establishment—have started with the new year. Three existing factories, making (1) knitted underwear, (2) hats, (3) milk condensing and canning propose extensive additions. Some $85,000 of building operations are projected for the coming season. Exceptional facilities are offered to manufacturers, by reason of the near vicinity of the great coal and iron deposits of Nova Scotia. Cheap electric power is also available for small establishments. Being the railway centre of the province, special advantages exist for the distributing trade. Truro has now fourteen manufactories, and thirteen wholesale establishments; three weekly and one daily newspapers; nine hotels; eight churches ; three banks ; good water supply and fire service ; handsome streets, squares and public park ; an excellent school system. In fact, it is a live progressive town. Enquirers for business, manufacturing or residence purposes can obtain any information required by addressing the Truro Board of Trade."

CUTLERY FIRMER.

Reports of a rise in the price of German cutlery, owing to the Solingen labor troubles, continue to reach this market. While no definite advance is reported, yet the outlook is for higher prices in some lines.

Enquiry of importers in Montreal indicates that the trade dispute involves the workers in scissors and pocket knives particularly. One firm anticipates an advance of 5 per cent. all round on the cheaper grades, while the prices for regular goods would be practically unchanged.

What with the German difficulty and the lower American tariff the Sheffield trade expects to profit.

TO ERECT A NEW FACTORY.

The Metallic Roofing Co., of Toronto, have applied to the city authorities for 300 feet of land at the corner of King and Dufferin streets. The application is made with a view to erecting a large factory fitted to cope with the heavy demands made upon the company by the trade. A meeting of the board of the company will be held within a few days to decide upon the question of leasing for a term of years the lots for which this preliminary bid has been made. If this site is not secured another will be, for the company has to build shortly.

WILL SHUT OUT FOREIGN BRUSHES

The final steps connected with the establishment of a new brush factory at Maisonneuve, Montreal, were taken this week.

On Monday night Messrs. R. Bickerdike, H. Laporte, Senator Desjardins, Lafontaine and F. G. Lyman left for Toledo, Ohio, to examine the brush factory there, the patents of which are to be employed by the Gane Brush Company in their Montreal factory. The company will operate the Canadian market only, the Ohio concern owning the patent for the United States.

Already $90,000 capital has been subscribed, well known Montreal names like Clendinning, Lyman, Laporte, Forget, Desjardins, etc., are in the new concern. Maisonneuve has granted the usual bonus and site. The factory, if the deputation to Toledo are confirmed in their present views, will be ready in the autumn. The output will not affect the market already supplied by the Canadian-made goods, but will capture the large import trade in French and German brushes.

Last year the imports reached $160,000 in these goods, and the Gane Company claim they can manufacture here on a basis to get the lion's share of this trade.

NIKOLA TESLA.

The fire, which the other day totally destroyed Nikola Tesla's laboratory in New York, has probably been instrumental in delaying the introduction to the world of some wonderful inventions. Tesla used to be associated with Edison, and is looked upon as one of the greatest scientists of the day. It is said that when the fire occurred he had almost completed an electric light that would work without conducting wires. Such an invention would revolutionize the electric lighting systems of the world. It is expected that as Tesla has youth and energy in his favor, he will in time recover the ground lost him by this disastrous conflagration.

WINNIPEG RETAILERS.

At a largely attended meeting of the Winnipeg Retailers' Association held on March 19, committees were appointed to go before the Local Legislature to protest against the abolition of imprisonment for debt, and the abolishing of garnishees. The completion of the early closing by-law petition was also dealt with. The Taxation Committee reported progress since the last meeting, at which a resolution was passed recommending a reduction of 33⅓ per cent. on the maximum rental and floor space percentage, and the collection of income and poll tax. The Membership Committee reported ten new members since last meeting.

MONEY AND STOCKS.

INSURANCE stocks continue to gather strength, although some maintain that manipulation has something to do in the premises.

* * *

There are still plenty of seekers after municipal bonds, but there are not many coming out.

* * *

Brockville has sold its waterworks 4¼ per cent.'s, 30 years, at 104.27, and its local improvement debentures drawing 4½ per cent., 20 years, 106 84.

* * *

There is rather less demand than there was for bank stocks, and the tendency at the moment seems to be towards a decline rather than otherwise.

* * *

The Montreal Gas Co. have declared their regular semi-annual dividend of 5 per cent. The annual meeting of the shareholders will be held on April 4.

* * *

Speaking to a well-known broker regarding C. P. R. stock, he said : "There are very few expressions of opinion, and there will not be until the annual meeting, when the president is expected to make an explanation regarding the disappearance of the reserve which was supposed to exist to pay the dividends."

* * *

The advance in insurance stocks has brought out a good deal of investment stock, as is shown by the amount on the street compared with what there was four months ago.

* * *

Call money has not yet advanced, but, there are indications that rates will be a little stiffer. The rate is nominally 4 per cent., although first-class municipal bonds a little lower rate could probably be obtained.

* * *

Stocks are generally stronger in New York, and the N.Y. Journal of Commerce opins that the improvement is by no means purely speculative. Toronto brokers report local speculation in New York stocks more active.

* * *

The revival in business has induced appreciation in Commercial Cable stock, more messages now being sent across the Atlantic. "No doubt the improvement in trade will help this stock," said a broker to me, "as the cost of the cabling in good times is not considered. There is no doubt about this."

ARGUROS.

DROPS FROM THE EDITOR'S PEN.

The man who lives for business frequently does not survive to partake of the fruits of his labor.

* * *

The Patrons are neither petted by politicians nor patronized by people. Ichabod is written on their dwelling place.

* * *

A commercial traveler is a man who in these days travels over a wide range of prices as well as a wide extent of country.

* * *

The man who comes short as an advertiser usually comes short as a business man. The one is the concomitant of the other.

* * *

Dust and cobwebs in the store are only the reflection of the dust and cobwebs that have accumulated on the storekeeper's brain.

* * *

Trading in margins has been declared illegal by a Chicago court. Some people will now have larger margins to their credit at their banks.

* * *

The more faithful the service rendered the more profitable will the clerk be to his employer. This thought should be every young man's incentive, for it is dollars in his pocket in the long run.

* * *

"Had I served my business as well as I have my party it would not have forsaken me in my old age," has been the lament of more than one merchant whose concern for party has been deeper than his concern for business.

* * *

Travelers for St. John houses report better sales throughout the provinces than for months, and a much more hopeful feeling among country merchants generally.—St. John, N.B., Despatch.

This is good news. But, by-the-bye, the depression does not appear to have been as pronounced in New Brunswick and the Maritime provinces generally as in the Western provinces.

* * *

Unless the Business Men's Association of Toronto have a care in expending the proposed $10,000 for advertising the "Queen City," the maximum of benefit will accrue to private individuals and the minimum to the city.

* * *

The man who stops his trade paper when he goes out of business is scarcely less natural than the man who neglects to write relatives after he leaves home. The one should keep in touch with his old associations as well as the other with his relatives.

* * *

Mistaken would be the man in his ideas if he supposed that advertisers always walked by faith. It is because of the works they see in the results that they advertise, and that continuously. Cast your eyes back over the fyles of HARDWARE MERCHANT and you will see who these men are.

* * *

"A Traveler's Easy Life," is the heading that graces the columns of an exchange. Yes, a traveler's life is easy—when orders are easily taken, when his hours and meals are regular, when traveling is comfortable, and when the house is satisfied with his returns. But the trouble is that these conditions do not always obtain.

* * *

Justice was over-tempered with mercy when G les, the pool-room operator, was allowed to go on suspended sentence. He again and again openly defied the law, ruining in the meantime many young clerks, and when at last he was cornered it was justice and not mercy that should have been meted out to him.

* * *

Now is it that the commercial traveler's patience is put to its maximum of trial. The country roads are so bad that to "sleigh" it would be absurd, and to "wheel" would be impossible. All he can do is to try and emulate Job of great patience fame.

* * *

There is a merchant in Wallace, N.S., who is just now sitting in sackcloth and ashes bemoaning his foolishness. He carried no insurance either on building or stock and his safe door he failed to lock. Last week fire ate up everything. Moralizing is not of much value to the aforesaid merchant, but it should be to those who, like him, carry no insurance.

* * *

A bill has been introduced in the Ontario Legislature to so amend the Assessment Act that farm land located in urban municipalities shall be assessed at the rate current in the adjoining rural municipality. The prayer of the real estate speculator who bought farm land in boom days and held it in the dull days can be heard rustling in the mulberry trees. But like Baal, his god is probably on a journey, for there is little hope of the supplication being answered.

* * *

War to the knife has been declared between the wholesale houses of St. Louis and Chicago. Some time ago the jobbers in the former city sent out circulars to Southwestern dealers in different lines of trade offering them free transportation to their homes if they came to St. Louis to make their purchases. Naturally Chicago wholesalers felt indignant, for it was against them the blow was primarily aimed. Now they have arisen in their might and are replying in kind. All lines of trade are being organized, and irate Chicago people vow they will cover the entire western territory unless the attacking party desist. In the meantime what spoils there are the retailers are gathering.

POWER TO GRANT BONUSES.

Applications from municipal corporations for authority to grant bonuses in order to secure the establishment of industrial enterprises in their midst are becoming more frequent. The Private Bills Committee of the Ontario Legislature one day last week had to deal with a bill in which the town of Gananoque sought permission either to grant a bonus of $10,000 to the Thousand Island Carriage Company, or to guarantee the interest upon a loan of that amount. The ground upon which this legislation was sought was that an industry which formerly existed in the town had been drawn away to Brockville by the granting of a bonus of $50,000. It was agreed to report the bill. During the discussion Mr. Gibson, the chairman, mentioned the fact that there had been half a dozen applications of this kind for exemption from the provisions of the Act prohibiting the granting of such bonuses within the last two years, the first of these having emanated from Strathroy after the destruction of its woollen goods factory by fire. The bill of the Hamilton Iron and Steel Company was passed, with the exception of the clause granting powers of expropriation. The company will be allowed to construct a tramway from their smelting works to an adjacent limestone quarry, the committee deciding that the sum of $1,500 should be paid to Mr. W. C. Harvey for right of way. Approval was given to the bill confirming an agreement under which the Stormont Electric Light and Power Company have acquired the control of the Cornwall Gas Company's works, which they will operate.

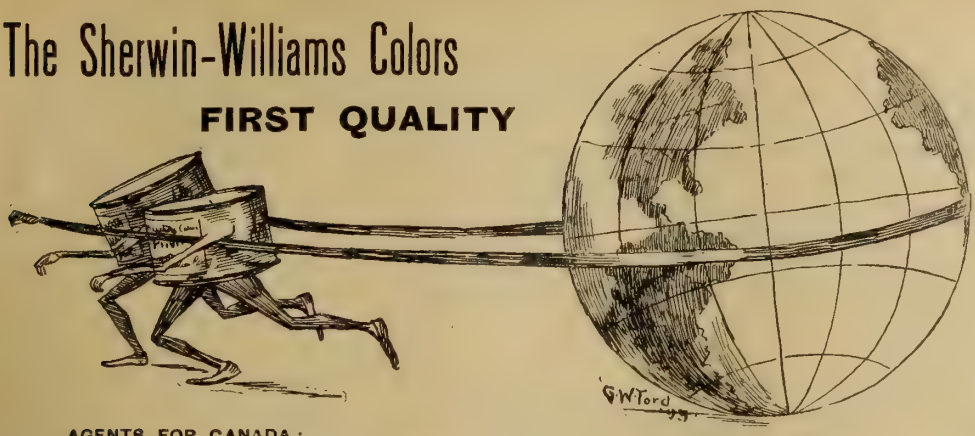
TO ADVERTISE TORONTO.

The Business Men's Association met the other day in the office of Murdoch & Barber, Wellington street east, when the following officers were elected: President, Thomas W. Dunnett; treasurer, Colonel James Mason; secretary, P. McIntyre; council, P. H. Burton, James Hedley, D. E. Starr, Dr. E. H. Adams, D. M. Defoe, H. W. Webster, A. G. Strathy, George Harbottle, Alexander Macdonald and W. M. Barber. It was decided to raise a fund of $10,000 to advertise Toronto as a business and distributing centre. The association will promote excursions and give complete information to tourists and others.

GAS AND OIL STOVES.

The Kemp Manufacturing Co. have issued a complete catalogue of their oil and gas stoves. Their oil stove business has been characterized by a steady growth, and now that they are able to supply the trade with goods of their own manufacture instead of the imported American article, they expect to do still better. The catalogue contains full directions regarding the use of this company's stoves.

The Sherwin-Williams Colors
FIRST QUALITY



Lead the World
IN
Strength, Tone
Fineness
And all desired qualities.

Sold by all first-class dealers.

AGENTS FOR CANADA:
Walter H. Cottingham & Co.
Finest Paints and Varnishes.
MONTREAL

Made by
THE SHERWIN-WILLIAMS CO.
CLEVELAND, CHICAGO, NEW YORK.

FREIGHT RATES ON COAL.

THE case of Myles v. Grand Trunk Railway was heard at considerable length by Judge Muir at the Ninth Division Court, Hamilton, Friday, 22nd inst, and his Honor gave judgment for the plaintiff. The action was brought by C. J. Myles against the railway company for a rebate of $15.63 freight charges, which the plaintiff claimed was overpaid to the defendant company.

W. T. Evans was for the plaintiff, and J. W. Nesbitt, Q.C., and W. E. Foster (of G.T.R. Solicitor John Bell's office) were for the defendant. Freight Agent John Earls, of the G.T.R., Toronto, were also present.

Plaintiff Myles said that up to February 1st last he had enjoyed the low rate granted by the Grand Trunk to those coal dealers in the city who leased sidings from the railway company, but on the date mentioned his freight was advanced 10 cents per ton by the company without any apparent reason therefor. He had enjoyed the reduced rate for about fifteen years, and in the belief that he was to continue to enjoy it he had made his contracts according to the old tariff.

Judge Muir wanted to know if the Grand Trunk had not a right to change the tariff, and Lawyer Evans replied that in this case the plaintiff had been discriminated against, contrary to the act, which provided for a uniform rate of freight.

Mr. Myles explained to His Honor that his lease of the siding had not expired, and the privileges connected therewith should not have been revoked. He had asked General Agent Wallace why the Grand Trunk Railway Co. was thus discriminating against him, and Mr. Wallace replied that he knew no reason for it except that Mr. Myles had taken an active interest in the promotion of the T. H. & B. Railway.

Mr. Nesbitt argued that the inter-state clause in the act allowed for a special exception being made in freight charges on through traffic from the United States, but Mr. Evans claimed that Plaintiff Myles' coal was not through freight, it being purchased by the plaintiff either at Suspension Bridge or at Black Rock, New York state, and his freight being paid only from either of those points.

Mr. Myles said he had paid the advanced charge, 85c. per ton, under protest. He brought 10,000 tons of coal to the city by rail last year, and 15,000 or 16,000 tons by water.

Mr. Nesbitt, who had once or twice objected strongly to the witness arguing the case when he had counsel to do the arguing for him, admitted to the judge that other local dealers who had sidings were given the privileges formerly enjoyed by the plaintiff, but they shipped all their coal by the Grand Trunk Railway. Mr. Nesbitt suggested that the Privy Council might give the plaintiff relief, but the judge did not quite agree with him.

The plaintiff attempted to prove the discrimination alleged, and for this purpose J. W. Plant, Secretary Boyd, of the Electric Light Co.; James McLerie, freight agent, and Captain Fairgrieve were called. Witness Plant told Mr. Nesbitt that his firm, which had been recently established, intended bringing all its coal by rail, as it got the low rate, and Secretary Boyd said his firm enjoyed the low rate of 75 cents per ton for bituminous coal and 60 cents for anthracite, it having siding facilities and bringing between 6,000 and 7,000 tons of coal from Black Rock in a year. He admitted that the Electric Light Co. was a customer of Plaintiff Myles. Captain Fairgrieve said he imported all his coal by rail, and he enjoyed the low rate of tariff.

In the argument which followed Mr. Nesbitt relied on the inter-state clause in the act regarding shipping to prove his case, claiming that the defendant, according to that clause, had the right to charge the plaintiff a higher rate than other dealers if the company saw fit to do so. Bringing coal to the city all by rail was a "circumstance," as provided for in the clause.

Judge Muir took this to mean that the railway company wanted to force Mr. Myles to bring all his coal by rail, but Mr. Nesbitt did not see it in that light.

The judge held that the plaintiff had been improperly discriminated against, and he gave judgment for the plaintiff for the amount of the overcharge.

CALLING UPON STRANGE FIRMS.

A well-to-do manufacturer bent on doing business in foreign parts asked me the other day what was the best form of introduction he could take with him in calling upon strange firms. I replied by telling him how a strange Russian dealer introduced himself only a few weeks ago to a manufacturing friend of mine in Birmingham, with whom he was anxious to do business. Having presented his card and stated his purpose, the Russian was told that before business relations with him could be established, if at all, references would be required and inquiries would have to be made which might probably occupy some time. "But what if I pay for everything in advance?' asked the Russian. "Oh, that is another matter," replied the Birmingham manufacturer. "Then look here," said the Russian, taking a well-filled wallet from his pocket, "here are £150 in Bank of England notes; let me have goods to order to that amount, and when the money is exhausted you shall have a further supply. I hope to do some thousands of pounds' worth of business with you every year." There can be no doubt that Bank of England notes, and plenty of them, are an excellent form of introduction. —Vulcan in Ironmonger.

CAPITAL AND CONFIDENCE.

IN business circles the one achievement which is devoutly hoped for, says The Iron Age, is a restoration of confidence. We find that a good many merchants and manufacturers interpret that phrase as a recovery of sufficient nerve among buyers to place more liberal orders, for more extended delivery. We believe that a deeper search will reveal that a sense of security on the part of capital is the most important influence bearing upon it. If that be true, then it needs much to overcome the disastrous effects of the developments of the past two years and the influence of current contentions. A review of recent industrial and commercial history appears to show that success could not have been more complete if the deliberate aim had been to frighten moneyed men into inactivity. Capital is proverbially timid, although it has its spells of reckless courage.

Whatever may be the merits of the questions involved in the great battle of the standards, this one fact will be hardly disputed, that the great majority of moneyed men are either uncompromising "gold bugs" or believe in bimetallism only when it is backed by the unqualified support of all civilized nations. So long as such men see before them the danger that power may pass into the hands of legislators representing what to them are crazy views, capitalists will keep their money idle.

It is curious that the same men who will resort to cajolery and to every means of persuasion to win the confidence and good will of capital when they want it for their own individual use and profit, believe that the best instrument of conviction against capital collectively is the club. The same men who rush to financial centres to secure money for the development of the resources of their native states and territories at home make ringing speeches against the Shylocks. They recognize the power of money and yet attempt to overawe and domineer capital.

When business men, who ought to know better, resort to such bulldozing tactics, it is not surprising that workmen, piloted by their walking delegates, do the very acts which must prolong the sufferings against which they rebel. Every unreasonable strike, every act of violence, discourages enterprise and drives into the financial centres money, the employment of which would mean work for the idle and the needy. So long as no power exists to force capital into the channels of industry, injustice and violence on the part of those who work for their daily bread must react upon them.

There is another very serious cause for the timidity of capital, be it foreign or American, which should be frankly exposed, and that has been the laxity of business principles which has widely prevailed. The course of the managers of some of our great railroad systems now in the hands of receivers has been outrageous. The deliberate falsehoods uttered on the eve of failure have shocked that large class of security holders who may pardon a loss but never forget deception. The stock-jobbing on the part of officials, the juggling with accounts and the manipulation of corporate interests for private gain are scandals which have discouraged the flow of money into channels into which they went freely for many decades.

Revival can only come when conservative capital has become convinced that the lesson of the past few years has been thoroughly learned. A speculative spirit can only develop after continued moderate successes have made the timid venturesome. The vast majority of the born speculators and boomers have nothing but the memory of past financial greatness left to them. The men of large means and solid wealth will be the first to seize the many opportunities for successful operations. But they, too, are the most cool headed, the ones who can afford to wait patiently, the ones who cannot be bulldozed, but must be convinced by clear evidence that irresponsible and dishonest attacks upon capital have ceased.

SCIENCE IN THE FOUNDRY.

IN the March number of the Journal of the Franklin Institute, Alex. E. Outerbridge directs attention to the prediction he made in a paper written in 1882, that pig iron would in time be sold on chemical analysis and that a new era was dawning in metallurgical science as applied to foundry practice. The car-wheel foundry practice of to-day is cited in illustration of the change that has been made since 1882. In referring to this and to the recent contributions to the literature of foundry chemistry, Mr. Outerbridge writes as follows:

The "ideal" iron for car wheels is a metal having an extremely dark, "open-grained," or coarse fracture, in the body or "plate" of the wheel, and a pure white, fine-grained adamantine structure, on the "tread" extending to a depth of about half an inch beneath the surface, and merging gradually into the soft gray iron backing. According to the old nomenclature, such metal may be said to have a gray iron fracture, equivalent to "No. IX," with an artificial crystallization, or chilling quality, equal to "No. 6," or white iron. Formerly, this ideal quality of metal for car wheels was actually produced in this country, and there is no doubt that this essentially American industry was indebted to that fact for its origin contemporaneously with the birth of the railway system half a century ago.

The gradual dismantling of old-time cold blast charcoal iron furnaces, and the increasing difficulty of obtaining pig iron adapted to the manufacture of chilled wheels, compelled the makers of this product to investigate chemically the elements composing such metal, with the view of ascertaining definitely the cause of the special property of "chilling," which, for many years, was peculiar to pig iron made with charcoal fuel by a cold blast, and could not be successfully produced by any other method of manufacture. The entering wedge in this study was introduced about the year 1879, by Dr. Dudley, chemist to the Pennsylvania Railroad; and, shortly after this the writer was called upon to take up a similar work for a large establishment in Philadelphia, engaged since 1847 in the manufacture of chilled wheels.

Dr. Dudley generously imparted the facts which he had gathered in the midst of many other important lines of investigation, and the writer took up these threads and found interesting occupation, extending over a period of several years, in weaving them together.

Some of the practical results of this investigation were embodied in a paper entitled the "Genesis of a Car Wheel," read before the Chemical Section of the Franklin Institute, in 1883, and later, in the more popular form of a lecture at the same institution in 1888, on "Pig Iron: Including the Relation between its Physical Properties and its Chemical Constituents."

It is admitted that chemical investigation has not only saved the car wheel industry from extinction, but also that it has enabled the manufacturer to turn out product to-day, which is subject to far more severe scrutiny before passing into service, and to vastly greater shocks and strains in ordinary use than heretofore, and at a minimum price. Indeed, it may be said in passing, that not the least wonderful feature of this special business is the price at which chilled cast-iron car wheels of good quality are now sold.

Within a very few years the subject of "Chemistry in the Foundry" has run riot in the discussions of the foundrymen's associations and in the journals devoted to iron interests. A vast amount of "green fruit" has been put upon the market, much of which has already withered before ripening; but this is not an unusual experience, and in taking a broad view of the subject, one can observe that considerable progress has been made.

Scientific system is gradually superseding rule-of-thumb, or empirical, methods, in progressive foundries, and much of the old-time superstition, born of ignorance, is being eradicated. This is true, not only in regard to the metallurgy of pig iron for castings, but also in regard to methods of molding and other cognate branches of the founder's art.

Boot Caulks Chain
Pike Poles Oakum
Tackle Blocks Rope
ETC., ETC., ETC.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants 37 Front St. West, TORONTO

The "Graham" Cut and Wire Nails are the Best.

THE GREAT LEVELER.

WHAT may be called, not improperly, the bicycle passion has full possession of several leading countries of the world, says Kublow's Trade Review. England, France, notably those parts of them in and about London and Paris, have been so given over to it for some time that a large proportion of their population come and go on their errands of business or pleasure "on a wheel." Americans who have recently traveled abroad have been astonished at the general use of the bicycle there, and have been still more astonished, on returning to their own country during the last year, to discover what headway the passion has made here. It is said to be a conservative estimate by competent authorities that during the year now closing a quarter of a million bicycles have been sold in this country, and that the number of riders approaches a million. There are said to be over 50,000 in New York and its neighborhood, and fully half that number in and about Boston. The latter city caught the passion from Europe some time before New York did, and has a larger proportion of its population, male and female, regularly devoted to it.

Observers of the phenomenon are wondering whether it is merely a passing whim, or whether it "has come to stay;" whether those who have taken it up will continue it after the novelty has worn off, or whether they will drop it for the next new fad that shall come along. There are many reasons for thinking that its stay will be permanent. Undoubtedly many of those who take it up because of its vogue will tire of it after a while, but these will not constitute a large proportion of the whole number. The great body of riders find in the bicycle a new pleasure in life, a means for seeing more of the world, a source of better health through open-air exercise, a bond of comradeship, a method of rapid locomotion either for business or pleasure, and many other enjoyments and advantages which they will not relinquish. The bicycle has, in fact, become a necessary part of modern life, and could not be abandoned without turning the social progress of the world backward. Few who have used it for a tour through the country would think for a moment of giving it up and returning to pedestrianism instead. Aside from the exhilarating joy of riding, which every bicycle devotee will assure you is the nearest approach to flying at present possible to man, there is the opportunity of seeing a constantly changing landscape.

The bicycle is indeed the great leveler. It puts the poor man on a level with the rich, enabling him to "sing the song of the open road" as freely as the millionaire, and to widen his knowledge by visiting the regions near to or far from his home, observing how other men live. He could not afford a railway journey and sojourn in these places, and he could not walk through them without tiring sufficiently to destroy in a measure the pleasure which he sought. But he can ride through twenty, thirty, fifty, even seventy miles of country in a day without serious fatigue, and with no expense save board and lodging. To thousands of men and women the longing of years to travel a little as soon as they could afford it is thus gratified, virtually without limit; for a "little journey in the world" can be made on every recurring holiday or vacation.

CASTOR OIL Turpentine . .

Pilkington's English Alkali
Pine and Coal Tar

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide St. West TORONTO

HARDWARE AND INSURANCE.

IT has often occurred to me, says a writer in Ironmonger, how few ironmongers take up heartily what might to most of them be a really profitable undertaking. A large number of ironmongers purport to be agents for one or more of our insurance companies, but seldom get beyond insuring their own stocks in the office they represent. Few trades present a better opportunity or a wider scope for introducing this class of business. There are several inducements why this should be made a regular department, amongst which I may mention the simplicity and ease with which it can be carried on. It requires no capital, payment being in all cases cash down before delivery. Nearly all the trouble is taken by the head office or district inspector. We are often at a loss for a good excuse to introduce ourselves to new clients; this affords a splendid one.

An insurance policy of some kind is required for every new tenant, and it is only a case of who is first in the field. An introduction through obtaining this gives us at least one personal interview with the principal himself; consequently we have an opportunity of offering our services in our own way of trade. Again, an insurance once effected is a steady source of income for years to come, and requires an annual call for renewal premium, which should not be lost by the pushing assistant or employer. A good card or lettered notice in or on the window or door is advisable. This will be placed there at the expense of the company for whom you are agent. A supply of printed matter will be sent, and may be circulated either as an independent transaction or with the quarterly accounts. A notification of the agency may be placed on all your printed stationery, but a personal canvass or application is required, as a rule, to secure an order. Only take up a good office of repute, on whom you can thoroughly rely. There are several kinds of insurance agencies, and I would advise the accepting of an agency for each, in order to cover the whole ground. Life assurance is, of course, the most profitable to the agent; not only a good percentage on the premium, but also a bonus on the first transaction form an inducement. The amounts turned over are larger, and, consequently, the annual income that will accrue is more substantial. Fire insurance is the branch that most ironmongers can take up with success. Few trades have so many opportunities of obtaining fire policies. Those doing a building trade should always be on the alert to obtain permission to insure the buildings during erection; once secured at a reasonable rate, and it is likely to be continued. Insurance on stocks, both of tradesmen and farmers, should be looked after, as well as every private dwelling and its contents should be secured against the risks of fire. Plate-glass insurance is also a fairly profitable line—indeed, the profit on this is greater than either of those I have named. An accidental insurance agency may be worked, too, and I know several energetic tradesmen who are making a good thing out of it.

GOLDTUAB ARRESTED.

Recently at Plum Coulee, Manitoba, a general store owned and conducted by a merchant named S. Goldtaub, was burned out. Representatives of the insurance company that held a risk on the property visited the scene and were about to pay Goldtaub's claim for the loss of the stock when something transpired that convinced them fraud had been practiced. Detective McKenzie was engaged on the case, and a quantity of goods alleged to be part of Goldtaub's stock was found stored in a stable, carefully packed and covered with hay. Goldtaub was arrested and taken to Winnipeg. He succeeded in getting bail, which was fixed at $3,000, Mr. Goldstine and one or two other Winnipeg friends of the accused putting up the bail.

TO ACCOMODATE TRAVELERS.

The Western Ontario Commercial Travelers' Association have been in communication for some time with the Michigan Central Railway, endeavoring to get them to give better local train accommodation between St. Thomas and Windsor. The secretary of the association has just received word from Mr. Laven, the general passenger agent, that it has been arranged for the present to stop east-bound train No. 10 on signal at Comber and west-bound No. 37 on signal at Comber and Essex. These concessions will prove a great convenience to commercial travelers.

SHEFFIELD v. SOLINGEN.

A PATRIOTIC RHYME.

It was a brave old cutler
Got up from having his tea,
And he said to a lot (as he put down his pot)
Of men the same trade as he,
"Now, my lads, here's a chance
Our trade to enhance,
If only you'll work in harmony,
For between me and you
(Be golly it's true)
They've a labor dispute in Jarmany!"

"A what?" cried they, "a dispute you say?
A really dissatisfied German?
Not content with his lot,
Lets his trade go to pot?
We'd as soon believe in a merman.
We don't notice the Yanks
With their little pranks,
For their minds are always unhingin';
But it's hard to believe
The news we receive
Of a labor dispute at Solingen."

"Yes, my lads, it's true,
And if I were you
I'd prove myself worthy your nation;
Endeavor to make
For the 'owd gaffer's' sake
The best of the sitivation.
They've done it when we
Haven't tried to agree
To meet the old boss in his trouble,
So make up your mind
To be more combined
Before this 'ere bursts like a bubble."

"We will! we will! hoorah for the boss! !
We'll work like a 40'oss ingin;
All advantage to take,
And see what we can make
Of the labor dispute at Solingen."

REVARD.

FIRE DID NOT BOTHER THEM.

The three big fires which recently visited Toronto well tested the safes and vaults which happened to be in the different places destroyed. J. & J. Taylor, the well-known safe manufacturers, had no less than 44 safes and vaults in these three fires, and, hot as they were, in every instance the contents came out in first-class condition. Comment is unnecessary.

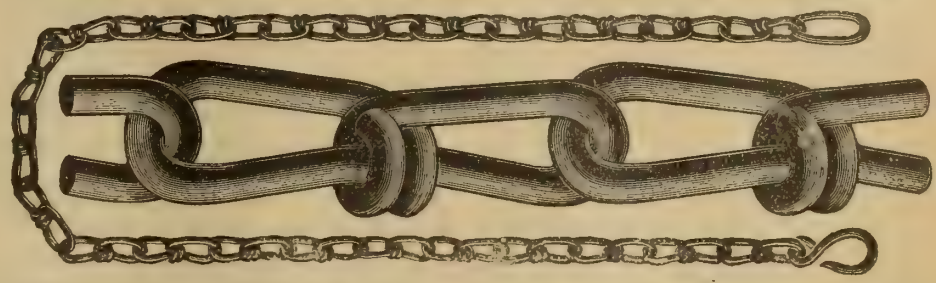


THESE CHAINS are stronger than the heavy English trace chains, and about one-third lighter.

Write for Catalogue.

PATENT BLUE TEMPERED

STEEL WIRE TRACE CHAINS



The B. GREENING WIRE CO., Ltd., Hamilton, Canada

HOW TO TREAT THE BOY.

THE object of employing help in the shop is not to make a show, but to accomplish work, says Age of Steel. Men and boys are not hired to stand around like empty Stoughton bottles, but to get out a greater amount of work than can be done without them. The sensible thing to do, then, is to enlarge their capacity to help, as rapidly as it can be done with advantage. Constant encouragement, and willingness to give information and advice, when asked, will give good returns. A great deal of work is now done by machinery which may be attended by boys. Some intelligence is needed to guide and control it, and the more this intelligence is stimulated the greater will be the product of the machinery. When the workmen in a shop have a hang-dog and servile appearance, as though their only stimulus was compulsion, it will be found that the machinery is not doing its best. When boys first enter a shop their minds are in a very susceptible condition. It is a nascent period; they commence a new life. They are amid strange scenes. Everything strikes them with a sense of novelty. The first lesson for them to learn is that they will be treated with kind consideration, but that they are expected to fill their positions. They should be taught that their employers will look after their interests, and that they should study the interests of their employers; and there is to be no humbugging about it on either side. Let them feel the importance of their work. "Only a boy, and only boy's work" is a bad notion for them to harbor. Every part of the work is essential, or it would not be done. Every brick in a building is of consequence, or it had better be left out. It is far better for boys to overestimate the importance of their task than to think of it slightingly. In this callow period of their life is the time to learn that "whatever is worth doing at all is worth doing well." In every job, however rough it may be, there is a certain degree of standard excellence which must be preserved. Some men never learn this, and slouch their work all their lives, but boys should be trained to perceive what is essential, and to do it. The idea that cubs must be licked into shape is more popular with bears than with boys. It is not expedient to crush a boy to fit him into a mould. Such a proceeding will affect him as it does a Chinese girl's foot. If it succeeds he will be as limp as a mould of jelly. Train them like trees, by gentle guidance, and "as the twig is bent the tree is inclined." They will grow to their full stature, strong, comely and able to endure. Boys are not men, any more than grubs are butterflies. Boys are boys, but when they come into the shop they begin to take on the traits of manhood. A perfect boy is all boy. Some exuberance of spirits must be tolerated, but turned in the right direction. Then the more spirit they have the more they will hustle.

HE DEVELOPED BALL BEARINGS.

The late G. T. Simonds, of Fitchburg, Mass., says an exchange, gave the last years of his life to the development of ball bearings. An English company are bringing out his patents abroad. Among them is one to which Mr. Simonds attached much value, and that is the method for hardening the balls after they had been rolled. The object to be hardened is plunged first into brine and afterwards into oil. This by itself is not new; but the novelty consists in the manner in which it is done. It is desirable that the object to be hardened should remain for a certain number of seconds in each of these fluids, and that it should pass from one to the other without coming in contact with the air. This is effected by making the bath double, the partition in the middle not extending quite to the bottom. It is then half filled with brine, on the top of which oil is poured on one side only. An endless chain fitted with wire buckets enters the brine at one side side of the bath, and passing under the partition, comes out through the oil. The rate at which this chain is driven being decided and the depth of brine and oil regulated accordingly, it is evident that the objects in the wire buckets will remain immersed the exact time required.

SPECIFIC GRAVITY OF GLASS.

The specific gravity of glass has apparently but little importance for the manufacturer of ordinary glass, says an exchange, but this property has a considerable influence upon the quality of glass that is used for optical purposes and for the manufacture of artificial gems. In general the refraction increases proportionately as the specific gravity rises, although the figures for the increase of refraction do not follow closely the increase of specific gravity. The latter changes as the composition of the glass is altered, and the other properties change too. As the specific gravity increases the brilliancy of the glass increases, and at the same time the glass becomes softer, and more easily attacked by active chemical agents. Alkali-lime glass is the lightest, then ordinary bottle glass, then lead flint. Flint that melts at a high temperature is lighter than that which melts at a lower degree. The specific gravity of various kinds of glass is about as follows:

Bohemian lime glass	2.396
French plate glass	2.488
English plate glass	2.506
Window glass	2.732
Bottle glass	2.732
Ordinary flint glass	2.9—3.255
Optical flint glass	3.3—3.6

ANOTHER COAL DEAL PROBABLE.

It is stated that an English syndicate has cabled an offer of £50,000 for the coal areas owned by Messrs. Harold, McDonald and others of Sydney, Cape Breton. The property is located between Sydney and Mira, and is believed to be very valuable. The English capitalists sent out an expert last summer to examine the property, and he has reported very favorably upon it, pronouncing it to be one of the finest coal seams yet discovered. The gentleman who examined the property was the first to open up the coal fields of Australia. The English syndicate is anxious to procure the entire area, but the present owners would prefer retaining an interest in the property.—North Sydney Herald.

PLUMBING AND GASFITTING.

THE old and well known plumbing and gasfitting firm of Bennett & Wright is about to be changed into a limited liability company. Application, notice of which will appear in the Ontario Gazette, has been made for incorporation as the Bennett & Wright Co., Ltd., with a capital stock of $100,000. Messrs. Joseph Wright, S. S. Clarke, G. Clapperton and others will constitute the company. Mr. Wright is the present sole proprietor of Bennett & Wright, while Mr. Clarke has been identified with the business for many years. The business will be carried on under the management as heretofore.

The firm of Bennett & Wright was established in 1873, and five years later Mr. James Bennett, the senior member of the firm died. Since then Mr. Wright has carried on the business, assisted by Mr. Clarke.

* * *

G. D. Bark is starting a plumbing business at Montreal.

* * *

Sheret & Johnston, plumbers, Vancouver, B.C., have dissolved partnership. Each continues in business alone.

* * *

Brown & Co., plumbers, St. John's, Newfoundland, have been burned out. Insured for $500.

* * *

Gough & Moore, plumbers, St. John's Newfoundland, have been burned out. Insurance $2,200.

* * *

Auguste and Delphis Brunette, have been registered proprietors of A. Brunette & Frere, plumbers, Montreal.

* * *

We always have, says The Hardwareman, a recrudescence of affecting tales, illustrative of plumbing vagaries, at about this time of the year, and perhaps the present season is rather more prolific of them than usual. Among the stories that have come under our eye is that of a householder who engaged a plumber to pack all his water pipes with felting, but the result was absolutely nil. They all froze, and a water engineer was sent for to explain the mystery. He said he couldn't have done the packing better himself, but that unfortunately the plumber had faithfully wrapped up the gas pipes and left the water pipes carefully alone. This reminds us of the amateur workman who proposed to save a gas-fitter's bill by putting in the gas pipes and fittings himself and make all the connections required. He did so, and then called his family about him to share his triumph when he lit up the drawing-room chandelier. He turned the taps, but before he could apply a match they were all enjoying an impromptu shower bath. He had connected up with the water supply.

SPECIAL HALIFAX LETTER.

HALIFAX, March 29, 1895.

THE season is very backward throughout the province, and consequently a a dullness of trade prevails. This time last year the spring trade was in full blast, but now it has not even started. In some parts of the province the weather remains the same as in the middle of winter.

While tin is stronger on the other side, there is no change in this market whatever. There is nothing doing in pig.

Linseeds are in good demand, at 56 and 58c. I hear that some imitation stock is being offered to the trade at low quotations.

Lobster packers are getting ready for the season's business, and some activity is noticed in the lines of supplies. There is a demand for ½ lb. flat cans.

The market is bare of glass, but several consignments are on the way out.

Some $1,150 worth of iron pipe, consigned to Stair, Son & Morrow, which went to the bottom of the dock at the time of the deep water terminus fire, has been recovered and will be sold by auction to-day. A. M. Bell lost 380 boxes of tin the same way.

The largest hawser made at the Dartmouth Rope Works was twisted there this week. It is 18 inches and contains 1,500 threads.

The Sackville, N.B., Post says: "It would appear that the Enterprise Foundry Co., of this place, are well worthy of their name, improvements and outlays for new buildings and machinery being frequent. Latest is the introduction of a nickel plating and coppering plant which is of the most modern and improved make, and perhaps the most complete in these provinces, costing about $1,000. It was imported from the United States and will be ready for work in about a fortnight. It is being put in by E. L. Stevens, of Houlton, Me., formerly of Sackville, who will see it in good working order, and learn a man to run it before he leaves. Mr. Stevenson has been largely engaged the past year in putting in nickel plating plants. He will put one in for Small & Fisher, Woodstock, and probably for Rhodes & Curry, Amherst, before returning to Houlton."

The Golden Lode mine at South Minacke is taking the lead in the production of gold in this province. A brick containing 126 ounces was brought to the city last week, the result of two weeks' labor, and product of 11 tons of quartz, This realized a clear profit of about $2,000. As the capital of the company is only $30,000, it will be seen at a glance that the investment is a very good one. There is money in the gold mines of this province when they are worked as a legitimate business and not as a lottery speculation. TAUNTON.

PERSONAL MENTION.

Mr. J. Samuel, of Samuel, Sons & Benjamin, London and Liverpool, and brother of the late E. Samuel, of M. & L. Samuel, Benjamin & Co., arrived in Toronto Saturday last. He informed HARDWARE MERCHANT that trade was still quiet in England, and ventured the information that a good many capitalists there had made money on investments in Australian mines. British capitalists were now, he understood, beginning to pay more attention to mining properties in British Columbia. Mr. Samuel, who is accompanied by Mrs. Samuel, expects to remain in Canada about two months.

Mr. P McMichael, manager of the James Robertson Co., was in Baltimore for a few days last week.

Among the country merchants noticed in Toronto during the week were the following: T. Glendinning, Sunderland; Mr. McLellan, of McLellan & Co., Lindsay; T. Truel, Stratford; G. H. Wright, Penetanguishene; J. A. W. Allen, Newmarket; John McGaw, Markham; A. D. Ellis, Simcoe.

THE RAGING WINDS.

The Hamilton Iron & Steel Co., of Hamilton, Ont., which is building smelting works there, got a setback on Thursday. The company has been doing some work all winter and was preparing to rush things this spring, as its time for completing the works to earn the big bonus of $135,000 from the city has twice been extended and expires on October 1. On Thursday morning when the men went to work they found that the strong wind of the night before had blown over the furnace, an immense affair mounted on seven big iron pillars about 16 feet high. Four of the pillars were broken and 30 feet of the wall had been carried away. It will take at least two weeks to make good the damage. The loss will come upon the Philadelphia Engineering Co.

An Illinois firm will establish a zinc oxide and paint manufacturing industry at Vancouver, B.C., if they can obtain the zinc and coal at near by points.

Cheap Japanese labor is coming into competition with white and Chinese in British Columbia.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal, Mercer Street, Toronto.


BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors
Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. — MONTREAL

STEEL VS. GREY IRON CASTINGS.

IN THE March Engineering Magazine, Horace L. Arnold has an interesting article on "The Conquest of Steel over Cast Iron." He opens with the statement that "the constant improvements in steel manufacture and our vast natural resources in the way of ore and coal, coupled with the eager competition of steel makers in search of a market for their product, have brought the price of wrought steel in the form of superbly finished round bars and plates to such a point as to give the manufacturer of small metal wares a new constructive material." In the discussion of his subject he deals largely with the line of manufactures sold to builders, house-furnishers and house-keepers. Among the articles he has selected for illustration are a caster for use under furniture, a hame fastener, a drive chain, a whiffletree plate, parts of a cash register, and parts of a coin-controlled vending machine—all made from sheet steel and stamped out instead of from cast iron. Mr. Arnold then goes on to say that American founders have made grey iron castings much stronger, weight for weight, than had ever before been commercially known. To such perfection was the art of mixing and melting iron brought that our small grey iron castings would bend a long way before breaking, and at the same time have great stiffness and elasticity; so that we really make, good, durable work with our cast iron substitute for wrought metal, which was, until quite recently, the final resort where the lowest cost of production must be had.

We have now, however, reached a market price for sheet steel, cut in strips to suit the purchaser's needs, and rolled very accurately to thickness, which threatens the supremacy of grey iron as the chief factor in low cost production of small manufacturers. The utmost efforts of the foundryman fail to bring the price of fine castings to 2¼ cents per lb. Indeed, it requires extreme care in every detail to bring the first cost of fine castings, such as are used in locks, casters and house trimmings, much below 2¼ cents per pound. Numerous small factors unite to prevent the reduction of the cost of small grey iron castings much below that obtained with present methods, so that, with sheet steel at 2¼ cents per pound, and our present skill in die making and the very great excellence of our presses, it is doubtful if any small wares can be made more cheaply in grey iron than in steel.

At first sight this proposition seems absurd. Grey iron lends itself so readily, through its fluid condition, to the requirement of any desired shape that the mind at once turns to that material when an article of complex figure is presented for construction. A ladleful of melted iron fills the intricacies of a properly prepared mold with no greater power requirement than is furnished by ever-present gravity, and demands no greater resistance to confine it during the forming of its contour than is afforded by the loosely-cohering sand of the mold; sheet steel, on the contrary, offers very great resistance to changes of form, and the shaping of it requires powerful machines with tools and forms of tempered steel to give and resist the effects needed to force this stubborn material into the thousand various complicated shapes demanded by small metal wares for general use.

In many cases, however, there is not much in cost of plant in favor of the casting. The patterns may cost, for the grey iron work, as much as, or even more than the punch and die work for the same piece in sheet steel; and, from this point of first cost of plant, the cost is all in favor of the sheet steel, because the mold for the grey iron work must be made anew for each individual piece produced, while tens and hundreds of thousands of pieces may be produced in sheet steel from one set of dies. Again, the very cheapest labor can be used to advantage in punch and die operations, while the grey iron molder, even on the simplest work, must be skilled, and must exercise his skill, and, while the molder may produce in extreme cases, say 150 "snaps" per day, each containing possibly 50 or 75 pieces, making a total of from 7,000 to 10,000 pieces per day as his extreme production, the press hand may make as high as 150 operations per minute, which would give an extreme result of 90,000 pieces in a day once through the press. With these aids at hand, and with perfect stock of any width and thickness—or, if round, of any length and diameter—the supremacy of grey iron for small manufactures is not only threatened, but has already been attacked and overthrown.

GUARANTEEING EDGE TOOLS.

The question of whether or not it is good policy to guarantee edge tools comes up every once and a while for consideration, and has an especial bearing at the present time, since the sale of tools is increasing. It is a curious fact that most of the makers who guarantee the quality of their goods admit that the system has many disadvantages, yet they continue to follow it on the theory that as they have guaranteed them in the past, it would work an injury to their manufacturing reputation to cease doing so now. This may be a correct view of the case under the circumstances, but it is, nevertheless, a fact that a great deal of good could be accomplished by adopting some other method. The great trouble with a guarantee is that it is frequently abused. It is attached to the tool when the latter is used, and a careless and not too conscientious user may be tempted to permit the retail seller to repair his fault at an expense that extends up to the jobber and manufacturer. An established reputation for good workmanship such as belongs to most of the manufacturers should be equally as good when understood as is a specific guarantee on each separate tool. This, at least, is the opinion of a number of business men who have been approached on the subject, and it certainly seems to be logical.—Hardware Reporter.

The general sentiment of ratepayers seems to be opposed to the $300,000 by-law to purchase an electric light plant to be run by Toronto.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL March 29, 1895.

HARDWARE.

THE week has witnessed a fair degree of activity in general hardware, and had it not been for the breaking up of the river and country roads, caused by the mild weather and rain this week, would have shown an increased volume. However, not only has a good turnover been made for immediate account, but the demand for future shipment has been rather better, no doubt induced by the fact that summer freights go into vogue next week. The quarterly meetings of the different associations will be held at the end of this week, but in the meantime values rule steady except in tacks and cut nails. As we have already noted, the latter have been selling below the list price for over a fortnight back, and now a St. John, N.B., tack manufacturer has been offering tacks to the retail trade here at makers' prices. The goods are not said to be meeting a very encouraging reception. Orders for fair lots of wire are being booked, and the activity in cut and wire nails, despite the fact of the approaching quarterly meetings, has been quite active. Churns, clothes wringers, harvesting and gardening tools and cutlery are meeting a brisk enquiry, while demand is being experienced for wire cloth, etc., also. Payments remain unsatisfactory on the whole.

WIRE—Good orders are being booked for wire for April shipment, both for smooth and barbed stock suitable for fencing purposes.

ROPE—Trade continues dull, the only change being a decline in the outside price of manilla. We quote sisal, 6¼ to 6½c., and manilla, 9c.

CUT NAILS—The inducement offered by the jobbers in cut nails has induced a fairly free demand in a jobbing way for next week's shipment. Makers are not doing much and their list price is maintained at $2.10 with the usual rebates of 5 and 10 according to quantity, but as jobbers continue to book freely at $2 the above are practically a dead letter.

WIRE NAILS—A good steady business is doing in wire nails, both for prompt and future shipment, though the fact that freights will soon come down has induced a quieter feeling during the past few days. Discounts are unchanged. Makers hold their quarterly meeting at the close of the present or the beginning of next week, but no one knows whether there will be any changes or not.

HORSE NAILS—Orders for shipment during the course of the next fortnight have been quite satisfactory. Discounts continue 60 per cent. on the standard marks.

HORSESHOES—Business is quiet. The makers meet next week. In the meantime we quote: $3.50 for iron shoes; steel shoes—XL., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; Perkins' steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TACKS—The presence of a Lower Province maker, who is offering tacks away low down, has unsettled values and business generally. He is offering to sell to retailers at makers' prices, which means an extra 12½ per cent. on the regular jobbing basis.

CHAIN—Coil chain is fairly active for future shipment.

CLOTHES WRINGERS—The active jobbing demand for these is well maintained.

CHURNS—The same can be said of churns.

TINWARE—A good business is doing in this line.

CUTLERY—A good active trade is noted in cutlery, not only for immediate but for future shipment, and everything points to light stock in the country.

TOOLS—Harvesting and gardening tools of all kinds meet with a good enquiry.

WIRE CLOTH, ETC.—Enquiries for this are commencing to come in, but business is small as yet.

CEMENT—Quite an active demand for cement for spring delivery has been developed since our last report both from stocks on spot and on import account. We quote $2.05 to $2.15 for English and $1.90 to $2 for Belgian.

FIREBRICKS—There is a fair demand for firebricks, and some fair sized lots have been placed at $15 to $22 per 1,000.

METALS.

Business in heavy iron and metals fails to show any improvement, the active movement being practically nil, while there does not appear to be any desire to operate for future supplies. The general easiness of values no doubt accounts for this indifferent spirit, for with the exception of tin and lead, no firmness is to note.

PIG IRON — This line continues dull. Nothing is doing for spring delivery, and the business from stock is practically nil. The strong feeling in Pittsburg seems to have no effect on buyers here, and we quote: Summerlee, $20 to $21; Eglinton, $19.50; Carnbroe, $19; Nova Scotia brands, $16.50 to $16.75.

BAR IRON—No improvement is to note in this line, and the tone continues easy. The nominal asking price is $1.60, but no difficulty is experienced by buyers in securing supplies at $1.55.

TIN PLATES—Business for spring importation continues quiet, with no urgency to mention, while the trade from stock is small, though some orders are being re-

ENAMELLED WARE

MADE IN CANADA.

We are pleased to advise that this new venture has been most successful, and we are turning out a ware—for the present a grey mottled and a white—equal to any ever placed on this market, whether English, German or American.

Inspection and Comparison Invited.

Our Travelers are Carrying Samples.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

MONTREAL MARKETS—Continued

ceived for April shipment. We quote cokes at $2.50 to $2.75 and charcoal $3.25 to $3.75.

TERNE PLATES—Quiet and dull at $5.75 to $6.

CANADA PLATES — These are without change, and the enquiry is of a lifeless character, both from second hands as well as for spring importations. We quote $1.95 to $2.05.

SHEET IRON—Steady and unchanged at $2.15 to $2.30 for No. 28 gauge.

IRON PIPE, ETC.—Business does not improve either in iron or lead pipe.

INGOT TIN—Cable advices have been much stronger on this metal and we quote prices firmer at 16c.

LEAD—This line has also adopted a firmer tone, and nothing can now be had under $3.

SPELTER—Continues dull at $4 to $4.25.

ZINC SHEETS—There is no change in these which rule dull at $4.50 to $4.75.

ANTIMONY—Quiet and dull at 9½ to 10c.

HOOPS AND BANDS—No change to note and demand dull. We quote: $1.80 to $1.85 for domestic, and $2 to $2.15 for imported.

GALVANIZED IRON—Quiet and prices unchanged. We quote: No. 28 Queen's Head, 4¼ to 4½c.; Morewood, 5¼ to 5½c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6½c., with the usual extras.

PAINTS AND OILS.

Business in this continues fair, and values as a rule are steady with no special future to note this week.

LEAD—This continues much the same, demand ruling fair and orders for future shipments are good. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL—With small stocks and firm advices from abroad holders look for a scarcity of the article. Values are firm at 56 to 57c. for raw and 59 to 60c. for boiled.

SEAL OIL—Continues to be well enquired for at 40 to 45c. to quality.

COD OIL—There is a free movement of cod oil at 37½ to 42½c.

CASTOR OIL—No change is to note in this, which rules steady at 5½ to 6½c.

TURPENTINE—Advices note a further advance of 2c. on turpentine in the south, but this has not had any effect here, the price remaining at the advance quoted last week, 55c.

RESINS, ETC.—The only change in this connection has been a decline in white cotton waste of a ½c. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 4½ to 6c., and cotton do., 9 to 11c.

GLASS.

The glass market does not show any quotable change, but there are possibilities in this connection referred to specially elsewhere that are interesting. We quote: First break, $1.15 to $1.20 and second $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

Spring orders are good for import, and there is a fair demand from spot stocks for future shipment. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 to $2.10.

PETROLEUM.

Demand for petroleum continues good, the market ruling fairly active. We quote Canadian refined at 12¾c. in shed in Montreal for round lots, and 13½ to 14c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is

For This Month

We are offering exceptional value in

Spades and Shovels

Draining Spades

English and Canadian.

Drain Cleaners

Iwan's and others.

Post Hole Augers

Iwan's and Vaughan's.

Write for Prices.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

....Toronto

THE EMPIRE PATENT

STEEL SHINGLES

Thoroughly Tested Since 1882.

The best constructed, tightest, handsomest and most reliable small shingle on the market—our galvanized shingles, the perfection of roof covering. Our 1895 Illustrated Catalogue will be issued shortly.



THE METALLIC ROOFING CO. OF CANADA
(LIMITED)

80 to 90 Yonge St. - Toronto, Ont.

MONTREAL MARKETS.—Continued.

quoted at 16c. in car lots and 17c. for smaller quantities.

HIDES.

The feature this week has been an advance of 1c. per lb. in beef hides and calfskins. Receipts are small and business quiet, for the season. We quote: No. 1, 6c.; No. 2, 5c., and No. 3, 4c.; heavy No. 1 steers, 6½c.; No. 2, 5½c; lambskins, 10c.; calfskins, 6c.; and sheepskins, 65c.

TALLOW.

The tallow market is quiet and steady at 5 to 5½c.

WOOL.

Business quiet and prices steady. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 10 to 11c.

ASHES.

The ashes market is quiet and unchanged at the decline noted last week. We quote: First pots, $4.00 to $4.05; seconds, $3.70 to $3.75, and pearls, $6.00 to $6.10.

MONTREAL TRADE NOTES.

This week's reports indicate more activity in the imported metal trade.

Advices from the South note another advance of 2c. per gallon in turpentine.

A. C. Leslie & Co. report a steady demand for their "Queen's Head" galvanized iron.

A. C. Leslie & Co. report sales of best charcoal tin plate that give great satisfaction.

Private cables here state that the advance in ingot tin has been over £3 in the last ten days.

Advices to H. L. Haldimand & Son report the placing on the market of a new table knife, by John Ascham & Co.

The advance in prices of American pig iron has shut off several orders that were about to be placed by foundrymen here.

Mr. Thorpe, of Pilkington Bros., leaves for New York this week in connection with the acute position of the glass market at present.

A fine portrait of the master plumbers enjoying their annual banquet at the Queen's attracted considerable attention in the window of H. McLaren & Co. this week.

The price of all kinds of oils is strong on this market, as stocks are especially small, and a scarcity of linseed oil is predicted before the new importations come to hand.

TORONTO MARKETS.

TORONTO, March 29, 1895.

HARDWARE.

THE increased activity noted last week has been maintained, although of course the movement is not as free as it will be after the lower freights come into force next week. As it is, however, a number of carload lots have been moving during the week. Tinware, poultry netting, nails, green wire cloth, churns, garden tools, etc., are all in good demand. Rope is going out a good deal better than it was, and an improved movement is reported in clothes wringers. Business in plumbers' supplies continues to improve. Trade in coil chain and harvest tools exhibits a slight falling off. Cutlery is in fairly good request. The general outlook is improving, although the bad condition of the country roads will naturally tend to diminish the volume of trade for a few weeks yet. Payments are still rather slow.

WIRE—Trade keeps good for ordinary fencing wire, but barbed wire is not going out as early as anticipated. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lb each.

ROPE—Is in a great deal better demand, orders covering an assortment of sizes. There have been quite a number of shipments from factory as well as from stock. We quote: Sisal, 7-16 in. and larger, 6c.; ¼, 5-16, ⅜ in., 6½c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.

CUT NAILS—Quite a number of carloads went forward this week. A number of large lots, will, it is expected, be shipped next week. We quote base price at $2.10, Montreal, Toronto, Hamilton and London, with rebate of 5c. per keg on lots of 200 kegs and over.

WIRE NAILS—Manufacturers are exceptionally busy just now completing orders which are nearly altogether in 10-keg lots and over. Discounts are 75, 10 and 5, except in 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Trade is looking up; no large orders are yet being received. Discounts 60 per cent. off list for "P.B.," "M.," and "C."

TACKS—Trade remains much as before. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—The improvement noted last week has been lost this week, a decline in volume being noted. Prices are same as before.

CLOTHES WRINGERS—An increased de-

MARKETS.—Continued

mand has developed in this line, and prices are firm at $27.50.

CHURNS—Manufacturers seem to be pushed to their utmost capacity filling orders, shipments at the moment being largely from the factory. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

TINWARE—Business continues brisk, especially in such spring goods as milk can trimmings, sap buckets, sap spiles, etc.

PLUMBERS' SUPPLIES—Continue to improve nicely on country account.

CUTLERY—Trade has improved, and is characterized as good for this time of year. Demand is principally for "pockets."

GARDEN TOOLS, ETC.—Large numbers of spades and shovels have already gone forward. A number of orders still, however, remain on the books for shipment next month. Garden tools generally are being freely booked.

HARVEST TOOLS—Orders are not being booked as rapidly as they have been. At the same time, a number of orders are on the books for shipment next month.

MILK CAN TRIMMINGS, ETC.—Orders are coming in fairly well for milk can trimmings, ready-made cans, creamery cans, sap buckets, etc.

POULTRY NETTING—Trade has improved both in shipments from stock and for future delivery.

GREEN WIRE CLOTH—Much the same remarks apply to this as to poultry nettings. Price $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—Trade remains much the same as a week ago. Prices are unchanged. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Nothing specially new has developed in the metal market during the week. An improvement is looked for next week.

PIG IRON—Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The market in American pig iron still continues quite active. A number of large contracts have been placed during the past week, and more are in sight. The advance in Connellsville coke has already caused a stiffening in prices, and this taken together with the increased demand indicates a general advance in the near future. We quote on the cash basis f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $12.55; No. 2 Foundry strong coke iron, Lake Superior ore, $12.05; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.05; Southern soft, No. 1, $11.60; Southern soft, No. 2, $11.35.

BAR IRON—Orders are coming in freely, and large quantities are being quoted for shipment from stock at $1.75 basis.

SHEET STEEL—Trade continues to show slight improvement, principally in the No. 1 quality "Dead Flat," which is being quoted at 3½ to 4¼c., according to gauge. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Orders are not as large as they were a week or so ago, but they are just about as numerous, and are principally in the larger sizes. There is still a scarcity of tinned sheets in the standard sizes for milk can purposes, but stocks are arriving. We quote: 24-gauge, 5¾ to 6c. in case lots; 26 gauge, 6¼ to 6½c.; small quantities, ¼c. advance on these figures.

LEAD PIPE—A few ton lots are still changing hands, and trade continues to improve. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Shipments are not quite as heavy as they were, but import orders are coming in quite freely. Some good lines are also being delivered that were booked some time ago We still quote: Queen's Head and Gordon Crown brands at $4.25 for 28 gauge.

INGOT TIN—Trade is more lively than it has been for some time. Prices, except for large lots, are being adhered to. We still quote ordinary lots of Lamb and Flag at 16½ to 17c. The outside markets are firm and higher. London advanced 2s. 6d. Tuesday at the opening, and improved a like amount on closing quotations. Very little tin is offering, and a further advance in London is not at all unlikely, in sympathy with the higher quotations in New York and abroad in silver, which has advanced 5-16d. per oz. in London.

INGOT COPPER—Trade is much as before. Market is firm. London advanced 5s. Tuesday and closed steady at the advance. In New York the enquiry from consumers is fair with prices steady. We still quote 10 to 10½c. here.

IRON PIPE—Trade has improved, again, some good orders having been received during the week at prices quoted. Domestic, sizes 2 inches and smaller, is quoted at net figures equalling 70 and 5 to 70 and 10 per cent. off list. The American list reads: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

SHEET COPPER—An improvement is also shown in this line, quite a number of case lots having been disposed of. The same remarks apply to ordinary sheathing. We quote: Sheathing, 13 to 18c., and braziers' sheets at 13 to 16c., according to gauge.

SHEET BRASS—A good deal of activity is exhibited by this line, a good deal of which is being used for stencil purposes. Price is unchanged at 20 to 30c. per lb.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots, and 5c. for small lots.

HOT WATER BOILERS—Trade continues fairly active. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9 50.

BOILER TUBES—Not much doing. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—A satisfactory trade is reported. The demand is principally for 20 x 28, charcoal finish, both "I.C." and "I.X." Demand is fair for smaller sizes. Prices are much as before. We quote: Coke, 14 to 20 gauge at $3; for larger sizes, 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

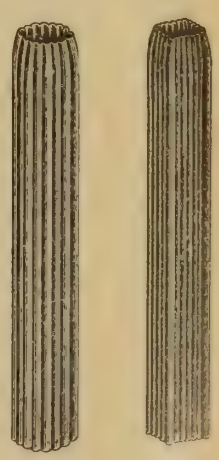
TERNE PLATES—Quiet and unchanged, at $6.25 to $6.50.

HOOPS AND BANDS—Trade continues active, with stocks in fairly good condition.

ZINC SPELTER—Business continues fair. We quote: Domestic at 3¾ to 4c., and imported at 4 to 4½c. Outside markets are firm and higher.

CANADA PLATES—Continue quiet and featureless. We quote: Half-polished at

Pedlar's Patent Corrugated Expanding Conductor Pipe



Made in 8 or 10 foot lengths, without a cross seam.

Cheap as a Common Round Pipe.

Will not burst when full of ice.

Manufactured by

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

Separate Catalogues of Roofing, Siding Ceiling sent on application.

MARKETS—Continued

$2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Business continues good. We quote: 500-lb. lots at 11½c., and small lots at 12½c.

ANTIMONY—Trade is a little better. Prices unchanged at 10 to 10½c.

GLASS.

There is a stronger feeling in glass, in sympathy with the Belgian market, where a strike is possible. It is said that it would cost fully 10 per cent. more to lay down glass here now than it would have at the beginning of the year. Business from stock is quiet, and the import business is over. We quote from stock at $1.10 to $1.15 first break in 50-foot boxes. There is an active demand for plate glass, but prices are badly demoralized. Fancy glass is quiet.

OLD MATERIAL.

Prices remain unchanged and trade is fairly active in some lines. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

PAINTS AND OILS.

Trade does not exhibit as much activity as it did a week ago.

WHITE LEAD—There is not much doing. Base price is unchanged at 4¼ to 4½c.

PUTTY—Quiet and unchanged at $1.75 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—There is not much doing. We quote: English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50-lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—There is a good deal of activity, but the volume of business is not as large as it was, and is not as good as it should be. Pure is still quoted at $1.

LINSEED OIL—Business is much as before. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—There is not as much selling as there was a week ago. Prices have eased off a little in the South, and quotations here are more uniform than they were a week ago. Stocks in Toronto are light, and as new crop will not arrive for some weeks yet, lower prices are not looked for until then. We quote: Single barrels, 50c.; 5 barrels and over 49c., f. o. b. Toronto.

VARNISHES—Prices are all stiff in sympathy with turpentine.

SEEDS.

Enquiries are somewhat freer, but there is not yet a very great amount of activity. Alsike is quoted thus by jobbers: Prime to choice, $4.80 to $5; really fancy, $5 to $6.25; and lower grades $4.

Red clover is fairly firm. We quote jobbers' prices at $6.30 to $6.60.

Jobbers are giving $2.50 to $2.75 for prime to choice grades of machine threshed timothy, and 20c. more for bright unhulled lines.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—In accordance with the upward tendency noted in these columns last week, hides have risen ½c. per lb. We quote: 5¾ to 6c. for cured, and for green No. 1, 5c.; No. 2, 4c., and No 3, 3c.

SHEEPSKINS—Are bringing better prices for good stock, 85 to 90c. being quoted. Calfskins nominally at 6c. for No. 1, and 4c. for No. 2.

TALLOW—Quiet, at 5 to 5¼c.

WOOL—Canadian fleece, all cleared out. For round lots of desirable wool 19 to 19½c. is obtainable. Pulled wools are rising. Best supers are quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Crude oil is steadily advancing, having gone up several points during the past few days. As a result refined oils are very firm, although no alteration in prices has occurred on the local market. Jobbers seem inclined to expect refined oils to go up. We quote in 5 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 12½c.; carbon safety, 15 to 16c.; Canadian water white, 16 to 17c.; American water white, 18c.; photogene, 20c.

MARKET NOTES.

A first and final dividend of 22c. on the dollar has been paid in the insolvent estate of A. D. Mitchell, hardware merchant, Glencoe.

A first and final dividend of 4¼c. on the dollar has been declared in the estate of J. C. Campbell, wall paper, etc., Hamilton. Campbell's liabilities were $8,000.

A subscriber wants to know if there is a tool rack, for use in retail hardware stores made in Canada.

The Metallic Roofing Co., of Toronto, has lately made large shipments of goods to the Canadian Northwest.

A representative of an American house was in Toronto this week trying to sell linseed oil. When he came to figure it out, however, he found that at his price it would cost the dealer about 80c. to lay it down here.

M. & L. Samuel, Benjamin & Co. report large sales of "Crown Socket," "Crown Strapped" and "Maple Leaf" brands of spades and shovels.

The Pedlar Metal Roofing Co., Oshawa, have purchased the property adjoining their works from Mrs. W. T. Dingle, and will make extensive additions to their factory.

The Kemp Manufacturing Co., Toronto, propose erecting a building to accommodate an extension of their granite ware department. It is probable that a site on the Don improvement land will be secured from the city.

All the machines in the barb wire department of the James Robertson Co. (Ltd.), are running full time. Their output last month was the largest in the Dominion, according to the monthly report.

The Customs Department has made a ruling classifying hair and horse clippers under the clause "Tools, n.e.s., 35 per cent." The Toronto importers have all along been paying 35 per cent. Some of them think they are now entitled to a rebate if importers at other entry ports have been paying less.

UNITED STATES MARKETS.

NEW YORK, March 29, 1895.

PIG TIN—Operations in a speculative way were moderate, and the market showed the same flat tone that has been a prominent feature for several days. Interior trade demand is somewhat improved, however, and moderate-sized orders from consumers were more numerous. To that extent the market showed gain in tone and higher quotations from London, together with advance in silver, gave a certain amount of support also that served to offset local speculative quietude. Spot stock was at 14c. bid for contracts, and March delivery the same; while jobbing business was effected at 14.10c. net cash, and corresponding price on thirty days' time. On 'Change, transactions were recorded of 25 tons April delivery, seller's option to double, at 13.80c., and 10 tons, seller's option to April 1st, at 14c.; 25 tons June at 13 85c. Closing quotations were 14c. bid, 14.10c. asked for spot; 14c. bid, 14.10. asked for March; 13.90c. bid, 14.05c. asked for April; 13.80c. bid, for May.

COPPER—There was some showing of better tone to the market. Bids on prompt deliveries were a shade higher, and selling pressure, to all appearance, is hardly as severe at the present time as it was a short time ago. The superficial improvement, however, seems to be the result of late business rather than present movement or demand, neither of which is at all brisk. In other words, more reserve on the part of sellers tends to steady the market in some degree. The range of prices at present is about 9.30 to 9.40c. for Lake Superior ingot, 9.20 to 9.30c. for electrolytic and 9 to 9.15c. for common casting stock, according to brand and delivery.

PIG LEAD—From the west there were advices of liberal trading at good prices and a fair degree of activity was noticeable here also. The market gained more or less in tone and closed quite firm, with 3.15c. generally quoted for common Western and considerable business under negotiation at a

shade less. London cables quoted £10 for soft Spanish.

SPELTER—Orders coming this way are chiefly of rather small size and not particularly numerous, but the market retains quite firm tone since late purchases by galvanizers have relieved the pressure of surplus stock considerably. For good Western brands 3.25 to 3.30c. is generally quoted. London cable was £13 15s. for good merchant brands.

ANTIMONY—Dealings are of fair volume, but competition is rather keen, keeping prices more or less unsettled. Quotations now are 7 to 7⅛c. for Hallett's; 8 to 8⅛c for Cookson's, and 7c, for Japanese.

NICKEL—The range of prices is 30 to 40c., according to quantity.

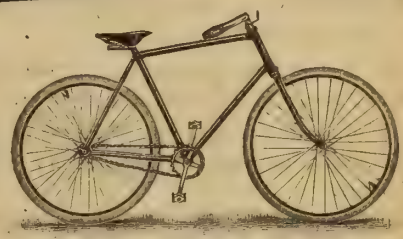
TIN PLATE—Orders were somewhat above the average during the latter portion of last week, and resulted in a very fair amount of business. Still the market lacked vigor, and the tone showed no improvement. Purchases at last week's prices were made easily.

IRON AND STEEL—A very good amount of business in various lines of finished products is being effected, and fresh negotiations are of considerable amount. Sellers quote as low as heretofore, however, and as far as prices are concerned, there is no improvement in any department. Pig iron barely holds its own in price, and is selling in a routine way only in this quarter.

DOES NOT LOOK LIKE LEAVING.

The Massey-Harris Co. contemplate building another large addition to their factory on King street west, Toronto, during the present season. The building to be erected will be a four-storey wing, extending 90 feet north from the north side of the machine and wood shops, and 60 feet in width. The basement will be used for testing and straightening malleable castings. The first floor will be used as a "tool" room, where all the steel tools used in the machine shops are made and repaired. The second flat will be used as a pattern and experimental department, and the top flat as a paint-mixing room and storehouse. The large four-storey building at the east end of the moulding shop, now used as an experimental department, will then be converted into a fire-proof building for the storage of their enormous quantity of patterns, which are of immense value, and if destroyed by fire or otherwise could scarcely be replaced. The superintendent told a reporter that the prospects for a good season's business were brightening, and that the blacksmith and bar shops had commenced working ten hours on Monday, the whole factory having been on short time. It does not look as if the Massey-Harris Co. intend leaving the country altogether.

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Established 1882



Parts, Fittings, Pneumatic Tyres, etc. Supplied.

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SPRITE CYCLE CO., BLOOMSBURY, London, Eng.

The JAS. ROBERTSON CO. LIMITED

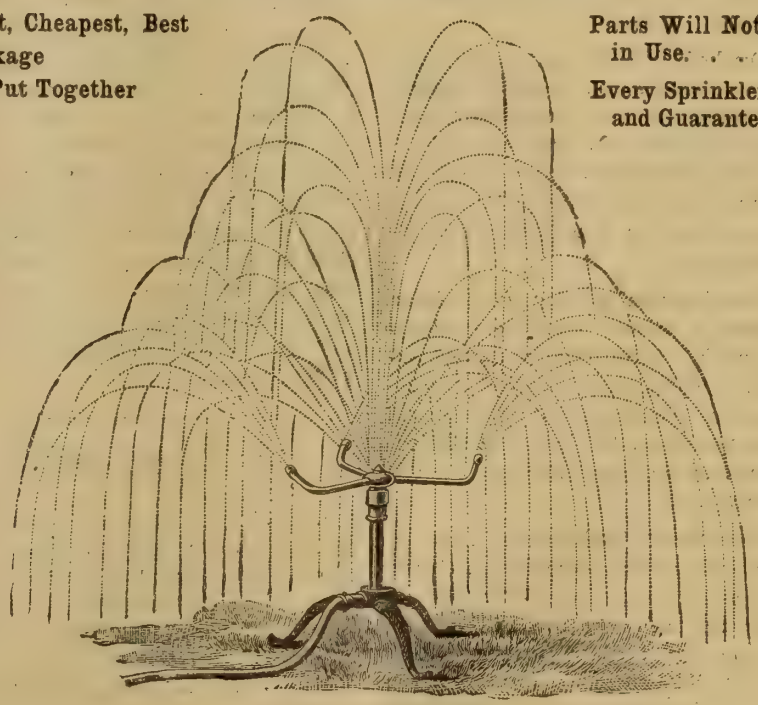
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The "Wolverine" and "Peerless"

LAWN SPRINKLERS

Simplest, Cheapest, Best
No Leakage
Easily Put Together

Parts Will Not Loosen in Use.
Every Sprinkler Tested and Guaranteed.



Patented April 8th, 1891

THIS SPRINKLER is compactly and stoutly made with **phosphor bronze bearing** and will cover a surface of 36 feet in diameter. As it has a free and unobstructed channel there is no danger of clogging with dirty water, and therefore it fills the requirements of users of such articles better than the more expensive and larger sprinklers, and will accomplish as good results. The top and arms are brass, full nickel plated, standard base and legs handsomely japanned. **PEERLESS**, same as Wolverine, but having iron heads and arms.

PRICE, per doz.—Wolverine, 12 inches high $24 00
" " Peerless, " " 16.00

PACKED ONE IN A BOX.

We Will be Pleased to Furnish Discounts upon Application

TRADE CHAT.

THE Manufacturers' Section of the Board of Trade, Toronto, have elected the following executive committee: Messrs. Edward Gurney, chairman; L. M. Jones, vice-chairman; A. E. Kemp, James P. Murray, W. K. McNaught, M. C. Ellis and Robert McClain.

R. H. Bethune, manager of the Dominion Bank, Toronto, died Wednesday night.

The hardware business of Hume & Co., Galt, was sold on Saturday last to John Clunnis.

It is understood in political circles that before the French treaty can be brought into force further legislation on the part of Canada will be necessary.

The machinery for the new fertilizing works, Toronto Junction, has arrived; and the construction of the new malleable iron factory is being pushed forward.

The Newfoundland Government organ says that such is the financial condition of the colony that unless it can obtain half a million dollars by June 30 it must become a defaulter.

The Ottawa Porcelain and Carbon Company have rejected the lowest tenderer for their new buildings here, because he did not reside in Ottawa. He was $1,200 below the tender accepted.

Mr. Dryden's bill to make further provision respecting factories makes a number of amendments to the Factories Act, providing for additional fire protection, the reporting of accidents to the Minister of Agriculture, protecting machinery while in motion, and for the appointment of a female inspector.

The annual general meeting of the Gaspe Bay Mining Company was held in Montreal last week. The meeting was a successful one, a dividend being declared and the affairs of the company being declared in a satisfactory manner. Mr. Theodore Doucet was re-elected president and Mr. E. Desbarats secretary.

The Nova Scotia Coal Mining Company, Ltd., are applying for incorporation. Their chief place of business is to be Truro and the applicants are as follows: C. F. W. Bell, Truro, merchant; E. Laurence, Truro, optician; W. Macdonald, Truro, barrister; A. McKay, Kingston, farmer; A. H. Learment, Truro, hotel keeper; J. L. Stevens, Kingstown, farmer; L. B. Crowe, Truro, merchant; A. C. McKenzie, Truro, plasterer; Wm. McLellan, Manganese Mines, miner.

A large deputation of Winnipeg retailers waited on the Law Amendments Committee on Saturday with reference to the city taxation as at present enforced. Mr. Wilson, one of the deputation, spoke as a retailer, a wholesaler and a manufacturer, and said that the tax at present in operation had seriously affected his business. He believed that a manufacturer in Winnipeg would be in a position to compete with manufacturers in the east if he were not unduly handicapped by excessive taxation. Under the present system any retail merchant would, if asked for an expression of opinion, say that his taxes had been increased from 50 to 60 and 75 per cent.

Sir Oliver Mowat's bill respecting the relations of landlord and tenant allows the removal of tenants fixtures' at the end of the term, and amends the Shorter Form of Leases Act, and several other particulars. It restricts the lien of the landlord for rent after an assignment has been made to arrears of rent of one year previous to and for three months following the assignment. It further enacts that the relation of landlord and tenant shall be deemed to be founded in the express or implied contract of the parties, and not upon tenure or service, and a reversion shall not be necessaay to such relation, which shall be deemed to subsist in all cases where there shall be an agreement to hold land in consideration of any rent.

BICYCLE BILL.

Mr. J. R. Stratton's bicycle bill has been introduced in the Ontario Legislature, and will likely be defeated on the second or third reading. Mr. Stratton proposes to add three clauses to his bill. One will provide that no license shall exceed an average of one cent per diem; another provides that where bicyclists are riding on the strip between street car tracks those going south and east shall have right of way; and the third provides that licenses issued in one municipality to a bona fide resident shall be good in any other municipality during the year for which it is issued.

IT IS GRATIFYING.

J. & J. Taylor made a shipment of safes to South Africa recently. This is the first shipment the firm has made to that continent, though their safes are now well known in other parts of the world—the United Kingdom, Australia, China, India, West Indies, British Guiana, and Chili, for instance.

It is the ambition of every loyal Canadian to see a continual expansion of the foreign trade of his country. To know, therefore, that J. & J. Taylor are reaching out along these lines is a source of gratification. HARDWARE MERCHANT tenders congratulations, and hopes that the day is not far distant when Taylor's safes may be found in every country where there are valuables to be preserved, either from fire or robbery.

GROWTH OF THE TRADE JOURNAL.

THE evolution of the trade journal from the feebleness of infancy to its present position of influence is a most interesting study, says the N.Y. Journalist.

The pioneers in this now important branch of the American press were generally men of limited means and limited newspaper experience. Conditions were not altogether favorable to attract the best talent.

The possibilities of the field were not seen, and the facilities for gathering legitimate trade news were very meagre.

Trade journals were looked upon as a luxury, not as a necessity, and their early promoters relied for support upon some one or more leading houses, with the understanding that exclusive favors were to be shown these sponsors in return for advertising.

Facts were suppressed and long-winded write-ups, like two grains of wheat in two bushels of chaff, took their place.

Consequently, these early publications were little more than house-organs, whose columns were filled with fulsome panegyrics of this or that line of wares, and the makers and vendors thereof. The houses so flattered were content to pay well for it, without looking very critically into the extent of circulation or thinking what effect these commercial pæans might have on intelligent readers.

It was cheaper to print a journal by proxy, they thought.

As time went on, however, these favored ones could not but lose respect for such venal sheets, and the publishers themselves learned that servility never wins applause, and that a trade journal has a higher mission than to be the mouthpiece of any house or combination of houses.

Always to praise and never to blame or criticise foredooms to failure, and to abuse the weak and flatter the strong is the habit of the sycophant.

Publishers of trade journals gradually came into touch with entire trades they represented, and, as their horizon widened, they saw clearly that the value of a trade journal depends on its bona fide circulation, and, to obtain this progressiveness, fearlessness and independence must characterize its policy.

They became leaders and organizers in trade reforms, guardians of the welfare of the trades among which they circulated, champions of the right, chastisers of the wrong.

Such are the foremost trade journals in the land to-day. They have made for themselves a place which no other mediums can fill.

The brightest young men in the mercantile world to-day are those who early learned the value of the trade journal, and from its pages gleaned the information and caught the ambition that is responsible for their advancement.

Too often, managers and heads of houses neglect opportunities which the underlings take advantage of.

HARDWARE MERCHANT early recognized the value of bona fide circulation, and is the first and only publication in Canada who has kept, and is keeping, subscription canvassers at work in every province the year round.

A Good Side Line

For Hardware Dealers

At this season of the year is

Land Plaster

It brings farmers' trade to you that would go elsewhere.

We have it in bulk and bags—easy to handle.

We can ship you a mixed carload of Land Plaster, Plaster of Paris and Bug Finish if desired.

Plaster is in greater demand this season than for some years previous.

We furnish White or Grey Plaster, as preferred.

Fresh Mined. Fine Ground.

Low prices, and prompt shipments.

Prices and freight rates quoted to any point west and north of Toronto.

The Alabastine Co. (LIMITED)

Proprietors of PARIS PLASTER MILLS

Paris, Ont.

BICYCLE STANDARDS.

WE know of no machine that conforms more rigidly and thoroughly to the principle of interchangeability of parts than does the bicycle of to-day, remarks Iron Age. Each manufacturer exercises the greatest care in making the same parts alike in every respect. We can point to no exception to this rule. The oldest and largest builders of wheels and the last to enter the field tread the same path. The reason is not far to seek—this method reduces the cost, insures uniformity in the results and facilitates the making of repairs. All this is true of individual bicycles, or those produced at the same works, but it has no foundation in fact when we compare bicycles made at different establishments. Each maker is guided solely by his own interests, and the dimensions he selects for the several parts of his own wheel are those which he thinks are the best suited to his own requirements. He does not follow the sizes adopted by any other maker, nor does he care whether his own sizes are larger or smaller than those employed by any other concern.

We thus find wire of every gauge between the largest and smallest used for spokes; steel tubes differing widely in diameter and in thickness; nipples alike in form but varying in size; different threads on the same parts of different wheels, and so on. The question has been brought forward as to whether the bicycle builders would ever adopt standard sizes. While it is thought that those parts which are widely dissimilar in design cannot be made to conform to a standard, it is claimed that like parts can be made to the same gauge. There is, perhaps, more difference manifested in the construction of crank shaft brackets and in the crank shaft bearings than in any other separate parts, and it is claimed that they could not, therefore, be brought to conform to any standard. While this is true as applying to the whole, it is certain that there are portions even of these pieces which could be made of the same sizes. But there are other parts of the wheel, particularly the spokes and tubing, which could be made to a standard. The spokes have a well-defined duty to perform, and there must be one, and only one, size of wire that will most nearly meet all the conditions.

And yet we find 20 or 30 different sizes of wire used for this purpose. The frames of to-day do not vary so widely in design as they did a short time ago; they have been gradually approaching a type which we may term a survival of the fittest. The obstacle standing in the way of uniformity arises from the fact that one maker prefers a large and very thin tube, his neighbor likes a small and thick tube, and all the others would rather have a happy medium between these two. But in this case, as in that of the spokes, there must be one best diameter and best thickness. It is so with all the other parts—taking the whole trade there appears to be a greater difference in sizes than in designs.

It has been advanced that the adoption of standards would cheapen the cost of production by lowering the cost of supplies, and because it would enable the designer of machine tools to sell cheaper than it is now possible to do. Instead of being compelled to make a new and special machine to fit each form, he could perfect a line that would be standard. This, it is further claimed, would produce more work and of a better quality.

It is doubtful if the bicycle manufacturers would, even if it were possible, favor a resort to standard sizes and shapes. The adoption of uniform shapes would destroy that individuality which now separates one bicycle from another, and such a course would encounter strong opposition. But we are of the opinion that common sizes could be selected for some of the parts and that their general adoption would be of great advantage to the manufacturer as well as to the wheelman.

SITUATION WANTED.

Advertisements under this heading, two cents per word each insertion, payable in advance.

SITUATION WANTED—BY YOUNG MAN WITH six years' experience in general hardware. Best references. Address "Clerk," HARDWARE Office, Toronto. (13)

THE RAINY LAKE GOLD DISTRICT.

THE following appeared in a recent issue of The Engineering and Mining Journal.

The newest gold field of the province of Ontario, that of the Rainy Lake district, was the subject of a mineralogical examination during the past summer by the Bureau of Mines. Dr. A. P. Coleman, mineralogist to the Bureau, had charge of the work of exploration, and the party under his guidance was in the field for nearly three months. Rainy Lake district, as is well known, is in the far western portion of the province, and the gold bearing area extends north from the Minnesota boundary to a distance yet undetermined, but certainly beyond the line of the Canadian Pacific Railway, and in all probability many miles north of the track. A result of the exploration has been to prove that in the district south of the C.P.R., an area of at least 200 miles long and over 50 miles wide, shows free gold at short intervals in greater or smaller proportions. The geology of the region was studied and carefully mapped by Andrew C. Lawson, of the Dominion Geological Survey, in 1885, 1886 and 1887, and the results were published in the Survey's report for the last mentioned year. No topographical survey of the country has ever been made, and Lawson's excellent map remains the only one for the guidance of prospectors and explorers. As it shows a portion of the gold bearing area which runs down into the State of Minnesota it is in demand by American as well as Canadian gold seekers. The mineral features of the district received comparatively little attention from Lawson, and indeed the existence of gold seems to have been quite unknown to him, though from the identity of the so-called "Keewatin" rocks of the region with those in the neighborhood of Lake of the Woods, in which gold was found, he inferred the probable presence of the metal. The first discoveries were, however, made in the fall of 1893. Dr. Coleman's examination of the district being the first scientific one from a mineralogical point of view, the results of his work are important, as throwing light on the probable value and permanence of this latest addition to the gold fields of the continent.

The whole region consists of two great groups of rocks—Laurentian and Huronian. A feature of geological interest and practical importance to the miner is the fact that the gneissoid Laurentian rocks, not generally regarded as eruptive, come up through the green Huronian schists, which at one time probably formed a great sheet, covering all the rocks beneath. These Laurentian bosses have thus enfolded between them the schists, and, as a consequence, the latter are found throughout the whole of the district in a position nearly perpendicular. It is in the schists, hornblendic, chloritic and other, that the gold is principally found in quartz veins, which, in the majority of cases, are bedded veins. True fissure veins are rare, though by no means unknown. The district, indeed, so far as discovery and development have yet revealed, seem to present, as a characteristic feature, the occurrence of gold in bedded, not fissure, veins. What bearing this will have on the value of the field, it is, of course, impossible to say; but the results of experience in other parts of the world have been to show that, as a rule, bedded veins do not present so persistent and certain bodies of ore as fissure veins.

In the vicinity of Shoal Lake is situated the Wiggins property, on which are several true fissure veins which can be traced for a mile, the largest one being 5 feet wide at some points. Some extremely rich specimens have been taken from this location and development work is now going on. The indications are that there is a continuous and valuable body of ore here. An interesting fact is that the veins on this property are in eruptive granite, a formation not generally found associated with gold-bearing rock. The Little American mine, which is in Minnesota, about three miles south of the international boundary, is the only mine in the district at which actual milling operations are being carried on. A five stamp mill is at work and gold bricks are being turned out. A run of 30 tons of ore in 48 hours gave a yield of about $500 worth of gold and about half a ton of concentrates. The ore is largely free milling, but there is a not inconsiderable proportion of sulphides in which the gold is, of course, more refractory.

North of the Rainy Lake district proper lies the Lake Manitou country, where the geological and mineralogical conditions are very similar; in fact the latter region may be considered a continuation of the former. Some extraordinarily rich specimens have come from the upper part of Manitou Lake, and several true fissure veins have been found, 6 or 8 feet wide at points. The gold-bearing area extends north of the Canadian Pacific railway, and the prospectors, who have been overrunning the region south of the line all summer, have begun to turn their attention to the northern tract, which will probably be the scene of considerable activity next year.

With respect to the field in general, Dr. Coleman thinks that many of the veins will not justify large development work, but that some of the ore bodies located will probably prove to be large and continuous, and will give important results. It would be an extraordinary circumstance if in a territory so large, throughout which gold is found in so many places, some deposits were not discovered of great extent and value. Custom mills erected at various points would serve a very useful purpose in affording the means of utilizing the ore found in the smaller veins, which, though rich, is not in sufficient quantity to warrant the erection of separate plants. A curious fact is that wherever galena is found free gold is also found, though the relationship between the two minerals is not very apparent.

The facts already ascertained are sufficient to justify the hope that a large and important gold-producing industry may ere long take its rise on the now lonely soores of Rainy, Manitou, Shoal and other lakes of northwestern Ontario. Communication with the outer world is as yet difficult and tedious, the route being via the Canadian Pacific Railway to Rat Portage, and thence by steamer through Lake of the Woods and up the Rainy River to Fort Frances, at the foot of Rainy Lake, where a fall prevents further navigation. At this point on both sides of the river towns are springing up, and it is proposed to turn the immense water power here to industrial advantage. Rainy Lake is a large body of water with an extremely irregular and very long coast line—almost as long as that of Lake Ontario. This fact very much facilitates travel and exploration.

The forest fires which devastated parts of the Western States during the drought of last summer did not spare the Rainy Lake country. Destructive conflagrations burned up large quantities of pine and other timber, and filled the whole district with smoke, so that it was often difficult to see more than a few feet away. Deplorable as is this waste of timber, these severe fires leave the country in better shape for the prospector, in clearing away the tangled maze of small timber and leaving the rock better exposed to view.

A large number of mining leases have been taken out from the Crown on properties in the Rainy Lake region, and speculation in lands is active. Complaints are heard, as in all newly opened mining districts, that a few individuals are trying to monopolize the best lands, but the mining laws of the province, while liberal, do not regard with favor any attempts of this kind, and would-be monopolists are not likely to find the scene of operation a satisfactory one.

Heating Appliances
FOR SALE.

We are compelled to move into larger and more commodious offices immediately, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

HARDWARE MERCHANT
TORONTO.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before. Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER, ST. JOHN, N.B.

MANN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital - - -	$2,000,000.00
Assets, over - -	2,375,000.00
Annual Income -	2,200,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

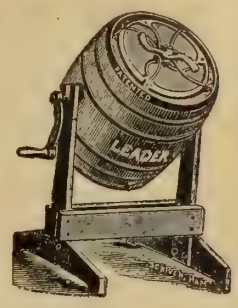
TELEGRAPHY IN CANADA.

Statistics which have been issued lately show what astonishing progress has been made in telegraphy. Little more than half a century has elapsed since the first telegraph line was opened in Europe, and yet we read in the "Statistical Year Book" of Canada that the total length of telegraph lines in the world is upwards of 850,000 miles, and of telegraph wire 1,500,000 miles. The United States possesses the greatest individual telegraph mileage, the length opened for public service being 210,000 miles, of which 189,936 miles belong to one company, the Western Union. The number of messages sent by this company was, in 1893, 66,591,858, which was, however, less than the number sent over the 34,066 miles in the United Kingdom, namely, 69 907,848. Only eight countries in the world—namely, Austria-Hungary, France, Germany, Great Britain, Russia, India, Mexico and the United States—possess a greater telegraphic mileage than Canada, which has 31,841 miles of line, 69,111 miles of wire, and 2,692 offices, and which despatched in 1893, 4,614,944 messages. The Canadian Government owns 2,502 miles of land lines and 207 miles of cable line. The Great North-Western Telegraph Company owns 18,000 miles of line and 35,000 miles of wire, and has 1,600 offices; the Canadian Pacific Telegraph Company owns 7,600 miles of line, 26,000 miles of wire, and has 880 offices.

RECORDS OF CASH SALES.

A happy idea, says Hardwareman, has been adopted by a hardware firm for keeping their record of cash sales in a form which enables them to compare several years and months at a glance. This is a diagram divided into twelve vertical sections by perpendicular lines for the months of the year from January to December. Horizontal lines are drawn to represent varying sums, say from £50 to £500; but these lines could be marked to suit any business whether sale were large or small. Across the face of this diagram one line would be plotted for each year, showing the variation in cash sales for each month, and by drawing the lines for succeeding years in different colored inks one diagram would serve for a number of years and each line be sufficiently distinct to enable any one to be compared with the others. Any special cause for an exceptionally large or small variation from the normal in any year could be noted on the diagram. By adding the sales of the 12 months together and dividing by 12, the average for the year could be struck, and this also might be noted in the proper square on the diagram in the same ink as used for plotting the line for the year, and thus a comparison of averages would be prompt and satisfactory. The idea could be utilized in many ways, and should prove well worth carrying out.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS

As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S —We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

DOSITHE CLEMENT, general store, Alfred, Ont., has compromised at 50c. on the dollar.

D. Allen, general store, Malton, Ont., has assigned to Wm. Logan.

Benjamin A. Cote, general store, Hebertsville, Que., has assigned.

Nicholas Sehl, wagon maker, Baden, Ont., has assigned to Fred. Halwell.

B. F. Heney, harness, Vancouver, B.C., has been closed out by the sheriff.

The Kay Electric Works, Hamilton, Ont., have assigned to F. W. Willson.

P. Cossette, general store, Champlain, Que., has assigned to Kent & Turcotte.

Irenee D. Gravel, general store, Louiseville, Que., has assigned to Kent & Turcotte.

McLean & McKay, general store, Underwood, Ont., have assigned to C. B. Armstrong.

Kent & Turcotte have been named curators of Louis Taschereau, general store, Lourdes.

Wm. T. Cleary, general store, Spaniard's Bay, Newfoundland, has been declared insolvent.

Mrs. M. B. Sabourin, general store, Glen Sanfield, Ont., has compromised at 30c. on the dollar.

There is a demand of assignment in the case of L. W. Bisseste, general store, St. Eustache, Que.

A statement of the affairs of F. S. X. Armour, general store, Acton Euclide, Que., is being prepared.

A. & E. Leblanc, tanners and harness makers, Hull, Ont., are offering to compromise at 50c. on the dollar.

There is a demand of assignment in the case of J. B. Poirier, furniture and sewing machines, Ste. Scholastique, Que.

J. B. Magnan, general store, Point Aux Trembles (Port Neuf Co.), Que., is offering to compromise at 60c. on the dollar.

W. J. Moran advertises that he will not be responsible for any goods shipped the firm of Moran & Bent, general store, Amherst, N.S.

PARTNERSHIPS FORMED AND DISSOLVED

McIntyre & Dingwell, harness, Maxville, Ont., are about dissolving.

Brosseau & Levigne are starting a sash and door factory at Montreal.

Caron & Fils, general store, St. Alexis Des Monte, Que., have dissolved.

The Facer Solid Steel Car Wheel Co., of Perth (Ltd.) Perth, Ont., have obtained a charter.

The Fairchild Vehicle & Machinery Co., Ltd., Winnipeg, Ont., are applying for incorporation.

Sweeney & Killam, furniture, Weymouth Bridge, Que., have dissolved. Continued by Sydney L. Killam.

H. H. Clark and A. M. Clark have been registered proprietors of H. H. Clark & Co., lumber, Hereford, Que.

Johnson & Hendry, general store, Watson's Corners, Ont., have dissolved. Jas. Johnson has removed to Ompah.

Edmond Archambault and Wilfred Cleophas Girard have been registered proprietors of Archambault & Girard, platers, Montreal.

A. R. Blackney, harness, Albert, N.B., has admitted Fullerton Blackney as a partner. The style now is A. R. & F. Blackney.

Henry P. Wall, James W. Stewart and John A. Stewart have gone into a paint and oil partnership, at Montreal, as Wall, Stewart & Co.

McTavish & Co., manufacturers of furniture, Wingham, Ont., have dissolved. J. K. Green retires, and Geo. McTavish, Jr., is admitted to partnership.

Bligh & Prince, agricultural implements, Truro, N.S., have dissolved. F. Prince retires, and Leonard W. Johnston is admitted as partner, under the old style.

Call, Randall & Co., lumber, Bolton Township, Que., have dissolved. Wm. Randall and Oliver E. Brecey have been registered proprietors of the new firm of Randall & Brecey.

The firm of Laporte, Martin & Co., wholesale grocers, Montreal, have added two more members to the firm. They are Adhemar Delorme, their book-keeper for the past eleven years, and Joseph Ethier, salesman for nine years. The prosperous business carried on by the firm will no doubt receive a new impulse from the united efforts and capabilities of the five partners.

SALES MADE AND PENDING.

Hume & Co., hardware, Galt, Ont., have sold out to John Clemens.

C. E. Scammell, ship chandler, St. John, N.B., has been sold out by auction.

Baruabe Laloude, general store, St. Redempteur, Que., has sold out to G. Valois.

The stock of C. H. Wilson, furniture, Winnipeg, Man., is advertised to be sold.

The assets of D. Z. Guay, general store, Napierville, Que., are to be sold on April 13.

The hardware and tinware stock of O. & F. Shoemaker, Chatham, Ont., is advertised for sale on April 1.

The estate of Jas. Allen & Co., general store, Beamsville, Ont., is advertised for sale by auction on April 3.

CHANGES.

Wm. Germain, hotel and general store, Meteghan, N.S., has registered a consent for his wife, Edith, to do business in her own name.

J. G. Laidlaw, general store, Seaforth, Ont., has been succeeded by Fred. Davis.

A. S. McArthur, carriage builder, Dundalk, Ont., is giving up business and leaving.

DEATHS.

Chas. A. Bangs, tinsmith, Richmond, Que., is dead.

Robt. Connor, lumber and mill, Connor, N.B., is dead.

Alfred I. Kierstead, general store, Collina, N.B., is dead.

Jas. McCarthy, general store, Thibert Creek, B.C., is dead.

James Pogue, of Pogue & Wherfley, lumber, Golden, B.C., is dead.

G. B. R. Dufresne, of G. B. R. Dufresne & Co., agricultural implements, etc., Three Rivers, Que., is dead.

FIRES.

N. Bloom & Co., general store, Cookshire, Que., has been burned out. Partially insured.

The stock of Poirier & Arcarid, painters, Montreal, has been damaged by fire and water. Insured.

Merritt & Co., furniture, Brandon, Man., have been burned out at a loss of $7,000. Insured for $4,500.

The British Columbia Mills, Timber & Trading Co., Vancouver, B.C., have been partially burned out. Fully insured.



Avoid the Dust

Raised when selling Bug Finish in less than barrels. A neat, attractive bag will half sell the goods and looks more business-like. We have

CHURCH'S

POTATO BUG FINISH

in 50 lb. Duck Sacks, in 25 lb. Cotton Bags, packed 12 in a barrel, and in 7½ lb. Bags, packed 40 per barrel. Bulk Barrels 300 lbs. net.

Toronto Salt Works

128 Adelaide St. East, TORONTO

Distributing Agents for Toronto.

COUNTING THE PROCEEDS Of the year's business. I am at your service for assistance, inspection, or advice.

A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.

Tel. 1040. Canada Life Building, TORONTO.

SOME ZINC STATISTICS.

The Engineering and Mining Journal has, in its usual thorough and careful way, collected from trustworthy sources, some very interesting figures and facts regarding the zinc industry of the United States. The following table is furnished as compiled from official returns of producers collected for use in "The Mining Industry: Its Statistics, Technology and Trade:"

	1891.	1892.	1893.	1894.
Illinois and Indiana.....	28,660	30,227	29,725	28,946
Kansas.....	21,460	22,953	22,085	21,286
Missouri.	16,205	16,169	13,737	12,496
Southern and Eastern....	13,938	14,733	10,708	6,995
Total Tons of 2,000 lbs.	80,262	84,082	76,255	69,723
Total tons of 2,240 lbs...	71,662	75,073	68,185	62,253
Total metric tons of 2,204 lbs.....	72,836	76,279	69,178	63,252

A comparison of these figures shows that the production in 1893 was below that of 1892, and that of 1894 below that of the previous year. The reasons for this decline, as given in the journal named, were the logical sequence of the panic and the low prices ruling during the tariff discussions in Congress. The rate of production in the second half of 1894 was an increase over that of the first half, maximizing at the figures of about 80,000 tons a year. In the annual review of the zinc market given by the same authority, the price of spelter in 1894 was 3.56c. in January, declining to an average of 3.30c. per pound in December, never getting above 4c. during the year, and closing at the end of December at 3.25c. The output of zinc oxide fell from 25,500 short tons in 1893 to 20,046 net tons in 1894. With the conditions of embarrassment and tariff uncertainties removed at least for a time, and the general outlook for business brightening, our contemporary concludes, it is fair to assume, that the production of spelter will increase during the current year. This is a reasonable hope to which all interested will say "Amen."

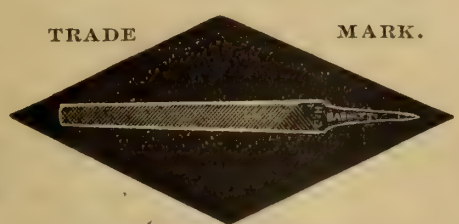
THE LAW ON GARNISHMENTS.

All business men are interested in the decision rendered recently by the Supreme Court of Missouri in regard to garnishments. The case was that of the Wyeth Hardware Company vs. Lang, and was taken to that tribunal by Henry Wallman, of Kansas City. The question involved was whether a debt due to a non-resident, and payable in a foreign state, can be garnished in Missouri. The St. Louis Court of Appeals, in a decision rendered within the past year, has held that a St. Louis debt payable, say, in New York or Boston, cannot be garnished there. On the other hand, the Kansas City Court of Appeals has decided that if a party can sue in Missouri a party can also garnish the debt, no matter where it is payable. In other words, if the court has jurisdiction to render judgment, it has jurisdiction to let the debt be garnished. The importance of this decision cannot be overestimated. There are millions of dollars owing in Missouri to parties in the east, says a Missouri paper, and if the decision of the St. Louis Court of Appeals were to prevail, it would put all this volume of indebtedness beyond the reach of any process, for garnishment cannot be had there, and there is no one for service where the debt is payable; and this rule, also, would invalidate the millions of dollars of garnishment judgments that have been rendered by the courts of Missouri. The decision of the Missouri Supreme Court seems to settle the question finally for that state, and is likely to become the settled law everywhere.

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc.
CUTLERY
A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

BRUSHES
BRUSHES
WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.
Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

BLACK DIAMOND
TRADE MARK.

FILE WORKS
21 to 43 Richmond St., Philadelphia, Pa.
G. & H. BARNETT CO.
MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.
And every other description of Sawfiles.

WELSH TIN PLATE TRADE.

THE close of the present month, says The Metal Worker, promises to prove of critical importance in the Welsh tin plate trade. On March 31 expires the term of the arrangement whereby the men at a number of works in South Wales agreed to accept a temporary reduction of wages, averaging about 12½ per cent. When this agreement was arrived at, the manufacturers were in hopes that an improvement in business might occur in the interval, and that prices might advance to a more profitable level. Neither of these expectations has been realized. Business has, if anything, declined in volume, mainly on account of the slackness in the demand for tin plates from this country, and prices have dropped from threepence to sixpence a box. Consequently the makers are in an even worse position than they were at the opening of the year, and are now in no condition to restore the old wage scale. The men, on the other hand, seem disinclined to a continuance of the present scale of payment unless their working time is reduced. According to the latest advices from the other side, the two interests are endeavoring to agree on a compromise. But the obstacles to any arrangement which will be agreeable to both the employers and the Tin Platers' Union are said to be considerable.

It seems to be generally conceded that a restriction of output is imperative. Judging by the business done last year, the productive capacity of the active Welsh works, even if limited to 36 boxes a turn per mill, exceeds the present average demand to the extent of about 100,000 boxes a week. This represents the surplus production which, accumulating, gluts the market and causes constantly falling prices. To avoid this evil, the newly formed Board of Control in the tin plate trade, composed of a number of the leading manufacturers, has suggested that in order to assimilate the make to the demand, production should, after March 31, be reduced one-third of the capacity throughout the entire number of mills. To make this rule effective it is proposed that every third week should be a "stop week."

This proposition has received the approval of a large number of the makers, and, in principle, is favorably considered by the union. The main obstacle, however, to its general acceptance lies in the fact that the manufacturers who are most strongly pushing the plan happen to be those who at one time or another have been connected with tin plate ventures in the United States, and an impression has got abroad among many of the makers as well as the men, that these persons are not working for the best interests of Welsh trade. As, however, nearly all of them are stated to be no longer financially connected with the American industry, the prejudice seems to be somewhat unreasonable; still, it exists, and as Welshmen are notoriously tenacious of a once formed notion, the impression is regarded as likely to operate against harmonious action on this line.

The executive of the Tin Platers' Union have meanwhile issued a manifesto to the tin plate workers of South Wales, Monmouthshire and Gloucestershire, in which they approve the plan for the proposed assimilation of supply to demand by the stoppage of one-third of the capacity throughout the trade provided the men divide the work. "Employers of standing," runs the circular, "agree that this is practicable, and further contend that the action proposed will have the effect of advancing prices, and while we will be no party to secure artificial prices, which may encourage American competition, we submit that it is as much your duty to help employers to get fair prices as it is for yourselves a living wage. We welcome the assistance of employers, and trust that few will be found so inhuman as to oppose this solution of our unemployed difficulty, and their folly of having to sell plates under cost; but we wish to make it clear that our hopes and reliance rest upon tin platers realizing in due time their best and truest interests. Wage reduction agreements terminate at the end of March. You will be tempted to extend these arrangements. We ask you on no condition to do so unless your employers contract with you to permit two-thirds time being worked. If a successful stand is thus made, in all likelihood the standard wage rate will be yours within a short time, and you will agree that to work six hours' shift with a full wage rate is better than working eight hours' shift with 12½ per cent. reduction. . . Your executive in this way opens a course before you, which, if followed with the determination and enthusiasm characteristic of tin platers, will aid in removing misery and suffering, restore uniformity of conditions and do away with that mad competition destructive to the employer and intolerable to the tin plate workman."

A further conference between the manufacturers, represented by the Board of Control and the representatives of the union, is to take place, it is understood, before the end of this month, when strong efforts will be made to arrive at a basis of agreement. Want of sympathy with promoters of the present movement on the part of a large number of people in the trade is thought, however, to be adverse to any effective joint action. A strong party is said to be still desirous of raising the price of plates to a basis of 10s. 6d. or 11s. a box, while others again propose that by mutual concessions on the part of employers and employed, the former contenting themselves with no profit and the latter accepting a further substantial reduction in wages for a fixed period, the price of plates might be reduced so low as to practically kill American competition. Both these schemes are regarded, however, as unworkable in effect, and except for the prejudice in regard to its source, before mentioned, the proposition offered by the Board of Control seems to be the only one that would command the assent of a majority of the makers and workmen.

WHAT A BIG FIRM WANTS.

A firm of such magnitude and diversity of manufactures as the E. B Eddy Co., Ltd , Hull., P.Q., naturally uses up a large quantity of material. Here are, for example, a couple of lines which the company are asking tenders for. They explain themselves :

Dear Sir,—Please quote us your lowest price, most liberal trade and special discounts, and most favorable terms (giving us the option of 4 months' time or largest discount for cash) for the undermentioned goods, freight paid or allowed to Ottawa :

Lubricating, illuminating (naptha), and other oils we may require for the next twelve months—about $600 worth a month.

½ x 24 soft steel hoops ; ⅝ x 23 soft steel hoops ; ¾ x 22 soft steel hoops ; 7-16 x 24 soft steel hoops ; 9-16 x 23 soft steel hoops ; 11-16 x 22 soft steel hoops for a year's supply—about 80 or 100 tons per year.

WANT ENGINEERS LICENSED.

A deputation, consisting of Messrs. J. Devlin, Kingston ; J. T. Smart, Peterboro' ; Arthur Ames, Brantford ; George Gilchrist, Guelph ; Robert Mackie, Hamilton ; Fred. Donaldson, Ottawa ; Duncan Robertson, Hamilton ; William Vaughan, Berlin ; John Graham, Dresden ; and O. B. St. John, A. M. Wickens, A. E. Edkins and N. V. Kuhlman, Toronto, waited on the Ontario Government last week. They were introduced by Mr. Crawford, and received by Sir Oliver Mowat, Mr. Hardy, Mr. Gibson and Mr. Bronson.

The object of the deputation was explained by Mr. Edkins, who said that they desired that all stationary engineers should be licensed by the Government. They also asked that a regular system of steam boiler inspection be enforced. There were in the province about 7,000 boilers, and the number of accidents which had resulted from explosions, though it had been surprisingly small, was yet sufficient to show the necessity for a system of inspection which would ensure greater safety both to those connected with the management of the boilers and to the public generally. It would therefore be advisable to institute a plan of inspection, which would not necessarily apply to small boilers, but which would prevent the use of worn out and defective boilers, and would also aid in guarding against their being subjected to a pressure beyond their strength. With regard to the licensing of engineers, the deputation proposed that if the Government would take charge of the matter they would furnish an Examination Board, by whom applicants would be tested. The other speakers on behalf of the deputation were Messrs. Robertson, Devlin and St. John.

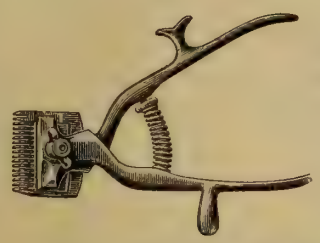
Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

TOILET CLIPPER, NO. 8



SPECIAL PATTERN

H. BOKER'S

BEST Full Polished

$15.00 A DOZEN PAIRS, or $1.50 A PAIR.

Any retailer can procure them at above figures from the wholesale trade, or write to the Clipper Agent, P. O. Box 366, Montreal, who will see that the goods will be delivered through any wholesale firm mentioned.

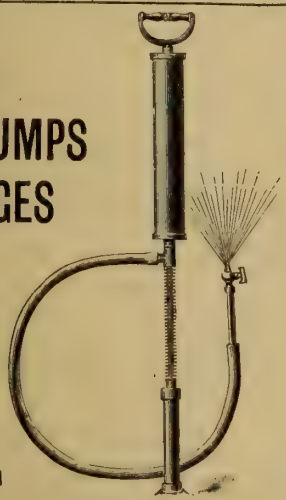
FOR

BRASS SPRAY PUMPS AND SYRINGES

WRITE . . .

Stevens Manufacturing Company

LONDON



Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

COST OF ARMOR PLATE.

The secretary of the navy lately informed Congress that the price paid for naval armor made in this country was $500 to $575 per ton for the ordinary plate, and $600 to $725 per ton for special plates, and application of the Harvey process costs $61.60 per ton. The English compound armor, made by welding a steel face upon a wrought iron back, bought for the Miantonomoh a dozen years ago, cost a hundred and ten pounds sterling per ton, and there was an extra charge of one pound per bolt hole for drilling. These plates were imported without duty. There has been a natural curiosity to know what the Bethlehem Company was to get from the Russian Government for the twelve or fifteen hundred tons of plates it had contracted to supply, but the terms have never been disclosed. The Iron Age mentions the report that the Russian Government was to pay fifty-one pounds per ton, and that this was forty pounds less than the bids of European makers. But it says: "We know that both figures are wrong, the former being higher and the European prices lower." This is not quite clear, but it seems to mean that the Bethlehem Company will get more than fifty-one pounds from the Russian Government, which it ought to do, as it gets from five to seven hundred dollars from its own Government, and that the terms of European makers are less than ninety-one pounds per ton. At the time the plates for the Miantonomoh were imported it was understood that our Government was paying very nearly the same price that the British Government paid.—New York Journal of Commerce.

TO TAX TELEPHONE WIRES, ETC.

The first section of Mr. German's bill to amend the Assessment Act proposes that hereafter telephone companies and telegraph companies' wires shall be subject to taxation, and moves in precisely an opposite direction to the bill introduced last session relieving them from taxation. Section 2 proposes to remove from the list of heretofore partially exempt companies the personal property of a company which invests the whole or principal part of its means in gas works, water works, plank or gravel roads, tram roads, harbors or other works requiring the investment of the whole or principal part of its means in real estate, and that such companies shall hereafter be taxed. The bill, however, proposes to exempt trunk lines of railway from taxation, leaving only the incomes derived by shareholders to be assessed. It proposes further to leave the personal property of banks non-assessable as at present. It is understood that an early day will be fixed by the Municipal Committee to hear delegations pro and con.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling, Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

THE

Best Upsetter

A Poor Upsetter means to the blacksmith who buys it money thrown away. In the long run it don't pay a merchant to handle goods that are not satisfactory to his customers. Jardine's Patent Tire Upsetter is reliable and durable, and moderate in price.

TRADE MARK J REGISTERED

A. B. JARDINE & CO.

Manufacturers Blacksmiths' Tools

HESPELER, ONT.

1879—ESTABLISHED—1879

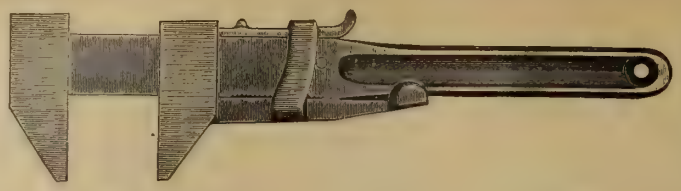
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect *Extra Hollow Ground* Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Mar. 29, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	16½ 17
Straits "	16½ 17

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I C	5 25
I.X	6 50
I.X.X	7 70
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6¾
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base	Price
Common Bar, per 100 lb		1 80
Refined " "	2 35	2 65
Horse Shoe " per 100 lb	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 20	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10½c
3-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¾ " and thicker	2 25

Sheet Iron,

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10¾

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 13 0 13½
Standard	0 12 0 12½
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 15

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) "	2 75
" " Royal "	1 10 1 15
Venetian Red, (best) "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 14
" " 100 lb. drums	0 12 0 12½
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal	0	(9
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

5 Barrel Lots	....	0 49
1 " "	....	0 50

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 (9½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear	.....	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common. 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1000 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepar'd pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross } 7 25 8 00
" Sewing, "

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1, leather, dis. 15 p.c
Standard, 37½ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex	per doz.	1 25	1 75
Mascot	"	1 35	1 85
Erminie	"	1 12	1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 75 p.c.
Tire, dis 60 to 60 and 10 per cent
Stove, dis., 50 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	....	....	2 70
Thorold "	....	....	1 10
Queenston "	....	....	1 10
Napanee "	....	....	1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	....	1 70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United Inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz..... 3 60 4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1

Sledge

Canadian, per lb..... 0 12½ 0

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C.&B., discount 35 per cent. to 40 p.c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 8

Cross Cut Saw.

Canadian per pair..... 0 15 0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb..... 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb. 0 3¾ 0 04
12 up " 0 2½ 0 03

	Per doz. set	
Screw, Eureka	1 13	1 86
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pair	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52 per cent. revised list.
Planter doz..... 4 00 5 0

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, p gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples. Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 60 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng.. dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p c

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 6
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Hearths, 52½ per cent.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer Basis—50 to 60 dy ..... Pat'n. 2 10
40dy 2 15
30 dy 2 20
20, 16 & 12 dy 2 25
10 dy 2 30
8 & 9 dy 2 35
6 & 7 dy 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3 dy. A.P. Fine 3 70
Car lots 5c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets. per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S R Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 35 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Star R & L Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning.... .... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.....	6 ...	8¾
¼, 5-16, ⅜ in	6½ ...	9
Cotton, per lb.....	13	16
Russia Deep Sea, per lb..	12½	13½
Jute	" 06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N. P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian dis. 45, 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1¾

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... 70
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list
Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz 1 25 2 50

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list. 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c to 35 p.c
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5
Binding, Blue ribbon..... ..... 0 7½
" Red cap 0 6½
" Prison 0 0
Carload lots of binder twine shipped under above figures.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1?
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
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Clothes Line Wire, 19 gauge, per doz coils..... 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart " 4 " 4 & 5 " "	... 2 87½
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"Lock Barb," 4 point	.. 2 87½
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Galvanized Barb, "Lyman," 2 to 4 points.....	.. 4½
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Terms, 60 days or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

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Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1

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Tower's Engineer, each .. 2 00 3
" S., per doz..... 5 80 7
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pocket, per doz..... 1 25 2 00

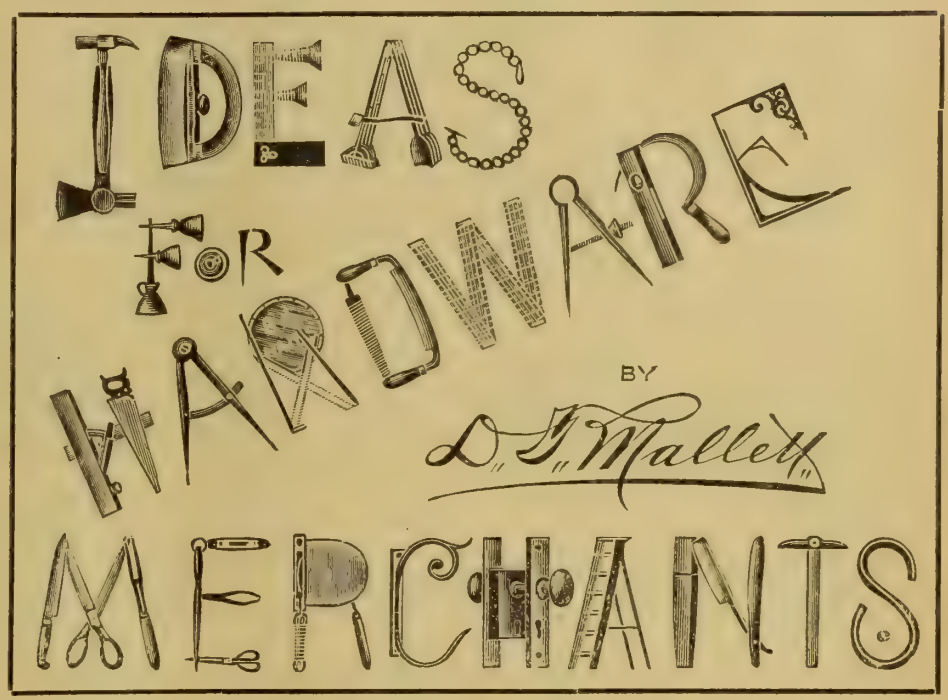
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VOL. VII. TORONTO AND MONTREAL, APRIL 6, 1895. No. 14.

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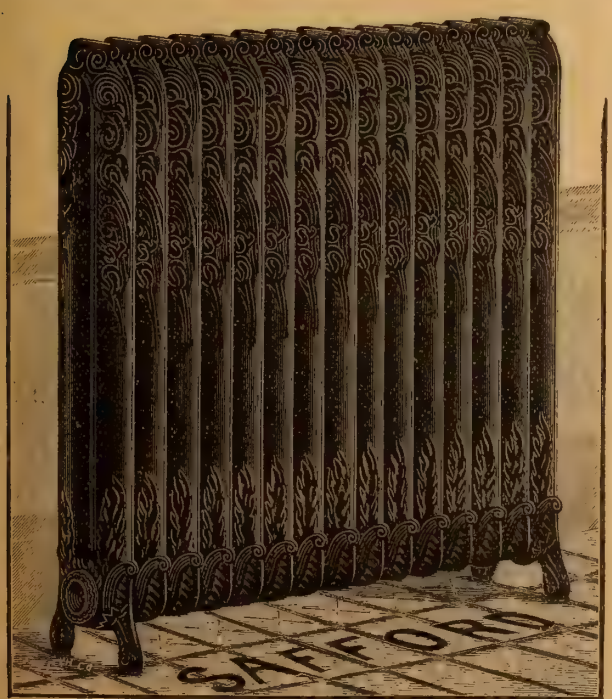
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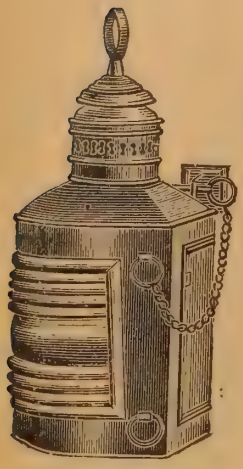
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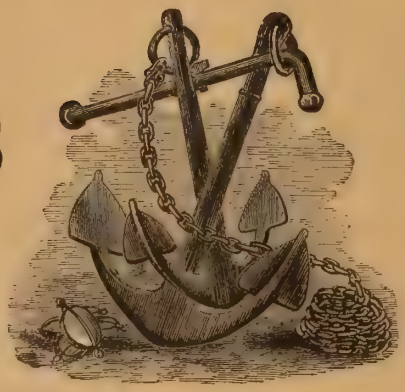
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Published Weekly. $2.00 a Year.

Vol. VII. TORONTO AND MONTREAL, APRIL 6, 1895 No. 14

J. B. McLEAN, President. *HUGH C. McLEAN, Sec.-Treas.*

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John Cameron, General Subscription Agent.

OUR NEW OFFICES.

THE HARDWARE MERCHANT is this week issued from new offices. The office of publication is now at 26 Front street west.

Ever since the inception of HARDWARE MERCHANT it has been the aim of its publishers to issue a trade journal attractive in its appearance, newsy and bright in its subject matter, and independent and just in its tone. We have hewed faithfully to these lines.

It is frequently said regarding individuals that their efforts are not appreciated in this life. As publishers of this journal, our experience is of the very opposite character.

The trade, both readers and advertisers, have and are appreciating our efforts. Our subscription list and advertising columns attest this.

And it is because of the demands of this ever-increasing recognition that our removal was necessitated.

With more extended arrangements for gathering news, with more commodious and larger offices, with faster presses and other improved appurtenances, the readers of HARDWARE MERCHANT may look for a better paper than ever before, and advertisers an even better medium for acquainting the trade with what they have to sell.

Call in and see us when you are in Toronto.

CHANGES IN CUT NAILS.

The cut nail manufacturers have made some reductions in the selling prices.

The base price, in the ordinary way, is unchanged at $2.10 f.o.b., Hamilton, Toronto, Montreal and London.

They will deliver at $2.10 in ten keg lots where the freight does not exceed 25c from any f.o.b. points. When a buyer takes 200 at a time he will get a reduction of 10c per keg instead of 5c as formerly ; when he purchases 1,000 kegs during the year he will have a total rebate of 15c, against 10c hitherto, and on 5,000 kegs 20c, which is an extra inducement.

Merchants in Montreal, Toronto and Hamilton, will get an extra rebate of 5c per keg of the invoice price.

Manitoba and the Northwest Territories will be given a frieght allowance of 25c. Maritime province figures will be found elsewhere.

PREFERENTIAL LIST ON LOCKS.

THERE are complaints from some jobbers that they are discriminated against by the Peterboro' Lock Co. This, as far as can be ascertained, is not so.

There are two lists (A & B), and each is governed by a different rate of discount Any firm, we are informed, who can handle the required quantity of goods in a year experiences no difficulty in having its name placed on the preferential list.

The firms on this list are allowed an extra 5 per cent. in consideration of the larger quantity of goods that they handle in the year.

We are assured by one of the leading firms on the A list that this does not mean that they undersell the firms on the B list. It is therefore a question of veracity between the two. The latter allege that they do and the former that they don't.

INAUGURATING CREDIT SYSTEM.

Nearly every retail hardware merchant is persuaded that the credit system is the best basis for him to do business upon.

And while a good many during the past few months have inaugurated the system, the proportion of those doing a cash business to those who are not is small, indeed.

There are several reasons why such a large percentage of the retailers do not take advantage of what is obviously beneficial to them. The chief reason, however, is undoubtedly the fear that in refusing credit to a customer he will transfer his business to a rival, who still sticks to the old system.

It is clear, then, that what is wanted is an understanding between the merchants in each community.

And the best way to secure this is by the formation of hardware associations.

Association breeds acquaintanceship, and acquaintanceship breaks down prejudice, and when this latter end is accomplished, the way has been opened for inaugurating not only the cash basis, but many other needed reforms in the retail hardware trade.

HARDWARE MERCHANT would like to hear from a few retailers who have adopted the credit system as to their experience in its operation.

APPROPRIATING NEW LINES.

ALTHOUGH a hardwareman's business may be cut into on one side it is possible for him to make up for it by branching out on the other side.

And the more energetic and replete with ideas he is the greater will naturally be his chances of success.

The man who keeps his eyes shut or mopes around because departmental stores, for instance, are cutting into his trade is sure to fail. In fact, such a merchant's measure of success would be small under any circumstances.

There are new lines and ideas continually materializing and ready to be appropriated by the hardwareman who is on the alert for such things.

Electrical appliances is a line which hardwaremen should take up. There is a disposition among their confreres in England to do this. If the merchants in England can sell these appliances surely those in Canada can. In fact, HARDWARE MERCHANT has noticed that a plumbing and gas-fitting firm here and there has already made a venture in the matter.

A knowledge of electricity is not essential, although an acquaintanceship with the subject will not by any means be superfluous to the merchant who may decide to go into this particular line.

One advance about electrical appliances is that they can be used to advantage in

designing window displays; and the value of window displays, like ordinary advertising, is daily becoming more recognized as a factor in inducing trade

A SNAP FOR IRON MEN.

If the reports from Kingston, Ont., are correct, that city will give anyone who erects a blast furnace there a bonus of $250,000, and over $20,000 a year for running it.

Many American centres, anxious to develop their industries, have dealt liberally with capitalists who asked for assistance of this nature, but we never yet heard of any which made such a generous offer as this.

It means that Kingston will pay far more than the cost of erecting the furnace, and most of the annual cost of operating it. The price usually asked for the best modern furnace is only $200,000, equipped and ready for use. There are any number of second-hand furnaces which can be had for much less than this.

To this must be added the Dominion and Ontario Government bounties, and it is said that the Provincial Government will increase their bounty. The bonus and bounties will go far towards paying the total cost of producing the iron, which some American smelters claim can be done for a shade over $5 a ton.

UNWISE INSURANCE MEN.

WHILE union breeds strength, sometimes strength breeds foolishness. The Fire Underwriters' Association is a strong institution. It decreeth and its slaves—the merchants and manufacturers—obey.

For many years life insurance companies doing business in Toronto have been making much money, because of the immunity of the city from large conflagrations.

On account of this the insured opined that rates ought to be lower, and the opinion was more than once ventured that Toronto—in fact large cities generally—was paying the losses incurred in the unprotected villages throughout the country. But be that as it may, Toronto was a profitable city for the insurance companies until the beginning of the present year. By the three large conflagrations of January and February the insurance companies lost heavily.

But epidemics of fire appear sometimes as well as epidemics of disease. And actuarial scientists are not ignorant of this fact.

Insurance men are, as a rule, accounted pretty level-headed fellows. But whatever they may be ordinarily, they have not shown themselves to be such during the last three months.

In spite of the strength which their combination—the Underwriters' Association—gives them, the three fires in question seem to have non-plussed them altogether.

Like an undisciplined army struck suddenly by a disciplined foe, they seem to have completely lost their heads. At any rate, they are acting as if such was the case.

They were justified in raising the rates until such time as improved fire appliances were provided, but it was poor policy, indeed, for them to still further increase the rates when part of the required appliances had been obtained and others were forthcoming.

But it was not in raising the rates that the insurance people went to the greatest length of their absurdity and arbitrary power.

They went to this in the way in which they cancelled, and are cancelling, policies. A manufacturer said the other day: "A fellow may have his place burned down to-night and find on opening his mail to-morrow morning that his insurance policy has been cancelled."

Of course, the law does not permit such breaches of faith as that. But this man's remark about shows what sort of faith commercial men have just now in the integrity of the insurance companies doing business in Toronto.

As a result of this HARDWNRE MERCHANT knows of some large wholesale merchants who are not renewing policies that are lapsing, while at least two, and both the largest of their kind in the city, have dropped all their policies in the companies as represented in the Underwriters' Association, and taken out risks in Chicago. We know of others who are following this particular firm's example.

This is to be regretted, for it means good Canadian money going out of the country to feed foreign corporations. But what else is to be expected? The end undoubtedly justifies the means.

It is, however, not since the fire that the insurance companies have exhibited all their insanity. THE CANADIAN GROCER is cognizant of instances where stocks were insured to as high as 100 per cent. above their value, while in one instance, at least, the policy holders were utter strangers both to Toronto and the insurance people. We have particular reference to the case of Schaffer & Rittenberg, who, on $2,000 stock, carried $5,000 insurance. It is no wonder that fires have occurred in some of these places.

Now the insurance companies, through the medium of the Underwriters' Association, are going to the other extreme. And where by one species of foolishness they lost money, by the other they are losing both customers and money. Well may their last state be termed worse than their first.

There is business in Toronto at the moment for a few good independent companies.

THE BICYCLE BILL.

J. R. Stratton, member for Peterboro' in the Ontario Legislature, has withdrawn his bill, which was intended to empower municipalities to license and regulate the speed of bicycles. The appearance on the floor of the House of a large deputation, headed by E. B. Ryckman, opposing the measure, seemed to settle Mr. Stratton's mind, and he dropped the license proposal.

Regarding the clause to compel the carrying of lamps at night, Mr. Ryckman said on country roads these lamps would frighten the horses. This statement brought all the Patrons to his side. In general terms he said the bill would interfere with vested interests, as there were 35 000 bicyclists in Ontario and $2,000 000 invested in the trade in Toronto. The bill was therefore dropped.

It may be here added that power was granted the city of Toronto to regulate the speed of wheelmen.

PROJECTING SIGNS MUST GO.

A committee of the Ottawa City Council have unanimously recommended the passage of a by-law to force the removal of all projecting signs. The owners will be given ten days to effect removal, but if they fail to act the signs will be taken down by the corporation at the owner's expense. This is drastic legislation if the Council ever adopts it.

There are two sides to the sign question as well as to the signs. Some project dangerously, look badly, and spoil the appearance of a street. Others are modest in size, neat in form, and are a real convenience to the business and buying public. Why wipe out all when the real offenders are the bulky ones? There are high shops and warehouses where a projecting sign of suitable dimensions is an advantage.

If kept within bound signs are not wholly an evil, and the mistake of the Ottawa proposal is in going too far.

EARLIER EUROPEAN SHIPMENTS.

HARDWARE was informed in Montreal this week that shipments were earlier this year, and that the retail trade would get spring imports sooner than usual On inquiry it was found that certain houses had received from Europe via New York goods which heretofore came by the St. Lawrence. The change was due to advantageous freights secured. From whatever cause, it will be acceptable news to hardware merchants.

CHANGES IN TACKS.

There will apparently be no further changes in ordinary carpet tacks at present, but in coopers' tacks some changes are probable. The manufacturers will take the matter up in a few days.

BARB WIRE PRICES FIXED.

The price for barb wire delivered at Prince Edward Island points, which has been an unsettled question since the prices for other parts of Canada were decided upon, has been fixed at 3c., the figure at which sales have been made. Other terms are the same as for other parts of Canada. It has been decided to make no change in other prices for the present.

At a meeting of the manufacturers a resolution of condolence was passed to Robert Jenkins, the secretary, who is very ill.

THE VANZANT FAILURE.

G. R. VANZANT & CO, the Markham retail hardware merchants who were seeking a composition with their creditors at 30c. on the dollar, have failed to secure the desideratum, and have assigned to R A. Mason. Mrs. Vanzant is the proprietress of the business, her husband, G. R. Vanzant, being manager.

The immediate cause of the firm's financial difficulties was a fire that visited the store about five weeks ago.

Shortly after the fire the creditors were called together, Mr. G. R. Vanzant representing the firm, and an offer of 30c. on the dollar was made. This offer was subsequently increased to 35c. This the creditors refused to entertain, as, according to the statement, there was insurance enough alone to pay a higher per centage than that. They ultimately decided to accept nothing less than 60c. on the dollar. The statement submitted showed assets and liabilities :

ASSETS.

Damaged stock saved from fire		$400.00
Book debts	$653.20	
Do. bad and doubtful	164.81	
		488.39
Notes	193.29	
Do. bad and doubtful	106.65	
		86.64
Insurance		2,900.00
Total		$,875.03

LIABILITIES.

To the trade	$2,968.21	
" G. R Vanzant	650.00	
" C. W. Vanzant (son)	1,700.00	
" Higgins & Douglas (lawyers)	800.00	
		5,118.21
Deficiency		$1,243.18

Mr. Vanzant is said to have intimated that unless the offer submitted by him was accepted, the liabilities would be increased and the firm would assign. The creditors would not move from the position they had taken, and a week or two after the meeting Vanzant & Co. assigned to R. A. Mason, son-in-law of the insolvent. In the meantime, however, the creditors had induced the insurance companies to stop payment of the cheques, aggregating $2,900.

Since the assignment a second statement has been issued, and, sure enough, as Mr. Vanzant intimated they would be, the liabilities are increased, and that by nearly $10,000, the gross indebtedness being $13,500.

G. R. Vanzant's account was swelled from $650 to $2,505, while a second son appeared as a creditor for $668, making the liabilities to the two sons $2,368. Two mortgages for $2,300 and $2,120, held respectively by R. A. Mason and William Rolph, also figured in the list of liabilities. Against the mortgage held by Rolph there is insurance of $1,075 on one of the buildings burned, which reduces his claim by that amount.

A meeting of the creditors is being held as we go to press.

NEEDY MEN IN PARLIAMENT.

THE editor of HARDWARE MERCHANT was approached the other day by a member of Parliament for the loan of a few dollars. This M.P. is quite a prominent man, and has been spoken of for a Cabinet position. He will borrow small sums from friends and acquaintances, and occasionally returns the money. He is only one of a number of men in Parliament who are chronically hard up, and to whom the sessional indemnity is a godsend.

Sending impecunious men to Parliament is a bad practice, because, no matter how independent and honest a man desires to be, his necessities drive him to be an abject follower of his party leaders, while, if those leaders are in power and form the Government of the day, he becomes a mere voting-machine. He is forced to look forward to an office as the reward of party service, and a Government can do almost anything, when supported by members of the needy variety. This sort of representative is responsible for a larger share of the evils of party government than most people know.

Members of Parliament should be chosen from among persons possessed of sufficient substance to be free from the necessities of having to shape their course in Parliament so as to pay their accounts. How many M.P.'s get advances on their sessional allowance as soon as Parliament opens, and stave off creditors by their privilege of membership? If the financial condition of every M.P. were laid bare the country would be amazed and disgusted.

WILL MAKE STEEL CAR WHEELS.

The Facer Solid Steel Car Wheel Co., of Perth, Ltd., has been incorporated in Canada by letters patent. The total capital stock is stated to be $320,000, and a Canadian factory is promised for this year. The company consists of: Jas. Aubra Facer, Philadelphia; Edward Ramsden, Philadelphia; A T. Wilson, J. M. Balderson and S. C. Wilson, Perth, Ont., and W. H. Churchill, Lanark County.

MONEY AND STOCKS.

CANADIAN Pacific has been gathering strength during the past week on reports of shorts covering their sales.

* * *

There is very little change in bank stocks, but what tendency there is is toward slightly increased values.

* * *

The local money market continues to evince a hardening tendency, although 4 per cent. is still the ruling figure for call loans.

* * *

Municipal bonds are still being sought by investors. "With the hardening tendency of money," remarked a broker to me, "there will naturally be less anxiety to secure municipal bonds, while some of those who are already holding this kind of investment will be inclined to sell out in order to secure the money for re-investment."

* * *

The vacancy in the management of the Dominion Bank, caused by the death of Mr. R. H. Bethune, has not yet been filled. There are a great many men named as Mr. Bethune's successor, some of whom can be termed outsiders—that is, men who are holding responsible positions in other financial institutions. I was unable to obtain the names of these applicants. "One, however," said a well-known financial man, "is from the Bank of Commerce, and another from the Bank of Toronto. That will be hint enough."

* * *

The little flutter in fire insurance stocks is over. "People were talking about the good investment these stocks afforded, and the daily papers were urging those with money to take them up," remarked a broker; "but I cannot see where the good investment comes in. On account of a big fire this stock is liable any day to recede 10 or 20 per cent., while shareholders are liable for a call of equal to 50 per cent. of their stock should the company be unable to meet its liabilities in the ordinary way. With all such risks as these I want something more than 6 per cent. dividends to induce me to invest in fire insurance stocks."

* * *

The earnings of the Toronto Railway Co. for March were $69,900.63, as compared with $72,826.59 during March, 1894, showing a decrease of $2,925.96. There was one less working day in March, 1895, than in March, 1894, but as an average day's earnings is $2,700, the earnings are rather less, day for day, than in March of last year. The statement has weakened the stock on the local Stock Exchange.

ARGUROS.

DROPS FROM THE EDITOR'S PEN.

The inquest into the Simpson fire may not reveal the cause of the conflagration, but it has proved that the Holmes patrol system comes far short of being all that it is claimed to be.

* * *

While trade in Canada is not well, it is convalescing, and that nicely, thank you.

* * *

A good deal has been heard about overproduction. What we want now is overconsumption.

* * *

Discounts saved may not be the wheels that carry trade along, but they are the oil that lubricates the wheels.

* * *

Advertising is like seed that is sown. The more it is cared for and cultivated the more bountifully will it yield.

* * *

The cold snap Monday was not returning winter. It was merely departing winter trying to play an April fool joke.

* * *

The man with a good name and few dollars is more to be emulated than the man with many dollars and a bad name.

* * *

A contemporary says that the cash basis is advantageous to both sides. Of course it is. It would not last long if it were not.

* * *

Merchants who are more concerned about the quality of the goods they sell than the quantity, also secure the quantity eventually.

* * *

A contemporary talks of "the world's debt to electricity." Yes, it owes it a good deal. But some people pay their debts by electricity: The felon in New York State, for instance.

* * *

The merchant who cuts prices to court trade often finds himself in the sea of bankruptcy without a friend to even throw him a straw. Cutters make many enemies, but no friends.

* * *

The man who lies in his advertisements is as bad as the man who lies orally, and both are minus the confidence and respect of the public.

* * *

The merchant tailors of Winnipeg patched up an agreement to close their places of business at 7 p.m. Now it has been broken and no effort is being made to stitch it together again.

* * *

The farmers of Ontario County are organizing a mutual fire insurance company. The business men of Toronto will be compelled to do ditto unless the regular insurance companies discard the autocrat.

* * *

Canada better than the United States? Why, of course it is. Ask those from Dakota, Minnesota, Michigan, the New England States, and many other States, who are turning their faces hitherward.

* * *

If people contemplating a trip to Europe next summer will take a twelve-mile ride along Canadian undulating country roads just now they will be able to learn what manner of seamen they will make when crossing the Atlantic.

* * *

A bill has been introduced into the Ontario Legislature to declare the cutting of a horse's tail a misdemeanor. How would it do to extend the application of the bill so as to include the merchant who "cuts" the price of commodities?

* * *

Please roub out my name Of your $ List dont senit anemore haft this, the Paper.

This is the brief note recently received by a contemporary. Of course the man did not want "anemore" papers. He wanted brains; and these neither trade papers nor any other human agency can supply. Their office is to furnish views and ideas.

* * *

The Minister of Agriculture, in his annual report, says that "the high rate of insurance militated against the experimental shipment of 834 cattle to Villette, in France." The high rates of insurance are militating against a good many industries in Canada just now. Reigns of autocrats, however, are short in these days.

* * *

Max O'Rell says that the man who has solved the problem of life is the French provincial merchant who, at the noonday meal hour, locks his store door so that he may not be disturbed while he eats his dinner, and subsequently romps with his children. The French merchant may not have solved the problem, but he is a great deal nearer doing so than is the average merchant on this side of the Atlantic.

ENCOURAGE THE HORSE SHOW.

The breeding of horses was at one time a profitable department of Ontario farming. Almost anything, no matter how badly bred, could be sold. This was before electric street railways. Now only the higher grades are wanted and poor horses are very cheap. Thanks to the Ontario Jockey Club, the breeding of the best saddle horses has become popular. The numerous trotting associations have developed the interest in this variety. Some progress has also been made in the heavier weights such as Clydesdales for dray work. We have been exporting all of these varieties to the States and to Great Britain, and they have been making reputations for Canadian breeders. The demand is increasing. It is often difficult to get a really good saddle horse, the inquiry being so great from the States, and $200 to $400 are not unusual selling prices. This gives a good profit to the breeder, and most breeders are farmers.

As the average farmer lives well and spends most of his money with the retailer these days, the more he has to spend the better for the merchant. As we have frequently urged, it is our duty as merchants to encourage anything that will increase the earning capacity of the farm.

During the present month there will be a horse show in Toronto, under the auspices of the Agriculture and Arts Association, the Toronto Country and Hunt Club, and the various breeders' associations of Canada. Its object is to encourage the development of better horses, and it is intended to make it an annual affair. It is our duty to encourage the show in every way and induce as many farmers as possible to take an interest in it. It takes place at The Armories, April 18, 19 and 20.

Copies of the prize lists may be had by application to the secretary, Henry Wade, 12 Elm street, Toronto.

THE EIGHT-HOUR SYSTEM.

Mr. Brunner, of the firm of Brunner, Mond & Co., sends to The London Times an interesting report of the result of a five years' experience of the eight-hour rule in his works. He says that at first the wage cost per ton went up, then dropped, and is now as low as it was in 1889, the last year of the twelve-hour day. In other words, the men get as much work done in eight hours as they used to get done in twelve. That this is not merely the result of a coincidental improvement in machinery or the methods of manufacture, is vouched for by the managers of the works, who have considered the point. Their opinion that, though the men work less hours, the efficiency of the work is not diminished, is supported by their report as to the improvement in greater regularity of attendance, increased application and improved health among them. The men used often to be irregular and drunken; these offenders are now rare. "The men come down to their shifts regularly, and they come sober." In the long double shift at the end of each week, which is necessary for the work, the men used often to be found asleep. This does not occur under the new conditions. Lastly, the health of the men has much improved. "The improvement in the men's looks, and especially in their gait when leaving the works at the end of the shift, is very marked."

No. 3



SENSIBLE ADVICE.

Brederin and Sisterin, my lectur dis ebenin' am relatin to elevatin' yoor minds (not your bodies, like de brudder in de back row). I 'pears 'fore you on dis 'casion as an example ob de effectment ob education. Now, if you gib me your 'tention, I will 'lucidate de subjec'. You done hab to go to school to larn something. Schools am good 'nough, and all de chilluns ort to go, but dare am a great deal to be larned by observation. Look at me, as I tole you before, I am de great libin' example ob education by observation. I neber went to school. I's a self-made man. I 'rived at dis great distinction ob position by observation. Watch what edicated white folks do. Dat's what I allus told you, and I compliment you dis ebenin' on de improvement in your costumes.

Now, I want you to look about you, an' slick up 'roun' home; gib more 'tention to art in your decorations. Whitewash am good, but if you doan want to be low down niggers all your life use paint. An' doan buy no po'r stuff. Watch intellectualized folks, I notice dey buy THE SHERWIN-WILLIAMS PAINT, 'cause it's de BEST. (Tumultuous applause, breaking up the meeting.)

AGENTS FOR CANADA

WALTER H. COTTINGHAM & CO.

MONTREAL

Finest Paints and Varnishes

"GOOD-WILL" OF A BUSINESS.

THE name of a firm is a very important part of the good-will of a business carried on by the firm, says a writer in Hardware Dealer. Persons become accustomed to buying at certain houses, or houses in a certain locality, or known by a certain name, and being so accustomed, will resort to such places, notwithstanding a change of ownership. The name itself becomes an intangible asset of more or less value, according to circumstances. So in the case of trade-marks, which are an important part of the good-will of a business. In parting with the good-will of a business the seller means to part with all that good disposition which customers entertain toward the business identified by the name, trade-mark, location, etc. It is because of this value of the name that very many firms exist which do not contain a single member of the individual name expressed in the firm.

When one sells a business he does not thereby agree not to engage in a similar business. Contrary to the general view, one in selling his business may agree not to engage in it again, provided there be a reasonable limit to the time and place within which he is not engaged in the business. If there be no stipulation to the contrary, the vendor may lawfully establish a similar business next door to the one he has sold, and invite everybody to come and purchase, although he must not hold out himself as the successor to the business of the old firm. It is generally understood that old customers may be solicited, although several of the older cases hold that in the absence of positive agreement the vendor may solicit trade from old and new customers alike, either by indirect or direct means.

The sale of a good-will does not transfer to the purchaser any right to use the name where the name is the name of the vendor, unless there is an agreement to that effect. The buyer can, however, advertise himself as the successor to his vendor.

Where the good-will merely pertains to the place of business, a sale of it does not give the right to use the firm's name without an agreement to that effect. Where the good-will is not mentioned in the agreement of sale of a business, it will be presumed to be included, unless the circumstances are such as to show that only the tangible assets of the business were included.

Formerly, where one member of a partnership died, the good-will of the business went to the survivor, but it is now considered as a part of the general assets of a partnership for which the surviving partner must account. Where several members of a partnership have sold out to one member, they may be restrained from carrying on a rival establishment under a name so similar to that of the first as to mislead and draw off business.

Returning to the matter of value, it may be said that the value of the good-will is to be calculated by estimating every advantage to be secured by succeeding to the business without reference to the exclusion of any person from engaging in the same business. In one case the value was assessed at one year's average net profits.—Wm. C. Sprague in The Hardware Dealer.

PRESSED SPIKES.

The manufacturers of pressed spikes have had a talk on the situation, and came to the conclusion it would be inadvisable to make any change in prices.

Railway spikes are unsettled, and it is possible there may be an alteration in the range of quotations before long.

CHEAPER WRITING MACHINES.

The present year will see a big drop in writing machines. It is a surprise that prices were held up so long. The Remington typewriter sells at $125, and the cost of manufacturing each machine is from $14 to $16, which gives the company a liberal profit.

A new concern, The Imperial Typewriter Co., with headquarters in Montreal, will have an improved machine on the market about July next, that can be sold at $50, and which, it is said, will do as good work as the Remington or Caligraph. The principle on which it works is entirely different from any other machine, and the writing is visible. It will be known as the "The Empire." That it is not a toy is evident from the names of the men who compose the directorate, there being among them Hon. George A. Drummond, Sir Donald Smith. and J. D. Rolland. They have the patent-rights to manufacture for the entire British Empire.—Bookseller and Stationer.

CLEANING SOLDER.

To make and to keep good solder, says a writer in Metal Worker, it is necessary to be very careful as to what is put into the melting pot, for old lead pipe, lead tacks, etc., often contain zinc, antimony, copper, arsenic and other ingredients. Type metal is sometimes used under the impression that it is lead, whereas it is alloyed with 20 per cent. of antimony, which is as ruinous to solder as is zinc. If iron be contained in solder it is readily removed by stirring and skimming, as it is usually in the form of a powder or oxide, on account of the high temperature necessary to fuse it, and never gives the trouble caused by other alloys. Sheet lead scrap or tea lead make good solder, and the failure to clean solder by the use of sulphur is often due to the fact that no tin, or not enough tin, is added after the process to make up for what has oxidized, and also to not removing the sulphur by the use of tallow.

NICKNAME FOR ALUMINUM.

The use of the chemical symbol "Al" has already become very general, and is in common use, says Aluminum World. That the original word will ultimately be succeeded by the use of the symbol abbreviation is extremely likely, but this use cannot be considered a nickname any more than the use of symbols to designate the other metals.

In speaking of names, it is interesting to mention a decidedly novel case, where a man who, as an aluminum enthusiast, honored the metal by christening his baby son "Aluminum," and he further says, should he ever be blessed with a daughter, that he will name her "Alumina." His choice of names is, indeed, remarkable, as is likewise his reason, that he wishes as great and glorious a future for his children as indicated for the new metal, and in this he has the sincere appreciation of all those interested in the production and manufacture of aluminum, and may little "Al" and his sister "Mina" keep pace with the tremendous progress of the great new metal.

EDGE TOOL WARRANTIES.

The question of giving warranties with edge tools, which is just now being discussed in certain trade circles, is one beset with many difficulties, says Hardwareman. The manufacturer who warrants the quality of his goods enters upon an undertaking in which a good deal of risk is involved. The various processes which edge tools undergo before they are completed all afford scope for the inception of a defect, and as it is impossible for a manufacturer to personally superintend the passage of every tool through its stages of manufacture, flaws and defects do occasionally creep in. Indeed, there are flaws, such as blow holes in steel castings, which the closest possible supervision could not prevent, and yet for which the manufacturer is held responsible. It is obvious, therefore, that if a maker is expected to make good any article which proves defective, he must protect himself by raising the average prices of his wares to compensate for the loss which must undoubtedly occasionally occur on individual implements.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal. Mercer Street, Toronto.

Boot Caulks Chain
Pike Poles Oakum
Tackle Blocks Rope
ETC., ETC., ETC.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants 37 Front St. West, TORONTO

The "Graham" Cut and Wire Nails are the Best.

BICYCLES AND GOOD ROADS.

THE bicycle is the fastest vehicle propelled by animal power. As for the distance that may be gone over in a given time, the bicycler and his machine have far outstripped both trotters and runners. Bicycling, moreover, has great charms for those who have neither the capacity nor desire to attain great bursts of speed. The exercise is as pleasant as horseback riding, and very much cheaper, continues a writer in Harpers'. But no matter how general the use of the bicycle may become, walking is not likely to lose its devotees. Daily walks must be taken within a limited horizon, however, while the regular bicycle rider's area is extended amazingly. It has been asserted with some authority that the same effort that is required to walk one mile will propel a bicycle six miles. Bicycle riders, at least, will not dispute this assumption. Now let us see what are the consequences of this increased capacity. A man who lives in a suburban district, in his walks around his home, if he be an average walker, will go two and a half miles out and the same distance back, making his walk five miles. In his various excursions he is likely to explore the district about his home for two and a half miles in every accessible direction, and if roads be plenty he may become acquainted with the general features of the landscape within an area of about twenty square miles. The same man on a bicycle will extend his radius to six times two and a half miles, and therefore make fifteen miles out and fifteen miles back. He will thus have so broadened the domain of his observation that he may explore the country embraced within 7,007 square miles. Vigorous walkers who go five miles out and back enjoy a territory of 78 miles ; but this vigorous and ambitious man, if the six to one assumption holds good, would on the bicycle extend his excursions to 30 miles out and 30 miles back, so that he in time would have for his own all there is of beauty and instruction in 2,827.4 miles.

The cheapness of bicycling as compared with horseback riding is worthy of consideration. A bicycle costs from $100 to $150; a horse costs from $100 to very much larger sums. The keep of a horse is at least $30 a month, including the charges of the farrier and veterinary. The cost of a bicycle for repairs ought not to be $3 a month. Indeed, many of the makers guarantee them for a certain time and make repairs without charge. So first cost and maintenance are both in favor of the machine. With good roads in this country the rule, instead of, as now, the exception—and we shall surely have good roads before the new century is very old—the bicycle will enable its riders to learn their land more intimately and extensively than they dream of knowing it now.

WANTS IRON AND STEEL.

The E. B. Eddy Co. is asking for tenders for about nine tons of flat, square and round iron, round machinery steel and cast steel, assorted sizes. The card sent out asking for these tenders reads : " Please quote us your lowest price, most liberal trade and special discounts, and most favorable terms (giving us the option of four months' time or largest discount for cash) for the undermentioned goods, freight paid or allowed to Ottawa."

Glue ✳ Lubricating Graphite

All grades. Large Stock of Selected White for Kalsomining.

In Bulk or Packages.

CASTOR OIL

Just arrived.

SANDERSON PEARCY & CO.

61, 63 and 65 Adelaide Street West

TORONTO

THE TREND OF THE TIMES.

Not many months ago the people of this Coast were discussing the probability of an extensive trade in flour springing up between this country and the Orient. We have seen this trade expand so rapidly that all the steamers plying between San Francisco, Puget Sound and Vancouver, B.C., and Oriental ports are unable to handle the frieght offering, and have their whole tonnage engaged for months ahead. Still more recently the prospect of a direct line of ships to South Africa was mentioned. As we stated yesterday, the pioneer steamer of the new line which will run from British Columbia has been arranged for. It ought to be mentioned in this case that if the scheme for unrestricted reciprocity between Canada and South Africa succeeds, Washington will not have much chance to compete in the new field so far as lumber is concerned. But the opening of the new line is of interest to us because, taken in connection with the rapid expansion of the Oriental trade, it shows how the commercial importance of this part of the Coast is forging ahead. These two incidents are full of encouragement. They show that the Pacific Northwest may realize the possibilities before it commercially at an earlier day than any of us have ventured to hope.—Seattle Press Times.

THAWING WITH ELECTRICITY.

Mr. Edmunds informs us, says The Electrical Review of London, Eng., that he has been making some experiments lately with most complete success in what we think is a new and important application of electricity to domestic use. He, like many others, has suffered the inconvenience of having his gas and water service frozen during the late severe weather. It occurred to him that a resistance, suitably protected, might be introduced into those pipes which were most exposed and least easy of access with flame or hot water or other ordinary method of thawing. He had a special wire made in which the current was conducted through a highly resistant metal, insulated with a fire-proof medium that was also a non-conductor of electricity. The whole was inclosed in a metal tube, which could be drawn down to make a compact wire or tube that was externally a conductor of heat, but not of electricity, thus preventing loss of current and electrolysis. This result was most satisfactory. This "thermic" wire was introduced into the waste pipe from a bath-room at the north side of his house, which entered a fall pipe some 20 feet from the ground and which was easily frozen. The thermic wire was introduced from the outside. At night a small stream of water trickling down froze, forming an icicle some 12 inches long and 1½ inches thick, completely locking the waste pipe. The thermic wire having been previously connected with Mr. Edmunds' electric light circuit, at 50 volts pressure, when current was turned on 4 amperes flowed through it, and in 4 minutes a complete thawing was effected and the waste service was cleared.

RETURING DEFECTIVE GOODS.

Justice Mathew, a British judge, in the case of Bullows v. Cooper, had the question of returning defective goods before him. This was an action brought by plaintiff, a malleable iron manufacturer, Walsall, to recover from the defendants, edge-tool manufacturers, Birmingham, the sum of £25 10s. 3d. for goods sold and delivered. The only question involved in the case was as to the right of the defendants to return certain of the goods which were defective, and in this respect a credit was claimed of £6 17s. 9d. His lordship found that the defective goods had not been returned within the time recognized by the custom of the trade, and he found for the plaintiff for the account claimed, with costs.

GOVERNING TRUST COMPANIES.

The bill introduced in the Ontario Legislature by Sir Oliver Mowat, respecting the chartering of trust companies, provided certain regulations for the governing of these institutions, which are not covered by the general Act respecting joint stock companies. It requires that capital to a certain stated amount shall be paid up. The amount at present enforced in New York is $200,000, but Sir Oliver thinks that sum rather high for this province. It further provides that three-fourths of the shareholders of the company shall be residents of Ontario. It has been the custom of the Government to refuse permission to outside companies of this class to practice here, and this refusal will in the future be rigidly adhered to. Another provision is that when an application for such a charter is made, the applicants must satisfy the Government of their fitness in every respect for the duties devolving upon such a company.

MINERAL PRODUCTIONS.

The Bureau of Mines has just issued statistics bearing on the mineral production of the province for 1894. During the year 1894 the total revenue derived from mining lands amounted to $17,942.56 Patents were issued for 3,271 acres of mining land, and 7,050½ acres were leased for mining purposes. The following figures show the total mineral production for 1893 and 1894: 1893—Value, $6,120,753 ; employes, 7,162 ; wages, $1,935,590. 1894—Value, $6,088 758 ; employes, 6,075 ; wages, $1,840,289. Illuminating oil brought in the largest returns, 14,349,472 gallons of petroleum being sold, valued at $1,337,040. Common brick came next ; 131,500 thousand were used, valued at $690,000. Cement was manufactured extensively ; 85,903 barrels were consumed, valued at $109 804. The gold output amounted to $32,776, and nickel brought $612,724. One peculiar feature of the table is the absence of iron among the mineral products, for, although there are extensive deposits of hermatite and magnetic iron ore in various parts of the province, there is not a blast furnace in operation.

EXPECTATION vs. REALIZATION.

We all know the salesman, so clever and smart,
Who believes to each customer he can knowledge impart ;
Who knows he can sell, upon this trip, you bet !
More goods, by a long chalk, than he ever has yet.
But, with all his "close prices,"
To encourage his "biz,"
Expectation measures this size,————————
His performances this,———.

—E. R Watson.

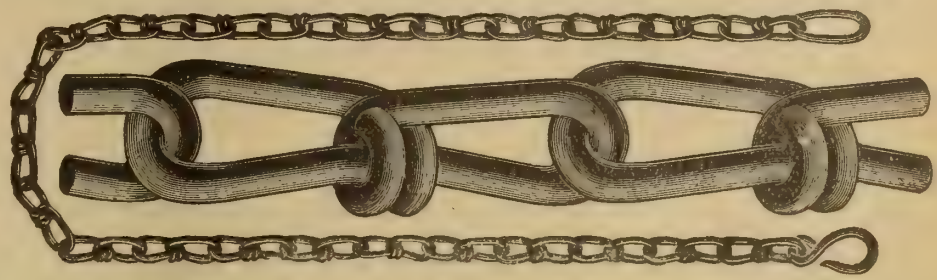


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STEEL WIRE TRACE CHAINS



The B. GREENING WIRE CO., Ltd., Hamilton, Canada

IRON TRADE DEVELOPMENT.

A LEADING Montreal metal merchant, who has lately visited the leading iron centres in America, and who has also made an inspection of European centres, was questioned this week by HARDWARE AND METAL MERCHANT regarding the different methods of iron making in these countries, and the prospects and conditions before the Canadian industry. He said :

"During the last few years Pittsburgh has shown itself to be both able and ready to not only hold its position as the steel centre of America, but it has placed itself in a position to more than compete, in my opinion, in the manufacture of steel, with all the world. This has been brought about perhaps very largely through the fact that the higher rates of wages ruling in America as compared with Europe, forced the American iron master to give special study to the question of reducing labor, and wherever possible and economical, to utilize machinery. Previous to 1892 Pittsburgh had already made great strides in this direction, and in that year, when there seemed to be no bottom to the iron market, and prices (already below what had been considered the lowest possible point), still kept falling, instead of closing down their works and waiting for better times, as has been the general custom, the iron men of Pittsburgh, with all confidence in their ability to compete, spent millions of dollars in re-organizing works that were already considered most modern, and the works in Pittsburgh are, I consider, in point of labor saving machinery, by far the best equipped in the world. Wherever hydraulic or electric machines can be utilized they have put them in, and as a result heavy material is handled with a facility that is simply astonishing, and where formerly 10 or 15 men were required, to-day one or two take their place.

"In considering the American iron and steel manufacturers' ability to compete with Europe, (making the comparison perhaps more directly with Great Britain, with which I have more familiarity than with other European countries) it would seem that if Great Britain is to successfully continue the competition the system of manufacture as generally followed will have to be altered, and as in America, in the place of a number of smaller works, each carrying the material forward only one stage or so in its manufacture, larger concerns will have to take hold, and in making steel, carry out under one management its manufacture from the ore up. That is what is becoming the condition of affairs in the United States to-day, and, for example, in steel nails and screws, and articles of that kind, the works that have been able to profitably carry on the manufacture of these articles at current prices are those where the maker of the nails was also the maker of the pig iron.

"In Great Britain, in the majority of cases, and perhaps especially in Scotland, the bulk of the ore is imported from Spain. Then the blast furnace man who buys it smelts it into pig iron, and sells again to another manufacturer, who converts it into ingots, and in many cases goes no further, but simply sells his ingots to other works, where they roll them into plates, sections, sheets, etc.; and again the manufacturer of nails buys the sheets from the rolling mill, and so on. This means that at every stage from the miner up a profit is required. On the other hand, in times of depression and low prices, the large manufacturer in the United States is content to credit his works with one profit, that is, as his work commences at the ore, he may be willing to take a profit on converting it into steel ingots, allowing all the other work to be done at cost, and practically running his plant for one profit. This is a factor that is bound to become more apparent every day throughout the world in the iron industry.

"To free traders it may seem curious, but it is, nevertheless, a fact that in the United States, where the industry has had such high protection for so many years, iron and its products are not only sold, but are really manufactured as low, or lower, than anywhere else in the world, notwithstanding the fact that higher wages are paid. The reason for this is very simple. With a practically assured tariff for a great many years, and with their home market conserved, the iron manufacturers have not only been able to feel full confidence in their enterprises, but have been enabled also to instil confidence in the minds of capitalists, and, as a result, have obtained the necessarily large amount of capital requisite to place them in the position they now hold. If the same result is to be obtained in Canada, our iron manufacturers should be given assurance of protection against such a full-grown competitor as the United States for a fair number of years, and not, as is the case at present, be continually hampered by the uncertainty of the tariff.

"An iron manufacturer or a capitalist can scarcely be expected to make the heavy investment necessary in such an industry when he is daily threatened with changes in the fiscal policy, and although there is a good deal of talk about the industry having been protected since 1888, still the element of uncertainty has had a dampening effect, and I consider that protection, to be of service in an industry of this class, must have some stability about it."

HAMILTON BRIDGE COMPANY.

William Hendrie, John Strathearn Hendrie, John Henry Tilden and Charles Stewart Murray, all of Hamilton; and Henry Charles Symmes, of Niagara Falls South, are applying for incorporation as "The Hamilton Bridge Co." for the following purposes : (a.) To acquire all the works and business formerly owned and carried on by The Hamilton Bridge Co., Ltd.; (b.) To carry on business as manufacturers and builders of steel and iron bridges and ships, and also as general manufacturers of all kinds of steel and iron work; (c.) To carry on a general foundry and engineering business.

The chief place of business is to be at Hamilton, Ont., and the capital stock is to amount to $100,000.

PLUMBING, STEAM AND GASFITTING DEPARTMENT.

COMPLAINTS are constantly being made that the tariff imposed on goods imported at various points is not uniform, and now and again a movement is made toward having something done to remedy this state of affairs. It would seem that importers of heating apparatus are not to be excepted from the dissatisfied class. A prominent Toronto dealer remarked to a representative of THE HARDWARE MERCHANT the other day, that three sets of tariff rates were in operation as regards Toronto, Windsor and the Maritime Province ports. The Toronto tariff was 25 per cent. higher than that at Windsor, and a similar inequality existed between the respective rates charged at Toronto and Halifax. This lack of a uniform Customs duty, combined with the extra freight charges to be paid by Toronto importers from points in the eastern States, made it difficult to compete with the Canadian importers who were more favorably situated.

The attention of the Controller of Customs has been called to the alleged state of affairs, and departmental action is expected by those interested.

The appointment of a board of Customs experts, suggested some time since, is favored by the heating apparatus dealers.

* * *

Mr. Fred. W. Armstrong, late "heating engineer" of the Gurney foundry, Toronto, has severed his connection with that firm, and entered into partnership with Messrs. Worthington & Garratt, plumbers, Bay street, Toronto. Before leaving Messrs. Gurney & Company Mr. Armstrong was presented with a handsome marble clock by the staff of that firm, and both employers and fellow-employees joined in wishing him success in his new venture.

* * *

G. Smith, plumber, Montreal, has entered a $5,000 suit of damages against the trustees of the Methodist Church. Smith was ordered to do work in the Temple Building, and the trustees said that he did inferior work. Consequently he sued for $5,000.

* * *

Jerome Lecomte, Gaspard Lecomte and J. B. Galipeau, have been registered proprietors of Jerome Lecomte Fils & Cie, plumbers, Montreal.

* * *

George Yon, plumber, Montreal, is offering to compromise at 40c. on the dollar.

* * *

Joseph Deslauriers and Joseph Demers have been registered proprietors of Joseph Deslauriers & Co., plumbers, St. Henri De Montreal, Que.

* * *

Mr. Wright, of Bennett & Wright, plumbers, etc., Toronto, has left on a week's business trip to the United States in search of the newest things in all lines pertaining to his business.

* * *

Walker & Mahoney, plumbers, Guelph, Ont., have dissolved.

* * *

Peter Howard and Thos. O'Connell have been registered proprietors of Howard & O'Connell, plumbers, Montreal.

* * *

It is probable, says the Metal Worker, that the weather of the past winter made more extensive repairs necessary in church heating systems than in any others, and whether the systems were steam, hot water or combination, the effect was the same. The most severe effect of the weather coming at the middle of the week, many church heating plants were without fire, no fire having been necessary during the previous portion of the season to prevent their freezing. On firing up late in the week for the next Sunday the damage sustained was discovered in many cases too late to be repaired in time for use on the following Sunday. In some hot water jobs every radiator in connection with the plant was frozen and burst, and in some cases every section of the radiator. The damage was not confined to the radiators alone, but both the flow and return pipes and the fittings succumbed to the frost. In steam plants where the condensation did not return to the boiler owing to poor piping or want of air valves, the plants were rendered unfit for service by ice bursting pipes and radiators. In churches where combination apparatus was used, some difficulty was encountered in explaining that the water heating apparatus would be ruined if the the furnace was run, though in some cases the risk of its destruction was taken in order to have service. It requires more judgment than is possessed by the average sexton to say when the fire shall be run to prevent freezing, and the extra labor of emptying and filling the system as a precaution is seldom undertaken.

* * *

According to The Plumbers' Trade Journal, a very prominent divine, who, by the way, is a lover of good stories, and who can always appreciate a joke on himself, relates a little humorous account of a meeting with a journeyman plumber.

He had been having trouble with the steam boiler in his residence, and to locate and repair the difficulty, sent for the plumber.

"The plumber came," said the doctor, "and proved to be a burly Irishman, twinkling all over from the sole of his feet to the top of his carrotty pate. I sent him down stairs, and in my study, just over the boiler, by the way, awaited the result of his investigations. In about ten minutes he reappeared, looking somewhat disturbed."

"Is this the place where ye sits and wroites?" said he.

"It is," said I.

"Then," said he, "ye may thank God ye wasn't blown to hell."

"And," concluded the doctor, "I told him I agreed with him in more ways than one."

USES FOR OLD RAILS.

In speaking of the uses of old rails recently, a well-known official of the Pennsylvania Railroad said: "The life of a rail on the Pennsylvania lines west is about eleven years, and on the Pennsylvania Railroad only nine years. The difference is perhaps due to heavier traffic on the Pennsylvania Railroad. The friction of constantly passing trains wears on the rail until it must be replaced by a new one. The company pays $24 per ton, (now $22) and the rails used on our line average 85 pounds to the yard. When it has passed its useful stage the rail is replaced. The old rails that are taken out from time to time are gathered up every month, and sold to junk and scrap dealers at $12 per ton. It can readily be seen that the company pays only $12 for the use of rails per ton. The price received from the scrap man is a good figure, when it is known that the rails, when sold, are of no use to the company. Rails that are not much worn are sold to the factories along the road at $18 per ton, where they are used for sidings, and answer the purpose quite as well as new rails. There are many uses to which the old rail is put. A great amount of barb-wire fencing is made of railroad iron, and very often the rails are used as foundations for large buildings. There are not many people who know that the Masonic Temple in Chicago rests on a foundation of steel rails, layer upon layer, six feet deep.

N. B. INSOLVENT LAW.

The new insolvency law just passed by the New Brunswick Legislature is regarded with favor by business men. The Act renders null and void any confession of judgment or undue preference given in favor of one creditor to the detriment of others, by a party who is insolvent or unable to pay his full debts, or is about to become insolvent. Provision is made for assignments by insolvents to the Sheriff or other assignee for the benefit of all their creditors, and the assignee is to receive such remuneration as shall be voted him by the creditors at any meeting called for the purpose after the first dividend sheet has been prepared, or by the inspectors in case the creditors fail to vote it, or failing that, by a judge. Notice of assignments must be published in the Royal Gazette and also in a newspaper of the district, and the votes of creditors shall be calculated as follows: One for claims between $100 snd $200, two for claims of $200 to $300, three for every claim of $500 to $1,000, and one more for every additional $1,000 or fraction thereof.

The various powers and duties of assignees are clearly outlined in the Act.


BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors
Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

TRADE CHAT.

A. W. GODSON, the Toronto contractor, who has been generally reputed to be worth $400,000, has assigned. It is said that he has been carrying too much property, but that his estate will show a large surplus. It is moreover maintained that his difficulties will not affect the Construction & Paving Co. in which he is interested.

The Toronto City Engineer has been instructed to report to the City Council on the advisability of the corporation establishing gas works of its own, with special reference to the new gas called acetylene.

A Marion (Ind.) fruit jar manufacturing firm have put in a machine for nailing boxes after being packed. It is stated that this machine will, with two men, do the work of 15 in the packing room.

The Watson Heater Co., of Montreal, will put in tenders for the down draught smoke consumers required by Toronto, which will be opened on Saturday. The Chicago tender is already in.

The Council of the Toronto Board of Trade are of the opinion that insurance rates are too high and have appointed a committee consisting of Hugh Blain, W. Christie, M. C. Ellis and M. McLaughlin to report on the matter.

A deputation has been appointed by the Toronto City Council to wait upon the three city members in the Dominion Parliament and impress upon their minds the advisability of securing a reduction of postage from two cents to one on letters mailed in the city for delivery within the corporation limits.

The Ottawa Electric Company is to have a rival, as R. H. Conway and others give notice of application for letters patent to incorporate the Deschene Electric Company to produce electricity for light, heat and power purposes, and supply the same to Aylmer, Ottawa and other places; headquarters, Deschenes; capital, $60,000.

E. P. Heaton and A. W. Atwater, directors of the Toronto Junction electric railway, were in Montreal on business in the interests of the company. It is thought the line will be extended to Islington shortly, but nothing definite has been decided on yet.

Mr. Chas. Dyck, a former resident of Morden, returned on Friday with his family from Oregon, after having been there for three years. He says that they have only rain in Oregon in winter, when they don't want it. He is sorry that he ever left Morden, as he proved that the farming prospects were better here than in the States. —Morden Herald.

Three new railways in West Kootenay, if not four, are likely to make good progress towards completion this year, even if they do not get into full operation. The Arrow Lake branch of the C.P.R. will, without a doubt, be extended from Wigwam to the Upper Lake. Connecting there with the steamer for Nakusp, and thence by the Nakusp & Slocan Railway to the Slocan Mines, a regular shipment of ore can be made all winter without interruption. To avoid the risk of delay by ice on the lake, the new steamer to be built by the C. & K. N. Co. must be provided with an ice-breaker powerful enough to keep the channel open in all weathers.

In a paper by Mr. T. Wrightson, read before the Royal Society last month, evidence is brought forward to show that the welding of iron and steel is similar in character to the regelation of ice. Iron has been found to expand in passing from the liquid to the plastic state and then contracts to the solid form. Experiments at the mint have also shown that at the welding point iron cools under pressure. Welding differs from melting pieces together in that in the former case the union takes place below the temperature of fusion.

A Victoria, B. C., despatch says: Robert Ward & Co. (Ltd), who four weeks ago had Shipbuilder John Clark imprisoned for debt due to them which he could not pay, Saturday continued the civil action against Clark and his partner, Harrington, for $8,000 odd. The defence raised the unique point that by seizing the person of the debtor plaintiffs had taken the last recource of law, and all liabilities on defendant's part had hereby been discharged. The court held the point well taken and ordered Clark's release, purged of all responsibility for the debt. The case is without precedent in Canadian courts.

The Hamilton and Lake Erie Power Co., composed of Canadian capitalists, will apply next session for an act of incorporation. The scheme is one on the principle of the Niagara Falls Power Works on the American side, it being designed to generate electricity for distribution in Hamilton and other places in the district.

At the Fire and Light Committee meeting of Toronto City Council the tenders for fire appliances were opened. The contract for a hook and ladder wagon, at a cost of $418, was awarded to Messrs. Smith Bros., Toronto. William Vokes secured the contract for a two-horse hose wagon at a cost of $247.60, and for two one-horse hose wagons to cost $285.20 each.

THE STANLEY ESTATE.

The creditors of W. E. and C. Stanley, hardware merchants, Lucan, Ont., met at the Palmer House, Toronto, on Tuesday. A statement of the firm's affairs showed that their assets amounted to $19,000, and their liabilities to $28,000. The insolvents offered to compromise at 40c. on the dollar, partly secured, and most of the creditors seemed in favor of settling at that figure. Others held back, however, and finally a committee of the largest creditors was appointed to thoroughly look into the standing of the estate and report to a general meeting to be held in the near future.

HORSESHOES NOT YET TOUCHED.

The manufacturers of horseshoes were to have met this week to consider future prices, but so far they have not been able to come together. There is not much likelihood of changes at any rate, as the figures were only decided upon a short time ago.

MARKETS AND MARKET NOTES

MONTREAL MARKETS

MONTREAL, April 5, 1895.

HARDWARE.

THE decline in railway freights on Monday last led to an increased activity in all lines of general hardware, and the week has been a busy one all round. There were a lot of orders held awaiting the reduction, and of course buyers wanted these rushed forward, but, in addition to this, quite a lot of new business came to hand, and the inference is, from the enquiries that have been received, that stocks of hardware, shelf goods especially, are not large in the country, and cut nails, tacks, clothes wringers, churns, tinware, cutlery, tools, wire-cloth, in fact, almost every line of hardware with few exceptions has shared in the activity. The quarterly meetings which started last Friday have, up to the date of present writing, not resulted in any radical changes except in the case of cut nails, the particulars of which are given elsewhere. Nor have they had much influence in checking business, for jobbers generally appear to be pretty well supplied with the lines under discussion and are filling their orders freely, irrespective of what will happen. Payments are not much improved as yet.

WIRE—There is a fair trade in this line, and quite a quantity of stock ordered some time ago was sent forward this week. At this writing the wire men have not met, but considering the radical reductions that were made a month or so ago, no great alteration is expected, even if any is decided upon.

ROPE—There is a rather better demand for rope, and the price of sisal has been marked down ¼c. this week here. We now quote 6 to 6¼c. for sisal and 9c. for manilla.

CUT NAILS—The makers met on Friday last, and as noted elsewhere, made some important changes in the regulations governing the sale of cut nails, which are given fully elsewhere. The chief thing is the delivery of 10-keg lots freight paid, where the charge does not exceed 25c. from any f.o.b. point. The rebates also are slightly altered, discounts now being 10 per cent. on 200-keg lots, and the rebate on 1,000 keg lots has been increased 5 to 15c., and on 5,000-keg lots to 20c. As we have pointed out before, however, the actual spot jobbing price is not yet governed by this basis, for further business was done this week on a $2 basis.

WIRE NAILS—No change is yet to note, for at this writing the makers have not met to consider this line. Business, however, has been fairly active during the week on the old basis, from which it is gathered that buyers want supplies.

HORSE NAILS—The question of horse nails has been considered in a partial way, but the makers are to meet again. In the meantime, we quote the old basis of 60 per cent, and have to note quite a few new orders this week in addition to the forwarding of goods ordered some time ago.

HORSESHOES—At this writing there has been no change in horseshoes, and we repeat quotations: $3.50 for iron shoes; steel shoes—XL., Nos. 0, 1 and 2, $5.75 per 100 lbs.; Nos. 3 and 4, $5; assorted sizes, $5.50; Perkins' steel toe weight shoes, Nos. 1 to 4, $6 per 100 lbs.

TACKS—There has been a good movement in tacks this week, and the makers made no change in rates except in the case of coopers' nails, the basis of which is not yet settled.

CHAIN—There is only a quiet trade to note in chain.

CLOTHES WRINGERS—A good active business has been doing in these.

TINWARE—Assortments of tinware have gone out freely this week, the demand being especially good for sugaring utensils.

CUTLERY—There is a good jobbing trade doing in cutlery, both for pocket and table descriptions.

TOOLS—Enquiries for good-sized lots of harvesting and gardening tools have kept coming in this week, in addition to quite a quantity which was sent forward that had been ordered some time ago.

WIRE CLOTH—There has been a large movement in this article at steady prices.

CEMENT—There is no change in cement, but importers have been placing orders more freely. Values are unchanged, at $2.05 to $2.15 and $1.90 to $2 for Belgian on spot.

FIREBRICKS—The demand for firebricks is fair, at $15 to $22 per 1,000.

METALS.

There is little change in the market for heavy iron and metals, business still ruling quiet. No change of importance in values is to report, but the tone is easy on the whole, and this no doubt has a good deal to do with the indifference displayed by buyers.

PIG IRON—The only recent important business in pig iron was in American, No. 2 selling rather firmer than the last previous sale at $19.25. Some small lots of Nova Scotia iron have also been placed at quotations. We quote: Summerlee, $20 to $21; Eglinton, $19.50; Carnbroe, $19; Nova Scotia brands, $16.50 to $16.75.

BAR IRON—Demand for this article is neither brisk nor do prospects point to much greater activity. Jobbers here are pretty well supplied, and the tone of values continues easy. The nominal asking price

ENAMELLED WARE

MADE IN CANADA.

We are pleased to advise that this new venture has been most successful, and we are turning out a ware—for the present a grey mottled and a white—equal to any ever placed on this market, whether English, German or American.

Inspection and Comparison Invited.
Our Travelers are Carrying Samples.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

MARKETS—Continued

continues to be $1.60, but this has been shaded for round lots this week, and would be again.

TIN PLATES—No activity of a striking kind is to note in these either for spot business or for importation, and we quote $2.50 to $2 75 for coke, and $3.25 to $3.75 for charcoal.

TERNE PLATES — Continue quiet and steady at $5.75 to $6, as to grade and quality.

CANADA PLATES—There is no feature to note in these, the tone ruling easy with values not quotably changed at $1.95 to $2.05.

SHEET IRON—There is a moderate jobbing movement in this line, but no large business is to note. We quote on the basis of $2.15 to $2.30 for No. 28 gauge.

IRON PIPE, ETC—There is no change either in iron or lead pipe. A few moderate sized lots have been moved but no activity is to note.

INGOT TIN—The firm feeling in tin is maintained, but the fact has not led to any improvement in business. We quote the price firm at 16c.

LEAD—No activity is to note in this line, business being of a small jobbing character. We quote values firm, however, at $3.

SPELTER—We report quotations at $4 to $4.25, with only a quiet business.

ZINC SHEETS—There is nothing to report in this line, and prices are unchanged at $4.50 to $4 75.

ANTIMONY—Dull and unchanged at 9½ to 10c.

HOOPS AND BANDS—There is a fairly active jobbing demand to note, but no large lots are going forward. We quote : $1.80 to $1.85 for domestic, and $2 to $2.15 for imported.

GALVANIZED IRON—The chief activity in this line is confined to tinned sheets, for which there is a fair jobbing enquiry. We quote : No. 28 Queen's Head, 4¼ to 4½c.; Morewood, 5¼ to 5½c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6½c., with the usual extras.

PAINTS AND OILS.

There has been an increased activity in this branch owing to the inception of summer freights. Not only is this so, but a lot of new orders and enquiries have been coming in, which is considered an encouraging sign, indicative of small stocks.

LEADS—A good active jobbing trade has been doing in leads at steady prices. We quote : Choice brands white lead, Government standard, $4 75; No. 1, $4.50; No. 2, $4.25; No. 3, $4 ; No. 4, $3.75 ; dry white lead, 4½c. ; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL — Rules firm and fairly active at 56 to 57c. for raw and 59 to 60 for boiled. We note the sale of one or two good round lots of raw at the inside figure.

SEAL OIL—Advices from Newfoundland point to a good yield, but, with light stocks here, prices rule firm at 40 to 45c., as to quality.

COD OIL—A good jobbing demand is experienced for this at firm prices—37½ to 42½c., as to grade and quantity.

CASTOR OIL—A rather firmer feeling is to note in this oil, which we quote a fraction higher for the inside price at 5¾ to 6½c.

TURPENTINE—There was an advance in the South at the close of last week of 2c., but since then the price has receded, and sales of round lots have been made this week at 53c. Accordingly we lower our range to 53 to 55c. as to quantity.

RESINS—There has been a fair degree of activity to note in resin, etc. We quote: Resins, $2.50 to $5.00, as to brand ; coal tar, $3.50 to $4 ; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 4½ to 6c., and cotton do., 9 to 11c.

GLASS.

There is no change in the glass market, but the feeling is firmer in consequence of advices from abroad. We quote: First break, $1.15 to $1.20 and second $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

There was a fair business doing in chemicals, and prices are steady on the

Horse Pokes

Toronto, London, Metallic, Pearson, Climax, etc.

Tree Pruners

Short and Long Handle.

Churns

Daisy, Queen and Leader.

ENQUIRIES SOLICITED

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

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THE EMPIRE PATENT

STEEL SHINGLES

Thoroughly Tested Since 1882.

The best constructed, tightest, handsomest and most reliable small shingle on the market—our galvanized shingles, the perfection of roof covering. Our 1895 Illustrated Catalogue will be issued shortly.



THE METALLIC ROOFING CO. OF CANADA
(LIMITED)

80 to 90 Yonge St. - Toronto, Ont.

MONTREAL MARKETS—Continued

whole. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 to $2.10.

PETROLEUM.

Demand for petroleum continues good and the market rules active. We quote: Canadian refined at 12¾c. in shed in Montreal for round lots, and 13½ to 14c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 16c. in car lots and 17c. for smaller quantities.

HIDES.

The hide market is steady at the advance noted last week. We quote: No. 1, 6c.; No. 2, 5c., and No. 3, 4c.; heavy No. 1 steers, 6½c.; No. 2, 5½c; lambskins, 10c.; calfskins, 6c.; and sheepskins, 65c.

TALLOW.

The tallow market is quiet and steady at 5 to 5½c.

WOOL.

The wool market is without material change, the tone ruling firm, and business quiet owing to small stocks. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 26 to 32c; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 10 to 11c.

ASHES.

There is no change in the ashes market, and prices are steady. We quote: First pots, $4.00 to $4.05; seconds, $3.70 to $3.75, and pearls, $6.00 to $6.10.

MONTREAL TRADE NOTES.

Mr. McNaughton, of McNaughton & Lamplough, is at present paying calls to his friends in Ontario.

Several fair-sized lots of English cement left here this week on account of Western buyers, at $2.

Turpentine advanced in the South 2c., but as suddenly receded, and now late advices have been of such a nature that round lots were shaded 2c. here this week.

Advices on caustic soda are firmer, though no quotable change can be cited on spot.

Mr. Fisher, the well known hardwareman of St. John, N.B., was in town this week.

An Ottawa firm is said to be offering cut nails at even less than $2, but we have received no verification of the rumor.

The Boiler Inspection Co. have removed their Montreal offices to Room 222, Board of Trade.

James Ross & Co., 39 William street, Montreal, manufacturers, have assigned at the demand of the Washburn Manufacturing Co. The liabilities are about $14,000. The creditors are: Dominion Wire Manufacturing Co., $2,589; Wallace & Son, Ansonia, N.S., $2,000; Banque Nationale, $3,600; G. H. Kendal & Co., $746; Washburn Moen Manufacturing Co., $650; Dominion Cotton Mills Co., $516, and a number of smaller accounts.

TORONTO MARKETS.

TORONTO, April 5, 1895.

HARDWARE.

THE increased activity noted the past couple of weeks is more pronounced this week, and invoice clerks and shippers are working overtime shipping goods. The lower freight rates which went into force Monday have, of course, tended to accelerate business, in heavy hardware particularly. Horse pokes, harvest tools, spades and shovels, tree pruners, etc., are going out rapidly. Orders for ordinary fencing wire are more satisfactory, but in other kinds business continues quiet. Shipments of rope are a good deal larger than for some time. The different manufacturers' associations are meeting in Montreal this week. So far, the only change made is in regard to cut nails, particulars of which are noted elsewhere. Wire nails are in good demand, and an improvement is to be noted in horse nails. Clothes wringers are showing more activity, and orders for poultry netting are more numerous. Payments are improving a little, but they are far from being satisfactory.

WIRE—Shipments of ordinary fencing wire are quite numerous, but orders for barbed wire are not nearly so plentiful as for other kinds. Prices are as before. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on lots of 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—Shipments are now numerous with orders a great deal larger than for some time. Sisal has taken another slight drop, now being quoted on the basis of 5¾c. Manilla remains as before. We quote: Sisal, 7-16 in. and larger, 6c.; ¼, 5-16, ⅜ in., 6⅛c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.

CUT NAILS—More car lots and larger quantities have gone forward this week than for a considerable time past. At the meeting of the Cut Nail Association in Montreal the only change made was in the terms, freight on 10 keg lots now being prepaid to any extent where the rates do not exceed 25c. per 100 lbs., while the rebate on carload lots is now 10c. per keg, instead of 5c., as formerly. Base price is still $2.10, Montreal, Toronto, Hamilton and London.

MARKETS.—Continued

WIRE NAILS—Manufacturers are reported to be very busy trying to supply the demand for this class of goods. Shipments, principally in 10 keg lots, are quite numerous. Discounts are 75, 10 and 5, except in 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Trade in this line also shows improvement, although quantities are naturally not large at this season. Discounts 60 per cent. off list for "P.B.," "M.," and "C."

TACKS—At a meeting of the makers held in Montreal on Thursday it was decided to reduce the price of cigar box nails. Other kinds unchanged. Particulars elsewhere. Trade is fair in general lines. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—Some large shipments of coil chain have arrived, thus enabling wholesalers to complete stocks, which were low in some sizes. The improvement in business noted last week has continued. Prices are firm and unchanged.

CLOTHES WRINGERS—The increased movement noted last week has been maintained. Prices rule from $27 to $27.50 per dozen.

CHURNS—A number of complaints are heard regarding dealers not being able to obtain their churns as promptly as expected from the manufacturers, stocks on hand not being sufficient to supply the unusually heavy demand that is now being experienced. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

TINWARE—Business continues good in milkcan trimmings, sap buckets, sap spiles, and other similar lines of spring goods.

PLUMBERS' SUPPLIES—The improvement in trade on country account continues, and business in the city is more satisfactory than it was.

GARDEN TOOLS, ETC.—While spades and shovels are in active demand, garden tools are not being bocked as largely as desired; the trade, however, anticipates a better business next month.

CUTLERY—There is a fair sorting-up trade doing.

HARVEST TOOLS—Orders booked some months ago are now being forwarded, quite a number of large shipments having been made.

POULTRY NETTING—Enquiries are coming in more freely, although not a great many orders have so far been booked for forward delivery. There have been some good shipments, however.

GREEN WIRE CLOTH—Not a great many orders have yet been booked. Price, $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

TAR, ETC—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

CEMENT, ETC.—Trade remains much the same as a week ago. Prices are unchanged. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

About the only feature in the metal market worthy of note is the tendency there is to an increased movement on account of the lower freight rates that went into force Monday last.

PIG IRON—We hear of a few odd carload lots of Scotch iron arriving in Toronto via Halifax, and some lots of Nova Scotia pig have been coming forward, but the principal business is, of course, in American iron.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The activity noted for several weeks past still continues. Orders have not been quite so numerous or so large as last week, but from the number of inquiries it is fair to presume that next week will record a large buying movement. American Northern and Southern brands are in good demand, and it would not be a surprise if an advance in these metals took place soon. We quote on the cash basis f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $12.55; No. 2 Foundry strong coke iron, Lake Superior ore, $12.05; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.05; Southern soft, No. 1, $11.60; Southern soft, No. 2, $11.35.

BAR IRON—Orders are not quite as large as they were a week ago, but they are just as numerous. Prices from Toronto are being quoted at $1 65 basis, which means a reduction of 10c. per 100 pounds.

SHEET STEEL—While there has been a slight improvement during the last few days trade is not nearly as good as it was a few weeks ago. Odd carload lots of American steel are still coming forward. Prices are being well maintained, considering the different qualities on the markets. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Trade is somewhat better, especially in the tinned sheets. Stocks are in course of transit, and will arrive some time next week. We quote: 24-gauge, 5¾ to 6c. in case lots; 26 gauge, 6¼ to 6½c.; small quantities, ¼c. advance on these figures.

LEAD PIPE—Trade in general is for small quantities only, although business is beginning to pick up. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—A large number of import shipments are now being delivered throughout the country, and fresh orders are being booked daily. Shipments from stock are also improving, more case lots being moved. Quotations from the States show slightly lower figures, and it is anticipated that larger quantities of American galvanized iron will come in. We still quote: Queen's Head and Gordon Crown brands, $4.25 for 28 gauge.

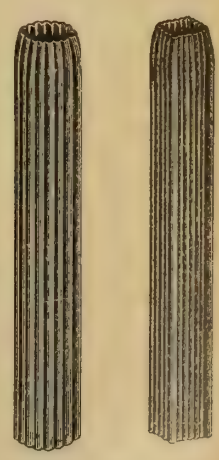
INGOT TIN—The market is still fairly steady. Trade is fair. We still quote ordinary lots of Lamb and Flag at 16½ to 17c.

INGOT COPPER—A few cask lots have passed through hands this week. Outside markets are fairly steady. We still quote 10 to 10½c. per lb.

IRON PIPE—Business is rather brisk, and some carload lots of both Canadian and American have been coming forward during the past week. Domestic, sizes 2 inches and smaller, is quoted at net figures equalling 70 and 5 to 70 and 10 per

Pedlar's Patent Corrugated Expanding Conductor Pipe

Made in 8 or 10 foot lengths, without a cross seam.



Cheap as a Common Round Pipe.

Will not burst when full of ice.

Manufactured by

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

Separate Catalogues of Roofing, Siding Ceiling sent on application

MARKETS—Continued

cent. off list. The American list reads: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

SHEET COPPER—The improvement noted last week has been maintained. We quote: Sheathing, 13 to 18c., and braziers' sheets at 13 to 16c., according to gauge.

SHEET BRASS—Trade continues fairly good, and prices unchanged at 20 to 30c. per lb.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots, and 5c. for small lots.

HOT WATER BOILERS—Trade is active. A large number of American are going out. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9 50.

BOILER TUBES—Market is quiet. Import orders are, however, being taken freely. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade remains quiet in all the different kinds, from coke to the highest quality. Prices are not being cut to any extent, although they vary a great deal, owing to the different brands on the market. We quote: Coke, 14 to 20 gauge at $3; for larger sizes, 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—Quite a few orders have been received during the week. We quote lower prices at $5.75 to $6, according to quality.

HOOPS AND BANDS—Business continues without feature worthy of note.

ZINC SPELTER—A few small orders have gone through during the week. We quote: Domestic at 3¾ to 4c., and imported at 4 to 4½c. Outside markets are firm and higher.

CANADA PLATES—Continue quiet and featureless. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Business is satisfactory in this line. Most of the tinware dealers throughout the country are now purchasing solder instead of making it themselves. We quote: 500-lb. lots at 11½c., and small lots at 12½c.

ANTIMONY—A few orders for Cookson's for import have been booked. Trade from stock is still light. We quote 10 to 10½c.

GLASS.

Trade in window glass is quiet, as is usual at this season. Advices from makers announce a reduction of 1c. per cent. in the discount on window glass. This is equivalent to 7 per cent. on case glass, or 12c. in 100 feet cases first break. The price here is unchanged at $1.10 to $1.15 first break in 50-foot boxes. Plate glass is quiet and unsettled.

OLD MATERIAL.

Trade is steadily picking up, and prices are, as a rule unchanged. We quote: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.; old rubber, $3.50 per 100 lbs.

PAINTS AND OILS.

Trade is not as satisfactory as desirable, and payments are slow.

WHITE LEAD—Demand is fair only, a base price of 4¼ to 4½c.

PUTTY—Quiet and unchanged at $1.75 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—Some early shipments are going out, but the bulk of the orders will not be shipped for another month. We quote: English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50-lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—Trade is fair only. Pure is unchanged at $1.

LINSEED OIL—Like all East Indian commodities, linseed oil is firmer on account of the advance in silver. On the Toronto market business is quiet and prices unchanged. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—Prices have further declined in the South, and the local market is easier in consequence. While quotations are nominally the same there is some cutting going on. Although some fresh shipments have been received during the week stocks are small, and new crop turpentine will probably not be here for three or four weeks yet. There is not much doing. We quote: Single barrels, 50c.; 5 barrels and over 49c., f. o. b. Toronto.

CASTOR OIL—Prices have advanced £2 to £3 per ton in England owing to the advance in silver. Business here is quiet at 6 to 6¼c. in cases, and 7½c. in tins.

SEEDS.

The Canadian crop of seeds is practically marketed, and the prices quoted here now are those at which the big jobbers are selling to outside dealers in small lots. Prices, except in red clover, are practically unchanged. Alsike is quoted thus by jobbers: Prime to choice, $4 80 to $5; really fancy, $5 to $6.60; and lower grades $4.

There is in the Western States a freer feeling in red clover, and prices have gone down a little. Good clover now brings $6.20 to $6.50.

In timothy, the jobbing prices to the trade are $3 to $3.50 for prime to choice grades of machine-threshed seed, and a little more for the bright unhulled article.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are scarce at prices unchanged since the advance noted in these columns last week. We quote: 5¾ to 6c. for cured, and for green No. 1, 5c.; No. 2, 4c., and No 3, 3c.

SHEEPSKINS—Good stock is quoted at 85 to 90c.

CALFSKINS—Are a little more plentiful, but prices remain steady at 6c. for No. 1 and 4c. for No. 2.

TALLOW—Is still rather quiet. Jobbers quote 5 to 5¼c. and sell at 5¾c.

WOOL—Canadian fleece is quoted nominally at 19 to 20c., there being none on the market. In pulled wools best supers are quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Crude oil is still firm, and the refined article is of course, sympathetic. Prices are unchanged. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12½c.; carbon safety, 15 to 16c.; Canadian water white, 16 to 17c.; American water white, 18c.; photogene, 20c.

MARKET NOTES.

The Toronto Salt Works Co. have received their first car of "Bug Finish."

The Metallic Roofing Co., Toronto, are going extensively into the manufacture of embossed metallic ceilings. The trade are requested to send for their new catalogue and price list.

UNITED STATES MARKETS.

NEW YORK, April 5, 1895.

PIG TIN—There is still some tangle in the matter of "margins" and "rings" on Exchange contracts, and back of it more or less gossip from which the deduction is warranted that some operators are not enjoying complete satisfaction with late experience. The circumstance has apparently checked speculation to greater or less extent. In any event, dealings here were remarkably small and the trading spirit far short of being as active as the heavy movement in London would ordinarily lead to. Prices averaged a shade lower, or on the basis of 14.05 to 14.10c. for prompt or current month delivery, and 13.95 to 14c. for May. Some tin was delivered on April contracts, and a very fair quantity went to the out-of-town trade; still the doings in this connection were not all that has been promised, and some authorities attribute the disappointment to the fact that the available stock, while comparatively liberal, is too scattered to be handled to entire satisfaction. Late afternoon quotations were 14.10c. asked for spot delivery; 14c. bid, 14.10c. asked for April; 13.95c. bid, 14c. asked for May; 13.90c. bid for June; 13.85c. bid for July and August; 13.80c. bid for September.

COPPER—Except in a general sort of way little information is given regarding busi-

ness in ingot, but the substance of reports is that considerable copper is being sold and that consumers are taking supplies for delivery up to and including July. This and export movement restrains selling pressure, thus holding values quite steady, more particularly for Lake Superior product. Leading producers of the latter are quoting 9.50c and under 9.40 to 9.45c is the exception outside. Electrolytic sorts move at 9.15 to 9.20c and casting at 9 to 9.15c, but the individual transactions seem to be mostly of routine type.

PIG LEAD—Moderate quantities of common western were turned out late on Monday at 3.10c, chiefly, if not all, for immediate shipment. Yesterday's dealings were on a very limited scale and the bidding was tame, with bona fide offers not above 3.10c for round lots, despite quotations a shade higher on the exchange. There were sellers outside at 3.12½c for prompt and near future shipments. London quotation by cable was £10 1s 6d for soft Spanish.

SPELTER—There was nothing in the line of new feature in the market here and reports from primary points were tamer, indicating that buying interest there has moderated considerably. The offering of good Western brands is no heavier, however, and prices for the same remain quite steady at 3.25 to 3.30c., delivery at New York or common point. London cable quoted £13 15s. for good merchant brands.

ANTIMONY—The market remains quiet, with prices steady at 7 to 7⅛c. for Hallett's, 8 to 8⅛c. for Cookson's, and 7c. for Japanese, on the spot.

NICKEL—Sellers' prices are 35 to 38c., varying according to size of order, etc.

TIN PLATE—Reports were quite as good as those made on Monday, noting as they did a very fair volume of business and new inquiries of considerable aggregate amount, chiefly for plates to be delivered during the next twenty days, but including some for future shipment from abroad. The foreign market remains firm and prices here are maintained.

IRON AND STEEL—Orders to a very fair extent are being placed for some lines of heavy steel, but there is no general activity or livelier interest on the part of buyers, and prices rule low on nearly all business passing. Railroad patronage is still disappointing, although there have been more inquiries for rails and fastenings. Ordinary merchant iron and steel is moving in routine way only, and prices are showing no change for the better. Pig iron is not selling here except in routine way, and the demand shows no sign of greater animation. Prices remain almost stationary. Scrap material is in moderately active demand, and commanding former prices.

CIGAR BOX NAILS REDUCED.

Cigar box nails have been reduced to meet American competition, but all others unchanged. Manitoba prices will be fixed when spring freights are announced.

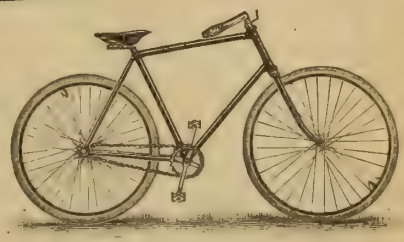
A BIRMINGHAM HARDWAREMAN.

Mr. J. Dangerfield, the largest hardware merchant in Birmingham, England, arrived at Halifax on Monday, in the steamer Parisian from London, accompanied by Mrs. Dangerfield. They are making a tour of the country and will visit Montreal, Toronto, Ottawa and other Canadian cities.

SPRITE CYCLES
LEAD
FOR
LOW PRICES
QUALITY
FINISH

AGENTS WANTED

Established 1882



Parts, Fittings, Pneumatic Tyres, etc. Supplied.

Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.

SPRITE CYCLE CO., BLOOMSBURY, London, Eng.

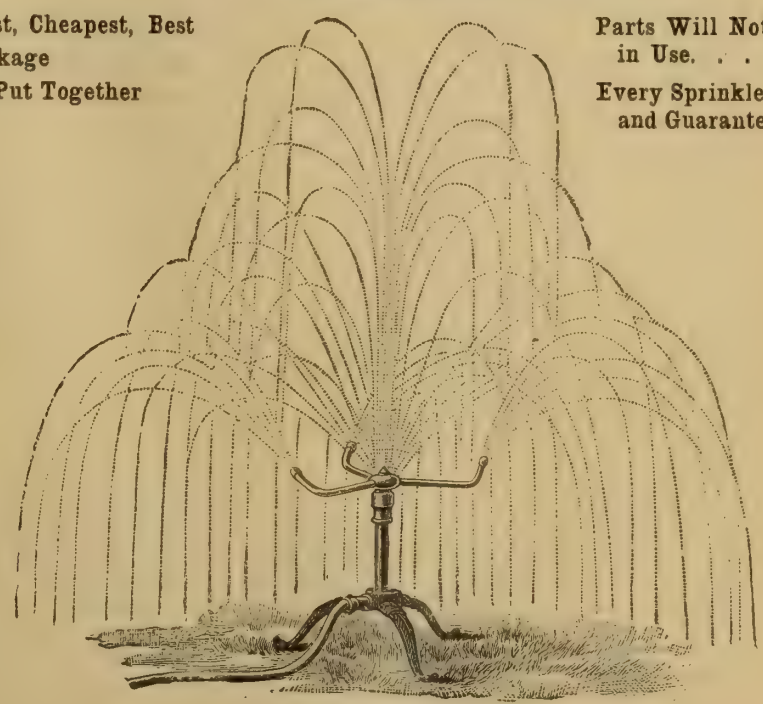
The JAS. ROBERTSON CO.
LIMITED

Toronto, Montreal, Winnipeg, St. John, N.B.

The "Wolverine" and "Peerless"
LAWN SPRINKLERS

Simplest, Cheapest, Best
No Leakage
Easily Put Together

Parts Will Not Loosen in Use. . . .
Every Sprinkler Tested and Guaranteed.



Patented April 8th, 1891

THIS SPRINKLER is compactly and stoutly made with **phosphor bronze bearing** and will cover a surface of 36 feet in diameter. As it has a free and unobstructed channel there is no danger of clogging with dirty water, and therefore it fills the requirements of users of such articles better than the more expensive and larger sprinklers, and will accomplish as good results. The top and arms are brass, full nickel plated, standard base and legs handsomely japanned. **PEERLESS**, same as Wolverine, but having iron heads and arms.

PRICE, per doz.—Wolverine, 12 inches high $24 00
" " Peerless, " " 16.00

PACKED ONE IN A BOX.

We Will be Pleased to Furnish Discounts upon Application

PEDLARS OF STOVES.

THE Wrought Iron Range Co., whose Canadian factories are on Pearl street, Toronto, make a practice, as is well-known, of ignoring the wholesale and retail stove trade, and selling direct to the consumer.

Their modus operandi is to carry their goods around the country after the manner of pedlars, and dispose of their ranges on the spot to those who will buy. The members of the stove trade do not like this, of course, but are unable to do anything to stop it. It would seem now, however, that the dealers are to be afforded assistance from the outside public. Mutterings of dissatisfaction concerning the proceedings of the company's agents have come from Newmarket, Ont., and the other day the following letter, which speaks for itself, and which we publish for what it is worth, appeared in the Markham, (Ont.), Economist :

DEAR SIR,—Through the columns of your widely read paper I wish to make known for the benefit of others how I was duped by an agent of the Wrought Iron Range Co. of Toronto. On the morning of January 1, 1895, one of my neighbors (by the way I since understand that it is one of the company's schemes to get a local man to go around with their agents to inspire confidence in and help deceive their neighbors) brought a man here, who he introduced as Mr. Pitchett. My son Archie, who is the sole manager of my little home, was away for a few holidays, but my youngest son Peter and the hired man came in from the barn with the two men, and they commenced talking up the wonderful arrangement they had with them for saving labor and fuel, and stated that their wonderful range would only need three and a half cords of wood or two and a half tons of coal for a year's cooking and to warm the kitchen for that length of time. I am ashamed to acknowledge that I believed what they said. Had the agent been alone I would have doubted him, for we all have had experience that these knights of the road have a license for exaggerating. However, I told them I did dot need a cooking stove, but they finally persuaded me to let them set up a range on trial, and induced me to sign a note on the plea of the agent that it was to keep him straight with the company. To offset this I was to have an agreement, witnessed by my neighbor, that if the range did not give every satisfaction and was not as represented, he was to take it away without any cost. After I had signed the note he refused to give me the agreement, stating that I did not need it as I had my neighbor for a witness, and I was perforce bound to accept this. We have tested the range and found it not as represented, and I went to the company's office, but cannot find who holds the note I gave, nor will they take back the range. The company say that they are not responsible for the acts of their agents outside of their instructions. It will be seen by this that Agent Pitchett has secured a valuable security from me under false pretences. I think it my duty to expose their way of doing business so that others may reap the benefit of my experience. Several of my neighbors who bought these ranges are not using them, and their experience is much the same as mine, among them Mr. Joseph Laurie will endorse this. I would ask other papers to copy this article.

MRS. P. SPRING.

Endorsed by JOSEPH LAURIE.
Brown's Corners, Feb. 25th, 1895.

It is interesting in this connection to note what our esteemed contemporary the American Artisan has to say in a recent issue concerning the St. Louis Wrought Iron Range Co., of which the Toronto company is simply a branch. We give the article in full. It reads :

"It is curious to note how often people act contrary to their own interests. When they buy so important an article as a range from an irresponsible pedlar instead of patronizing a regular dealer, is a case in point. The good will of the consumer and a reputation for just dealings don't matter half so much to the range pedlar as his individual profits. The reverse is true of the legitimate stove dealer. He cannot afford to impose on his customers in any way whatever, because he must rely on the future trade of his neighbors for his livelihood and must retain their confidence at all hazards. After people have been taken in by a range pedlar they see this clearly enough, and, as is usual, lock the stable door after the horse is stolen.

"Readers of ours in Ohio and in Kansas have simultaneously written to us showing up the methods of range pedlars in their respective localities. According to clippings from the Dayton (O.) papers, and letters from stove men there, the pedlars in that burg seem to have been a nice set of rascals and to have met with swift retribution. We feel it our duty to warn our subscribers against these methods.

"Six months ago a smooth-talking fellow visited Dayton residences, stating that his name was Harvey Clingman, and that he represented the Wrought Iron Range Co., of St. Louis. He offered to put Home Comfort ranges in the various homes he visited, on six months' trial. The price of these ranges was $69.00 each. If at the end of six months the people who took the stoves on trial were satisfied with them, they could pay $10.00 down and pay the remainder in ten years by making annual payments. A good many people took these ranges and signed one of the following documents, which Mr. Clingman would state was merely to show the company who held the range that everything was all right. Our readers will readily see that this agreement, which is herewith reproduced, is nothing more nor less than a cleverly worded promissory note.

"Joseph Brase, a Dayton, O., dealer writes to us as follows concerning the matter, under the date of March 11 :

"'I have asked three different people who bought ranges from Clingman. He would tell them when he put the range in the house they would have nothing to pay till the first day of March, 1895, and then pay what they could on first payment (ten dollars), and ten dollars at the end of every year till paid for. He would ask the woman to sign an agreement to show that he sold for the company.

"'These doings took place about September 1. March 1, one W. H. Ames hove in sight with these promissory notes and demanded $69 in full from all who had taken the ranges.

"' Harvey Clingman, who engineered the deal, went so far as to forge a woman's name to one of these promissory notes, and he is now in a fair way to suffer the penalty for his misdeed, having confessed his misdemeanor. A large number of Dayton people took these ranges, and were very indignant when called on to pay these promissory notes.'

"Some of the purchasers of the ranges, says a Dayton paper, state that this range is not as good as they can get in Dayton for $25, and that they only agreed to take the range on trial and don't want it. Some of the ranges have warped, it is stated, and are almost ready to fall in on top. Most of these signers are fighting the case in the courts. According to a Dayton, O., paper, this same peddling scheme was also worked at Middleton, O., as it prints the following dispatch from that city :

"Several months ago the St. Louis Wrought Iron Range Co. had a force of agents here who did a land office business, selling hundreds of stoves to residents of this city and surrounding country. The purchasers were told that they could pay at their leisure. The stoves were sold at $70 each, and, when delivered, the purchaser

MEMORANDUM OF AGREEMENT.

STATE OF OHIO, County of Mont'y. } ss. .....189.....

THIS MEMORANDUM OF AGREEMENT, made and entered into this.....day of....., A.D. 1894, between the Wrought Iron Range Co., of St. Louis, Mo., of the first part, and..... .....John Doe,.....of the second part, witnesseth, that the Wrought Iron Range Co. this day sold the parties of the second part one Home Comfort Range No. ....., and delivered the same in good order, and in consideration of the same, the parties of second part have caused to be executed their promissory note bearing even date herewith for the sum of Sixty-nine Dollars ($69.00), payable to the order of Wrought Iron Range Co. without discount or offset, and due on the first day of March, 1895.

(Signed in Duplicate)

(Witness) Harvey Clingman. WROUGHT IRON RANGE CO.
JOHN DOE.

SITUATION WANTED.

Advertisements under this heading, two cents per word each insertion, payable in advance.

SITUATION WANTED—BY YOUNG MAN WITH six years' experience in general hardware. Best references. Address "Clerk," HARDWARE Office, Toronto. (13)

Calcined Land . . PLASTER

WE manufacture from the best rock only. We guarantee our plaster a first-class article. Write for prices.

Windsor Plaster Co.

WINDSOR, N.S.

Correspondent Wanted

AT ST. JOHN, N.B.

FOR

The Canadian Hardware and Metal Merchant

Address:
MANAGING EDITOR
CANADIAN HARDWARE AND METAL MERCHANT. 146 St. James St. MONTREAL



Avoid the Dust

Raised when selling Bug Finish in less than barrels. A neat, attractive bag will half sell the goods and looks more business-like. We have

CHURCH'S
POTATO BUG FINISH

in 50 lb. Duck Sacks, in 25 lb. Cotton Bags, packed 12 in a barrel, and in 7½ lb. Bags, packed 40 per barrel. Bulk Barrels 300 lbs. net.

Toronto Salt Works

128 Adelaide St. East, TORONTO
Distributing Agents for Toronto.

CHURCH'S COLD WATER

Alabastine

Has superseded all other water-color wall coatings.
It is the **best advertised goods in this line.**
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **fifty per cent. profit.**
Beware of **imitations** bearing similar names.
Order early to insure a full line of advertising matter.

Jellstone

The new **Cold Water Wall Coating.**
Made especially for Painters' use, and sold in bulk at a low price.
Not advertised to the general public.

N. B.—All of our goods protected by letters patent.

The Alabastine Company
LIMITED

WHOLESALE AGENTS:
Sanderson Pearcy & Co., Toronto, Ont.
Hill & Forbes, Montreal, P.Q.
G. F. Stephens & Co., Winnipeg, Man.
A. J. Grant & Co., Halifax, N. S.

Sole Manufacturers
PARIS, ONT.

WE WANT TO HEAR.



WHEN YOU NEED



RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White),
"Kinkproof," (Wire Bound), . "Antimony," (Red),
"Lion," "King," "Leader," "Fairy," (Cotton).

THE GUTTA PERCHA & RUBBER MFG. CO. OF TORONTO, LTD.
61-63 FRONT ST. W., TORONTO.

was required to sign what was represented to be simply a paper setting forth the facts that they had made the purchase and received the stove.

"These 'receipts' have now developed into iron clad mortgages, which the company is clamoring to foreclose. Great indignation exists among the purchasers, and they will resist payment.

"Police Chief Anderson has been applied to for the arrest of the stove company's agents."

A number of Jefferson county, Kansas, dealers have written to us concerning the peddling of these same "Home Comfort" ranges. The Arnold Hardware Company, Meriden, Kan., state, under date of the 12th inst., that agents have sold these ranges in Jefferson county for what they could get, although they ask $69 for it. They state that one of these ranges was sold in Shawnee county as low as $60. Doolittle & Co., stove dealers, Valley Falls, Kan., write us under cover of March 12, that agents have sold seven carloads of "Home Comfort" ranges to farmers in their vicinity, getting $68 for ranges that are no better than those the trade sell for $48 or $50. This firm add that this peddling is a swindle.

"N. W. Brammell, Osawkee, Kan., writes under cover of March 12, that Home Comfort ranges are being peddled through that territory. He states that he can sell better ranges 30 per cent. cheaper than the Home Comfort people. He encloses an 'ad.' of the Wrought Iron Range Co., from the Oskaloosa (Kan.) Times, in which it is stated in very bold letters: 'Our Ranges are Sold Only from Our Wagons.

"Every dealer should get his local paper to reprint the whole, or parts of this article, showing how Clingman juggled ranges down people's throats when they only thought they were taking them on trial. It is too early yet to find out whether or not a six months' promissory note racket was worked on Kansas after the Clingman style.

"We wrote the following letter to the Wrought Iron Range Co., March 11, but as yet received no reply: 'Gentlemen,—We have been deluged with newspaper cuttings from Dayton, O., giving some of the details of the rascally conduct of your agent there. We learn that you have since repudiated the actions of your agent, and it has been suggested to us that we warn the trade that you do not countenance and support the actions of your agents, unless these actions should be to your advantage. We have no disposition to be unfair in the article we are preparing on this subject, hence write you asking for your version of the transaction. Awaiting your reply, we remain."

We feel that dealers should enlist their local papers and warn their trade of the danger of buying from range wagons, thus forestalling these dangerous encroachments on legitimate trade. This company cannot work the same ground over twice, nor can they sell to legitimate trade. It is consequently more than likely that they have a fictitious company in the field under some mammoth or majestic appellation.

U.S. TO CANADA FREIGHTS RAISED.

Metal manufacturers and railway freight agents conferred Thursday in Montreal. The latter agreed to advance rates 15 to 40 per cent. from West and Southwestern States to Canadian points on manufactured goods to protect Canadian makers. The railways also agreed to make specially low rates on pig iron, billets, wire, rod and scrap from States to Canadian manufacturing centres.

PERSONAL MENTION.

A. Whitelaw, of the Whitelaw Trading Co., Brandon, Man., was in Toronto this week on business. Mr. Whitelaw is one of the best known traders west of Winnipeg, and he reports trade fairly good.

Mr. J. Samuel, head of the firm of Samuel, Sons & Benjamin, London, Eng., and a member of the well-known wholesale hardware firm of M. & L. Samuel, Benjamin & Co., Toronto, has been elected president of the Metallic Roofing Co., Toronto, to fill the vacancy caused by the death of his brother, the late Mr. E. Samuel.

W. G. Scott, Mount Forest; G. H. Faulkner, Streetsville; D. McNab, Claremont; Henry Kees, Weston; R. S. Thompson, Maple, are in the city.

PUTTY FOR CREAMER GUAGES.

A correspondent writes: "We would be obliged if you can furnish us with the recipe of the putty used in creamer guages. We are bothered considerably with leaky guages, and would be pleased to receive an answer through your valuable paper."

If any one will send HARDWARE MERCHANT this recipe we shall be glad to forward it to the enquirer.—Editor.

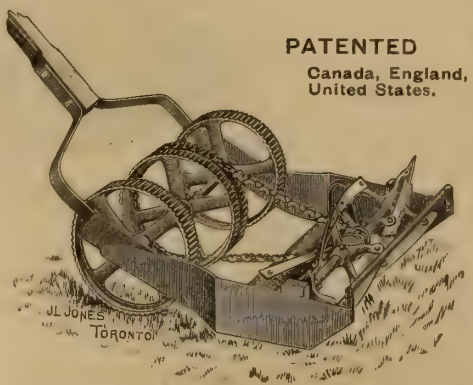
RELATIVE COST OF PRODUCTION.

It is astonishing how very low the cost of producing steel ingots and rails, in the item of labor, has now fallen, owing to the economies effected in the matter of labor-saving machinery and improved methods of working, says an English contemporary. It will hardly be believed that in Great Britain the labor cost of producing a ton of steel ingots, whether at Bessemer converters or open-hearth furnaces, does not exceed 4s. per ton, and in the best practice is probably not much over 3s. The chief items are pig, steel, scrap, coal, and ferromanganese—the total cost varying from £3 6s. to £3 10s. per ton. In the United States, although wages are nominally higher, the cost is not greatly different.—London Iron and Coal Trades Review.

ONTARIO MINING INSTITUTE.

Mr. B. T. A. Bell, Ottawa, secretary of the Ontario Mining Institute, has issued an excellent programme for the annual meeting of the Ontario Mining Institute, which takes place in the School of Practical Science, Toronto, on Wednesday and Thursday, April 10 and 11. Afternoon and evening sessions will be held on both days. In addition to the ordinary business of an annual meeting, the following subjects will be discussed: "Modern Machinery and Appliances for Concentrating Works," by Mr. F. Hille, Port Arthur; "Notes on Explosives," by Dr. W. H. Ellis, Toronto; "The Application of Electricity to Mining," by Dr. T. R. Rosebrugh, M.A., Toronto; "Mining Investments," by Mr. J. J. Kingsmill, Q.C., Toronto; "The Testing of Gold Ores in the Field," by Mr. R. W. Leonard, C.E., Kingston; "Notes on the Testing of Gold Ores," by Mr. Hamilton Merritt, A.R.S.M., Toronto; "Underground Photography," by Mr. R.G. Mickle, B.A., Toronto.

Mr. L. D. Norton, of St. Thomas, formerly M. C. R. engineer, has sold out his general stock in the village of Lawrence, to F. Finch.



PATENTED
Canada, England, United States.

"Brantford"
STEEL
LAWN MOWERS
For Spring 1895

The attention of the Hardware Trade is directed to this new and improved machine.

Simple, Easy Running and Strong. . . .

Will cut close and clean around walls, walks, fences, trees or borders. **No hand clippers needed.** Best materials used, and workmanship first-class.

Prices as low as possible for a good machine.

WRITE

BRANTFORD LAWN MOWER CO. Brantford, Ont.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before. Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER, ST. JOHN, N.B.

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

II QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

Heating Appliances FOR SALE.

We are compelled to move into larger and more commodious offices immediately, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

HARDWARE MERCHANT

TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

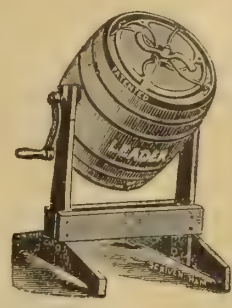
PIG IRON AT $5.00 A TON.

AN illustration of the claims made for the Southern manufacturing locations is seen in a recent statement sent out by a company of Northern and Western capitalists who have been investing largely in East Tennessee lands. This statement, as presented by The American Manufacturer, is to the effect that the La Follette Coal and Iron Company has about 50,000 acres of land, on which are some 15 or 20 seams of bituminous coal, lying horizontally one above the other. This company also owns 7,000 or 8,000 acres of iron ore land, which runs from 54 to 59 per cent. metallic iron. The coking coal and iron ore are said to be within the extremes of half a mile, and between the two is an unlimited quantity of limestone, the three being so situated that they can be delivered at the furnaces by gravity, without the use of steam. The gentleman making these statements predicts that pig iron of a quality sufficient to make basic steel will be produced at this point within a period of ighteen months, at a cost not to exceed $5, a ton. This is the lowest figure yet mentioned as the cost of producing Southern pig iron. Within the yast year it has been stated that pig iron was being made with washed coke at a total cost of $5.99 per ton in the Birmingham, Alabama, district. A journal devoted to Southern manufacturing interests said at that time that the cost in the Birmingham district had been cut down to less than $6 50, a reduction of $3 per ton from the lowest figures reached six or seven years previous. A later estimate placed the figures at $6.37. At various times Southern pig iron has been put into this market at figures which, if there was anything in the trade, would put the cost of production even below $5 per ton, but such sales have always been under peculiar circumstances. We are inclined to think that even with the great natural advantages claimed by the company mentioned, $5 pig iron will hardly be produced in the near future.

INCANDESCENT LAMP BULBS.

The use of acid, which hitherto has been largely depended upon for the obscuring of frosted incandescent lamp bulbs, has, according to an exchange, been found objectionable on many grounds, and especially from giving a greasy appearance to the glass. It is now proved that the sand blast can do the work of the acid, with none of its drawbacks. The sand blast is in almost universal use for obscuring and decorating lamp and gas moons and chimneys, but it has until recently been considered too powerful for the frosting of incandescent bulbs. A machine has been invented for this purpose, by which from five dozen to eight dozen lamps can be obscured per hour. The blast is operated by a blower, only one-half horse-power being required.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

Long Folding-Handle Dust Pan

HANDLE FOLDS

As shown by the Cut.

While in use stands erect, locked in place.



Now Made in Two Grades. Get prices from the wholesale trade, or direct.

P.S.—We are making 25c. and 50c. line of Sham Holders as well as our Tarbox Holder, which retails at 75c.

TARBOX BROS., TORONTO.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE creditors of Thomson Bros., general store, Orangeville, Ont., have been called together, and an assignment has been made to Richard Tew, Toronto.

The Grange Store Co., general store, Stanley, N.B., have stopped payment.

The creditors of John White, trader, Lacolle, Que., have been called together.

Romeo Prevost has been appointed curator of A. C. St. Amour, roofer, Montreal.

The creditors of W. E. Stanley, general store, Lucan, Ont., have been called together.

D. Allen, general store, Malton, Ont., is offering to compromise at 40c. on the dollar.

Jas. McMurray, hardware and tinware, Essex, Ont., has assigned to J. W. Gibson, Essex.

A. Raymond, general store, St. Stanislas De Kotska, Que., has assigned to Kent & Turcotte.

John Young, tinware and stoves, Thornbury, Ont., has assigned to Henry Barber & Co., Toronto.

G. W. Morrow (Knight & Morrow), general store, Souris, P.E.I., has offered to compromise at 45c. on the dollar.

John Snowball & Sons, manufacturers of brick and tile, Markham Township, Ont., have assigned to John Eckardt.

Jeremie Petrie, general store, St. Alexis, Bonaventure County, Que., is offering to compromise at 25c. on the dollar.

A receiver is to be appointed for the estate of Pierre Martel, general store, St. Jerme, Lake St. John County, Que.

D. Z. Guay, general store, Napierville, Que., is offering to compromise at 10c. on the dollar. The stock has been sold at 53c. on the dollar.

A consent of assignment has been fyled in the case of J. Ross, Son & Co., manufacturers of insulated wire, Montreal. Creditors will meet on April 10.

PARTNERSHIPS FORMED AND DISSOLVED.

Lee Bros., general store, Chilcotin, B.C., have dissolved.

McSween & Russell, hardware, Leamington, Ont., have dissolved.

The Barnsdale Trading Co., Stratford, Ont., is applying for a charter.

Caron & Fils, general store, St. Alexis Des Monte, Que., have dissolved.

Coles & Sharp, tinware, St. John, N. B., have dissolved. Otty F. Sharp retires.

The Deschenes Electric Light Co., Aylmer, Ont., is applying for incorporation.

The Delhi Granite and Marble Co., Delhi, Ont., have dissolved. Geo. K. Gray continues.

The North American Graphite & Mining Co., Ltd., Ottawa, Ont., has applied for incorporation.

Jacob and Chas. Schwartz have been registered proprietors of J. Schwartz & Son, wheelrights, Montreal.

Frances Beaupre and Joseph Beaupre have been registered proprietors of Joseph Beaupre & Cie., traders, Montreal.

Roly Johnson has admitted Jos. Stinson into his harness business at Stonewall, B. C. Johnson & Stinson is the new firm's name.

Elie Lauthier and Giles A. Biroe have been registered proprietors of Lauthier & Co., general store, St. Telesphore, Que.

J. F. Lillicrap, lumber, Lakefield, Ont., has admitted as a partner J. F. Moore. The style of the new firm is J. F. Lillicrap & Co.

Hubert Clavel, Sr., and Hubert Clavel, Jr., have been registered proprietors of the firm of H. Clavell & Fils, painters, Montreal, Que.

John Colquhoun, Watson Jack, and Archie G. Robertson have been registered proprietors of Jack & Robertson, importers of metals, Montreal.

Dame Glorvina Longpre, wife of H. H. David, and Ernest David have been registered proprietors of G. L. Davie & Cie, painters, Montreal.

Richard, Rompre & Co., planing mills, St. Anne De La Perade, Que., have dissolved partnership. J. B. Richard retires, and the business is continued by the remaining partners under the style Rompre & Co.

T. W. Ness & Co., electrical supplies, Montreal, have dissolved, and a new partnership has been formed between Y. Thomas, W. Ness Norman, W. McLaren and Chas. Bate. Style unchanged.

Chesley Tomlinson, George Arnold, sr., Henry Arnold, Thomas W. Rye and John Rye, of the township of East Gwillimbury, in the county of York, Ont., are applying for incorporation as the Providence Gold Mining Company of Norland, Ltd., for the purpose of carrying on mining operations in the county of Victoria, Ont. The capital stock of the company is to be $40,000, divided into 40,000 shares of $1 each.

Alfred Ruggles Williams, Mary Susannah Williams and Frederick William Hischel, all of Toronto; Thomas Albert Hollinrake and Robert Kerr, Brantford, Ont.; and Frederick Christopher Wilson, Montreal, have been incorporated as the A. R. Williams Machinery Co., Ltd., to manufacture and deal in engines, boilers, motors and all kinds of machinery and machinery supplies, and also to manufacture and deal in steamships, steam and other yachts, and in contractors', miners', lumbermen's and electrical, marine and other supplies, and also in lumber, shingles and other merchandise, hardware and the like; and, for the said purposes, to acquire the necessary real and personal property, including (a) the business now carried on at the said city of Toronto by the said Alfred Williams, under the firm-name of A. R. Williams, and (b) the business now carried on at the said city of Brantford by the said Thomas Albert Hollinrake and the said Robert Kerr, under the firm-name of the Canada Machinery & Supply Company. The capital stock of the company is placed at $300,000, divided into 3,000 shares of $100 each.

SALES MADE AND PENDING.

C. B. Fowler, general store, Dorchester, N.B., has sold out.

John Lorentz, hardware, Baden, Ont., has sold out to John J. Farler.

O. & F. Shoemaker, hardware, Chatham, Ont., have sold their stock.

The hardware business of Edward Tobin at Montreal is offered for sale.

H. E. Sinnott, general store, Apohaqui, N.B., is advertised to sell out.

J. T. McConnell, agricultural implements, Inglewood, Ont., has sold out to E. J. Malone.

J. H. Moram, carriage maker, London, Ont., advertizes his plant, stock, etc., for sale by auction on April 27.

The stock, etc., of J. F. Showler, general store and merchant tailoring, Arkona, Ont., has been advertised for sale by auction.

James Wilkie, general store, Amberley, Ont., has sold out to W. Murdock. The latter has removed from Pine River, Ont., to Amberley.

The Vancouver stock of Russell, McDonald & Co., general store, Vancouver and Victoria, B.C., has been sold to R. A. Colquhoun, and the Victoria stock to C. C. Russell.

CHANGES.

Alfred Cummings, general store, St. John's, Ont., has been burned out.

C. A. Scott, general store, Wallace, Ont., has been burned out. No insurance.

Beanard & Boyer, painters, are commencing business at Montreal.

H. R. Valiquette is commencing a hardware business at Montreal.

D. Weismiller, general store, Hensall, Ont., is giving up business there.

S. Bell, agricultural implements, Dundalk, Ont., has been succeeded by W. J. Robinson.

J. B. Papineau is commencing a hardware and paint business at Ste. Cunegonde, Que.

Jas. E. Shoemaker has been registered proprietor of the Queen Silverware Co., Montreal.

The style of T. W. Oke & Co., furniture and undertaking, Deseronto, Ont., has been changed to Dart & Oke.

J. N. Munshaw has given up his Toronto grocery business and gone to Woodburn

Ont., where he succeeds J. E. Jarvis as general storekeeper.

J. A. Griffin, general stores, Griffin's Corners and Straffordville, Ont., has closed his Straffordville branch.

FIRES.

R. Peers, general store, Beachville, Ont., has been burned out.

R. Moore, hardware, Listowel, Ont., has been partially burned out.

Bonnett & Bowyer, tinware, etc., Listowel, Ont., have been partially burned out.

The Queen Silverware Co.'s stock in Montreal has been damaged by fire and water. Insured.

DEATHS.

L. S. Van Wart, general store, Wickham, Ont., is dead.

John Howard, general store, Grenville, Que., is dead.

D. S. Baird, general store, Fitzroy Harbor, Ont., is dead.

AGREE TO ADVANCE COKE.

All the coke operators in the Connellsville (Pa.) region on Monday announced that they would pay the 16 per cent. advance in wages inaugurated by the Frick Company about two weeks ago. This will avert a strike in the region.

IMPORTANT TO EXPORTERS.

Mr. J. S. Larke, commercial agent in Australasia, has forwarded the Department of Trade and Commerce a caution to Canadian exporters. He states that in Fiji, as in all the Australian colonies, amounts ranging from 5 per cent. in Fiji to 10 per cent. in New South Wales are added to the invoiced value of goods when they are appraised for customs, to cover the cost of frieght. Consequentiy, when goods are sold to be delivered at the ships' side, the invoice must be made out at the cost in Canada, otherwise the importers will have to pay duty twice on the value of freight, insurance, etc. Where packages are shipped, the actual weight should be invoiced, and not the reputed weight, for specific duties are always levied upon reputed weight, when it is greater than actual weight.

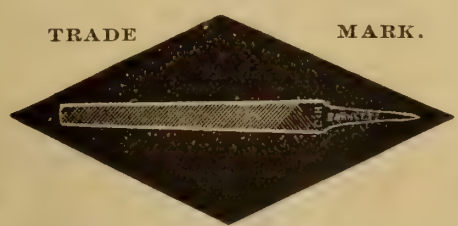
PLEA FOR CO-OPERATION.

I want to say a word to my friends in both the furnace selling and tinware trades, say Chamberton in Stoves and Hardware. When you have a job on hand—putting up a furnace and fitting the pipes—try by all means to do it together. Compare each other's plans and specifications, make them fit nicely together and let the two lines of work go, as it were, hand in hand. A building contractor told me the other day that he is constantly bothered by the furnace and tin workers with whom he deals. They seem to have a feeling of jealousy which the possibility of good work and consequent profits when acting in agreement cannot overcome. Now, isn't this foolish? This contractor's experience may not be general, but, granting that it is, wouldn't it be better for all partles if they would only let a little more harmony into their mutual concerns and stop what is practically an interference with each other's business? I never knew a case yet where a failure to go together in the accomplishment of one object did not seriously interfere with the result.

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc.
CUTLERY
A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

BRUSHES
BRUSHES
WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.
Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

BLACK DIAMOND FILE WORKS
TRADE MARK.

21 to 43 Richmond St., Philadelphia, Pa.
G. & H. BARNETT CO.
MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.
And every other description of Sawfiles.

A NEW INDUSTRY.

An Ottawa despatch to The Mail and Empire says: "Some eastern Canadian city, which is yet to be decided upon, will shortly become the location of an important industry. A gentleman from British Columbia states that the smelting of ore at Pilot Bay, in the Kootenay district, which was commenced a few weeks ago, promises to be a success. The bullion from the establishment at present is being shipped to Aurora, Ill., to be refined. But so soon as the output equals forty tons a day, the Kootenay Mining & Smelting Company propose to erect a refinery at some point in eastern Canada. Hitherto the ores have been taken into the bordering States of the Union and smelted there. Now that smelting is being done in Canada, the logical sequence is that Canadians shall also do the refining. The yield of silver, copper and lead is very promising."

FRENCH LOCKS IN ENGLAND.

A remarkable story of French competition in the lock trade is given in Hardwareman. An English Merchant, requiring some 500 dozens of door locks, 3½in. by 3in., with a projecting brass barrel for the key, invited estimates from makers in the Black country and in France. At anything under 7s. 6d. per dozen an English maker would regard its production as a practical impossibility, but the order had been placed in France at the astounding price of 3s. 8d. per dozen. The explanation is that these locks are produced in the country districts of France by peasants who have allotments. They practically live on the proceeds of these patches of ground, but on days when the weather will not admit of husbandry, they resort to their small domiciliary workshops, and sell their labor to the merchants in the nearest city.

REDUCING THE COAL BILL.

A reduction of over 25 per cent. in the usual coal bill should give a manufacturer considerable cause for satisfaction, especially when this reduction represents a saving of 3,000 tons in twelve months. Such has been the fortunate experience of an English electrical engineering firm. The quantity of coal they used last year amounted to 8,000 tons, instead of the 11,000 tons used in previous years. This marked economy has been effected by the adoption of electrical transmission of power in their workshops, instead of the usual method of driving by separate engines and by shafting and pulleys. The use of electric motors has also enabled them to considerably lessen their wages bill, and in one department—the rubber shop—they have been able to get 10 per cent. more work out of the rolling mills, this being due to the remarkably steady speed at which the motors run. It should not be necessary to advance more convincing figures than these to emphasize the industrial importance of the electric motor, and it is easy to see the immense field which lies before it. In the manufacturing branches of the hardware trade especially, remarks an exchange, the employment of electrical power may be expected to produce most beneficial results.

LITTLE CAUSE FOR FEAR.

I have now no doubt that a good many hardware dealers hesitate about ordering a stock of bicycles, or even a few samples, for fear there may be such a change in style before they can sell them that they will be old goods by that time, says a writer in Hardware Reporter. That may have been the case some time ago, but I don't think it is so now. Of course, I wouldn't venture an opinion like this unless I had something solid to base it on, and the fact is that I have had several talks with manufacturers and jobbers recently, and they all tell me that the bicycle has passed its experimental stage and no marked changes need be expected. A gradual improvement may be made, and probably will, but they say that the wheels are about as nearly perfect as they can well be made and that a good wheel to-day will be just as good a year from now if it hasn't been injured in the meantime. That is, it will be just as easily sold. So there doesn't seem to be any good reasons for holding back purchases on this account, and I may add that the greater number of the hardware dealers I know or have heard of east of the Alleghenies are carrying bicycles in stock and had very few left over from last year.

A BRIDGE 1,800 YEARS OLD.

It has, says Scientific American, taken two years to partly rebuild a bridge at Rome, which, it is stated, dates from the time of the Emperor Adrian, an assertion which is in strict consonance with many other remarkable features distinguishing the Eternal City. It does not appear that the necessity for the partial reconstruction arose from any absolute want of repair in the ancient structure itself, but was due to the new conditions to which the bridge was subjected in consequence of the works undertaken in connection with the improvement of the River Tiber. These included the better regulation of the course of the river, a widening of the channel and a raising of both banks. The result was that at one end the approach to the bridge was below the level of the newly raised bank. Originally, the structure consisted of three principal arches of 56 feet span each, and three smaller ones of 12 feet. The latter were for the purpose of allowing for the passage of floods, and have now been replaced by a pair of arches of the same span as that of those first built, which brings the roadway of the bridge almost on a level. The structure, as it now stands, has five elegant and symmetrical arches of equal span. In fact, if it were not for the difference in tint of the old and new masonry, it would be almost impossible to distinguish the handiwork of to-day from that of nearly 1,800 years ago.

Wilson's take the Prize.



Scales, Refrigerators, Bakers' Machinery
67 Esplanade St. E., Toronto.
Special Terms this Month.

THE OAKVILLE BASKET CO.,



Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.



"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

DO YOU?
WISH THUS TO BUILD
an advertisement
in the
CONTRACT-RECORD,
TORONTO
will bring you tenders from the best contractors.

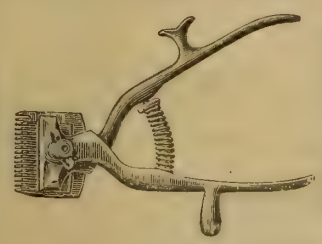
Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

TOILET CLIPPER, NO. 8



SPECIAL PATTERN

H. BOKER'S

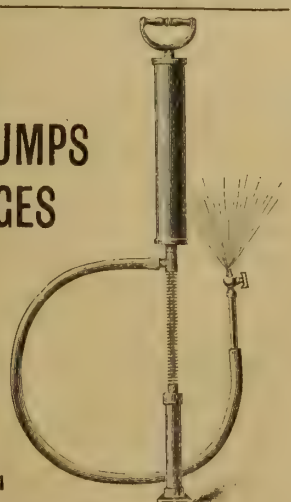
BEST Full Polished

$15.00 A DOZEN PAIRS, or $1.50 A PAIR.

Any retailer can procure them at above figures from the wholesale trade, or write to the Clipper Agent, P. O. Box 366, Montreal, who will see that the goods will be delivered through any wholesale firm mentioned.

FOR

BRASS SPRAY PUMPS AND SYRINGES



WRITE . . .

Stevens Manufacturing Company

LONDON

Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

COAL MEN FAIL TO AGREE.

The failure of the presidents of the anthracite mining and carrying companies at their meeting recently to reach an agreement on the apportionment of tonnage for this year, has again put a damper on the coal trade, and there is now no disposition shown by the dealers to buy coal excepting to supply their immediate requirements. We are informed that further progress toward settlement of this question was made at the last meeting of the presidents; but until some one or more of the eleven parties interested shows a disposition to yield a portion of the percentage they claim it will be impossible to conclude the arrangements proposed for the better regulation of the anthracite trade this year. In the meanwhile the weekly production of coal continues in excess of the actual market requirements, and coal is again accumulating at the shipping points. With the opening of tidewater navigation there should be some renewed buying of coal to replenish the stocks depleted during the past winter, but no great activity in shipping coal is looked for at present. The Delaware and Hudson Canal will open for navigation April 8. The Reading Coal and Iron Company reports that the scarcity of "vessel bottoms" at Port Richmond is retarding the shipment of a considerable quantity of coal for which it has orders in hand.

The total amount of anthracite coal sent to market for the week ending March 23, as reported by the several carrying companies, was 804,022 tons, compared with 544,724 tons in corresponding week of 1894, an increase of 259,298 tons, and for the year to that date the total tonnage has been 8,910,239 tons, compared with 7,083,489 tons in the corresponding period of 1894, an increase of 1,826,750 tons. — Philadelphia Ledger.

MERCHANDISE MARKS.

A conference was recently held by the London Chamber of Commerce to consider the subject of merchandise marks. Mr. J. Innes Rogers said that a more impracticable proposal than that all foreign goods should not be sold without their place of manufacture being either marked on them, or notified by means of a label, was never made to an assembly of commercial men. It was a case of Sheffield and Colonel Howard Vincent against the rest of the commercial community. Statistics showed that during recent years our transport and transit trade had diminished considerably, and he had no hesitation in saying that the cause of this condition of things was the Merchandise Marks Act. Mr. Jeremiah Lyon said that our trade with India alone had declined 15 per cent., while that of Germany, Belgium, and Holland had extensively grown.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

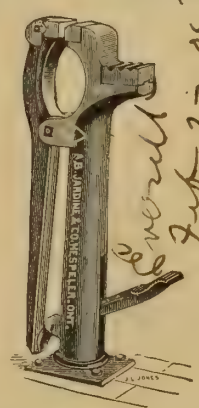
— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes Departmental Rulings, Foreign Money Tables (Sterling Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date,** and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

BLACKSMITHS' TOOLS.



Horseshoe Vises.

Price, No. 1, - $4 00
" No. 2, - ~~7.50~~

Will save their cost in a week's sharpening. . . . .

A. B. JARDINE & Co.
HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, April 4, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	16¼	17
Straits "	16¼	17

Tin Plates—*Charcoal Plates, Bright.*

	Per box	
M.L.S. equal to Bradley		
I.C., usual sizes	$5	25
I.X., "	6	50
I.X.X., "	7	75
J. R & Co.—		
I C	5	25
I.X	6	50
I.X.X	7	70
Raven & P.D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½ x 17	3 50	3 75
D.X.,	4 50	4 75
D.X.X. "	75	00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	6 50	6 75
I.X. Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6½	6¾
26 "	6¾	7
28 "	7¼	7½

Iron and Steel.

	Base Price	
Common Bar, per 100 lb	1	60
Refined " "	2 35	2 65
Horse Shoe " per 100 lb	2 60	2 75
Band " "	2 25	2 30
Hoop " "	2 20	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet "	0 10½	0 11
Tank Plates1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

⅜-inch	10½c
½-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
5/16 "	2 35
¾ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
½ polished		2 25
All Bright	2 50	2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4½
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 18 0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 04½ 0 04¾
Domestic "	0 04 0 04¼

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.	
Bar Half-and-half (guar.)	0 13	0 13½
Standard	0 12	0 12½
Wire	0 17	0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4	25
No. 1 Do	4	00
No. 2 Do	4	75
No. 3 Do	3	50
Brandram Bros'. Genuine	6	00
" " Decorative	5	75
" " No 1	5	10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1	00
2nd qualities "	0	90
Barn (in bbls)	0 80	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " } " "	1 25 1 90
Canadian " }	
Paris Green, per lb	0 13½ 0 14
" " 100 lb. drums	0 12 0 12½
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure,	
8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	.....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

5 Barrel Lots	....	0 49
1 " "	....	0 50

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear	.....	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25 8 00
" Sewing, "	

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1. leather, dis. 15 p.c
Standard, 37½ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 60 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 30 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking (Catchpole's).

No. 1, Egyptian Blacking	9 00
" 2, " "	4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 p.c.
Fire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "	....	6 00
" No. 9 "	....	7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

merican, per doz	1 00	1 50
ullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	22 50	
World "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8 50	11 25

Cement.

Portland, car load lots	....	2 70
Thorold "	....	1 10
Queenston "	....	1 10
Napanee "	....	1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy or Leader, dis. from factory 65 and 5 per cent. From stock 65 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1 70	
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ p.c rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United Inches	Star, Per 50 ft	Star, Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10	1 15 2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application.

Glue Pots.

Tinned, each	30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1

Sledge

Canadian, per lb	0 12½	0

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 8

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per lb	0 03½	0 04
12 up "	0 02½	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

Per doz. pair

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52 per cent. revised list.

planter doz	4 00	5 0

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples. Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton $3 6
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis per cent. dis. 00 to 25

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer Basis—50 to 60 dy..... Pat'n. 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy. A.P. Fine 3 70
Car lots 5c less.
Cut Nails, steel) Add 10c. to the prices in list for iron nails.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American 1 85 3 50

Nail Sets. per gross
Square, round and octagon 3 38 4 00
Diamond..... 12 00 15 00

Netting.
oultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 35 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾ c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger..... 6	...	6¾
¼, 5-16, ⅜ in 6½	...	9
Cotton, per lb.....	13	16
Russia Deep Sea, per lb..	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian dis. 45, 50 p. c

Sash Weights
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... 70
Hand, Disston's, dis 10 15 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R.H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ per cent. revised list

Scythe Snaths.
Canadian, dis. 35 to 40 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks.. " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enanelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 9 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz 1 75 2 50

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c to 35 p.c½
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5
Binding, Blue ribbon 0 7½
" Red cap 0 6½
" Prison 0 0
Carload lots of binder twine shipped under above figures.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 12
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.
Galv. 2 barb, 2½ & 5 in. apart } ... 2 87½
" 4 " 4 & " " }
" Plain twist, all deld ... 2 87½
" Truss 4
"Lock Barb," 4 point 2 87½
Ditto Glidden 2 point 2 87½
Galvanized Barb, "Lyman," 2 to 4 points 4½
Steel staples 2 87½
Terms, 60 days or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 00
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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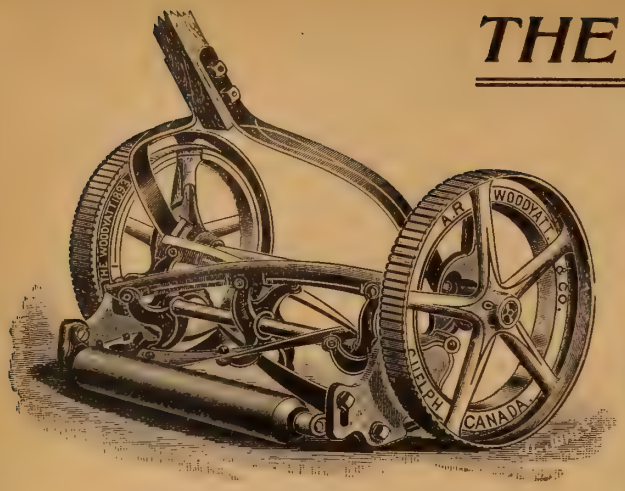
> "There is a tide in the affairs of men
> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

This is the opportunity of your life. Will you grasp fortune as she rapidly glides past you and within reach? We have only a limited number of copies and they are rapidly going. Mailed on receipt of price, postage prepaid.

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HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, APRIL 13, 1895. No. 15.

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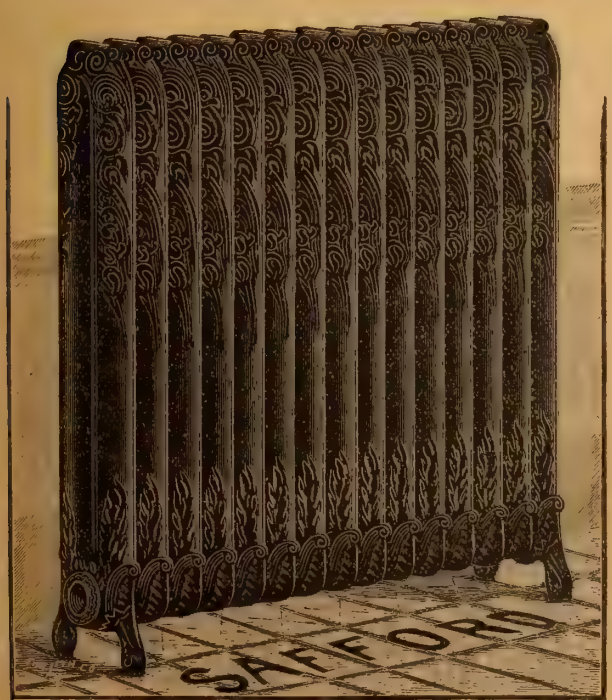
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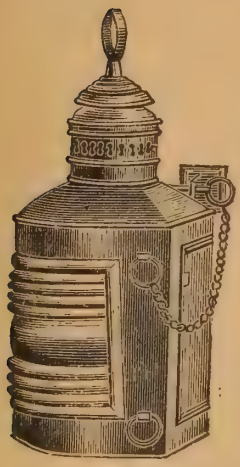
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HARDWARE

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VII. TORONTO AND MONTREAL, APRIL 13, 1895 No. 15

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TRADE REVIVAL NUMBER.

Inherent is it in human nature to celebrate great events, national and otherwise.

Just now trade in Canada is recovering from the commercial depression, which has obtained the world over during the last couple of years.

This recovery HARDWARE AND METAL MERCHANT proposes to celebrate by issuing a special Trade Revival Number.

True, Canada suffered less from the depression than any other country under the sun, but that is all the more reason why the returning activity should be celebrated.

The number will appear about May 18, and, as we always improve on what we have done before, will excel all previous special issues.

A HELP TO RIGHT BUYING.

IN order to success in the retail hardware trade much depends upon right buying. This has always been so to some extent, but never to the extent it is to-day.

There is now not only the keen rivalry resultant upon the number of legitimate hardware dealers there are in nearly every community, but there are the department stores in the large commercial centres to harrass the ordinary retailer.

These department stores sell at close prices because they buy at close prices.

In spite of the rivalry between the regular retailers, they are, owing to the existence of the common foe, being driven together into one camp for self-protection.

At present, except in probably a few instances, their union is only of a sympathetic character, but it is the forerunner of a more substantial and practical union; the organic combination will be consummated later.

The evidence of this is seen in the re-awakened desire that is permeating retailers for the formation of associations embracing their respective lines of trade. It is probably less marked among hardware men than among some other branches of trade, but that the former are also alive to the importance of trade associations is gathered from conversations HARDWARE MERCHANT has had from time to time with members of the retail trade, both city and country.

No retail association should be without its particular organization. The trade paper is, and has been, doing much in helping the retailer; but the trade paper cannot do everything. It has its peculiar office, and so has the association.

True, the retailer can do without his association better than his trade paper, but there is no reason why he should be without either.

With the trade paper as his right and the association as his left bower, the retailers will be able to obtain tricks of trade in right buying that he would otherwise of necessity be without.

Organize hardware dealers' associations.

KINGSTON'S BLAST FURNACE.

THE committee of the Kingston City Council have endorsed the proposal of the American capitalists who promise to erect a blast furnace if Kingston will supply a site, free water, exemption from taxation, and a cash bonus of a quarter of a million of dollars. Development of the iron industry in Canada is most desirable, but Kingston ought to know exactly what it is going to get before it endorses this bargain. The Council is to pass a by-law, which will have to be submitted to the ratepayers, for permission to raise the $250,000 bonus.

Kingston should remember that the profit of the iron industry to any locality lies in the production of the raw material, which employs many people requiring to be supplied with food and clothing. This trade is of value to the locality. But the concern now applying for such extensive privileges at Kingston will use American coke, so that one-half of its employes engaged in producing the raw material will reside in a foreign country and be of no value whatsoever to Canada. The supply of ore, or part of it, will no doubt be drawn from the northern region along the Kingston and Pembroke railway, and the men engaged in that part of the industry will not reside in the city either.

If the new company builds a blast furnace only, the number of employes will be from 75 to 85; if there is a rolling mill besides, the pay roll will not exceed 200 men. The free water privilege alone is a large sum per year, amounting to $60 or $70 per day, supposing Kingston's water supply, like that of most other cities, is obtained by steam pumping.

The $250,000 bonus, the $20,000 for water, the free site and tax exemption, all form a pretty high figure to pay for 200 employes. The ratepayers should be informed of all these facts before voting on the by-law.

There is another point on which information should be sought. Some of the capitalists interested in the Kingston enterprise hail from Youngstown, Ohio, which has of late received an addition of one of the finest steel plants in the country. This has, doubtless, affected the other iron makers in Youngstown, and it would be well for Kingston to know definitely that the new concern does not intend to bring in a second-hand plant for the Canadian works. There may be no ground for this, but an assurance should be given, since the bonus would be too high for a second-hand plant.

HARDWARE MERCHANT believes in promoting the Canadian iron industry by every legitimate means, but to pay a fancy price for an enterprise which is not going to bestow all the benefits of the producing processes upon this country would be no advantage to Canadian iron making. The reverse would be the case, since disappointment could only follow any proposal to heavily endow foreign capitalists, with a minimum of value to this country.

AGAIN IGNORING MERCHANTS.

IF press despatches from Ottawa be true, again has the Dominion Government decided to defer till another session the introduction of an insolvency measure.

Procrastination has for several years been the policy of the Federal authorities in regard to the demand for this particular class of legislation.

"Not this session, but some more convenient one will we do this thing," has been the cry almost year after year. True, last session the Government did go a step farther and put an insolvency bill through the Senate, but the Commons excused itself from dealing with it on the plea of want of time to discuss it, notwithstanding that well threshed out in committee and in the Senate were the different clauses composing the bill.

That fact of the matter is that the Government and Parliament of the Dominion are merely playing with the business men of this country. They dare not openly refuse the legislation in question, because that would lead the business men to do what dilly-dallying is not so likely to do, namely, organize their forces and demand what they have hitherto merely pleaded for.

Prompt enough, as a rule, is Parliament to legislate for the especial benefit of manufacturers, bankers, mechanics and farmers, but it is a horse of another color when it comes to enacting laws for the special benefit of the merchants.

And the reason is that the favored ones are more or less organized, while the ill-favored ones are not.

It is a crying shame that the merchants—the most important class in the country—cannot obtain legislation they require, and legislation that treads on nobody's corns, which cannot always be said of many of the laws that are enacted for the benefit of the more favored classes.

One of the causes of which this neglect of mercantile interests is the effect, is that there is not a sufficient number of men in Parliament who are careful for merchants' interests. This is, of course, largely the fault of the merchants themselves.

Another general election is not very distant, and it behoves them to bestir themselves and see that the weaknesses which have characterized the present and past Parliaments are not so marked in the next.

It is to be hoped that the Government will see fit to change its mind and pass through its final stages the insolvency measure that last session received the endorsation of the Senate. As an act of justice it should do so.

Composed of several provinces as we are, we are all one country. The limitation of distances interferes with inter-provincial trade in some instances. Legislation cannot overcome that. But there are some obstacles that now stand in the way of freer trade between the different provinces that can by legislative enactment be remedied. One of these is the lack of uniformity in the insolvency laws of the different provinces, thus, in some instances, deterring merchants in one province from doing business in another.

Laws in interference of trade are not permissible, and neither should Parliament be passively permitted year after year to neglect to pass laws which would obviously facilitate trade.

BAD POSTAGE STAMPS.

Sometime ago a vigorous protest was made against the mucilage used on postage stamps, and an improvement resulted. Now, attention is called to the miserable paper employed in the stamps. It is too light, and tears too easily. There appears to be no toughness in the texture. If a sheet of stamps is divided into singles the chances are in favor of a tear every time. The Postmaster-General should look into this.

Does that high official, who gets $8,000 per year to serve us, trouble himself with a personal investigation into these grievances? He ought to lick the stamps and try the paper like the rest of us, being paid to do it

ELECTRICAL DANGERS.

SHROUDED in mystery was the cause of the three big fires which visited Toronto in the early part of the year, and the fire inquest has not yet been able to unravel it.

Some of the daily papers advanced the theory that electrical wires were the probable cause, and although the evidence has so far tended to disprove rather than prove this premise, yet there is no doubt more or less danger of fires arising from improperly insulated wires.

This, aside from whatever may have been proved by past experience, was evidenced by demonstrations given last week by the electrical expert of the Philadelphia Fire Underwriters' Association before a number of insurance men.

The first danger pointed out was that arising from the common practice of grounding telephone wires on gas pipe. A bad connection is generally made—quite sufficient for telephone purposes—and then if the telephone wire becomes crossed with an electric light wire, the larger current, meeting resistance at the ground connection, heats the joint, punches a hole in the gas pipe, and the arc formed lights the gas. The expert in question gave a complete demonstration of the gas and insulation on the wire burning simultaneously. He also exhibited a section of gas pipe that had caused a fire in this way. The wires in the sockets of electric lamps are liable to touch the casing, when an arc may be formed. For this reason no drapery should be used around the lamp sockets.

The advantage of using metal conduits with insulated lining through which to run the wire was demonstrated, a wire outside being dangerously heated, while from that inside the conduit there was no risk. A caution was given against the rough handling of flexible cords used for electric lights as a common cause of short circuits and fire.

There are other dangers due to ignorance on the part of the general public of the character of the electric current. In one case on record the walls of a room were upholstered with stuff in which were interwoven a great number of metal threads. These were in contact with the electric light wires, and when the current was turned on the whole room was set ablaze.

An obscure danger from frictional electricity has been traced. Sparks may be caused by shuffling the feet on carpet or by the rubbing of silk. Where benzine is used to clean such materials a spark thus caused may give rise to a dangerous fire. It is believed that some benzine fires have been caused in this way. Another cause of fires is the unreliability of fuses. They are put in the line to be burned out when an excessive current is turned on, but, like safety valves, they do not always work. If they fail to fuse a dangerous current may be carried on the line.

The warnings thrown out are worthy of being heeded by all who have electric currents running into their buildings, or who contemplate having them.

FIRST OFFERS OF NEW SEAL OIL.

THE first reliable offers on new crop seal oil were made in Montreal on Tuesday last. They are lower than those for the corresponding period last spring by 2c., the oil being offered for June delivery this year at 35c against 37c. last year.

The best evidence of the cautious feeling that actuates the market is the fact that the offers have not induced any speculation of importance so far. Besides this, the reports from Newfoundland generally point to a large yield, so that despite the lower offers buyers do not see anything in the situation to cause any hurry. The reverse was the case last year, the catch being a very poor one.

Letters from St. Johns, dated April 1, state that so far the catch had aggregated 157,000 seals, which was over six per cent. better than that last year.

In fact it was now certain that the fishing would be fairly good. There were reasons for good expectations when ten vessels alone brought in as large a catch as the above, and there are other vessels yet to hear from.

BANKRUPT STOCK DEALERS.

A BILL of considerable interest, particularly to country merchants, passed the Municipal Committee of the Ontario Legislature last week.

The bill was to amend the Transient Traders' Act, and if it passes the House as it came from the hands of the committee, itinerant dealers in bankrupt stocks will have to pay dearer than they have hitherto done for the privilege of disturbing trade in towns or villages throughout the country.

And not only will they have to pay more for this privilege, but they will not have as much latitude as hitherto for escaping payment of the tax.

Under the law now in force it was possible for dealers in bankrupt stocks to evade payment of the license fee by professing their intention of settling permanently in the municipality. With the proposed new law in force it will be necessary for them to reside at least three months in the corporation before they can start into business without taking out license.

The license fee is $250 instead of $100, as at present.

The adoption of the new law is of course optional with each municipality, but there are not many municipalities which will refuse to exercise the power which the Legislature proposes to give them.

It is to be hoped that the Legislature will endorse the action of the Municipal Committee. Two hundred and fifty dollars is none too large a fee for a license of this particular character.

In self-protection it is right that the fee should be a substantial one. These dealers in bankrupt stocks, during the time they are located in a town, not only deprive the legitimate merchants of business and profits, but cause a demoralization of trade from which it often takes a long time to recover, while failures have sometimes in the meantime been caused.

With a tax of $250 to come out of the profits, the transient trader will naturally be compelled to sell his goods at a higher figure than he otherwise would, a fact that will naturally tend to lessen his power to harm the regular merchants of the place.

The amendment in question is a step in the direction of a solution of the bankrupt stock evil.

UNIQUE WAY OF PAYING DEBTS.

Upon peculiar technicalities do men sometimes escape paying their debts to their creditors and to justice.

The Victoria, (B. C.) man who was declared purged of all responsibilities for the payment of an $8,000 debt when his creditors had seized his person, is a case in point.

Unless set aside by a higher court the ruling in question means that once the person of a debtor is seized by his creditors, his liability is discharged.

It is almost unnecessary to say that this method for securing settlement is too prompt, and at the same time inadequate.

The trouble is that the laws against debtors, in going from the ultra-rigid so vividly depicted by Dickens, have swung around to the ultra-lax, until to-day the man who refuses to pay his debts can snap his fingers at his creditors ; while if they arrest him he discharges his liabilities without handing over dollars or even "thanks."

The pendulum of the law evidently needs to swing back in the other direction a little.

PORTLAND CEMENT TENDERS.

An Ottawa despatch says : "The Department of Railways and Canals will shortly call for tenders for the supply of 25,000 barrels of Portland cement, it being the practice of the Department to supply all cement used on works under its control. In order to guarantee the quality of the article Canadian manufacturers are urging that the Canadian cement only be used."

A representative of THE HARDWARE MERCHANT interviewed William McGuire, of McGuire Bros., cement dealers, Toronto, regarding this announcement and the importance of it to the trade. Mr. McGuire said that the order would likely be filled at Montreal, or some other eastern seaport, with foreign cement. English or German cement, he argued, would be selected by the Government because "the Canadian article" was not yet "up to the standard," and the tender would be granted to some eastern firm because western firms were handicapped by freight charges, etc.

NEW PRICES ON SOIL PIPE.

The makers of soil pipes in Canada continue like brethren to dwell together in unity. They will, they say, make no change in soil pipe for one year.

For Quebec, New Brunswick and Prince Edward Island the discount off the list will be 60 and 10 per cent., and for Ontario 60 and 10 and 5. On shipments to the Maritime Provinces they will make an allowance of 15c. per 100 lbs., while other deliveries will be f.o.b. Montreal, Toronto, Hamilton, London and Kingston.

SOME CHANGES IN TACKS.

Shoe tacks are 2½ per cent. lower. To shoe manufacturers and shoe finders the discount has been fixed at 50, and 2½ and 12½, and to the hardware trade, at 50 and 2½. Duck-billed flat point clinch rivets, which formerly sold at 25 per cent. off, are now 30 per cent. off the list. Brass rivets are now 20c. per lb. less 10 per cent. The city of Quebec will in future be an f.o.b. point.

MONEY AND STOCKS.

THERE has been a marked weakening in Bell Telephone owing to the strong syndicate being formed in the United States and Canada to compete with existing lines. This new syndicate proposes to divide Canada into three districts—east, west and central. One thing seems certain, the general public will not suffer by the competition of the new company.

* * *

Bank stocks are dull and slightly weaker.

* * *

The appointment of Mr. Raynald D. Gamble to the cashiership of the Dominion Bank, made vacant by the death of Mr. R. H. Bethune, is received with approval by the business men of Toronto.

* * *

Commercial Cable is not attracting much attention, but it keeps fairly steady. "This stock," said a broker, "is a good purchase around 140. Unlike the telephone and electric light companies, its capital is not invested in a lot of patents ; its money is invested in plant, etc. This makes it a pretty safe stock."

* * *

Another attack of weakness is upon Toronto Street Railway stock. The direct cause appears to be writs materialized and writs anticipated. In spite of fairly good earnings, electric railway stocks are growing less popular with investors, and I suppose speculators too, for that matter. The reason is that they are beginning to recognize the inherent weaknesses of these concerns. "It is now a recognized fact," remarked a broker to me, "that the first year is as a rule the best for electric railway companies. After that there is always some improvement that has to be put in, while dynamos and other pieces of machinery are likely to give out at any time. Then look at the money these electric railway and electric light companies have invested in patents ?"

* * *

The hardening tendency of the money market that I have been noticing for some weeks past is more pronounced this week. The ruling rate for sharp call loans is 4 per cent. Owing to the anticipated advance in rates call loans seem at the moment to be preferred to time loans.

* * *

"There will be no advance in C. P. R. stock for some time," said a well-known financial man to me ; "at least until they have used up all their obligations on the leased lines. You see, the main line is being milked to feed the leased lines, which are losing concerns. Some new arrangements will have to be made. The C P. R. will either have to throw them up or compel them to make better terms. As they cannot exist alone, they will probably agree to better terms." ARGUROS.

DROPS FROM THE EDITOR'S PEN.

There is always room on top for the best —merchants and clerks included.

* * *

A querist wants to know how to treat big head. Why, let out some of the conceit, of course.

* * *

The Patrons, in refusing railway passes, evidently do not desire to pass as ordinary politicians.

* * *

It is absurd to expect a dead merchant to advertise. It is the live merchant that advertises.

* * *

The merchant who has no use for the trade paper is usually the man for whom the public has no use.

* * *

It is want of energy, and not want of ability, that keeps most clerks from reaching the top of the ladder.

* * *

The coming of spring appears to be about as uncertain as the general election. Both will come in time, however.

* * *

The merchant who does not keep a cash book may succeed. So, without a compass, may a vessel cross the Atlantic.

* * *

The President of the Montreal Gas Company has just been voted a salary of $10,000. "Gas" men are as a rule well paid.

* * *

It is nice to have friends to trust, but it is unwise to trust in friends. The better man, the most successful man, is he who paddles his own canoe.

* * *

Dead beats ruin some merchants, but more merchants are ruined by their own half-dead-and-alive business methods than by fraudulent customers.

* * *

The reason that advertising does not pay some men is because they do not advertise aright. There is money in advertising as sure as there is fish in the sea.

* * *

The merchant who does not insure his stock should go into partnership with the man who puts his head into the lion's mouth. The one may some day lose his "all" and the other his head.

* * *

Toronto does not want municipal insurance, but there is no knowing what she may want or do if the fire insurance companies are not careful. It is dangerous to "monkey with the buzz saw."

* * *

Consumed with foolishness is the London Gazette when it urges the shareholders of the C. P. R. to hereafter hold their meetings in the British metropolis instead of in Montreal. With the experience of the Grand Trunk in view, none but a foolish man would make such a proposition.

* * *

There have been so many fires in Toronto lately attributed to firebugs that the daily newspaper reporter, without wearying either his brain or his legs to discover the cause, ascribes all fires alike to the work of this particular "insect."

* * *

"Robin" and "scrubbing" rhyme. The notes of the spring robin are now heard in the land, and so should the music of spring scrubbing be heard in the retailer's store. The advent of the one should always be followed by the operation of the other.

* * *

The first important thing discussed by the Canada-Newfoundland conference was the pronunciation of the word Newfoundland. It was pointed out that the correct way was to place the accent on the second syllable. It is well that we should begin right. If Newfoundland came into the Confederation serious consequences might result from incorrect pronunciation. She might go out again.

PRISON-MADE BROOM HANDLES.

BEFORE the Public Accounts Committee of the Ontario Legislature on Friday Mr. J. C. Taylor, of Taylor, Scott & Co., Toronto, made a series of statements purporting to show the effect of prison labor upon free labor. He said that, as a result of the Government work done in the Central Prison, he had in his workshop married men with families who made washboards at $5 a week. His firm had, he said, discontinued making broom handles, because, whilst it cost them $14 or $15 to make a thousand, they could buy them from the Central Prison for $10 per thousand. Washboards, which had cost the firm to make $1.31 per dozen, formerly sold for $1.70. Now, through the competition of the Central Prison, per H. A. Nelson & Sons and Walter Woods & Co., they were selling at less than they cost to make. As a result of the keen competition the wages paid his employes had been reduced about 40 per cent.

The broom contracts between the Nelsons and the prison for last year being shown to Mr. Taylor, he pronounced that they were most favorable to the contractors. He had, he said, never had an opportunity of tendering for the broom contract. Last summer he heard that the contract was expiring and wrote to Inspector Noxon about it; but he received a reply saying it had been renewed. He would have been willing to pay more than Nelsons' contract; there was no large maker in Canada who would not be willing to do so. One manufacturer he knew had expressed his willingness to pay 10 cents a dozen more than was being paid by Messrs. Nelson, and then would consider it a great bargain.

Broom-making at the prison, Mr. Taylor assured the committee, had had the effect of reducing the wages 10 per cent. all round, with the result that no skilled mechanic earned such small wages as the broom-maker. If Messrs. Nelson were to cut the prices for brooms as low as they might, he declared it would close his firm up.

HARDWARE MERCHANT on Monday asked Mr. Nelson, of H. A. Nelson & Sons, for his opinions on this subject. He said in the first place that only a few broom handles were ever made in the Central Prison. It was found that broom handles could be brought in from other parts of the province cheaper. Then again, in Chicago the best maple broom handles were quoted as low as $9 per 1,000, while from the Central Prison the same article was sold for $10.

"As regards washboards," said Mr. Nelson, "Eddy also sells them at $1.21 a dozen, and Taylor Scott & Co. at $1.20 a thousand, three off. Now, we sell our prison made washboards at $1.10 straight. As far as brooms and whisks go, we supply the material and pay the Government for making them. The prison shops never paid until we took them over some fifteen years ago, and since then they have made money. The prices paid for these prison goods compare favorably with those paid at other prisons in the United States.."

As a side issue it may be maintained that Mr. E. B. Eddy, of the E. B. Eddy Co, states that the Ontario Government are violating a verbal agreement made with him some years ago when he purchased all machinery for woodenware and washboard manufacture, they admitting then that they were making these goods at a loss, and infringing upon the rights of legitimate trade.

THE LATE MR. WATSON.

John C. Watson, a prominent Montrealer, died suddenly in Bermuda last week, where he had gone for his health. Mr. Watson was up to 1880 an extensive importer in china, glass and wall paper, entering subsequently on the manufacture of wall paper, the firm being Watson, Foster & Co. For a year Mr. Watson has been a special partner in this well-known firm, Mr. Foster being managing partner. At St Paul's Church last Sunday, of which church Mr. Watson was a prominent member and trustee, the pulpit was draped in black and Rev. Dr. Barclay made a feeling reference in his sermon to the demise of the lamented gentleman. The remains will be brought home from Bermuda for interment.



DIOGENES of old had to hunt the world over for an honest man, but the intelligent painter should have no need for a lantern to hunt for the best colors made.

They are, or should be, in every first-class store handling Painters' Supplies.

SOLE AGENTS FOR CANADA:

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Finest Paints and Varnishes. MONTREAL

The best are those made by

THE SHERWIN-WILLIAMS CO.

CLEVELAND, CHICAGO, NEW YORK.

STEEL BUILDINGS.

THE first structure known as the modern steel building was erected six years ago. With the construction of the first few buildings its practicability was so thoroughly demonstrated that most of the large office buildings in our principal cities that have been erected since have been of what is known as steel frame construction. So successful has been this method that for fire-proof buildings exceeding six stories in height it has come to be accepted as the most efficient and economical method.

Western cities were the first to adopt it, and while buildings of steel construction were being erected there, the older method of building with stone and masonry as a main support, and with iron as an auxiliary, was continued here. The first introduction of steel structures in Boston was in the erection of the Carter building on Washington street, about a year and a half ago, and since then a number of our large buildings have been constructed on this plan. The advantages of this method of construction over any other is well exemplified in the case of the Carter building. The Boston Commercial Bulletin states that the space saved over the old method is worth in rent about $12,000 per annum. Where land is very expensive or where lots are small the steel structure is particularly practical, as it permits the saving of considerable interior space, and space is always a matter of great importance.

In the modern steel structure masonry counts for very little, as the weight of the building is borne by columns. Such is the importance of the steel work that goes into these buildings that the greatest care is taken in its manufacture. The best architects and knowing builders see that every piece of steel is carefully tested and if not up to the standard it is thrown aside. The method of testing is a most severe one. The experts are hired and controlled generally by the architect at the cost of those who put up the building. The expert is stationed at the mill.

Of such a nature is this work that two concerns in Pittsburg are making a specialty of furnishing experts to supervise it, and are doing the principal work of this character in the country.

It is required of these experts that they thoroughly test each piece of iron and steel made in the mill, or, in other words, physical tests are made of each melt. The test specimens should fill the following requirements: Ultimate tensile strength, from 60,000 to 68,000 pounds per square inch; elastic limit, minimum, 35,000 pounds per square inch; elongation in 8 inches, minimum, 25 per cent.; reduction in area, minimum, 40 per cent. In the bending test it is necessary that the iron or steel bend 180 degrees flat around a curve whose diameter equals the thickness of the specimens without a sign of a crack on the convex side. These tests alone signify the high standard of the material used, and when one considers how slender the modern steel frames are that hold up our buildings, the reason for this care can be easily understood. An expert also sees to it that properly marked pieces are put into the buildings, and those without the proper marks are thrown aside. These experts are paid so much per ton, and make report to architects. Great care is taken that steel does not contain more than 1-10 of 1 per cent. of phosphorus.

In steel frame construction the skeleton of the building is generally erected first, before the masonry is started. Under the old method the iron and masonry were used together in the building of each story. Where bolts were used largely in the last mentioned form, the steel sections are riveted almost wholly in the first. A steel frame building thus riveted can be compared to an inverted bridge, for in fact the modern building is built on the bridge plan, and it is riveted in such a manner as to make it, to all intents and purposes, one piece of steel from top to bottom. Thus any strain which may be put upon the building will be shared by the structure as a whole and not confined to any one spot, as in the ordinary building.

WILL NOT BUILD JUST NOW.

The Toronto Metallic Roofing Co. have dropped their application to the City Council for a building site at the corner of King and Dufferin streets. They have decided now to stay where they are until next winter, when they will select another site and erect an extensive building, equal to the demand upon their output. This decision has been arrived at because of the inconvenience to which the company would be put by moving during the busy spring or summer. Next January or February will probably see the company in new quarters.

WATER METER MAKERS.

Ex-Ald. Lindsay has written the manufacturers' special committee of the Toronto City Council on behalf of a water meter manufacturing company, asking for consideration of certain proposals which he makes. The company, he says, would employ a large number of men, and would be prepared to supply all meters the city required in return for a meter rent equal to the amount the city now charges those who use water meters. The writer pointed out that last year the citizens used, according to the City Engineer's report, 7,000,000,000 gallons of water, and only paid to the civic treasury $450,000. If the water supplied had been charged for at the lowest rate in force, 10 cents per 1,000 gallons, the revenue ought to have reached $700,000. The committee will discuss the proposal.

THAT INSURANCE ARTICLE.

MUCH interest is manifested in certain quarters regarding the article in last week's HARDWARE MERCHANT, entitled "Unwise Insurance Men," and outside of the Underwriters' Association it is universally conceded that we have taken the right stand on the question.

R. & T. Watson, Toronto, are among those who may be seriously affected by the companies' determination (or threat) to raise the premium. Already the Queen City Company has cancelled one policy for $1,000 which they held, and the other companies have raised the premiums from $1.50 to $3.30 per $100. Of course these new rates do not take effect until the expiration of the old policies, and it is to be hoped that before that time comes the insurance men will have reconsidered the whole question and decided upon a more sensible line of action. R & T. Watson are particularly annoyed that the insurance companies have given them no official notice of the change in the tariff. This they have found out incidentally through a second channel. The Messrs. Watson state that they will not pay this exorbitant figure. If necessary they will forsake the underwriter combine companies and insure in some of the outside companies, which are willing to take their risks.

Mr. John Taylor, of the Morse Soap Company, when interviewed regarding the situation, said that the companies had threatened to raise the premiums of his policies, but he did not feel anxious, as he could easily get all the insurance he wanted to carry in outside companies.

HARDWARE MERCHANT, on visiting the office of the Underwriters' Association in Toronto, was informed that R & T. Watson's premium would have been raised anyway, whether there had been any big fires in Toronto or not. Nine months ago the underwriters had adopted a schedule which classified confectionery and tin-stamping factories as particularly hazardous risks, and made the rate on them $3.30 per $100. It is said, however, that this schedule will be adhered to whether or no.

REBATES ON HORSE NAILS.

The horse nail manufacturers have agreed to the following rebates in the Maritime Provinces: To buyers of 500 boxes by 31st Dec., 1895, 10 and 1 per cent.; 1,000 boxes, 10 and 2 per cent.

WANT DUTY TAKEN OFF SCRAP.

Several rolling mill representatives and other users of scrap waited on the Government last week with a strongly worded memorial, which, when boiled down to ordinary business language, meant that they wanted the duty on scrap iron removed.

Mr. Foster informed them that it was not likely anything would be done during the coming session. The Government intended it should be a short one, in which only business that was absolutely necessary would be taken up. Immediately after, they would have the election. After that, if they were in power, they would consider the matter.

Another member of the Government, in speaking about it to THE HARDWARE AND METAL MERCHANT, said he did not think the members of the deputation were consistent. They insisted on the Government giving them such protection that foreign goods could not come into the country to compete with theirs, but they did not want the home iron producer to be protected to the same extent. In fact, they wanted free raw material. The policy of the country was to develop its natural resources, and lowering the duty on scrap would not be in a line with this policy.

PRICES NOT TOUCHED.

During the week there were meetings of manufacturers of railway spikes, horse shoes, pressed wrought spikes and screws, but after, in most instances, much discussion, they agreed to maintain present quotations.

WANT TO ADVANCE WIRE.

Plain wire manufacturers are talking stronger, and some of them want to advance prices. They are getting higher figures in the States and think they should do better here. Nothing, however, has been done, and prices will remain as they are for a month.

A NEW MANUFACTORY.

The Hawley Down Draught Furnace Company's is the only tender received by the Toronto City Council for the coal-saving appliance for the water works boilers.

The contract price is $7,500 for the eight boilers. Only four of these will be altered first, and, if satisfactory, then the other four. The conditions of the contract are very severe. The company agrees under the strongest bonds to carry out or remove the furnaces and replace the boilers to their present condition free of cost. It is said the company contemplates establishing a branch manufactory in Toronto, and it is safe to say they will make a good job of the water works contract.

PERSONAL MENTION.

Francis Frost & Co., turpentine, etc., Toronto, have settled down in their new offices in the Canada Life Building. They report business good at present.

John M. Taylor, manager of the Toronto Radiator Mfg. Co., is away on a three weeks' tour of some of the larger American cities.

TRADE WITH NEW ZEALAND.

The Dominion Department of Trade and Commerce has been advised by Sir Charles Tupper, the High Commissioner in England, that Mr. Ward, the Treasurer of New Zealand, who is in London, is prepared to enter into negotiations with Canada for a commercial treaty between this country and New Zealand. It is altogether likely that the information will be acted upon when further details are forthcoming. The Minister of Trade and Commerce, Mr. Ives, is disposed to think that the prospects of developing our trade with New Zealand are well worthy of consideration. The New Zealanders import very largely in cotton goods, woolen manufactures, boots and shoes, and haberdashery. In return for these they have to offer frozen meat, hides, wool, timber, and an article known as kauri gum, which is obtained from the roots of certain trees, and used in the manufacture of varnishes. The only objection that could be raised to free trade with New Zealand would be that its farm products, particularly frozen meats, might enter British Columbia, and affect to some extent the market which Manitoba and the ranching portion of the North-west enjoy in the Pacific Province. It is considered, however, not at all likely that such a trade would develop to large proportions. New Zealanders are to some extent our competitors in the British market, and they will so continue whether we enter into trade relations with them or not. It is not considered at all probable that a favorable trade arrangement with New Zealand would be injurious to the agricultural interests of Canada, whereas it might very materially widen the market for our manufactures.

CUT NAILS IN THE PROVINCES.

ST. JOHN, N.B., April 11.—The trade in the maritime provinces will buy cut nails 20c. a keg lower than merchants in Quebec and the west. The base price here has been fixed at $1.90 per keg. We will get a rebate of 10c a keg in car loads in one delivery or shipment. Those who take 500 kegs or more before the end of the year will get a total rebate of 15c. and on 1,000 kegs or over 20c.

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Wholesale Hardware Merchants 37 Front St. West, TORONTO

The "Graham" Cut and Wire Nails are the Best.

TO PREVENT BIG FIRES.

A SUB-COMMITTEE of the Toronto City Council recently discussed a number of amendments to the building by-law advised by the architects of the city, with a view to a prevention of the recurrence of great fires.

It was decided that the following recommendations of the architects be embodied in the building by-law forthwith :

Floor area—No building hereafter erected (except public audience rooms) shall have on any floor thereof more than 4,000 square feet of floor area undivided by division walls. Nor shall the undivided floor area of any floor in any existing building (except public audience rooms) be increased so as to contain more than 4,000 square feet.

Division walls to divide the floor area of a building into spaces of not more than 4,000 square feet must be of stone, brick, or terra cotta.

Doors or other openings through division walls must not exceed in their united width one-third the length of the wall.

All openings through division or party walls shall have tight-fitting doors and frames of iron, or else, if of wood, constructed of two thicknesses of solid boards and covered with asbestos and sheet metal.

The division walls must, in all cases, be extended two feet higher than the roof of each building in which such division or party walls are erected.

Recesses and openings.—In external walls recesses and openings must have backs with a minimum thickness of one brick.

The maximum area of recesses or openings must not exceed one-fourth of the wall surface on any one floor without an equivalent increase in thickness of wall. Recesses in same wall not less than eight feet apart.

There may be recesses in walls for stairs or elevators, but such recesses shall have back of thickness equal to second-storey wall.

A continuous vertical recess must have back nine inches thick, and no such recess in a nine-inch wall.

No horizontal recess and no continuous vertical recesses other than flues in stacks nearer than seven feet to any other recess.

No opening cut through a party wall must exceed eight feet wide and ten feet high.

Fire stops of projecting brick must be built at the level of every floor where walls are strapped.

The architects propose that all parts of buildings divided by party walls should have separate stairways and street exits, but the committee thought that the fire-escape appliances which must now be provided for each separate section of a large building would meet the case.

The question of erecting stand-pipes in large buildings was referred to the Fire and Light Department to report upon.

The fire escapes on all buildings must be constructed to the satisfaction of the City Commissioner. Escapes will be ordered for all large buildings, and the number for each building will be determined by the City Commissioner.

An effort will be made to get all these changes adopted without delay, and in the meantime no permits will be issued unless those applying agree to observe these regulations.

Lucas' Imperial French Green

Dry and in Oil. The only permanent blind and

SHUTTER GREEN

Alabastine

A sanitary wall coating in 16 tints.

SANDERSON PEARCY & CO.

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TORONTO

IRON TRADE OUTLOOK.

THE Iron Trade Review says : "Some large sales of Lake Superior Bessemer ores have been closed the past week, the total running up to 3,000,000 tons, of which about 1,000,000 tons have been sold in the past day or two. The advances established range from 10 cents to 25 cents above the prices of last year. A leading Western steel interest is the principal buyer thus far. The coke advance to $1.35, together with that on ore, means close to 75 cents added cost to every ton of Bessemer pig iron.

"Makers of Bessemer are much firmer in their position in view of this situation, and while the quotation of $10 at Valley furnace was about 15 cents above market transactions last week, offers of $10 at the furnace for May and June deliveries are now refused. Some Pittsburg sales are reported at $10.75. Furnaces that had $9.50 in the Valley as their minimum, under the old prices, would have to maintain $10.15 or $10.25 under the new coke and ore basis."

The American Manufacturer, in its outlook on the iron and steel trade, says to-day :

"The point in regard to the iron trade just at this time seems to be that a great many large consumers do not know whether to cover requirements for the next three or four months or to defer a while until certain doubts as to the course of the market can be cleared up.

"The advance in coke has not yet been quite clearly discounted, though there is very little that is problematic about it. The situation in pig iron is simple enough. More iron continues to be produced than the market is just now taking, but the mistake must not be made that consumers will indefinitely continue to buy so close to current requirements. On this first hangs the course of prices. Careful iron trade managers believe a much more active buying will set in within a few weeks. This is an inference justifiable by the facts surrounding the market."

"Perhaps the most cheerful indication," says the Iron Age, "to be found in the whole horizon now in view is the advance in wages recently granted to Western Pennsylvania coal miners and coke workers.

"Another indication of improvement, al though it may be regarded as of a negative character, is the stubborn resistance to further concessions which is manifested by many manufacturers. It is no longer easy to induce a manufacturer to discount his bottom price. The limit of endurance has been reached, and the gradual increase in consumption forms at last a basis on which to rest a stand for better prices. If this is once established so that buyers are convinced of it, a general movement to stock up may be expected, and the country is so bare of stocks of manufactured goods that even a moderate impulse in this direction cannot fail to exert a mighty influence along the whole line."

THE INSOLVENCY BILL.

THE decision of the Dominion Government not to introduce the Insolvency Bill during the coming session is viewed in various ways by the business community. Legislation in this matter has been on the tapis for a long time, and numerous measures to improve the existing state of affairs have been mooted from time to time. When Sir Mackenzie Bowell fathered a special bill last session those desirous of its speedy passage were satisfied that the goal towards which they had been striving was in sight. The news that now comes from Ottawa is, however, disappointing.

Mr. Stapleton Caldecott, President of the Toronto Board of Trade, when asked his opinion of the Government's decision not to bring forward the bill the coming session, said : "I am very much surprised to hear of this. It was understood last session that the bill was dropped merely for lack of time. If there is not time, because of the necessary brevity of the pending session to deal with the bill, I can understand the Government's action, but on no other ground. The merchants are expecting this legislation, and unless someth ng is quickly done there will be a general advance all over the country to demand the passage of the bill. I may say that I hope the bankers are not responsible for this delay."

Mr. Hugh Blain, ex-President of the Toronto Board of Trade, when interviewed, remarked : "The Government are afraid of alienating votes by pressing the bill. Politics are now in a very precarious condition, and by letting this matter lie quiet they can escape giving offence in some quarters. The delay in introducing the bill is, from the merchants' point of view, a great pity, and there is no doubt that something will have to be done soon. I think that at the first session of the new Parliament, if either party is strong enough, an insolvency bill will be brought in."

Mr. William Ince, of Perkins, Ince & Co., Toronto, gave it as his opinion that it was rather a pity that the bill could not be dealt with this session, as it had been so long talked of, and some action was now generally expected of the Government. The only reason, he thought, the Government had for not introducing the measure this session was that there would not be time to deal with it. The discussion was bound to last over several weeks.

TELEPHONE COMPETITION.

There is telephone opposition in Montreal now which is rapidly developing. The company known as the Merchants' Exchange has a good many subscribers among merchants in the east end who complain of the $50 rate for a telephone as too high. Each subscriber in the new concern becomes a stockholder by paying $100 and gets the telephone for $35.

The Bell Company gives Montreal a prompt and efficient service and the rate is the only thing complained of. In Toronto the Bell Company has a monopoly, obtained by guaranteeing a fixed rate and by paying a percentage of the profits to the municipality. This latter feature is good, but does the monopoly clause account for the fact that Toronto does not enjoy as satisfactory a service as Montreal ?

There is much to be said on grounds of convenience for a telephone monopoly, and if the new Montreal concern should ever get absorbed, as the old Federal was by the larger company, the city might find it advantageous to make an arrangement like Toronto's, only better.



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LIMITED
HAMILTON, CANADA.

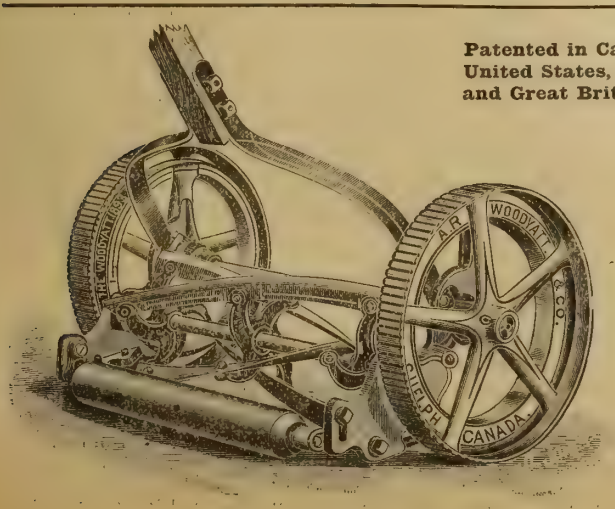
CUSTOMS REGULATIONS.

SOME important decisions have been arrived at by the Department of Customs regarding the duty to be paid on articles which are not mentioned in the tariff, and regarding points as to which there have been differences of opinion. These decisions have been approved by the Controller of Customs, and have the force of law. The Board of Customs has made the following decisions: Artificial teeth, 20 per cent.; atlases, 20 per cent.; Babcock's milk testers, 25 per cent.; brass, in strips less than four inches wide, 30 per cent.; capsules, medicinal, empty or filled, 25 per cent.; carpet sweepers, plated, 30 per cent.; carpet sweepers, not plated, 27½ per cent.; cyclometers, 20 per cent.; feather dusters, 25 per cent.; fittings for cast-iron pipe, cast iron, $10 per ton, but not less than 35 per cent.; fittings for wrought-iron pipe, malleable iron, 35 per cent.; fullers' earth, a toilet preparation, 30 per cent.; galvanized wrought-iron tubing, more than two inches in diameter, 15 per cent.; glass signs, not framed, 25 per cent.; grenades, hand, 35 per cent.; Grinnell sprinklers, 35 per cent.; hose supporters, 32½ per cent.; onion sets, for planting, but not fit for table use, 20 per cent.; pulp stones, $1.75 per ton; pumice bricks, 20 per cent.; silk neckties, 32½ per cent.; spectacles and eye-glass frames (complete), 30 per cent.; spectacle and eye-glass lenses (finished), 30 per cent.; tool handles, entirely of wood, 25 per cent.; tool handles, filled with any metal, 35 per cent.; typewriters, 27½ per cent.

The following are the departmental decisions that have also been given: Blankets, cotton, bleached or white, 25 per cent.; blankets, cotton, dyed or colored, 30 per cent.; books, n.e.s., printed in two languages, one of which is English or French, 6 cents per lb.; brass tubing, cased, 30 per cent.; nucoa butter, 4 cents per lb.; button moulds, 20 per cent.; buttons, bone collar, 20 per cent.; cases for jewels, cutlery, etc., filled, 5 cents each and 30 per cent.; copper tubing, brazed, 30 per cent.; oyster knives, 30 per cent.; palette knives, 35 per cent.; phonograph cylinders, as parts of phonographs, 25 per cent.; pictures, framed, on the frame, 30 per cent.; on the picture, 20 per cent.; pictorial show cards, on the frame, 30 per cent.; on the card, 6 cents per lb. and 20 per cent.; plaits, when composed wholly, or in part, of any other material than those named in item 633, duty 30 per cent.; putty knives, 35 per cent.; sheep dip, 20 per cent.; steels, butchers', 35 per cent.; steels, table, 30 per cent. Samples of tweeds, coatings, dress fabrics, and like manufactures, exceeding one-half yard in length, are not to be accepted as being of no commercial value. When fabrics one-half yard or less in length are imported, collectors must satisfy themselves that such are to be used solely as samples. In computing the duty on wine, fractions of a degree of strength, up to and including five-tenths, are to be dropped, while over five-tenths are to be counted as a whole degree of strength.

VALUABLE IRON DEPOSITS.

A press despatch from Sherbrooke, Que., says: Mr. Hugh Leonard, of Stornoway, who is in town, states that in the past week he has shipped to Portland from his mine at Little Lake St. Francis, 400 tons—22 cars—of crome iron. To-day the steamer carrying it starts for Liverpool, where the ore has been consigned for use. The mine was only opened last fall. The ore yields the high average of 50 per cent. of pure material. There is stretching for miles throughout that section of the country in the vicinity of the Black Lake Region a vast belt of rock containing pockets, more or less disconnected, of this rare and valuable mineral. The excitement prevailing amongst those already interested in their development is at fever heat, almost all having implicit faith in the existence of extensive deposits of the precious metal. Mr. Leonard says that operations are being carried out this spring in the whole region with increased activity.



Patented in Canada, United States, and Great Britain.

The Woodyatt LAWN MOWER

IS FULLY WARRANTED

Made from the very best of material. Sold by all the Wholesale Trade.

Manufactured by

A. R. WOODYATT & CO., Guelph, Can.

PLUMBING, STEAM AND GASFITTING DEPARTMENT.

THE stock of Creamer & Langley, plumbers, Vancouver, B.C., has been sold to John Boyd & Co.

F. Archambault, Ste. Cunegonde, Que., is commencing a plumbing business at that place.

Wm. A. Stephenson has been registered proprietor of W. A. Stephenson & Co., plumbers, Montreal.

* * *

In the Toronto Police Court the other day Justice of the Peace Hugh Miller fined John and George Gray, two plumbers carrying on business on Queen street east, $25 and costs or 60 days each for using lead pipe in a building on Sword street of a less weight than that authorized by the by-law.

* * *

TORONTO MASTER PLUMBERS.

The petition of the Toronto Master Plumbers' Association asking for certain amendments to the present plumbing by-law, is reported upon in a recent communication from the City Engineer to the City Council. Mr. Keating deals adversely with the suggestion to substitute a registration fee of $1 for the license fee of $10. Mr. Keating recommends concurrence in the request of the association that every person now carrying on the business of a master plumber must be a qualified practical plumber, or that he should employ a foreman who himself is a practical plumber, who shall pass the practical examination as provided by the by-law. No license will hereafter be issued to any person not at present engaged in business who shall not pass the examination before the Board of Examiners.

The association asked that permits to construct or re-construct the drainage system of any building should be issued to master plumbers only. The effect of the adoption of an amendment of this nature would be to give licensed plumbers all of the drain work, construction and re-construction in the city, which at present does not seem to be advisable, says Mr. Keating, and he therefore does not recommend that the prayer of the petitioners be granted in that respect.

The engineer would also amend the by-law so as to prohibit the laying of tile drains under dwellings, and to substitute therefor iron pipes, to be put in and connected with the drains outside the house by licensed plumbers only. This would enable the plumber's work to be inspected and a certificate issued independent of the drain layer's, which at present is one of the difficulties of carrying out the existing plumbing by-laws.

* * *

RANGE BOILER EXPLOSIONS.

In view of the numerous range boiler explosions that occurred in Canada and elsewhere during the past winter some remarks of The Metal Worker concerning these accidents are interesting.

It is not an uncommon thing, says that journal, to hear of the explosion of the range boiler, with more or less disastrous results. Numerous cases of death are reported, and serious scaldings and much wreckage of dwellings. The only wonder is that there are not more of these accidents when one considers the extremely careless way in which many boilers are put up. A very hot fire is made, the water reaches a tremendously high temperature and generates steam with a pressure sufficient to run a small engine. Added to this is the pressure from the mains and a source of great danger is present in the household. Every kitchen boiler should be provided with a valve or an escape pipe of some sort. One of the best arrangements of this kind ever devised was some years ago put into a house with a tank supply, and it has worked so well that none of the so-called scientific improvements have been welcomed to displace it. A small pipe is carried from the top of the boiler to the bottom of the house. Here it makes an abrupt turn, going down again to the tank in the bath-room. A smaller pipe is attached at the highest portion on the bend, and this runs out of the roof by the side of the bath-room ventilating pipe. This house is so situated that the pressure is usually heavy, and this device was adopted because a very strong valve must be used, too strong to be safe under ordinary circumstances, as the water would be forced through the escape pipe. As at present arranged the waste water which goes up through the pipe returns to the bath-room.

It has for a long time been held by some plumbers that there are obscure reasons of some sort why boilers explode. Experiments have proved that there are simple, natural laws that operate in these cases. There is no unknown and dangerous gas, as has somtimes been stated, but there is almost a certainty of an explosion when the pipes have become empty and are heated red hot, then deluged with cold water suddenly let in. Every boiler should be provided with safety valves and escape pipes. The valves should be so situated that they can be examined, and this should be a regular duty of the careful housekeeper. In view of the dangers that attend the use of hot water, especially where the pressure from the mains is variable, or when one must depend upon water pumped into a tank, it would be an excellent idea to adopt a section of the supply pipe of glass, the same as the water gauge on steam boilers, or some indicators could be so situated that a lack of water would immediately give notice in some unmistakable way. Then, when indicators, valves, steam pipes and drain ways have been provided it should be the special business of some competent person to overlook these appliances at least once every week.

* * *

A PECULIAR CASE.

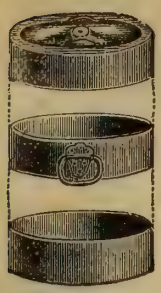
This interesting dispatch comes from Niagara Falls, N.Y., under date of April 8: "A sensational case of an intricate character has developed here, which has had a pleasant ending. Mr. William B. Burke, the plumbing inspector of this city, was quietly married to Miss Maggie Brickley, an estimable young lady of this city, in Buffalo, in the early part of January last The ceremony was performed by a Buffalo alderman, a friend of Mr. Burke's, when he and his sweetheart were in Buffalo one day on a visit. The couple were married again at the parish residence of the Rev. Father Hines, pastor of the Church of the Sacred Heart, and thereby hangs the tale. The Buffalo marriage was not in accordance with the rule of the Catholic Church, and Mr. Burke was excommunicated. It seems that his mother, Mrs. Kate Burke, several years ago secured a divorce from her husband, whose name was Diefenbach, and assumed her maiden name of Burke. She brought her child up under that name, and he has ever been known by it. The Church, whoever, would not recognize the marriage under that name, and yesterday Mr. Diefenbach, or Burke, and his wife were married over again under the name of Diefenbach. Burke being the name the young man is known by, he and his wife will assume it, while the Catholic Church insists on the other name. The affair has created a great sensation among the Catholics of the city."

* * *

BOILER INSPECTION.

The bill to compel better inspection of steam boilers, and exact better qualifications of engineers, recently introduced into the Ontario Legislature by Thomas Crawford, has been defeated in committee. The bill was thrown out on the ground that, although the objects at which it aimed were all right, the machinery proposed was not adequate to the purpose. As far as could be learned, the proposed measure had many enemies. The country members seemed to entertain the fear that the scheme laid down in the bill would involve serious interference with many small industries where boilers are used, which are supervised by men possessing a great deal of practical, but little theoretical, knowledge.

Then, again, the bill provided for the appointment of a chief inspector and a staff of assistants, which meant, practically, the establishment of a new and rather costly Government department. Manufacturers thought that in these days of keen competition it would be unwise to add to the


BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors
Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

heavy burdens already borne by the producers of the province.

An authority on boiler inspection stated to THE HARDWARE MERCHANT a couple of days ago, that he was of the opinion that at the next session of the Local Legislature the Government would introduce a measure constructed on the lines of the English Act of 1882 and 1890, which was the most perfect extant to-day.

Under this Act the owner of a boiler is made responsible for its condition, but the matter of inspection is left to himself. As he will be held accountable for any damage to person or property consequent upon any explosion, it behooves him ever and anon to engage an expert to cast his eye over the boiler. In case of accident (however small, if it be only the blowing out of a valve), the owner is bound to report to the local board of trade within 24 hours. An investigation is ordered, and if it be proven that the accident resulted from the carelessness or neglect of the owner, the Government forthwith prosecutes him. Proof that the owner had not recently had the boiler examined, or that he had had it inspected by someone whom he knew not to be an expert,convicts him, and the penalty is a fine, or even a term of imprisonment.

A curious fact was that a fatal boiler explosion occurred in England just half an hour after the Act came into operation, and the owner of the boiler was sent to jail. Had the accident taken place thirty minutes earlier the careless owner would have gone scott free, although his neglect had resulted in the loss of human life.

It is likely that the Ontario Government, if it introduces similar legislation, will bring it in as an amendment to the Factories Act.

STONE DRESSING.

At the last meeting of the Toronto Board of Works a communication was received from the Stonecutters' Union, asking that all stone for use on corporation works be dressed in the city. The letter was referred to the City Engineer to report thereon, and in his fortnightly report to the Works Committee on Monday Mr. Keating regrets that he cannot acquiesce in the request of the union for this reason : "Its adoption would greatly increase the cost of city works in which dressed stone is required, which would be an injustice to the ratepayers, who have to pay for them. The principal stone used by the department which is dressed outside of the city is kerbing."

CANADIAN CANAL TOLLS.

The canal regulations for the year 1895 have been embodied in an order-in-Council, which has received the formal assent of the Dominion Government. Under them the policy of the Department of Railways and Canals of last year will be continued. There will be no discrimination against the citizens of the United States. The Sault Ste. Marie canal may be navigated by vessels having seventeen feet draught, and no tolls will be charged. The more important clauses of the regulations are as follows :—

All vessels and freight shall be permitted to pass through the Sault Ste. Marie canal free of toll upon such vessels and freight until otherwise ordered. All goods having paid toll through the whole line of the St. Lawence canals, or through the Lachine canal, St. Ann's lock, or Ottawa and Rideau canals, shall be allowed to pass free through the Welland canal, and if tolls have been paid at the Chambly canal such tolls shall be refunded at Montreal or Kingston Mills, and having paid full tolls through the Welland canal they shall be allowed to pass free through the St. Lawrence canals or through the Ottawa and Rideau canals, St. Ann's locks, the Lachine canal, and the Chambly canal, provided always that the articles to be entitled to the above exemptions shall go downward through the whole length of the canal to Montreal, or pass upward from Montreal the whole length of the St. Lawrence canals or the Ottawa and Rideau canals to Lake Ontario. Goods shipped to any port west of the St. Lawrence canals, tolls upon which have already been paid through such canals, may be reshipped from such ports and be passed through the Welland canal free of toll in the same way as if they had been shipped through direct in the first instance, and the goods going eastward having paid Welland canal tolls may be transhipped at any port in Lake Ontario, and thereafter passed free through the St. Lawrence canals as if they had been shipped direct in the first instance.

FREIGHTS TO MANITOBA.

At a conference of forty representatives of Lake and Rail Freight agents it was agreed to make the freights from Montreal and all Ontario points to Winnipeg the same as last year's regular rates, namely $1.43 per 100 lbs. for first class and 72c. for fifth class freight. The all water freights were accorded differential rates which allow them to make a lower tariff.

Last year they agreed to a lower and special tariff on iron and nails and other metal products of 67c. It has been decided not to continue this at present, but it is not improbable that they will have to come to it to enable Ontario and Quebec manufacturers and importers to compete with the exceptionally low rates given by American roads to south and south-eastern manufacturers.—Canadian Hardware and Metal Merchant.

NO SITE YET GRANTED.

The Toronto City Council has not yet come to any decision regarding the application of the Kemp Manufacturing Company for a site of land on which to erect an extensive addition to their premises for the manufacture of granite wares. The company ask for 450 feet of land running parallel with the Don river, and say that as they would require to erect substantial buildings they would ask the city that the term of exemption from taxation be extended beyond the ten years' limit, and also that the lease should be for a longer period than 21 years. The company offer to pay a nominal rental for the first ten years, and after that at the rate of $100 per annum on the ground occupied, the exemptions to be on the land and upon investment on the site.

MARKETS AND MARKET NOTES

MONTREAL MARKETS

MONTREAL, April 12, 1895.

HARDWARE.

THERE has been a steady and fairly active trade in general shelf hardware during the week under review that has been quite satisfactory. The most active lines are churns, ice cream freezers, cutlery, and wire screens and wire cloth. In cutlery advices from abroad are firm, and orders for spring importation have been placed at an advance. A firm feeling is to note on wire cloth, while in other lines no great change is to mention. The quarterly meetings, which are winding up this week, have not resulted in any very radical changes except those already mentioned, and makers expect that trade will soon commence to pick up with them, as it has with the jobbing trade. Some minor changes in certain lines of tacks are about all there is to report since the details given last week. The particulars in regard to these are given elsewhere. Aside from the changes in cordage no other feature is to mention. Payments are rather better than they were, but there is still room for considerable improvement in this respect.

WIRE—There has been a fairly good movement in both barbed and smooth wire during the week for fencing purposes. No change in values is to note.

ROPE—Since last writing from this market, prices have been marked down on cordage. We now quote sisal 5¾ to 6¾c., as to size, and manilla 8 to 9c.

CUT NAILS—There is nothing new to report in regard to cut nails. The makers' announcements have not had the effect of stopping the cutting in this line, and a buyer can still easily fill his wants at $2, and possibly for less, if the order is sufficiently large.

WIRE NAILS—There is a good active movement in this line. Stocks with jobbers are not heavy, and makers' orders are increasing, while the jobbing enquiry is of a satisfactory character also. Rates continue unchanged.

HORSE NAILS—No change to report in these, business ruling quiet.

HORSESHOES—Nothing special to report in these.

TACKS—Some changes have been made in regard to minor lines of tacks, but in the staple lines values continue as they were. The particulars of the changes are given elsewhere. Business is fairly active.

CHAIN—Coil chain is the only kind moving in any quantity.

CLOTHES WRINGERS—There is a good jobbing movement in these at steady prices.

CHURNS—Nearly every order that comes in has a demand for churns, which are very active.

ICE CREAM FREEZERS—These have been one of the most active lines of the week, and jobbers are experiencing difficulty in attending to all their orders.

TINWARE—The good trade in this line has been well maintained since our last report.

CUTLERY—Advices note an advance of from 7½ to 10 per cent. on German pocket cutlery. There is a good jobbing demand for prompt and future shipments. Import orders for scissors are being received at the old basis.

TOOLS—Gardening and harvesting tools continue to move out well on orders placed some time ago.

WIRE CLOTH—This has been another of the especially active lines of the week, and prices rule very firm.

CEMENT—Demand for cement in small lots for present delivery has been good. Stocks here are being reduced rapidly, and the indications are that very little cement will be held here by the time the first importations come to hand. For importation makers are talking high prices. We quote English $2.05 to $2.15 and Belgian $1.90 to $2.

FIREBRICKS—Business in these has been active, and some large lots have changed hands at $15 to $22 per 1,000, as to brand.

METALS.

There is little change in the tenor of the market for heavy iron and metals. Business continues dull on the whole, and nothing seems calculated to spur buyers into any degree of activity. As a matter of fact, advices up to very recently have not been of the kind to do so, but now they are stronger in tone. This was evidenced this week in the case of tin plates, galvanized sheets, etc., which were cabled rather higher for shipment during May. The firmness at American iron centres is no doubt having an influence in Great Britain, and is apt to be reflected there if the rise is of a radical kind. At present it is worthy of note that American pig iron is from 50 to 75c. per ton dearer than it was a month ago, and that it costs that much more to lay it down in Montreal.

PIG IRON—There is not much activity to note in this line. A leading holder of Scotch pig has been offering Summerlee from stock at rather lower prices, but the tone is fairly steady, as evidenced by the fact that Nova Scotia brands are firmer by 25c. than last week. Sales of Ayresome, No. 1, have been made also for spring delivery at $17.50 Montreal, at which price it sensibly undersells any American pig so far offered here this winter. We quote :

ENAMELLED WARE

MADE IN CANADA.

We are pleased to advise that this new venture has been most successful, and we are turning out a ware—for the present a grey mottled and a white—equal to any ever placed on this market, whether English, German or American.

Inspection and Comparison Invited.

Our Travelers are Carrying Samples.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

MONTREAL MARKETS—Continued

Summerlee, $20.50; Eglinton, $19; Carnbrae, $18.50; and Nova Scotia brands, $16.75.

BAR IRON—There is no change in bar iron, but business has been rather more active since our last, and we note the sale of several round lots at $1.55, and quote $1.55 to $1.60 for a range, according to quantity.

TIN PLATES—There is nothing special to report in tin plates on spot. Advices from Wales, however, are firmer, and business for early spring shipment has been done in cokes at 9s. 6d. f.o.b. Welsh ports. This is an advance of 3d. to 4½d. per box from the lowest point. Trading in charcoal has been done at 1s. per box advance on the above figures. Spot quotations continue at $2.50 to $2.75 for cokes and $3.25 to $3.75 for charcoal.

TERNE PLATES—Nothing special to report and prices steady, at $5.75 to $6, as to grade.

CANADA PLATES—There is a quiet jobbing trade on the basis of $2.05, but an order for a round lot would readily be accepted at $1.95.

SHEET IRON—Quietness is the rule in this line, and the base price has been shaded a trifle since our last. We quote $2.10 to $2.25 for No. 28 gauge.

IRON PIPE—There is no change in this line, discounts continuing the same. Lead pipe furnishes no new feature.

INGOT TIN—Firm advices have been repeated on this line since our last, but though most sellers are firm at 16c., we know where sales have been closed since our last for round lots at 15½c.

LEAD—The firm feeling already noted in this line is well maintained, and we quote prices firm at $3 to $3.25, as to quantity. We understand, however, that some large lots have been laid down for jobbers here during the week at less than the inside figure.

SPELTER—There is a firm feeling in this line, though business rules quiet. We quote $4.25 to $4.50.

ZINC SHEETS—No great activity to note, while prices continue as before at $4.50 to $4.75.

ANTIMONY—Steady and unchanged at 9½ to 10c.

HOOPS AND BANDS—There has been a fairly good trade doing in domestic on the basis of $1.80 to $1.85. Jobbers are disposed to be a little firmer on imported, and we advance our outside price a trifle, but still quote $2 for the inside, with $2.20 for the top, as to quantity.

GALVANIZED IRON—Business in tinned sheets has continued fairly active, but otherwise the market is quiet. Some small import orders have been placed during the week. We quote: No. 28 Queen's Head, 4¼ to 4½c.; Morewood, 5¼ to 5½c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6½c., with the usual extras.

PAINTS AND OILS.

There has been no important change to note in this line since our last. There is a fair volume of business doing for the season, and with the exception of one or two lines prices are firm. The exception is turpentine, which is lower.

LEADS—There is a fair enquiry for leads and prices rule steady on the whole, though we understand that some makers are cutting. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL—The firm feeling in this is maintained, and prices rule steady at 56 to 57c. for raw, and 59 to 60c. for boiled.

SEAL OIL—The advices from primary markets conduce to easiness, but spot values are unchanged at 40 to 45c.

COD OIL—Quiet and steady in a jobbing way at 37½ to 42½c., as to grade and quality.

CASTOR OIL—Is firm and unchanged at 5¾ to 6½c.

TURPENTINE—The warmer weather has led to freer receipts in the South, and fur-

Horse Pokes

Toronto, London, Metallic, Pearson, Climax, etc.

Tree Pruners

Short and Long Handle.

Churns

Daisy, Queen and Leader.

ENQUIRIES SOLICITED

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE.

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

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THE EMPIRE PATENT

STEEL SHINGLES

Thoroughly Tested Since 1882.

The best constructed, tightest, handsomest and most reliable small shingle on the market—our galvanized shingles, the perfection of roof covering. Our 1895 Illustrated Catalogue will be issued shortly.



THE METALLIC ROOFING CO. OF CANADA
(LIMITED)

80 to 90 Yonge St. - Toronto, Ont.

MONTREAL MARKETS—Continued

ther decline has resulted. Spot values have been shaded 2 or 3c. in consequence and we now quote 51 to 52c., as to quantity.

RESINS—There is a fair trade doing in these. The only change is in oakum, which rules 1c. firmer. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

The glass market furnishes no change this week We quote: First break, $1.15 to $1.20 and second $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

There has been a good trade doing in chemicals. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 11b. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 to $2.10.

PETROLEUM.

The strong feeling of this market is well maintained, and prices for American oil have advanced 1c. per gallon. Demand is good at the advance. We quote: Canadian refined at 12¾c. in shed in Montreal for round lots, and 13½ to 14c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 17c. in car lots and 18c. for smaller quantities.

HIDES.

There is no change in hides, which rule steady and quiet. Calfskins are firm, while sheepskins are quiet and unchanged. We quote: No. 1 6c.; No. 2, 5c., and No. 3, 4c.; heavy No. 1 steers, 6½c.; No. 2, 5½c.; lambskins, 10c.; calfskins, 6c.; and sheepskins, 65c.

TALLOW.

The tallow market continues quiet at 5 to 5½c. per lb., as to quality.

WOOL.

There is very little doing in Cape wool, but in domestics several carloads have changed hands. We quote as follows: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 10 to 11c.

ASHES.

The receipts of ashes continue small, and the market dull and steady. We quote: First pots, $4.00 to $4.05; seconds, $3.70 to $3.75, and pearls, $6.00 to $6.10 per 100 lbs.

MONTREAL TRADE NOTES.

English No. 1 pig has been placed with local founders for spring delivery at $17 50. This iron is superior to any American brand, and, as the price is away below, it is apt to continue to get the preference.

A. C. Leslie & Co. report an advance of 7½ to 10 per cent. in the price of German cutlery. They are still accepting orders for scissors at the old rates.

W. H. Cottingham & Co. report a brisk demand for paris green. During the past three days or so they have sent forward nearly a carload a day.

Offers of new seal oil for June delivery are being made at 35c. This is a low figure.

Cables on glycerine are stronger, makers now quoting £46 to £47 per ton. Orders are being placed quite freely at the advance.

Turpentine, in response to a further decline aad freer receipts at primary points, has been marked down 2c.

TORONTO MARKETS.

HARDWARE.

TORONTO, April. 12, 1895.

THE volume of business continues to grow. During the past week jobbers have been exceedingly busy, and a continuance of the activity is anticipated, tade being looked upon as being in a healthy condition. However, although the orders are fully as large as for the same time a year ago, the amount of sales does not show it, owing to the reduction of prices in so many lines, especially in staples. About the only change in prices is a decline of ½c. in manilla rope. The demand at the moment is principally for harvest tools, spades, shovels, churns, hinges, grind stones, cut and wire nails, rope, plough lines, horse pokes, draining tools, wire, wooden ware, brushes, etc.

WIRE—Barb wire is going out more freely than it has been, but the demand is still small in proportion to that for ordinary oiled and annealed. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs. and over, with 10c. extra on spools lighter than 75 lbs. each.

ROPE—The improvement in trade noted last week has been maintained. There has been a decline of ½c. in Manilla rope, the basis now being 8¾c. Sisal is unchanged at last week's decline. We quote: Sisal, 7-16 in. and larger, 6c.; ¼, 5 16, ⅜ in., 6½c. Manilla, 7-16 in. and larger, 8¼c.; ¼ 5-16, ⅜ in., 8½c.

CUT NAILS—Are going out freely, a number of carload lots having gone forward during the week. The change made in the terms by the association is having a good effect, dealers now calling for ten-keg lots where three and four keg lots were formerly the rule. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on ten-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

MARKETS—Continued

WIRE NAILS—Are still active, shipments going out freely. Discounts are 75, 10 and 5, except in 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Quantities going out are fair, but there has been no further improvement during the week. Discounts 60 per cent. off list for "P.B.," "M.," and "C."

TACKS—Dull and unchanged. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

COIL CHAIN—Shipments have not been as large during the past week as they were, the volume of business being light.

CLOTHES WRINGERS — Shipments in this line are still improving, quite a large number of case lots having been disposed of during the week. Prices still rule from $27 to $27.50 per dozen.

CHURNS—The ability of the manufacturers to supply the wants of the trade does not appear to have improved any. The shortage is especially marked in No. 3 size, and a great deal of dissatisfaction is being expressed. The manufacturers, in explanation, state that they never before had so many orders at this season. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

TINWARE—Nice assorting orders are being received daily, and trade is still active. This applies more particularly to milk can trimmings, trade in sap buckets and sap spiles having quieted down somewhat.

PLUMBERS' SUPPLIES—Country trade continues fair and that in the city is improving, although but slowly.

TOOLS—There has been a scarcity in some brands of spades and shovels for some time, but stocks are now arriving. About 50 per cent. of the trade have, however, been supplied, although orders are still coming in freely. The movement in garden tools is not up to expectations, which is accounted to be owing to the cold weather.

HARVEST TOOLS—Most of the orders that had been booked some time ago are now being filled. Further lots are being called for in almost every order. Quantities of course are not as large as those that had been entered on the books.

CUTLERY—Trade is fairly brisk, particularly in pocket cutlery and razors. The movement in table cutlery is light.

POULTRY NETTING—While orders are more numerous they are still far from being satisfactory, quantities not being as large as jobbers would like. Discounts, 60, 10 and 5 per cent. off the list.

GREEN WIRE CLOTH—Is going out more rapidly, although orders are still small. Price, $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—Trade remains much the same as a week ago. Prices are unchanged. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Nothing particularly new has developed in the metal trade, business still being on the whole quiet.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The advanced price asked by furnaces dependent upon Connellsville coke has to some extent restricted trade in American irons seeking market in this field. Canadian producers have profited in a measure by this easing of competition. There have, however, been fewer transactions than the average for two or three weeks past. In our quotations below, which are on the cash basis f.o.b. cars Toronto in bond, we make some advances over last week's report to correspond with the higher figures which the Lake Superior coke iron finds it necessary to ask. There is no change in the price of Southern irons, which are meeting with a more ready sale as softeners. We quote on the cash basis f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $13.00; No. 2 Foundry strong coke iron, Lake Superior ore, $12.50; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.00; Southern soft, No. 1, $11.60; Southern soft, No. 2, $11.35.

BAR IRON—Orders are larger than they were a week or two ago, but they are not so numerous. We quote the base price at $1.60 to $1.65 per 100 lbs.

SHEET STEEL—Demand is increasing throughout the country for qualities Nos. 1 and 2, although shipments, generally speaking are not as large as they were. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Business is more active again, some good sales having been made during the week, principally in the lighter gauges from 22 to 28. Prices are being held firm. Tinned iron is still moving freely for milk can purposes. Stock is arriving so that jobbers are now in a position to supply the demand. Prices are firmer, 24 gauge being held at 5¾c. in case lots.

LEAD PIPE—Very few carload lots are being moved, trade being confined principally to small lots. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Trade is improving nicely. Import orders are being freely booked and shipments from stock are larger than they have been. Enquiries are also more numerous, showing large lots of Queen's Head and Gordon Crown offered at $4.20, but ordinary quantities are still being held at $4.25 for 28 gauge.

INGOT TIN—The London and New York markets appear to be rather top heavy. Trade is fair, although no large sales are reported. We quote: Lamb and Flag in ordinary lots at 16½ to 17c.

IRON PIPE—Trade, in the way of large shipments, is not as good as it was, although small orders are still numerous. We quote 10 to 10½c. per lb.

INGOT COPPER—Outside of a few good shipments, the demand is limited. The market is firm. We quote 10 to 10½ per lb. Domestic, sizes 2 inches and smaller, are quoted at net figures equalling 70 and 5 to 70 and 10 per cent. off list. The American list reads: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

SHEET COPPER—The volume of business is being well maintained, both in sheathing and braziers', a number of case lots having

Pedlar's Patent Corrugated Expanding Conductor Pipe

Made in 8 or 10 foot lengths, without a cross seam.

Cheap as a Common Round Pipe.

Will not burst when full of Ice.



Manufactured by

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

Separate Catalogues of Roofing, Siding Ceiling sent on application.

MARKETS—Continued

been disposed of during the week. We quote: Sheathing, 13 to 18c., and braziers' sheets at 13 to 16c., according to gauge.

SHEET BRASS—Quite an improvement has taken place, especially in the lighter gauges for stencil purposes. Hard brass is also in good demand for special work. Prices still range from 20 to 30c. per lb.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots, and 5c. for small lots.

HOT WATER BOILERS—Trade continues fairly active. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9 50.

BOILER TUBES—Market quiet and prices unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade has improved, especially in charcoal brands. Charcoal is not in as good demand as it was, although a few large orders were booked during the week, principally for canning purposes. We quote: Coke, 14 to 20 gauge at $3; for larger sizes, 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATE—Has taken a turn for the better, quite a number of orders having been received. We quote lower prices at $5.75 to $6, according to quality.

HOOPS AND BANDS—Demand for hoop iron is quite brisk, principally in the larger sizes of 1½ upwards. It is being offered on the basis of $2.10 in quantities and $2.25 in small lots.

ZINC SPELTER—A few good sales have been made during the week, especially in the imported at 3⅞ to 4c. Domestic is quiet.

CANADA PLATES—Continue quiet and featureless. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Demand seems to be increasing, and prices are being firmly held. We quote: 500-lb. lots at 11½c., and small lots at 12½c.

ANTIMONY—There is nothing doing, and prices are nominally unchanged at 10 to 10½c.

GLASS.

Shipments of glass from stock are small, dealers only purchasing for immediate requirements until such time as import lots arrive. Enquiries are now being made as to when shipments of the glass may be expected to arrive. We still quote $1.10 to $1.15, first break in 50-foot boxes. The advance of one point noticed in last week's issue appears to have been well maintained.

OLD MATERIAL.

A fair business is now being done, prices remaining as quoted last week, viz.: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.; old rubber, $3.50 per 100 lbs.

PAINTS AND OILS.

Trade is a little better than last week, but still the volume of business is not so good as desired. The price of turpentine is still tending downward. Payments are slow.

WHITE LEAD—Remains quiet and unchanged at 4¼ to 4½c.

PUTTY—Much as before at $1.75 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—Market is active. A number of orders are being booked. It is estimated that not 50 per cent. of requirements has yet been purchased. We quote: English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50-lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—Trade is improving, and is fairly active. Business in this line has not been good, but this is no doubt partly accounted for by the fact that some large shipments were made the latter part of March. Pure is unchanged at $1 per gallon.

DRY COLORS—Demand is keeping up fairly well.

LINSEED OIL—Demand is a little better, but there is not as much of this going out as is usual at this season. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—The market shows increased weakness. The demand on the local markets is rather better than it was, some of the people who have been holding off for the new crop seemingly not being able to do so any longer. Quotations are nominally as follows: Single barrels, 50c.; 5 barrels and over, 49c., f.o.b., Toronto.

CASTOR OIL—A great deal of this article has been sold at 5½ to 6c. in cases to arrive May 1. We quote from stock: Cases, 6 to 6½c., and tins, 7 to 7½c.

GLUE—A brisk trade is reported.

SEEDS.

The market is steady and there is a firmer feeling in red clover on account of the sharp advance made in the markets of the Western States within the past few days. Prices are unaltered. Alsike is

R. C. LeVESCONTE
LATE OF
Millar, Riddell & LeVesconte
BARRISTER, SOLICITOR, NOTARY, ETC.
The Janes Buildings,
75 YONGE ST., TORONTO

PEUCHEN & CO.
Pure Paris Green
Government Standard
It is the finest made, both as regards color, fineness, and strength. Put up in cardboard packages, tins, and drums.
Samples and prices sent on application. Manufactured by
PEUCHEN & CO.
10-12 Bay St. Toronto



SPRITE CYCLES
LEAD FOR LOW PRICES
QUALITY
FINISH
AGENTS WANTED
Established 1882
Parts, Fittings, Pneumatic Tyres, etc. Supplied.
Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.
SPRITE CYCLE CO., BLOOMSBURY, London, Eng.



quoted thus by jobbers : Prime to choice, $4 80 to $5; really fancy, $5 to $6.60; and lower grades $4.

Good clover now brings $6.20 to $6.50.

In timothy the jobbing prices to the trade are $3 to $3.50 for prime to choice grades of machine-threshed seed, and a little more for the bright unhulled article.

HIDES, SKINS, WOOL AND TALLOW

HIDES—Green hides have advanced another half cent, and now stand at 5½c. for No. 1, 4½c. for No. 2, and 3½c. for No 3. For cured 6½c. is asked. The supplies are light.

SHEEPSKINS—Good stock is quoted at 85 to 90c.

CALFSKINS—Are a little more plentiful, but prices remain steady at 6c. for No. 1 and 4c. for No. 2.

TALLOW—Is steady. Jobbers quote 5 to 5¼c. and sell at 5¾c.

WOOL—Canadian fleece is quoted nominally at 19 to 20c., there being none on the market. In pulled wools best supers are quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Since our last issue there has occurred another advance all round in oils. This is due to the scarcity of crude both at Petrolea and in Pennsylvania. We quote in 5 to 10 bbl. lots, imperial gallon Toronto: Canadian, 12c.; carbon safety, 15 to 16c.; Canadian water white, 16 to 17c.; American water white, 19c.; photogene, 20c.

The Petrolea Advertiser has this to say of the situation : Crude is steadily going up, and we may reasonably expect any amount of excitement in oil circles at any time now. Values are rapidly rising in the United States, and will in all probability continue to do so for some time to come.

Drilling operations will be commenced in earnest just as soon as the weather permits, and we look forward to an unusually prosperous season.

MARKET NOTES.

Trade in glue is reported by Stewart & Wood to be brisk.

M. & L. Samuel, Benjamin & Co. are beginning to ship out their spring doors and windows.

The James Robertson Co. (Ltd.) is making all the dry colors in connection with the liquid paints, so that the department is now one of the most complete plants on the continent.

The McClary Manufacturing Co. (Ltd.), of London, have this week given contracts for an addition of 160 x60 to their enamelling plant. "We are pleased to say that the trade is unanimous in their approval of the ware we are producing," write the firm.

The Oshawa Stove Foundry has been purchased by John Bailes, who will immediately commence operations with a good staff of workmen. Stove castings and sash weights will be manufactured. Mr. Bailes is putting in several hundred dollars' worth of improvements on the plant.

Peuchen & Co., of Toronto, the new manufacturers of Paris green, have adopted a unique way of acquainting the trade with the article they produce. They are mailing to dealers throughout the country a sample of Paris green enclosed in a neat little envelope, with the trade mark of the firm in black and yellow on the corner. C. S. Peuchen, who has for the past three years superintended the making of all the Paris green manufactured by the Canada Paint Company, is a member of the firm, and personally attends to the making of all Paris green.

CHURCH'S COLD WATER

Alabastine

Has superseded all other water-color wall coatings.
It is the **best advertised goods in this line.**
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **fifty per cent. profit.**
Beware of **imitations** bearing similar names.
Order early to insure a full line of advertising matter.

Jellstone

The new **Cold Water Wall Coating.**
Made especially for Painters' use, and sold in bulk at a low price.
Not advertised to the general public.

N. B.—All of our goods protected by letters patent.

The Alabastine Company
LIMITED

WHOLESALE AGENTS :
Sanderson Pearcy & Co., Toronto, Ont.
Hill & Forbes, Montreal, P.Q.
G. F. Stephens & Co., Winnipeg, Man.
A. J. Grant & Co., Halifax, N. S.

Sole Manufacturers
PARIS, ONT.

UNITED STATES MARKETS.

NEW YORK, April 12, 1895.

PIG IRON.—Prices were moved higher and from speculative point of view, if not otherwise, the market showed decidedly stronger tone. The main difficulty was that it proved very hard work, fruitless at that, to attract outside interest, and, having comparatively few followers, operators who are tending towards the bull side of the market operated very carefully. Still, enough business was done to carry quotations up to the basis of 14c. net cash, for prompt delivery, and proportionately for futures, and the "bull" interest undoubtedly showed much more aggressive tendency than their opponents. In this way confirmation is given of the accuracy of the report that recent heavy arrivals have been well taken care of, and that quiet covering of short accounts from this stock is going on. Sales bulletined on 'Change included 25 tons, to arrive per steamer Manitoba, at 14c.; 25 tons, April delivery, one day more notice, at 13.95c.; 25 tons, May, seller's option to 31st, at 13.80c.; 25 tons, May, regular, at 13.85c. Late afternoon quotations were 13.90c. bid, 13.95c. May delivery sold at 0.15c. discount, and later asked, for spot and April delivery ; 13.80c. bid, 13.85c. asked, for May ; 13.75c. bid for June ; 13.80c. asked for July ; 13.75c. bid, 13.80c. asked, for August, and 13.75c. bid for September.

COPPER—There is very fair buying in a quiet way, mostly on home trade account, and the business passing suffices to at least keep prices steady on early deliveries. Interest in forward deliveries is not particularly active. There is some buying, and the business that goes through is at full former prices, say 9.40 to 9.50c. for Lake Superior ingot ; 9.15 to 9.25c. for electrolytic, and 9 to 9.15c. for ordinary casting stock.

PIG LEAD—Business was moderate and the buying very tame, making in all a weakish sort of market, with 3.07½ to 3.10c. apparently top rates for common Western, prompt or early shipment. London cable quoted £10 1s. 3d. for soft Spanish.

SPELTER—The market here remains extremely flat. There is virtually no buying except of carload lots and comparatively little of that. The demand is extremely flat also. Prices remain at about 3.25 to 3.30c.

for good Western brands delivered here or at common points. London cable quoted an advance to £13 17s. 6d. for good merchant brands.

ANTIMONY—Jobbing movement is fair and prices are steady, at about 7c. for Hallett's, 6⅞c. for Japanese, and 7⅞ to 8c. for Cookson's, on the spot.

NICKEL—Sellers' prices are 35 to 38c., according to size of order, etc.

TIN PLATE—A dull market was generally experienced. Neither spot goods nor forward deliveries were inquired for, except in perfunctory manner.

IRON AND STEEL—Business in this line is spiritless here at present, and advices of livelier doings at some other points has no perceptible influence. The experience is the same with manufactured stock and crude material. Prices are showing no decided change.

TRADE IN HALIFAX.

HALIFAX, April 12, 1895.

AFTER an exceedingly dull six months our hardware merchants are beginning to feel a change in the state of trade. Indeed, there is already a change for the better, and some go so far as to report "business exceedingly good." Nearly all our city dealers are busy and agents report orders more freely given.

The city retail trade is exceedingly good in all lines.

The city has ordered 2,000 feet of "Maltese Cross" hose for the fire department from the agents, Austin Bros., without tender. The price is $1.10.

Several of our retail hardware firms have gone into the bicycle business, and competition is keen.

There is a fair demand for lobster factory supplies.

TAUNTON.

MINING IN ONTARIO.

On Tuesday Hon. Mr. Gibson laid on the table of the Ontario Legislature the report of the director of the Bureau of Mines, Mr. Archibald Blue, which is a valuable and comprehensive statement of the position of the Province in this important particular. He chronicles a condition of inactivity in mining, which he attributes to the business depression. The gold fields of the Province, howeveer, are attracting greater attention, and he gives a sketch of the progress made in each mine, and notices the valuable report and map of the Rainy Lake gold field made by Dr. Arthur P. Coleman, who has been added to the staff of the department. The nickel and copper mines in the Sudbury region have been actively worked and give excellent promise, while the diamond drill has been kept steadily at work exploring an iron property in Frontenac. There are sanguine hopes, he says, that the iron industry may assume active form next year. Good work on the part of the summer mining schools is recorded, while mention is made of the valuable paper, "The Hinterland of Ontario," in which Mr. T. W. Gibson, the efficient secretary of the bureau, has compiled the result of much search through many volumes of official reports relating to the new regions of Ontario.

TESTING TURPENTINE.

John Lucas & Co. are sending out the following results of some tests made by them :

TURPENTINE.—Color—Crystal clear and water white. Commercial weight—7 lbs. to gallon. Boiling point—160 to 165 deg. C. (320 to 340 deg. F.) Specific gravity—At 15 deg. C. (59 deg. F.) is 31 deg. Baume (0.875). Usual adulterants are : 1. Rosin oil. 2. Petroleum benzine (or naphtha). 3 Headlight oil (150 deg. test).

TESTS—Rosin oil, if present, will retard evaporation. Its presence in any considerable quantity may be detected by allowing the turps to evaporate from a small dish or iron cup, when the adulterant will remain as a sticky, resinous oil, with very characteristic resin odor if ignited.

BENZINE (or naptha) shows itself generally by its characteristic odor and rapid evaporation. Test with the hydrometer : 5 per cent. of this adulterant will make a difference of 1½ deg. Baume. Pure turps to 15 deg. C. (59 deg. F.) is 31 deg. Baume; 5 per cent. benzine, 15 deg. C. (59 deg. F). is 32½ deg. Baume ; 15 per cent. benzine, 15 deg. C. (59 deg. F.) is 34 deg. Baume ; 25 per cent. benzine, 15 deg. C. (59 deg. F.) is 38 deg. Baume.

HEADLIGHT OIL (Petroleum, paraffine oils, etc.)—These adulterants retard evaporation and can usually be detected by the delicate "bluish bloom" of smoky bluish-yellow cloud they impart to the turps. [a] To detect small quantities of these adulterants fill two white glass vials, bottles or tumblers (the longer the better), one with pure spirit turps, one with the doubtful article : hold both over a piece of black paper and look directly down into the liquid ; 3 to 5 per cent of any petroleum will impart a decided bloom or cloud to the turps. [b] Test with hydrometer : 5 per cent. of headlight oil will make a difference of 1½ deg. Baume. Pure turps to 15 deg. C. (59 deg. F.) is 31 deg. Baume ; 5 per cent. headlight oil, 15 deg. C. (59 deg. F.) is 31½ deg. Baume ; 10 per cent. headlight oil, 15 deg. C. (59 deg. F.) is 32 deg. Baume; 25 per cent. headlight oil, 15 deg. C. (59 deg. F.) is 34 deg. Baume ; 33⅓ per cent. headlight oil, 15 deg. C. (59 deg. F.) is 35½ deg. Baume.

A CUSTOMS BOARD.

THE following is a copy of the suggestions that head a petition which the Montreal Board of Trade is now circulating for signature regarding the formation of a Customs Board of experts.

TO THE HONORABLE THE HOUSE OF COMMONS OF THE DOMINION OF CANADA, IN PARLIAMENT ASSEMBLED :

The petitition of the undersigned merchants, importers and manufacturers of the city of Montreal.

HUMBLY SHEWETH,—That your petitioners suffer from want of uniformity in the application of the tariff, and from the circumstance that there is no satisfactory recourse or remedy in matters of dispute as to classification for duty, value for duty, or in cases where Customs officials inflict injustice upon importers by erroneous and arbitrary rulings ;

That your petitioners believe that these grievances could be removed by the establishment by Parliament of a Board of Experts, with power to deal with all questions and disputes between Collectors of Customs and importers, as to rates of duty or classification, and as to value for duty ; also, to act as a Board of Reference in matters of seizures, to the end that the technical facts of a case may be established prior to publicity, and with a view to avoiding practical injustice through error or precipitate action of irresponsible employees in the Customs service ;

That your petitioners suggest with respect to the establishment of such a Board of Experts :

That it shall consist of five members, being one for each of the principal branches of trade as follows : (1) Dry goods, (2 hardware, oils, paints, etc.; (3) drugs, chemicals, fancy goods, stationery, and jewelry; (4) groceries, provisions, and fruits; (5) leather and shoefindings;

That appointments be made on the basis of competence for the office;

That sufficient remuneration be given to secure men technically competent and with business experience, so that the Board would enjoy the confidence of merchants;

That the Board be empowered to administer oaths and subpœna witnesses ;

That the Board's decisions be published periodically and sent to Collectors of Customs and Boards of Trade throughout the Dominion, which would promote uniformity as to classification and value for duty, and ;

That both the Government and importers should have the right of appeal from the Board's decisions to the Exchequer Court ;

That such a Board of Experts has for some years been in operation in the United States, where it appears to have well fulfilled its purpose of insuring to the Government the full Customs revenue intended by the Customs Act, of securing uniformity in valuation for duty, and of affording satisfaction to importers ;

Wherefore your petitioners do pray your honorable House to enact legislation for the establishment of a Board of Customs Experts as hereinbefore suggested, and so relieve them and importers generally from the serious disabilities now suffered by reason of lack of uniformity in the administration of the tariff ;

And your petitioners, as in duty bound will ever pray.

TRADE CHAT.

THE Municipal Committee of the Ontario Legislature on Wednesday decided that all vacant lands in the city are to be assessed as barren lands exempted from the general tax, but subject to all local improvement taxes.

The corporation of Toronto Junction is in communication with a window factory in Alliance, Ohio. The firm is desirous of removing to Canada. The usual inducements will be offered by the town.

The shipments of ore from Trail Creek mines for 1894 aggregated 2,341½ tons. At this rate of increase we may look for an enormous total for the coming year.—B.C. Commercial Journal.

Mr. Moore, of Kingston, will organize a syndicate to operate a gold mine in Goldenville, N.S. He says gold is found there in large quantities.

Messrs. Michael J. Murphy and Charles R. Hart, who traded as the Wire Mattress Co., have begun action against the Mutual Fire Insurance Co. to recover $1,500, the amount of a policy.

The Montreal Board of Trade is urging the Dominion Government to fill the long-continued vacancy in the Customs collectorship in that port.

The Street Railway Company's offer to water the streets along which their lines extend, for 15,000, has been accepted by the city of Toronto.

An order was received in London on Wednesday permanently closing the Grand Trunk car shops there, to take effect on May 1st, or as soon as the work on hand is finished. There are about 150 men employed at present, only forty of whom, it is said, will be transferred to other places, thirty going to Toronto and ten to Brantford.

The Board of Arbitration of the Toronto Board of Trade has appointed Messrs. Wm. Galbraith, John Keith and W. Badenach to hear the evidence in the disputed contract between H. A. Massey and Mr. Lewis, the contractor.

Letters patent have been issued incorporating the Dominion Gold Dredging and Placer Mining Co., with a capital of $40,000; the Featherston Piano Co., of Montreal, capital $50,000; and the MacLaren Match Co., of Buckingham, P.Q., capital $40,000.

J. S. Skinner has received the charter of the Kingston Chemical Engine Company. The first directors are: Messrs. John Hewton, A. J. Macdonnell, G. Richardson, and H. Youlden. The capital stock is $30,000.

Smith Bros., of Toronto, have secured the contract for supplying the corporation of Toronto with a new chemical fire engine. The price is $1,000.

TARIFF DISPUTES.

The necessity of a uniform application of the tariff and for a "Court of Appeal" in case of disputes between collectors of customs and importers, has been long admitted by merchants, and some definite action now appears to be probable within a short time. The Montreal Board of Trade Council have been considering the matter for some time past, and a sub-committee was appointed to see what could be done. The results of this committee's several meetings have taken the form of a petition to the Governor-General-in Council, and copies of this will be sent for signature to the various Boards of Trade in the Dominion.

THE HARDWARE AND METAL MERCHANT has been championing this cause for some time, and it is gratifying to note that our efforts are bearing fruit.

DEATH OF EDWARD DAVIS.

Mr. Edward Davis, a large shareholder and one of the directors of the James Smart Manufacturing Company, Brockville, died on Wednesday last at the residence of his mother in Ogdensburg, N.Y. He was taken ill about a month ago with typhoid fever, which afterwards developod into pneumonia. Mr. Davis was one of the best-known commercial men in Canada, and had charge of the traveling staff of the Smart Company for many years. He was unmarried.

DEATH OF MRS. HEARD.

HARDWARE MERCHANT regrets to announce the death of Mrs. Heard, wife of Joseph Heard, hardware merchant, Fenelon Falls. It occurred last week, and was sudden. Deceased was more than an ordinary help-meet to her husband, having assisted him a great deal in the store. The remains were interred on Thursday of last week, and among those who followed them to their last resting place were these commercial travelers: J. R. Hogan, of Wood, Vallance & Co, and P. McCulloch, of the Copp Bros. Co, Hamilton; S. R. Kennedy, of M. & L. Samuel, Benjamin & Co., Toronto; J. P. Conklin, of Sanderson, Pearcy & Co., Toronto.

A NEW HORSESHOE.

The Scientific American notes the invention of a compound or double horseshoe, and prints an illustration representing a shoe of which one section forms a light racing shoe, to be permanently nailed on, while the other, much heavier, section is recessed to fit over the racing shoe, and is temporarily nailed on over it, the shoe being thus used in its compound form when the horse is in training. The outer shoe furnishes the weight desired for training purposes, while the light, inner section preserves its sharp edges for a good hold upon the ground, reducing the liability to slip and lightening the horse's feet to enable him to do his best work. The invention is, moreover, calculated to lighten the expense of shoeing by doing away largely with the putting on and pulling off of shoes, and besides, by this means much mutilation of the hoof is avoided.

ELORA BOARD OF TRADE.

A meeting was held on Friday evening in the Town Hall, at Elora, Ont., for the organization of a Board of Trade. The following officers were elected: Hon. president, Mr. Charles Clarke; president, Mr. T. B. Smith; vice-president, Mr. Thos. E. Lipsey; secretary, M. E. Burns; treasurer, Mr. John Gibb. Messrs. James Wells, S. Springer, and F. Wissler, with the officers, will form the council. The meeting was most enthusiastic, and a determination was expressed to push Elora to the front.

BUSINESS APHORISMS.

Carlyle wasn't a man of business, but he would have made a success of it had he tried it. In his writings one finds these lines of solid business truth:

A laugh is worth a hundred groans in any market.

Have a smile for all, a pleasant word fo everybody.

To succeed, work hard, earnestly, and incessantly.

All honest men will bear watching. It is the rascals who cannot stand it.

Better have the window empty than filled with unseasonable and unattractive goods.

When you hang a sign outside your place of business, let it be original in design and of good quality.

Wondrous is the strength of cheerfulness; altogether past calculation its power of endurance. Efforts to be permanently useful must be uniformly joyous.

Mr. Wm. Heard, son of Joseph Heard, of Fenelon Falls, who has been travelling on account of impaired health, has returned much improved.

H. H. Otton, of Otton & Son, hardware merchants, Barrie, was in Toronto on business this week. Mr. Otton said that trade prospects in Barrie were fair, while some good contracts for heating were being awarded for new buildings in course of erection.

The British Board of Trade returns for March show that during that month the imports increased £653,533, and the exports increased £424,127, as compared with those for the corresponding month last year.

NOMENCLATURE OF ZINC ORES.

THE ores of zinc which are important as sources of the metal are of two classes, the sulphides and the oxides, says W. R. Ingalls, in a paper read before the Institute of American Mining Engineers. The latter includes six varieties; Zincite (the red oxide) and franklinite (the oxide of zinc, iron and manganese), which are found abundantly only in New Jersey; the hydrous and anhydrous carbonates and silicates which are of widespread occurrence. Hydrous carbonate is known mineralogically as hydro-zincite, zinconize or zinc-bloom; the anhydrous silicate is recognized as willemite. In regard to the anhydrous carbonate and hydrous silicate there is a confusion of names which is of long standing. Attempts to clear it away were made long ago, with the result that there is now a more or less national uniformity of nomenclature; but there is still an international disagreement, sometimes very perplexing.

The name Calamine, together with "Galmei" of the Germans, is a derivative of the Greek word used to designate the peculiar kind of ore employed with copper in brass making. Whatever the derivation of the word, however, it was used until within 100 years to include all the oxidized ores and compounds of zinc, both natural and artificial. In naming these minerals Dana says that, in 1807, Brongniart called the silicate Calamine, while the carbonate in 1832 was named Smithsonite by Beudant. In 1852, Brooke and Miller reversed these names and led to the confusion which now exists. In 1853, Kenngott introduced for the silicate the name Hemimorphite. At present the American usage follows Dana, calling the anhydrous carbonate Smithsonite, and the hydrous silicate Calamine. English mineralogists, on the contrary, call the anhydrous carbonate Calamine, and the hydrous silicate Electric Calamine.

The application of the name Smithsonite to the hydrous silicate by Brooke and Miller had a certain following in their time, but no longer obtains. On the continent of Europe, however, the equivalent names, "Calamine" and "Galmei," are used in common parlance, especially in the zinc industry, to include the four mineral varieties, carbonates and silicates, hydrous and anhydrous. In Germany many mineralogists use the nomenclature adopted by Dana, but most writers on technical subjects employ "Galmei" as a class name only, designating the silicates as "Kieselgalmei," and the anhydrous carbonate as "Edler Galmei," "Smithsonite," or "Zincspath" (zincspar). French writers avoid confusion by using the chemical terms "zinc carbonate" and "zinc silicate," although in France, as in Germany, "Calamine" (Galmei) is employed by mineralogists as a purely scientific name for a distinct species—the hydrous silicate. The general meaning that the word calamine has on the Continent is probably a survival of the custom of the time when no difference in the oxidized ores of zinc was recognized.

Without regard to the rightful claim to these names according to the rules of nomenclature that have been laid down by eminent mineralogists, it seems that when a mineralogical name is popularly adopted to express a meaning different from that ascribed to it in science, and from such popular usage it passes into the dictionaries of the language, its more restricted use in science should be discontinued. Otherwise misapprehension is likely to result, to avoid which such clumsy explanatory clauses as "Calamine, meaning anhydrous carbonate of zinc," or "asbestos, meaning fibrous hornblende," must be introduced. Therefore such names should be left exclusively as the industrial or class-names which they have become, and new names should be adopted for the species.

In the case of zinc ores there is no confusion as to the meaning of hydrozincite or of willemite. It may be affirmed, also, that the significance of Smithsonite is clearly understood, since it is now never used for anything but the anhydrous oxide of zinc. The hydrous silicate, however, should have a new name. Perhaps it would be simplest to call it "hydrowillemite," which would be explicit, and would convey its meaning at first sight.

GRAND TRUNK AFFAIRS.

The London committee of holders of securities of the Grand Trunk railway of Canada has issued a circular, from which the following extracts are made:

"A conference of bond and shareholders of the Grand Trunk railway was held at Winchester house, Old Broad street, London, to consider the position of the company and Mr. Barker's report on his investigation of the accounts. In view of the depreciation which has been going on for so many years under the present management (until about £42,000,000 of capital goes without dividend, and even the interest upon the debenture stock is jeopardised), a committee was appointed to decide what action should now be taken in the interests of the proprietors.

"The committee are unanimously of opinion that the first step necessary is to secure the services of a public man of undoubted ability and integrity, who would command the support of all classes of holders of Grand Trunk securities. They believe that Sir Charles Rivers Wilson would eminently fulfil these conditions, and if the committee are supported by a sufficient number of proprietors before the next half-yearly meeting, which will be held about the 28th April, they hope to induce that gentleman to allow himself to be nominated for the presidency of the company."

Calcined Land . . PLASTER

WE manufacture from the best rock only. We guarantee our plaster a first-class article. Write for prices.

Windsor Plaster Co.

WINDSOR, N.S.



Avoid the Dust

Raised when selling Bug Finish in less than barrels. A neat, attractive bag will half sell the goods and looks more business-like. We have

CHURCH'S

POTATO BUG FINISH

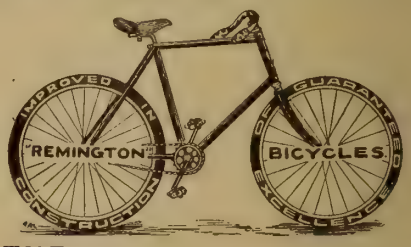
in 50 lb. Duck Sacks, in 25 lb. Cotton Bags, packed 12 in a barrel, and in 7½ lb. Bags, packed 40 per barrel. Bulk Barrels 300 lbs. net.

Toronto Salt Works

128 Adelaide St. East, TORONTO

Distributing Agents for Toronto.

"If you ride a Remington, you're all right."



THE

Remington

Is a real good wheel, and in every respect worthy of the reputation of its makers—the famous Remington Arms Co., of New York.

It is honestly made in every part and is guaranteed to stand the severest strains a rider can put it to.

McDONALD & WILLSON,

. . . Toronto.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before. Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER, ST. JOHN, N.B.

MUNN'S LIQUID GLUE

Received the Highest Award

WORLD'S FAIR, 1893

In competition with

American Glues

THE ART METROPOLE, Agents.

131 Yonge St., TORONTO.

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

Heating Appliances

FOR SALE.

We are compelled to move into larger and more commodious offices immediately, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

HARDWARE MERCHANT

TORONTO.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

MINING ON THE YUKON.

The News-Advertiser, Vancouver, of 4th inst., publishes a letter signed by some twenty miners in the Yukon country regarding that much-talked-of though comparatively unknown region. All advise those coming up to consider carefully the hardships that must be endured. There are at present about six hundred whites in the country, and while they nearly all have made fair wages, there are two great obstacles miners have to contend with, viz.: the short season and the perpetually frozen ground. The chief difficulty, they state, is the procuring of supplies. It is estimated that every white man requires about a ton of provisions, tools, clothes, etc., each year, and this statement is proved by the fact that of 700 tons brought up last summer not a pound has been procurable for several months, and miners having any supplies have been obliged to divide up. Many expect to have a hard time to pull through till spring. Most of the claims are some distance from the river, and by the time they are reached half the summer has gone. The boats on the river at the present time cannot carry more than 1,200 tons merchandize, and a shortage in supplies seriously affects the output, as it is expected will be the case this season. In conclusion, all state that any large immigration to the Yukon valley would be disastrous to those now there, and also to the new comers.

GOOD AND BAD HABITS.

We want to say just a word on "What are good, and what are bad business habits," remarks Hardware Dealer.

The interior arrangement and cleanliness of any store goes farther towards inviting and keeping trade than many are aware. It holds just as good in a hardware store as in any other line.

The prevalent idea among so many dealers that dirt and disorder in a hardware store "don't make so very much difference anyhow," is one of the bad habits in our line.

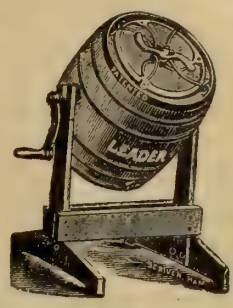
Ladies like to do their trading where the store and goods are kept clean. Not long since one lady remarked to another in our store, "I just like to come here to trade; everything is so clean and nice."

And why should it not be so? A very few minutes each morning is all the time required to dust and straighten up the goods for the day.

A good business habit is to return at once to their proper places on the shelves such goods as are taken down to show customers.

A moment is all the time necessary, and the store looks well all the time.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

In Handy Cans

IS THE PROPER LINE.

A. RAMSAY & SON

MONTREAL.

Correspondent Wanted

AT

ST. JOHN, N.B.

FOR

The Canadian Hardware and Metal Merchant

Address:

MANAGING EDITOR

CANADIAN HARDWARE AND METAL MERCHANT.

146 St. James St.

MONTREAL

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

WM. I. McGILL, agricultural implements, etc., Bethany, Ont., has assigned to M. H. McLaughlin.

James Dick, merchant, Findlay, Man, has assigned.

The Grange Store Co., Stanley, N.B., have compromised at 75c. on the dollar.

J. D. Graham & Sons, general store, Miami, Man., has been granted an extension.

A. Raymond, general store, St. Stanislas de Kotska, Que., has assigned to Kent & Turcotte.

Henry Cohen, furniture and stoves, Toronto, has assigned to W. A. Campbell, Toronto.

G. S. Tickell & Sons, furniture manufacturers, Belleville, Ont., have obtained an extension.

Kent & Turcotte have been appointed curators of J. B. Perrier, furniture, St. Telesphore, Que.

There is a demand of assignment in the case of Thos. B. De Groisbois, lumber, Boucherville, Que.

J. L. Courtice & Son, general store, Holmesville, Ont., have assigned to F. H. Lamb, of Hamilton.

PARTNERSHIPS FORMED AND DISSOLVED.

Lecours & Frere are starting a general store at Levis, Que.

The Featherston Piano Co., Montreal, has obtained a charter.

Martin & Bonin, undertakers, St. Hilaire, Que., have dissolved.

The Kingston Chemical Fire Engine Co. has obtained a charter.

Armstrong & Co., carriage builders, Vancouver, B.C., have dissolved.

Buzzall & Fuller, produce and lumber, Cowansville, Que., have dissolved.

McLennan & McFeely, hardware, Vancouver, B. C., have been incorporated.

The MacLaren Watch Co., Buckingham, Que., has obtained a charter of incorporation.

Telesphore Robert and Joseph Mercille have been registered proprietors of Robert & Mercille.

The Nama Canning & Trading Co., Victoria, B. C., have dissolved. R. Draney continues.

The Paragon Oil Co., of Canada, Montreal, has dissolved. G. T. Vincent continues; style unchanged.

Verret, Stewart & Co., fish and oils, Quebec, Que., have dissolved. Bartholomew Verret continues; style unchanged.

Application has been made for the incorporation of "The Cork Company of Canada" for the purpose of dealing in corkwood, manufacturing corks, etc. The chief place of business is to be Toronto, and the capital stock is placed at $150,000. The applicants for incorporation are: Charles Rocherau De la Sabliere, Lambert Victor Dusseau, Joseph Alfred Gendron, Louis Victor Bachand, all of Toronto, and John Howard, of London, Eng.

Geo. W. Wilkinson and Euclide Masse have been registered proprietors of the Granby Iron Works, Granby, Ont.

Letters patent have been issued incorporating the Dominion Gold Dredging & Placer Mining Company, with a capital of $40,000.

Alma Maynard, wife of Paul Wingender, and Joseph Filiatrault have been registered proprietors of Wingender & Filiatrault, marble dealers, St. Hyacinthe, Que.

SALES MADE AND PENDING.

The effects of the Mainland Pottery Co., New Denver, B.C., are for sale.

The plant of the Brussels Electric Light Co., Brussels, Ont., is for sale.

The assets of P. Cossette, general store, Champlain, Que., are to be sold.

S. H. Tackaberry, harness, Brighton, Ont., has sold out to Frank L. Lear.

L. D. Norton, general store, Lawrence Station, Ont., has sold out to F. Finch.

The general store of R. Irvine, Cedarville, Ont., has been sold out to Wm. McLuban.

W. Begg, cooper, etc., St. Catherines, Ont., has advertised the business for sale

The stock of L. Beaucaire, grocer, Montreal, has been sold at 52 cents on the dollar.

The stock of C. S. Shaw & Co., crockery, Ottawa, has been sold at 44½ cents on the dollar.

The effects of the Westminster Slate Co., of Westminster, B.C., have been advertised for sale.

The stock of W. Z. Guay, general store, Napierville, Que., has been sold at 53 cents on the dollar.

The business of the late C. W. Walden, general store, Birr, Ont., has been sold to F. Campbell.

The stock of McLean & McKay, general store, Underwood, Ont., is to be sold by auction on April 19.

The Victoria Electric Lighting Syndicate, of Victoria, B.C., have sold out to the Victoria Electric Railway and Lighting Co.

The stock of Louis Taschereau, general store, Notre Dame De Lourdes, Que., is to be sold by auction on April 15.

CHANGES.

J. Almour, general store, New Denver, B.C., has removed to Rossland.

G. H. Post, harness, Brighton, Ont., has been succeeded by R. J. Hewitt.

Robt. Howard, carriage maker, Westmeath, Ont., has removed to Pembroke.

A Taylor Fire-Proof Safe is the Acme of Surety



Zelila Jubinville has been registered proprietor of Jubinville & Co., saddlers, Montreal.

A. Currie, undertaking and furniture, Hillsburgh, Ont., has been succeeded by W. R. Elliott.

J. A. Griffin, general stores, Griffin's Corners and Straffordville, Ont., has closed his Straffordville branch.

Alexandrina Bellehumeur, wife of Joseph O. Lemire, has been registered proprietress of J. O. Lemire & Co., general store, Weldon, Que.

John D. Campbell has registered a consent order for his wife, Mary E. Campbell, to do business as a general storekeeper at Ingonish, N.S.

Notice is given that an application will be made to the Parliament of Canada, at its next session, for an amendment to the Act incorporating the Nova Scotia Steel Co., Ltd.; confirming the sale of the business franchises, undertaking, property rights, privileges and assets of the Nova Scotia Steel and Forge Co., Ltd., to the Nova Scotia Steel Co., Ltd., and authorising the said company to hypothecate its franchise as well as its other property.

FIRE AND FLOOD.

R. Peers, general store, Beachville, Ont., has been burned out.

Andrew Thomson's saw mill, at Strathroy, Ont., has been burned out.

Caster & Co., general store, Claremont, Ont., have been burned out.

Hammond Bros'. sawmill, at Gorrie, Ont., has been damaged by floods.

DEATHS.

D. S. Baird, general store, Fitzroy Harbor, Ont., is dead.

MONEY IN STREET RAILWAYS.

The following is the traffic record of the Toronto Street Railway for 1894 by months, and the amount paid by the company to the city treasury :

1894.	Earnings.	City's Percentage.
January	$ 68,999 92	$ 5,519 99
February	60,744 55	4,859 56
March	72,850 95	5,828 07
April	69,152 25	5,532 18
May	81,893 19	6,551 45
June	88,334 33	7,066 74
July	89,277 26	7,142 18
August	87,666 33	7,013 30
September	104,152 21	8,332 17
October	80,307 11	6,424 56
November	74,172 19	5,634 00
December	77,268 80	6,181 50
Total for 1894	$954,822 09	$76,385 70
Total for 1893	$892,639 15	$71,411 11

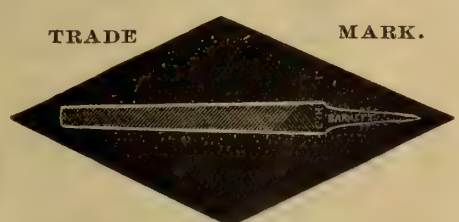
GLASS COMBINE.

According to a Pittsburg, Pa., despatch to the New York Journal of Commerce the Diamond Plate Glass Company of Kokomo, and Ellwood, Indiana ; the Charleroi Plate Glass Company, of Charleroi ; the Howard Glass Company, of Pittsburg, and the Crystal Plate Glass Company, of St. Louis, were formally consolidated into the Pittsburg Plate Glass Company at a meeting of the latter company at Creighton to-day. The capital stock was increased from $2,750,000 to $10,000,000, and a bonded indebtedness of $2,500,000 was created. This combination of the leading plate glass manufacturers will be one of the largest enterprises in the country. The business of all the companies will be transacted in Pittsburg, and will annually bring a large amount of money to this city. Officers and several directors will be elected at a meeting to be held here on Wednesday next. All the leading plate glass concerns in the United States are in the new company.

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc.
CUTLERY A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

BRUSHES
BRUSHES
WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.
Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

BLACK DIAMOND
TRADE MARK.

FILE WORKS
21 to 43 Richmond St., Philadelphia, Pa.
G. & H. BARNETT CO.
MANUFACTURERS OF
Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.
And every other description of Sawfiles.

WHERE DO WE COME IN ?

EVERY class in the community except we businessmen organizes to get what it wants in politics. The temperance element buttonholes candidates and pledges governments. The labor unions speak for workingmen. The manufacturers are organized and openly acknowledge that Government listens to their voice. The Patrons of Industry are agitating for the farmer's interest, and so on through the list. But the business men as such are not similarly active. In consequence, legislation for the benefit of organized interests is easily obtained, while reasonable demands from the business community are either ignored or staved off. When the labor men wanted their "day" made a statutory holiday they had only to ask and the request was granted. But how long have business men been agitating for a new insolvency law without success? Session after session of Parliament has passed and the bill is dangled before their eyes without being adopted. This is only one instance of the way in which the mercantile interests play second fiddle in politics.

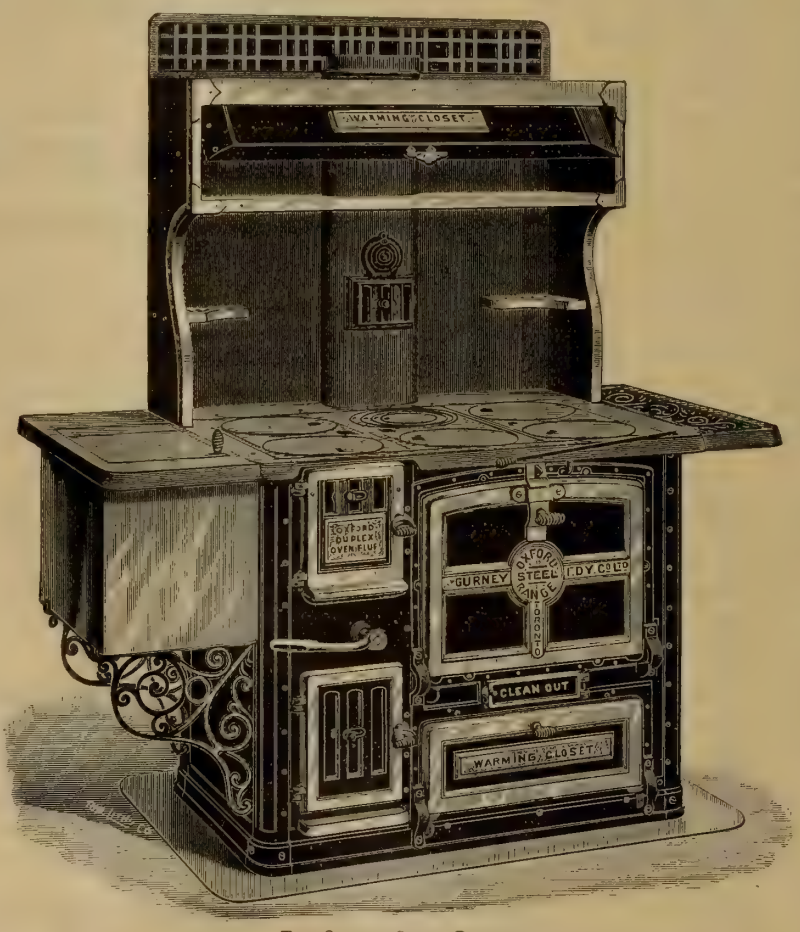
The Boards of Trade, the grocers' associations, the dry goods associations, etc., should imitate the policy of other organized interests and press warmly for what they want. The smiling candidate is now circulating about, promising the labor vote this, the Patrons that, and the manufacturer the other thing. What does he promise the business man? Nothing. He canvasses the business community with the happy consciousness that he will get this vote anyway. Business men are, therefore, a good deal to blame for the inattention which Parliament displays towards their interests. Let them act unitedly and strongly and the position of affairs will change.

The other day the produce exporters in Montreal objected to the new butter policy of Government, by which the country proposes, for one season at least, to go into competition with private dealers to help the alleged "poor farmer," who is pampered enough by legislation as it is. The butter men who risk their energy and capital in the business all the time were simply ignored. Reason why? There are apparently more votes in bonus butter than in dissatisfied business men. Now is the right time, with a general election in prospect, for business men to make their influence felt and insist on candidates who ask for support promising to deal with every demand from the merchant class in the same zealous spirit they show to every request from an interest that has a "pull."

A NEW STOVE OUT.

THE HARDWARE MERCHANT presents below an illustration of the "Oxford Steel Range," a new line of stoves from the works of the Gurney Foundry Co., Ltd., Toronto. This range is wonderfully pleasing in design and ornamentation, and combines many excellent features.

The bodies of these stoves are made of the best cold-rolled, patent levelled safe steel, with cast-iron frame, solidly riveted together.



THE OXFORD STEEL RANGE.

The ovens are removable and unusually large; the adaptation of the company's Patent Duplex Flue assures perfect ventilation and uniform working of all parts, and quick response to the fire. The grates are of the celebrated Duplex pattern, being the most simple and easy of operation, and by means of which a continuous fire can be maintained day and night. It is not necessary to make a fresh fire when baking is to be done, as the operation of the grate keeps the fire in good order, with a very moderate consumption of fuel.

A commodious ash pan is so placed as to catch all the ashes that fall from the fire box. The reservoir is made of the best highly polished copper, placed next to the fire box, and holds 14 gallons.

Being fitted with an upper warming closet, and having a warming closet under the oven, they have double the amount of available space for setting prepared dishes, or for warming plates.

It is claimed that these stoves work equally well with coal or wood, and that they burn comparatively little fuel.

MAGNESIA IN THE FURNACE.

The interesting discussion which is being carried on concerning the effect of magnesia on sulphur in blast furnace cinder has brought out, says the Engineering and Mining Journal, many advocates on each side, some claiming that the high-lime cinder will remove sulphur more effectually than high magnesia, and others taking the opposite ground. Probably the difference of opinion comes from a difference in practice. It is a well known fact among furnacemen who have been able to use a slightly dolomitic limestone, that to carry about 8 per cent. magnesia in a 34 to 36 silica slag gives better results as far as the removal of the sulphur is concerned, than a cinder which does not contain magnesia. The practice in the South was for a long time confined to the use of non-magnesia limestones, but when some furnacemen became bolder and tried magnesia the results were so much better that it may be said to have gone into general use. For mill irons it is not likely that magnesia would give such satisfactory results, but for foundry irons it undoubtedly does, and it might further be added that when it is necessary to run on a highly basic cinder, if it contains about 8 per cent. magnesia it will not slack, whereas a lime cinder of the same basicity would slack while almost red hot. This is particularly noticeable when making spiegeleisen.

There is said to be a large store of wealth in the province of Quebec in the deposits of chrome or chromic iron, which have been recently discovered at Coleraine, Black Lake, etc., in the Eastern Townships, in such quantities as to cost very little for the mining, while large quantities of it have already been exported to Europe and the United States.

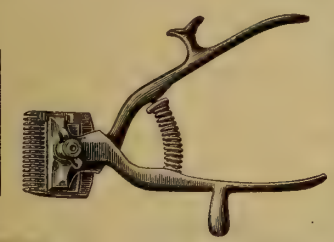
Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

TOILET CLIPPER, NO. 8



SPECIAL PATTERN

H. BOKER'S

BEST Full Polished

$15.00 A DOZEN PAIRS, or $1.50 A PAIR.

Any retailer can procure them at above figures from the wholesale trade, or write to the Clipper Agent, P. O. Box 366, Montreal, who will see that the goods will be delivered through any wholesale firm mentioned.

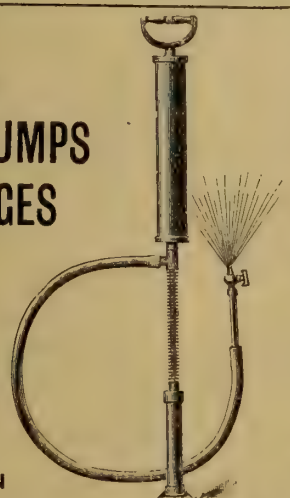
FOR

BRASS SPRAY PUMPS AND SYRINGES

WRITE . . .

Stevens Manufacturing Company

LONDON



Books for Retailers

Published for the good of the trade.

Ideas for Hardware Merchants
As its name implies it is full of ideas for the retail hardware merchant.
PRICE, 50 CENTS (Half Price.

Buying, Handling and Selling of Tea
Being the experience of the most prominent and successful merchants.
PRICE, 25 CENTS.

Pitfalls of the Dry Goods Trade
This is another batch of Prize Essays full of valuable information.
PRICE, 10 CENTS

Sent, postpaid, on receipt of price

HARDWARE MERCHANT
TORONTO.

IMPORTING CURB-STONE.

Says a Hamilton exchange: The Kraemer-Irwin Company has not been slow to take advantage of the bargain it made with the city, by which, in return for the employment of citizens during the winter at stone-breaking, it secured the right to import curbing stone, with the sanction of the engineer. Under this agreement the company applied for permission to import 7,000 or 8,000 feet, but after consultation with Engineer Haskins, Chairman Judd decided to limit the quantity at present to 4,000 feet. The local stonecutters are not pleased at the concession.

DAMAGE SUITS.

The actions of Peter Rogers and Robert O'Reilly against the Donnelly Contracting Co., of Buffalo, for $5,000 damages each for injuries sustained through the collapse of the T., H. & B. bridge at Binkley's Hollow on January 9 last, were settled out of court at Hamilton on Monday. In the case of Rogers, who had two legs taken off at the hospital, he had signed a release for $500 before leaving the hospital, but his solicitors, Nesbitt & Gauld, claimed the release had been obtained by the defendant by duress and misconception. The settlement yesterday was for $850 and costs, the previous settlement included. O'Reilly got a verdict for $200 and costs.

A Hamilton jury on Monday awarded Mrs. H. E. Davies a verdict of $5,000 damages for the loss of her husband's life in a dynamite explosion on the T. H. & B. railway in February last. Bracey Bros., contractors, will have to pay this sum.

PICTURES INSTEAD OF SAMPLES.

A correspondent of Iron Age writes that journal as follows regarding the above subject:

About five years ago, finding it very inconvenient to sample chisels, etc., in the conventional way, I substituted pictures, which I have used ever since that time. I wrote to the different makers of goods I was handling, getting them to furnish me labels with certain articles printed on for use on shelf boxes, giving the size of boxes. After trying it I found it had a very pretty effect, as all manufacturers did not use the same colored label. I made one row all red, another black, another dark blue and green, and so on; and the boxes being uniform, a very pleasant effect was obtained. The boxes always look as if they were fresh from the factory. They also advertise the goods, as the customers become acquainted with different makers, and will tell you sometimes just what colored label they bought last. You also learn what makes sell faster than others. There are also other features about the practice that the hardware trade would find very convenient.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings Foreign Money Tables (Sterling Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercial lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

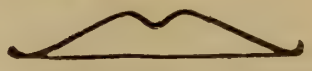
ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over ONE HUNDRED YEARS of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect Extra Hollow Ground Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, April 11, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	16½ 17
Straits "	16½ 17

Tin Plates—*Charcoal Plates, Bright.*

M.L.S. equal to Bradley	Per box
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X	7 70
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	5 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
" 14 65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb.	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
2-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4½
26 gauge, "	4½ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ¼ to ⅜ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 03⅞ 0 04
Domestic "	0 03½ 0 03¾

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 12 0 12½
Standard	0 11½ 0 12
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10½
Other makes "	0 9½ 0 10

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 29

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 13½ 0 14
" " 100 lb. drums	0 12 0 12½
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal	0	0
Extra "	0	90
Brown Japan "	0	65
Brown Japan, Turpentine p. gal.	0	85
No. 1 Carriage "	1	30
Gold Size Japan per gal.	1	00 1 20
Pure Orange Shellac "	1	95 2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

5 Barrel Lots		0 49
1 " "		0 50

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal.	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear		0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads. in ½ lb. bags	0 70
Best thick white card wads. in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	p. M
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepar'd pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each		4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

er box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Tongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1. leather, dis. 47½ p.c
Standard, 37½ percent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 65 and 5 per cent
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Fenning's Gen, net list to 5 p.cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9	00
" 2, " "	4	50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 and 10 and 5 to 75 p.c.
Fire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass.*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

merican, per doz	1 00	1 50
ullards "	6 50	

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross	8	50	11 25

Cement.

Portland, car load lots		2 70
Thorold "		1 10
Queenston "		1 10
Napanee "		1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 70 per cent. From stock 65 and 5 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	1	35
" No. 2	2	70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ and 7½ p.c. rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 5(and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 4(

Glass.—*Window.*

Box Price.

Size United Inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application

Glue Pots.

Tinned, each	30	
Enamelled "	0 55	

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz	1 10	1

Sledge

Canadian, per lb	0 12½	0

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 8

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb 03 3-5 0 04½
Screw hook and hinge—

6 to 10 in., per lb	0 3½	0 04
12 up "	0 2½	0 03

	Per doz. set
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c	

	Per doz. pair	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ and 7½ p.c. revised list.
Planter doz 4 00 5 0

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples. Car. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent.

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 6
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 5z½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer Basis—50 to 60 dy..... Pat'n. 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy. A.P. Fine 3 70
Car lots 10c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails. 10 keg lots prepaid to maximum of 250 100 lb.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets. per gross
Sqre, rnd and octagon.. 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3½
Lanes, 3½ to 3¾ c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

	Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger.....	6	...	8½
¼, 5-16, ⅜ in	6½	...	8½
Cotton, per lb.....	11		12
Russia Deep Sea, per lb..	12½		13½
Jute	" ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65 1 00
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire... .... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian dis. 45. 50 p. c

Sash Weights.
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 70
Hand, Disston's, dis 10 15 p. c.
S. & D., dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 5
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 7
" frame only 7 5

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ & 7½ p.c. revised list

Scythe Snaths.
Canadian, dis. 40 to 45 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.,
Seymour's dis. 60 p. cent.
Etna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.
Tea Spoons ....per gross 7 50 12 00
Dessert " .... " 21 00 .....
Table " .... " 30 00 30 00
Dessert Forks... " 24 00 .....
Medium " ... " 27 00 .....
Table " .. " 36 00 .....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey' " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis. 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 9 7
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz 1 25 2 5

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33⅓ p.c to 35 p.c
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 to 70 and 5 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 5
Binding, Blue ribbon..... ..... 0 7½
" Red cap 0 6½
" Prison 0 0
Carload lots of binder twine shipped under above figures.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8.10 & 12 in. 3 38 6 0

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1 000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5¾ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.
Galv. 2 barb, 2½ & 5 in. apart ... 2 87½
" 4 " 4 & 5 " " ... 2 87½
" Plain twist, all deld ... 2 87½
" Truss 4
"Lock Barb," 4 point 2 87½
Ditto Glidden 2 point 2 87½
Galvanized Barb, "Lyman," 2 to 4 points..... .. 4½
Steel staples 2 87½
Terms, 60 days or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'ne, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.
Tower's Engineer, each .. 2 00 3
" S., per doz..... 5 80 7
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz..... 1 25 2 00

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> Which taken at the flood leads on to fortune;
> Omitted, all the voyage of their life
> Is bound in shallows and in miseries."

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By moving screw back a circular spray is again obtained. The Arc is made as represented by cut, in brass, handsomely finished and nickel plated.

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AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, APRIL 20, 1895. No. 16.

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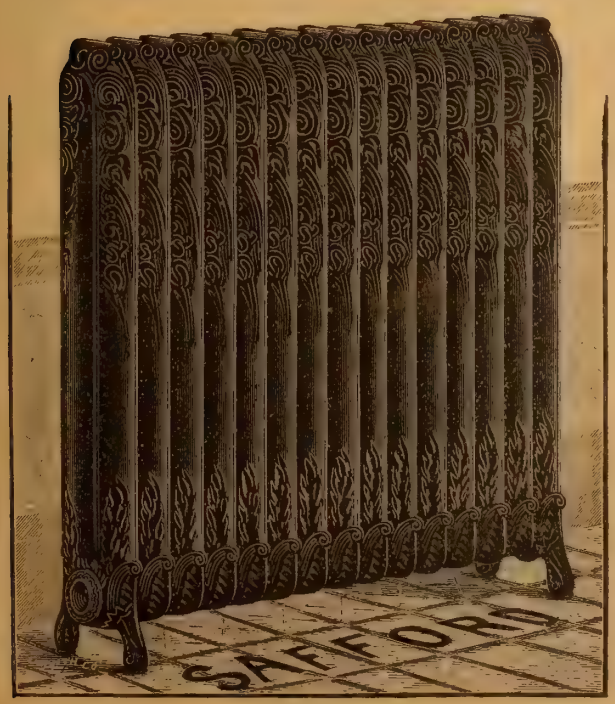
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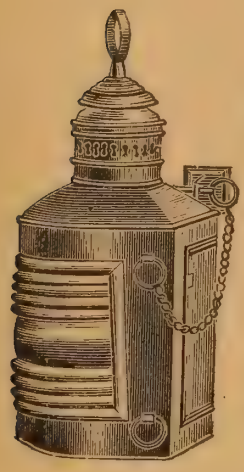
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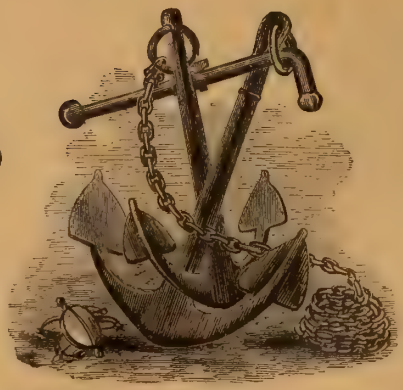
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CHEESE FACTORY SUPPLIES

in the Dominion writes us as follows:

"We have made up Trimmings sent us and like them very well."

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Shipments of Can Trimmings promptly made.
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Toronto.

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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A SUGGESTION IN LOCKS.

The subject of the two lists on locks, already referred to by THE HARDWARE MERCHANT, has caused more or less discussion among the trade

Many were entirely ignorant that there was any such preference given until then, and are now giving the subject careful consideration.

In this connection the suggestion is made that the lock manufacturers should adopt the same methods as other manufacturers of iron goods. That is, make a regular list of prices as in the case of cut nails, wire nails, etc, and have a regular scale of rebates to govern certain quantities. This method, it is believed, would do away with the jealousy and hard feeling now existing between certain houses.

It is certainly hard for some houses who are now on the "B" list, for, as a matter of fact, they are large jobbers and consider that they are as much entitled to the privileges of the "A" list on locks as firms who now enjoy them.

PLATE GLASS AGREEMENT.

Once again have the wholesale plate glass men in Toronto decided to bury the hatchet and sell on a uniform basis.

About a year ago, it will be remembered, the trade decided to fix the discount at 35 and 5 per cent. This discount, as a fixity, was of short duration.

After sacrificing prices for a few months another agreement was entered into, the discount being fixed at 25 and 5 per cent.

This agreement was scarcely made before it was broken. And the last condition of the trade was worse than its predecessors. During the last few weeks the cutting became unusually wild, until discounts equal to 50 per cent. were offered in order to secure the orders that were being keenly contested for.

This indiscriminate slaughtering seems to have brought the dealers to their senses.

At any rate they have come to an arrangement within the last few days, whereby a uniform discount is again to obtain.

This discount is 35 per cent. net 30 days; but how long it will be kept remains to be seen. This much is to be said: Those not in the combination do not seem inclined to clash swords with it. And then there may be luck in the third attempt.

BUSINESS MEN IN THE CABINET.

WHY is it that Governments in Canada have so few business men in their membership? Both federal and provincial administrations are almost wholly composed of lawyers. The Dominion Government is largely made up of professional men, and the result is that a practical business-like control of public affairs is hard to get.

There are at present fourteen Ministers actually in charge of departments, and of these ten are lawyers and only two business men. The ten legal gentlemen are: Messrs. Tupper, Angers, Ouimet, Caron, Daly, Dickey, Costigan, Curran, Ives and Wood. Mr. Foster has been a college professor and temperance lecturer. Dr. Montague is a practising physician. The only two who can fairly be termed business men are Mr. Haggart, Minister of Railways, and Mr. Wallace, Controller of Customs. The Premier, Sir M. Bowell, who was in the publishing business for many years, is President of the Council, and therefore without a portfolio.

Mr. Foster is certainly able, and his tariff labors have brought him fortunately much in contact with commercial men of the country. But how valuable a personal knowledge of business interests and methods would have been to him, he would probably be the first to acknowledge. Necessarily his information, however quickly acquired and aptly assimilated, is second-hand.

Mr. Haggart at once showed the superiority of business knowledge over legal training, when in charge of a great spending department, by putting the Intercolonial Railway on a paying basis.

Mr. Wallace, a successful general merchant and miller, was placed at the head of the Customs Department in 1892, and from the outset introduced business methods into its control. He has tried to meet the wants and wishes of business men. Tariff administration at all times gives rise to inconveniences and grievances, and there will always be persons who are not satisfied; but Mr. Wallace's accessibility and attention to complaints are appreciated by merchants. The Controller is not perfect, but he is a business man. That qualification covers fully two-thirds of the requirements of a Minister.

Sir Frank Smith, an experienced and capable merchant, has no portfolio. When for a few months in 1891 he consented to take charge of the Public Works Department, his administration was admitted to be a distinct success.

When cabinets are being made up, board of trade and business men generally should see that the whole work of Government is not passed over to professional men. The most disastrous errors made in public policy during the past fifteen years have been due to misspent money and loose business methods.

It is an utter farce that Canada, whose whole prosperity rests upon agriculture and trade, should be administered by lawyers. Some deputy-heads are capable and energetic, but their powers are limited, and the tendency with permanent officials is to get into ruts, and to surround themselves with dry-as-dust methods. There is more red tape and sealing wax in public administration than sound sense and promptitude.

Our business men are much to blame for allowing affairs to pass under the control of wire-pullers, both in the federal arena and in the provinces. As matters stand, when egregious business mistakes are committed by Governments, an appeal to party fealty is made on behalf of the offenders, who, often through sheer ignorance, proceed to make more blunders.

If this sort of thing is to stop, the business men must wake up and insist that public affairs be regulated by the same principles that govern every successful private concern.

SAVING THE DISCOUNTS.

As we wish to take advantage of all discounts, please send us a statement of any outstanding you may now have against us, and always hereafter send us statements from time to time within such time as will enable us to exercise our option to pay cash and take the discount.

THIS is the contents of a card which the E. B. Eddy Co. are in the habit of sending out to those from whom they purchase goods, and should be an incentive for others to go and do likewise.

In these days, with the margin of profit so small as it is in many lines, the saving of every cent or fraction of a cent is so important that nothing should be left undone to secure it.

By saving his discounts the merchant or manufacturer may be said to have ensured a profit before he has sold the article bought. No matter how small the discounts, it should be made a rule with every business man to take them, unless, of course, it is clearly more profitable to take the time instead of the discount.

As a rule, however, it is better to take the discounts, on the principle that a bird in the hand is worth two in the bush.

If the discounts only pay 25 per cent. of the rent, that is worth considering. It is a small business, indeed, that will not do this, or even more.

THAT INSOLVENCY BILL.

A POOR excuse indeed is that advanced by the Dominion Government why it proposes to again defer dealing with an insolvency law.

Time ample will there be found for allowing members to repeat old campaign speeches, which neither fellow members listen to nor the electorate read, and whose only office is to release pent-up partizan wind.

But when it comes to dealing with the Insolvency Bill "time cannot be found for discussing a measure of such importance."

What nonsense ! But if it is sound logic, what a commentary it is upon the intelligence of the members of the House !

From time to time during five years at any rate the question of a Dominion insolvency law has been a live topic of discussion in the trade and daily press, while the measure that was introduced last session by Sir Mackenzie Bowell was sifted and resifted in committee and in the Senate. And he who, after that, is not familiar with the bill is more fitted for an insane asylum than membership in the House of Commons.

But there is a grave suspicion that the excuse advanced is merely improvised, and, therefore, is not real.

The whole truth of the matter is that the Government is afraid to deal with the bill.

Had we more business men in both the Cabinet and House, and fewer lawyers, we would not see business interests sacrificed to political exigencies as they are now being, and as they will be in the future unless a marked change is made in the personnel of those delegated to make and fashion the laws of the land.

Men do not gather grapes of thorns or figs of thistles.

EXPECT BIG YIELD OF SEAL OIL.

Later reports from Newfoundland confirm the belief that the yield of seal oil this season will be much heavier than last season's, as THE HARDWARE MERCHANT intimated last week.

Advices on Saturday last reported the arrival of four more vessels with 55,000 seals, making in all up to date a catch of 212,000 carcases. In fact, it is expected that the aggregate catch will not fall far short of 300,000 skins.

In view of this large catch the prices of skins and oil at St. Johns have declined greatly of late.

The average return from skin and oil is about $1.50, so that on this estimate the value of the whole catch is about $450,000.

All this has been gathered inside of six weeks, and is really a marvellous return in so short a time. It should go a good long way toward cheering up the spirit of the people of "Terra Nova," which have been cast down by recent occurrences.

HOW TO REMEDY TRADE EVILS.

THERE are evils in the hardware trade as well as in other lines of commerce. They may be divided into two classes: Those from without and those from within. Their particular character every hardwareman is conversant with.

In order to make any appreciable headway against the multiplicity of evils that exist there must be unity of action.

If the evil be long credits, cutting prices, abnormally long hours, or anything else, little headway can be made against it if an individual merchant only here and there undertakes to remove it. He must have somebody to help him, and the more the better.

And the best way to get the many is by the formation of retail hardware men's associations in every village, town and city throughout the country.

Hardwaremen are nearly a unit in recognizing the necessity of such organizations. But the desideratum is not forthcoming, because nobody takes the initiatory step towards securing it.

Fifty associations might be formed within the next few weeks if one or two merchants in as many different cities, towns, villages or townships would confer together and send out notices to their brother merchants calling organization meetings.

Take the step yourself.

ONCE A BUSINESS MAN.

A point in favor of Mr. Kilvert, now acting Commissioner of Customs, and for some years collector of Customs at Hamilton, is that he has had business experience.

Although a lawyer by profession, Mr. Kilvert began life in business, and for four years had practical experience in a retail establishment. There he learned to know commodities in various lines and to be familiar with prices.

Speaking to HARDWARE MERCHANT this week, Mr. Kilvert said his early business training stood him in good stead when he took up work in the Customs. Fortunately the service gets the benefit of the Acting Commissioner's commercial experience, although he would probably have been appointed whether or no.

The number of lawyers in politics accounts for so many of them being in the public service, and Governments are always choosing their legal friends for positions. Some they fill well, but business men should see that commercial training is made at least as valuable a qualification for office as any other quality. In some branches of administration it is, or should be, an indispensable factor, and the only explanation of its being so commonly ignored in public appointments is the unwise apathy among commercial men as a body.

TARIFF DECISIONS.

The sub-committee of the Montreal Board of Trade appointed to deal with the subject of tariff decisions has drawn up a form of petition asking the Governor-in-Council to appoint a Board of Experts to secure uniformity in the application of the tariff.

This is a definite move in favor of a uniform tariff, which THE HARDWARE MERCHANT has been agitating over a year and a half, and which means more to the internal commerce of this country than a great many reforms which make more stir.

The business men in Montreal and elsewhere were for some time apathetic on the subject, and contented themselves with occasional mutterings against unequal and contradictory rulings from the department. Now, however, the Board of Trade at Montreal is awakening to the importance of the reform, and the petition drawn up is to be sent to the other commercial bodies of the Dominion for joint signature. Montreal and Toronto, as the largest importing centres of Canada, may justly take the lead in this agitation, but the trade everywhere are directly concerned in removing the present inequalities.

Controller Mr. Wallace has since his appointment done his best by the system of checking to remedy the grievance of the trade, but no expedient can be so satisfactory as a permanent court which will at once enforce uniformity and act as expert

judges on disputes between the importers and the authorities.

For years back the growing unpopularity of the tariff as a revenue-raising institution may be traced to the anomalies allowed to exist in its administration. The best merchants in Canada have had reason to feel disgust and annoyance at the way the Customs law was enforced. In fact, to some minds the suspicion was natural that there were officials in the department who wanted to make the tariff as oppressive and obnoxious as possible.

A Court of Appeal would relieve this strain, and merchants everywhere should see that the Montreal petition is largely signed, and that the reform so often advocated in these columns is dealt with at the session of Parliament which opens this week.

The question is not so intricate that it cannot be promptly and adequately dealt with this year.

ENGLISH OIL IN THE WEST.

More than usually large quantities of English linseed oil are said to be on the way for Toronto and points in Western Ontario.

The cause is understood to be the lower price that is being quoted in England for June and July delivery.

One importer who has figured the matter out, stated to THE HARDWARE MERCHANT that English oil can be laid down about 1½c. per gallon lower than the price quoted by the Canadian crushers, who have refused to entertain lower bids.

The duty on linseed oil is 20 per cent., this being one of the articles upon which the tariff was lowered last session, 1¼c. per pound having been the rate before.

The trade in Toronto and Western Ontario is practically controlled by the only manufactory there is in the province, there being, so it is said, an understanding between it and the crusher in Winnipeg that each shall not invade the other's territory.

THOSE TARIFF CHANGES.

A Montreal hardware dealer takes exception on two points to the article which appeared in THE HARDWARE MERCHANT of last week under the caption "Customs Regulations." This article gave a list of customs tariff changes, and the Montrealer claims that it was in error as regards two items.

THE HARDWARE MERCHANT gave the duty on oyster knives as 30 per cent.; the Montrealer says the rate is either 25 or 35 per cent. The rate on table steels was given at 30 per cent; the Montrealer says it should be 32½ per cent.

A representative of THE HARDWARE MERCHANT visited the Toronto Custom House, and submitted those objections to Mr. Blackwood, the hardware appraiser, who stated that he had not yet received direct official notice of the changes in tariff, although he had seen them mooted, and that meantime, under the old regulation still in force, the Montrealer's quotation of the rates was correct.

THE PETERBORO' TROUBLE.

Two hundred employes of the Canadian General Electric Company of Peterboro' have struck, because the company is alleged to have asked each one to sign an undertaking that he would, in case he spoiled any piece of work he was engaged on, pay the cost of the material in it, and also the wages of other men employed upon the piece in the various stages before it reached his hands.

The men have submitted a compromise agreement, and the company have given the men one week to accept the original terms. Thus the trouble now stands.

CANADA'S OFFERS UNKNOWN.

Hon. Clarke Wallace, Controller of Customs, returned this week from his visit to New York and other centres of United States trade. Mr. Wallace also visited Washington, and had an interview with Mr. Carlisle, the Secretary of the Treasury.

In conversation with THE HARDWARE MERCHANT, Mr. Wallace said that the Canadian authorities kept a far closer watch upon tariff changes and tariff rulings at Washington than the American officials bestowed upon tariff legislation here. The Secretary, for example, knew nothing of Canada's offers of reciprocity embodied in the Tariff Act of 1894, yet he is in charge of the revenue department, and ought to be posted on tariff possibilities affecting the revenue.

This discovery of the Controller should force our Government to adopt a method of keeping the Washington authorities posted. Either our tariff offers to extend trade mean something or they shou'd be rescinded. Have these reciprocity clauses in the tariff, passed last session of Parliament, ever been brought to the attention of the powers at Washington? Unless they are mere claptrap they ought to have been. Of course, all negotiations must pass through the Imperial ambassador, Sir Julian Pauncefote. But is he kept duly informed of our wishes? Sir John Thompson once favored the appointment of a Canadian official at Washington attached to the British Embassy, who would have the necessary knowledge, and be in close touch with Ottawa. Something of that kind is needed unless Parliament's statutory declarations of a wish to extend trade are delusions.

MONEY AND STOCKS.

THE firmness noted last week in the money market has become more pronounced. The ruling rate for call loans is 4½ per cent., but in some cases 5 per cent. has been charged. The usual seasonable demand is beginning to develop.

* * *

Canadian Pacific is a little stronger. "Some investment stock," said a broker, "is being taken off the market, which shows that people have not lost faith in C. P. R. yet. With increased traffic, rates in the United States are being restored, and the same may naturally be expected of C.P.R."

* * *

Insurance stocks are dull, with the tendency of values downward.

* * *

Postal Telegraph is attracting a little more attention. To the fact that it is to be listed on the New York Stock Exchange is due this. "It is now 71," said a financial man, "and it is likely to go up to 80 after being listed." It is proposed to increase the capital stock $5,000,000, which will be devoted to liquidating certain liabilities.

* * *

There is still a good demand for municipal bonds, but, as of yore, there are practically none to be had.

* * *

The activity in grain and provisions in Chicago, and in stocks in New York, is again stirring up the speculative spirit of speculative Torontonians, who dream of fortunes awaiting them in "Gotham" or in the "Windy City."

* * *

The circulation in the Dominion during March was $20,946,237. This is nearly half a million less than in the same month a year ago.

* * *

Toronto has succeeded in getting power from the Legislature to issue debentures bearing 4 per cent. interest if by so doing a better price can be got than for 3½'s. This power, it will be remembered, was asked in order that the city might be able to accept the bid of the Scotch capitalists for the purchase of certain municipal bonds.

* * *

Winnipeg's 4 per cent. 30 year bonds have been sold at 96.76. A Montreal firm was the purchaser, and the price paid is understood to be in excess of that anticipated.

* * *

Commercial Cable's earnings for the first three months of the year are said to show an increase of $600 per day compared with the same period of 1894. ARGUROS.

DROPS FROM THE EDITOR'S PEN.

The merchant should now reach forth for the things that are before, forgetting the dull times that are behind.

* * *

The abnormally rich are not, as a rule, popular, but most of us are willing to sit at their feet and take lessons on how to acquire wealth.

* * *

The Better Times to be seen on the trade horizon are no mirage. They are a reality, and the more energy we exhibit the sooner will we get to where we can enjoy them to the full.

* * *

The Oil Trust is engaged in cornering oil in order that the price waves may rise abnormally. Waves of this kind, however, sometimes swamp those who are trying to manipulate them.

* * *

A contemporary remarks that the life of a collector is not an easy one. Did anybody ever say it was? The only thing easy about it is the way in which he is sometimes kicked down stairs.

* * *

From the way spring lingers in the lap of winter one would imagine she preferred cold to heat. It does not follow that storekeepers should imitate her, and linger in pushing spring trade.

* * *

People are busy speculating upon the advantages that will accrue to China in a commercial sense on account of the thrashing Japan has given her. It is safe opining that China does not see eye to eye with them.

* * *

The imports at the port of Toronto last month aggregated $188,076 more than for the same month last year, and the exports were $124,416 more than for March, 1894. Another evidence of returning activity.

* * *

Those who try to get education in order to escape perspiration will not be able to raise enough friction to keep themselves warm, much less set the world on fire. Get education, but get it in order that your perspiration may be to more purpose.

* * *

Now that the inquiry into the cause of the Simpson conflagration has been closed, and four men are charged with knowing something as to the origin of the fire, the coroner will turn his attention to probing the Globe fire.

* * *

The aggregate exports of the two provinces of Ontario and Quebec to the United States during the fiscal year ending June 31, 1894, were $934,000 in excess of the corresponding period of 1893. In view of the depression this is particularly gratifying.

* * *

Some there are who contend that the entrance of the departmental store and the exit of the small store means the survival of the fittest. The "fittest" means the best. But how the departmental stores can be so designated is an enigma to a good many; and all are not storekeepers either.

* * *

Judging from the number of capitalists from the United States who have been reconnoitering the Dominion with a view to starting new industries here, the knowledge that Canada is a "pretty good country to live in" is gradually being disseminated among our cousins south of the border.

* * *

So the Toronto Public School Board has also got a bone to pick with the Fire Underwriters' Association. With both business men and educationalists picking away at the same bone, they ought to be able to get the insurance men near enough to the verge of starvation to bring them to their senses.

* * *

A gradual falling off in the crop of bankrupt stock dealers may be expected, since the Ontario Legislature has adopted the bill permitting only those who have resided in a place three months to start into business there without being subject to a license fee of $250. This is the kind of crop that business men will like to see diminish, for it means a better harvest of profits for them.

HAD A GOOD WINTER'S TRADE.

MR. George Simms, Nipissing, Parry Sound District, was in Toronto last week on a purchasing trip. Mr. Simms is a general merchant, besides which he performs the duties of post master in his village.

Nipissing is situated in an excellent lumbering district, while around it are a number of good farms. "Nipissing is a good market for the farmers," remarked Mr. Simms. "Why, do you know that when oats, for instance, are selling in Toronto as low as 25c. per bushel, the farmers around Nipissing are getting 40 or 50c. or even more per bushel from the lumbermen."

When asked how business had been during the past winter, he said, as he leisurely twirled his hat in his hand: "We had a splendid winter's trade; better in fact than usual. Booth, I should think, has taken out fully 200,000 saw logs in our neighborhood this winter. When spring opens the logs are taken across Lake Nipissing to connect with Mr. Booth's railway. There the logs are loaded on to the cars by means of an endless chain and taken to Lake Nonbonsing, where they are dumped into the water and floated down to Ottawa."

CENTRAL PRISON BROOMS.

BEFORE prorogation the Ontario Legislature dealt partially with the prison labor question discussed in these columns last week.

Mr. Gibson (Hamilton) moved that the House ratify an agreement made with H. A. Nelson & Sons for the manufacture of brooms and whisks at the Central Prison by the prisoners confined therein.

Mr. Whitney moved in amendment to the effect that no agreement for prison labor should be entered into with any individual or firm until other individuals or firms interested in the manufacture of articles of the same description shall have had ample opportunity by public notice of competing for the purpose of entering into such agreement. It seems difficult to understand, he said, upon what principle the Government could sanction the proposed abandonment of the principle of allowing privileges of this sort to be open for public tender. Instead of giving public notice to manufacturers of their intention to dispose of the privilege, it appeared to be the fact that it had been granted to one firm without open competition. From this two evils had arisen. First, the Government had not received a sufficient price for its prison labor; and, second, the business of manufacturers in similar lines had been injuriously affected by prison competition. For this reason he had introduced his amendment. He did not intend to discuss it at any length, but would urge it upon the favorable consideration of the House.

Mr. Gibson (Hamilton) reminded the House that a primary object of the industries had been to supply work for the prisoners, and, while establishing a diversity of industry, to interfere as little as possible with outside labor. This was not the first renewal of Messrs. Nelson's contract, and the House would easily understand the great advantage of dealing with a firm of perfect reliability and high standing, such as they knew that firm to be. Mr. Gibson mentioned the fact that a great proportion of Messrs. Nelson's goods were shipped out of the province, and thus did not come into competition with local manufacturers. This had been taken into account as a very important consideration in making the contract. The transaction had been conducted on a business basis, and he had to ask the House to reject the amendment.

Finally Mr. Gibson's motion was carried on a division of the House by a vote of 51 to 37.

Burglars the other night robbed the general store of Geo. A. Bigelow, Rossland, Ont., of $300 in cash and goods.

GERMAN CUTLERY IN CANADA.

The makers of German cutlery have reason to be proud of the advances made in their trade during recent years in the face of strong foreign competition. The various lines sent into this country by H. Boker & Co. have undoubtedly made their way by reason of excellence in quality and finish, and this success may be taken as a sign that German makers are determined to increase their hold in the Canadian market. The knives, penknives, pocket knives, and scissors of this brand were inspected by HARDWARE MERCHANT this week, and lead to the conclusion that in all grades, especially the high grades, their superior quality must induce a great trade. In razors, too, the same is true.

The Germans have been making fine razors for many years, but they were not common in the Canadian market. Once brought in they commanded a large sale, owing to their excellence and splendid finish. The pen and pocket knives of H. Boker & Co. (and in this line it takes longer to establish a reputation for high grade goods) will surely follow the success attained by their razors.

MASSEY-HARRIS CO.

Advices from Ottawa state that supplementary letters-patent have been issued to the Massey-Harris Co., authorizing it to establish branches in other countries, so far as Canada is concerned.

Along with this announcement comes a dispatch from Winnipeg, stating that T. J. McBride, for several years the company's manager in Manitoba, is shortly to leave, to assume control of a factory to be erected by the concern at Niagara Falls, N.Y.

A member of the Massey-Harris Co., in conversation with a representative of THE HARDWARE MERCHANT, admitted the taking out of the supplementary letters-patent referred to, but denied the report that Mr. McBride was to come east.

Further than this he would say nothing. When asked if the company had decided to build at Niagara Falls, or any other point in the United States, Mr. Massey remarked simply: "There is nothing I want to say for publication."

Taking all things into consideration, there seems little doubt that this big firm has at last resolved to cater directly to the American trade by building across the border.

WHAT HE ADVERTISES FOR.

THE HARDWARE MERCHANT overheard this conversation the other day between one of our advertisers and an "ad." solicitor for a manual:

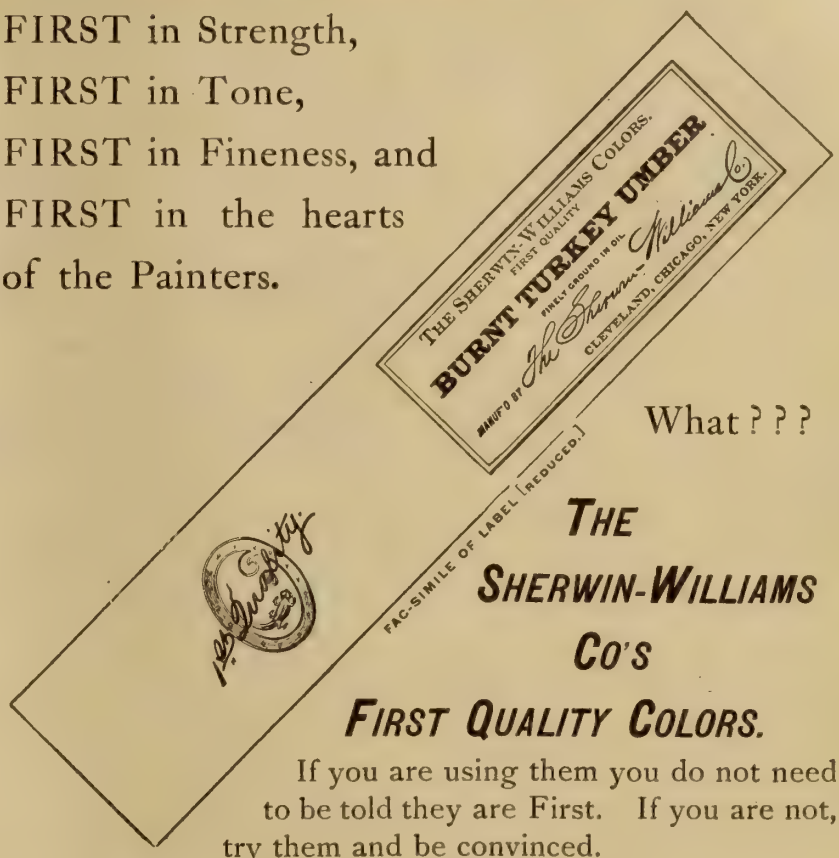
Advertiser: No, it would not pay us; we have found from experience it does not pay us to go into such things. We advertise in the trade papers. We get the best results from them.

"Ad." Solicitor: But you don't advertise to sell your goods; it is merely to keep your name before the public.

Advertiser: We don't, eh? That is just what we advertise for. And if it didn't pay us I can tell you we would pretty soon stop advertising.

The advertiser in question does probably nine-tenths of his advertising through HARDWARE MERCHANT.

FIRST in Strength,
FIRST in Tone,
FIRST in Fineness, and
FIRST in the hearts
of the Painters.



What ? ? ?

THE SHERWIN-WILLIAMS CO'S
FIRST QUALITY COLORS.

If you are using them you do not need to be told they are First. If you are not, try them and be convinced.

SOLD BY

The Wholesale Agents for Canada

WALTER H. COTTINGHAM & CO. Finest Paints and Varnishes MONTREAL.

ANOTHER CANADIAN CABLE.

At the last monthly meeting of the council of the Jamaica Society of Agriculture and Commerce and Merchants' Exchange, letters were read from the secretary of the Trinidad Chamber of Commerce in respect to cable extension between Halifax, Bermuda and the West India islands, and also from the Halifax and Bermuda Cable Co. The draft of the petition prepared by the committee appointed by the council at the last meeting to consider extended cable communication by the Halifax and Bermuda Cable Co. was read, with a view to its presentation to the Legislative Council. The petition is a comprehensive and able document, and was unanimously adopted. The Gleaner, of Jamaica, notes, on the authority of a correspondent at Guadeloupe, that the General Council of that island has withdrawn the subsidy from the West India and Panama Telegraph Co. (50,000 F), and given it, as from January 1, to the French Compagnie des Telegraphes sous Marins.

OIL AND ARISTOCRACY.

The nineteen-year-old daughter of a former Petrolea (Ont.) magnate is to marry an Austrian count. The father of the lucky Canadian girl is W. H. McGarvey, who now resides in Germany, and the bridegroom to be is Count Eberhard von Zeppelin McGarvey is said to be worth $5,000,000.

TIN PLATES INDUSTRY.

The domestic tin plate industry of the United States seems to be steadily developing. Of course those engaged in it feel more or less seriously the loss of the support furnished them by the McKinley tariff, but nevertheless they are forging ahead. The Metal Worker, in its April number, publishes a full list of American tin plate works, and brands of tin and terne plates. There are 130 tin plate mills built and building, 86 of which are in operation. The brands turned out by these factories are numerous, and some of them are already well known.

EXCITEMENT AMONG OIL MEN.

PETROLEUM is higher to-day than it has been at any other time for eighteen years past.

The American crude oil market has advanced phenomenally, taking the market for all classes of refined oil with it. Crude closed at $1.99 in Oil City on Saturday, Canadian crude running from $1.45 to $1.50.

All grades of refined, both American and Canadian, have gone up in sympathy from 2 to 2½c. per gallon, but this advance does not cover the whole advance in crude. Therefore if crude maintains its present figure, refined oil must advance still further to cover the cost to the manufacturer.

There has been no such sudden upheaval in the oil market, no such excitement among oil men, since the great advance of 1877.

It is interesting to note the causes of this unusual state of the oil market. Mr. Rogers, of Samuel Rogers & Co., Toronto, said to a representative of THE HARDWARE MERCHANT on Tuesday: "Remarkably low prices have prevailed for some years on American crude and refined oils, and the exports of refined grades to other countries have enormously increased. These circumstances, together with the lessening production of the various fields, have conspired to lessen the stock of crude in sight to a very low point, and the present advance seems to be the result in part at least of the producer, manufacturer and speculator awakening to the fact that the consumption is considerably exceeding the supply. It is difficult to say how much the increased prices are the result of speculation, nor does it seem easier to tell whether the present prices will advance or recede.

"It seems certain however," concluded Mr. Rogers, "that unless fresh fields are discovered the old low prices to which we have been accustomed will never be reached again."

Mr. Rogers had barely ceased speaking to THE HARDWARE MERCHANT when a message came over the wires that crude had taken another jump, and refined oils forthwith made in sympathy a further advance of from 2 to 2½c. a gallon.

There is no telling where this will stop. The oil well men have the key to the situation, and evidently intend to hang on to it until they make up for the 18 years of poor prices they claim to have endured.

A despatch from Oil City to The New York Journal of Commerce, dated April 12, gives a clue to the feeling in the Pennsylvania oil regions. It reads:

"What is going to become of the oil market? That is the question that above all others is now agitating the minds of the people who have some oil production or a little money to lose or make more with in a speculative deal.

About two years ago oil was selling around 53 cents a barrel and the supply was so much greater than demand that production fell off on account of the low prices. Things have changed wonderfully since then and oil has been gradually creeping up in price. At the opening of the present year the dollar mark was reached. Yesterday it sold for $1.80 per barrel. The decrease of the stocks and the continued drain of production had begun to excite comment, and the world awakened to the situation. It was seen that an enormous demand had been created for Pennsylvania oil, which demand had exhausted the supply, outgrown the ability of the country to satisfy, and on the heels of a failing production.

"The stock of oil on hand at the present time is 5,000,000 barrels. The monthly consumption is not far from 3,000,000 barrels. It will be seen, therefore, that the supply on hand, if no more were produced, would not run two months. But the production of the various fields in Pennsylvania is about 2,000,000 barrels a month, so that at the present rate of production and consumption the stocks will last the balance of the year. However, this is not really a test, for the present consumption is lighter than for months before, and at the rate of consumption that has prevailed all winter the stocks would barely run to midsummer.

"Producers and not speculators are reaping the benefit of this advance in oil. Prior to 1890, the oil exchanges were the curse of the oil producers. In 1882-83, the last big advance in prices, the oil country went mad over gambling on the exchanges. Oil producers would sell their credit balances to buy certificates on margin, and the large producers would deposit their certificates with brokers to buy options. Now they are selling their crude oil and banking the cash. There will be unparalleled activity in the fields this month. Scouts are now out leasing anything and everything that remotely resembles oil territory. All the small well territory in the Bradford and Allegheny fields is being drilled, and old wells are being cleaned out and shot with nitro-glycerine to increase their output.

"It is rumored here to-night that a conference of some sort is in progress in New York between officials of the United States Pipe Line and Standard Oil Company people. Just what the conference is about, no one seems to venture an opinion, but it seems obvious that it has to do with the big advance in prices."

PETROLEUM IN MONTREAL.

The extraordinary excitement in petroleum in the American markets had its first reflection in Montreal this week. On Wednesday last refiners in Petrolea ordered their Montreal agents to withdraw all quotations, and at this writing the market is in a very unsettled and feverish state. Spot prices in Montreal, in consequence of the above order, have been jumped up 1c. per gallon on car lots to 14 to 15c. Even at this advance, however, prices are not on an equivalent with the cost price asked for the crude article at Petrolea, which is equal to a price of 16¾ to 17c. for refined oil laid down in Montreal. The pronounced advance, however, has been in American, which is now selling 5c. per gallon higher, at 22c. in car lots, and 23c. in smaller quantities.

LOW PRICE OF IRON ORE.

The Iron Age says that the ore buying movement has practically ended, the supplies needed from the older ranges have been practically covered, and a good deal of Mesaba Bessemer has also been placed. "On Canton ore, the cheapest of the new range, the price has been $2.10, while on Franklin, which ranks among the best, $2.55 is the figure. Chapin ore has sold at $2.55." Chapin ore is the only one of these quoted in Swank's annual report, giving the prices of Lake Superior ore for the past six years. It is quoted for 1891 at $4 25. The reduction here on two tons of ore is $3.40. Republic and Champion No. 1 were $5.50 in 1891, and Franklin, "which ranks among the best," is now $2.55. Here is a reduction on two tons of $5 90. If the difference should be taken between the best of 1891 and the cheapest at the present time, the reduction on two tons of ore would be $6.80. The Iron Age quotes Bessemer pig sales of 30,000 tons at a rate equal to $10.75 to $10.85 at Pittsburg. Four years ago this month the price was $16.10. The reduction, then, is from $5 25 to $5.35. It will be observed that the reduction in the price of pig is pretty much offset by the reduction in the price of ore, which is due to the fact that ore can be mined and loaded with less labor than formerly. There is a constant increase in the size of the blast furnaces, which reduces somewhat the cost of making the pig, and it is safe to assume that in four years other economies besides the use of larger furnaces have reduced the cost of making pig.

INTERESTING STATISTICS.

The following statistics were quoted by Mr. Benjamin Pickard at the recent Miners' Federation of Great Britain, and are collated from the Government report. The figures refer to British mines: In 1879 the assessed value of coal and metals as sold to the consumer at that date was £63,738,503 whilst in 1893 it had risen to £72,024,066. In 1893-4 the assessed value of mines was £7,640,806, whilst in 1893 it had increased to £12,040,001, or an increase of £4,982,195, thus clearly showing that—taking the two items stated to determine whether the trade was more valuable or not—viz, what the mines are assessed at and the value of the amount produced—the assessable value of mines is nearly £5,000,000 more, and the selling price of coal has been raised to nearly £9,500,000 more. If he took the other staple trades of the country the same thing applies. Thus it would be seen in the coal trade that, while in 1882 the output was 156,499,977 tons, the value was £44,118,409; the output in 1893 was 164,325,795 tons and the values for the year £55,807,808. Thus it would be seen that an increased turnover of £11,000,000 had been passing through the hands of colliery owners for the sale of only 1,000,000 additional tons of coal compared with 1892. Then, if he took the share capital of 1884 and compared it with that of 1893 he found an increase of about, in round numbers, 9,000 companies. In 1884 there were 8,692 companies, and 1893 17,555. The paid-up capital in 1884 was £475,551 294, and in 1893 it was increased to £1,013,119,350, or an increase of £537,500,000.

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THE CONTEST OF LIFE.

CHAUNCEY DEPEW delivered an address to the students of Chicago University a few days ago. The subject was: "The Present; Its Opportunities and Perils." As reported by a New York paper he said:

"Blood and treasure are not poured out in a successful career in literature, the professions, or business. It is an ignoble and a mean view which relies upon the ruin of an opponent in order to secure his place. Success in life, with all its hot competitions, is rather a contest like some of the games of Olympia and some of the athletic feats of our own times, in which the swifter runner or the more skilful oarsman may win the prize, but there are honors and cheers, there are places and rewards for those who fail in securing the supreme positions.

"Of course, we know of fortunes which have been made by the misfortunes of others, and positions which have been won by the overthrow of others, but the man whose accumulations, however great and glittering they may be, represent simply the ruin of tens or hundreds or thousands, is nothing but a legalized brigand. It is the misfortune of our complex civilization that the law has not comprehended and covered in its prohibitions and penalties all the opportunities of sinning against the persons and properties of a community.

"I acknowledge the position and the usefulness of the business college, the manual training school, the technological institute, the scientific schools, and the schools of mines, medicine, law, and theology. They are of infinite importance to the youth who has not the money, the time, or the opportunity to secure a liberal education. They are of equal benefit to the college graduate who has had a liberal education in training him for his selected pursuit. But the theorists or, rather, the practical men who are the architects of their own fortunes, and who are proclaiming on every occasion that a liberal education is a waste of time for a business man, and that the boy who starts early and is trained only for his one pursuit is destined for a larger success, are doing infinite harm to the ambitious youth of this country.

"It is the province of education to solve problems and remove acute conditions. Our period is the paradox of civilization. Heretofore our course has been a matter of easy interpretation and plain sailing by the navigation books of the past. But we stand five years from the twentieth century, facing conditions which are almost as novel as if a vast convulsion had hurled us through space and we found ourselves sitting beside one of the canals of Mars.

"The times are ripe for ignorant demagogues and educated patriots, and our colleges are the recruiting stations for the patriots. All these are not revolutions. They are symptoms—symptoms of conditions which must be grasped, understood, met and solved. We need fear no revolution, because revolution only comes, as it has in the past, when there is an under and oppressed class seeking to break the crust of caste or privilege. We have no caste or privilege. The people who are discontented are the governors and rulers, and they must solve their own problems. They can elect their own Congresses and Presidents."

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TORONTO

SMALL THINGS.

Think naught a trifle, though it small appear;
Small sands the mountain, moments make the year,
And trifles, life.—Young.

GREATNESS, in commerce as elsewhere, is brought about by the careful observance and utilization of details or small things, says Ironmongery, London. As the slightest leakage of gas is indexed on the dial of the meter, so business leakages are indexed in the net results of the actual turnover; and while every endeavor should be made by enterprise, energy, and determination not to be outrun by a rival, and to do an ever-increasing business, every possible effort should be made to prevent waste and extravagance in any sense. It is the little wastes, the little losses, the little things left undone that ought to be carefully attended to, that, in the aggregate, often make so serious leakages that the most profitable of businesses will ultimately feel the strain. Many good businesses have indeed been brought down entirely through lack of attention to details. Let these be systematically and properly attended to, and the business man has little to fear. The following are a few of the "atoms" that make a "great" business.

Always have the shop windows clean and polished, and the window frames free from cobwebs, mud splashes, and dust. Always have name plates, door handles, or any brass mounts polished so brightly that the value of the cleansing paste kept in stock may be thus practically demonstrated and recommended. At frequent periods remove any goods which may be shown under glass cases or stands of any kind, and sweep away the dirt that gathers so quickly. Observe the importance of having goods free from dust, as to show any article bearing this objectionable coating shows decided slovenliness. To do this, so that cleanliness should be one of your trade-marks, it is best to have a systematic method. Divide the shop into sections, and let it be made imperative that the goods in each section shall be dusted—not with a feather duster—and even polished by hard rubbing, if necessary, at regular intervals. Bear in mind the importance of having a piece of wash leather kept in case or drawers where electro-plated goods and cutlery are displayed or stocked, so that every finger-mark may be wiped away before replacing the goods after showing them to customers. To neglect to do this is to considerably reduce the value of such goods. Apply the same rule to edge tools and hand-saws, as these goods also require very close watching against the chances of deterioration, and it may be well to note here the value of a thin coating of vaseline on these goods as a preventive against rust. Vaseline is far superior for this purpose to fatty oils or animal fat of any kind. There is nothing so tends to prevent sales of mechanics' tools as to let them get into a dirty, rusty state, for there are few keener critics than the workmen, who, if of the better class, always keep the tools they have in use in excellent condition, and are not likely to buy new tools at a shop where the condition in which the goods are kept shows that the assistants are either too lazy or too ignorant to look after the stock properly.

Always buy with a view to balance stock, not to overload it. This may be done by a careful survey of the stock previous to ordering. When buying, bear in mind that variety rather than bulk is essential to a good stock, and now that goods may be obtained so quickly, it is better to pay a little higher price for small lots, which form a floating stock, than larger quantities, which may soon become a sunk, dead stock, which can only be disposed of at a loss. Be guarded in the acceptance of "Special Lines." To buy what is not wanted is dear at any price. Sales are necessary at times to get rid of old stock, but you do not want to buy a lot of useless stuff in order to have a sale forced upon you. Buying well and selling well will prevent the necessity for frequent sales.

Carry out alterations in the dressing of windows at such frequent periods as to create an expectancy and interest among the public. Confine these displays to some particular section, and display all varieties in that section. To try to show something of everything is a decided failure. Take one section at a time and show it well. Cover all shelves and stands with some kind of material, such as baize or, for best classes of goods, velvet. The suitability of color to the goods to be displayed must be considered. Be careful to place goods as nearly as possible in their natural position. Brass goods show best on black or ruby colored material; electro-plated goods on peacock blue or terra-cotta. Ticket some of the principal samples of goods in the window, for this practice, let it be remembered, gives the public the information wanted, without giving them the trouble of entering the shop to make the enquiry, and in many cases leads to a sale which otherwise would not be made.

Lastly, at all times remember that "A penny saved is a penny earned," as to the employer, so to the employed. Always be doing something. If not very busy, then take in hand one of the many odd jobs always waiting for attention, so that at the close of each day you will know there has been "Very much attempted, very much done."

RAINY RIVER GOLD FIELDS.

A press despatch from Port Arthur says that things are booming in the gold way in the Rainy River district. Col. Ray has refused an offer of $25,000 for one of his locations near the now celebrated Weigand mine. A Philadelphia capitalist who is interested with Messrs. Wiley Bros. in the Lake Harold location, has thirty men at work mining and building a gold mill of the latest pattern and most modern style at Lake Harold itself. The Ingersoll Drill Company have started a man in the district to sell mining, milling and drilling machinery. Up to date hundreds of locations have been surveyed and purchased from the Crown, and literally thousands of veins have been located. These all carry gold from $5 to $1,000 per ton. If this district were in South Africa or West Australia 40,000 people would be there inside of ninety days; because it is in Algoma, Canada, there are not likely to be one-quarter of that number, notwithstanding the fact that there is plenty of water, cheap fuel, and labor at less price than any other mining camp in the world. The only drawback is the want of railway communication. This, it is expected, will be overcome this season by the building of the Ontario and Rainy River railway.



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HARDIE AIR MOTOR.

THE Rome (N.Y.) Daily Sentinel gives an account of the recent trial in that city of the Hardie air motor. A number of prominent street railway men from various parts of the country were present.

Robert Hardie, inventor of the motor, directed its operation. Mr. Stebbins, of the draughting department of the works, assisted in giving the visitors information. The trial was made on the 800 feet of rough track in the yard of the works, with Engineer Williams at the lever. The car started out with 1,800 pounds of air pressure to the square inch and a temperature of 310 degrees on its hot water tank, which is used to great advantage in heating the air before it passes at reduced pressure to the engine cylinders. A valve constructed for the purpose reduces the pressure of the stored air to 140 or 150 pounds, and this is the working pressure, or the pressure at which the air enters the engine cylinders. The motor starts gently, runs smoothly at a rapid rate, and stops by air brake without jerk or jar. It was run back and forth repeatedly for upwards of forty trips, and the test showed that under the conditions applied the motor would run twelve miles from one charging of compressed air, and make seventy stops.

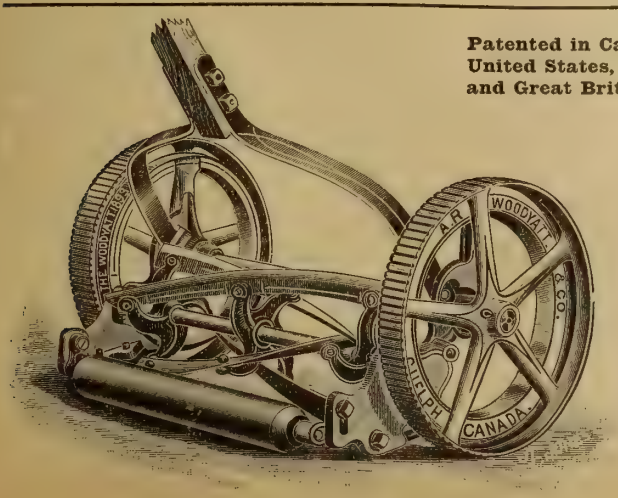
The method of recharging the storage cylinders with compressed air was shown. It is a very simple operation, and, with the flexible couplings contemplated for the purpose, the recharging of a car with power need not occupy more than a minute or two. The same is true as to recharging with hot water, and the two can be done at the same time. The temperature of the hot water tank, covered with asbestos, on the occasion of the trial, was reduced from 310 to about 200 degrees in one working hour. Under more favorable conditions, especially in summer, this reduction would be much less, probably not more than half as much. The Hardie motor and car are hung on elliptic springs, and the ease with which the car passes over wide joints, frogs or imperfections in the track is something admirable. This very important feature attracted the attention and favorable comment of the inspecting visitors from the East, all of whom know too well the terrible pounding that the trolley car gives the railroad track, because, like the lumber wagon, it is absolutely without springs. In this respect the Hardie motor indicates a sure and great saving in wear of rails and cars, while affording the utmost ease to passengers riding.

The principles of the Hardie compressed air motor are apparently above criticism. In the initial machine there are one or two minor defects—one the escape of vapor on a cold day, like the breathing of a horse—in which the motor will be improved, without any difficulty, until the car shall appear as a noiseless, breathless vehicle that glides over the iron rails more smoothly than any heretofore produced, while under the most perfect control in starting and stopping.

The visitors were very much pleased with what they saw of the Hardie motor, and they watched and inspected and tallied it very thoroughly. As a result of their visit they have negotiated for the construction of six to ten of the motors to be used on eastern lines. The order is upon certain conditions, one of which is the introduction of Pintsch gas light into the cars. This, Mr. Hardie says, can easily be done, and any other mechanical requirements can easily be met.

The air motor can be used on the simplest kind of a track. No trolleys or cables are necessary, and the great expense of overhead or underground fixtures and the cost of great power plants are avoided. Besides, the economy of compressed air is greater than any other power. In electricity 60 per cent. is lost; in compressed air but 20 per cent. An equipped street railway that for air motors might cost $10,000 a mile would cost many times that amount for any other system.

Hamilton dealers have advanced the price of American coal oil from 17 to 23½c. and Canadian oil has gone up 4c. a gallon.



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PLUMBING, STEAM AND GASFITTING DEPARTMENT.

OCTAVE PAPILLON and Jean Baptiste Cote have been registered proprietors of Papillon & Cote, plumbers, Quebec., Que.

Barsalow & Whitehall, plumbers, Brockville, Ont., have assigned to James Smart.

* * *

The master plumbers of Quebec city have formed themselves into an association after the manner of their brethren in Montreal and Toronto. An organization meeting, says The Quebec Chronicle, was recently held at R. Sampson's warehouse, St. John street. Messrs. Lamarche and Hughes, two delegates from the Montreal Master Plumbers' Association, were present, as well as John Walker, Paul Parent, F. X. Leveille, Oct. Plante, Geo. T. Phillips, Alex. Forrest, T. E. Chamberland, James R. Kane, P. Dobbin, Chs. Vezina, G. Simard, E. F. Moreau, Jos. Laberge, G. Brousseau, L. Z. Trudel, Oct. Matte, N. P. Lajeunesse and O. Picard & Fils.

Mr. Sampson, on taking the chair, explained the object of the meeting and the importance of forming an association of all the city plumbers, such as they had in Montreal, and which was giving such satisfaction. Mr. Lamarche, the president of the Montreal Association, and Mr. Hughes, one of its prominent directors, had been kind enough to come down to Quebec to explain to the meeting the object of the Association and also give the Quebec master plumbers an idea of how it worked in Montreal.

Mr. Lamarche, after a few introductory remarks, went on to say that the plumbers had a mission and that was to protect the citizens and their health. The sanitary end of plumbing was their main object. Some years ago an attempt was made to that end, but was not successful owing to lack of experience. Whatever experience they lacked a few years ago was obtained from their United States confreres, and in August last the Master Plumbers' Association of Montreal was established on a solid basis and was now progressing splendidly. One of the objects of their meetings was to make them know each other better. Formerly they could not meet their confreres as often as they should, and the result was that they were afraid of each other and competition was keen and difficult. Now, since their Association had been formed, they found no trouble in that respect. They desired to show the public that they did good work and wanted to be paid accordingly and to protect themselves against undue competition. At the present moment anybody could go to the jobber or a manufacturer and buy plumbing materials as cheap as the plumber. Take other lines of manufactures, a private individual could not buy at retail. The wholesalers protected their client, the retailer, and why should it not be the same in their line? Their idea was not to force manufacturers to sell cheaper, but to protect them by selling only to plumbers, that is, men in the trade, and discontinuing to retail to any man coming at the same price as the plumbers bought. The master plumbers were responsible for good work; they had to pay heavy wages to their men, and yet they got no protection from the wholesale trade, as was given in other lines of business. They wanted to affiliate the plumbers of Quebec and Toronto to their association to be strong and able to express their views to the manufacturers and get them to give them justice. In the United States they had succeeded, and he did not know why in Canada they could not do the same. Before going to the wholesalers the plan to be adopted should be well discussed and they should be prepared to tell them to what extent they desired protection. It was not their intention to prevent them from selling at retail, but they should make a reasonable advance on their price to protect the plumber, who bought at wholesale. The best way to go to work efficiently was to get incorporated, and the Association of Montreal was now legally organized. Lectures on health, hygiene and plumbing are frequently given by the health and other authorities, and last year the Council of Arts placed the plumbing class under their control. The result was a good attendance and instructive classes, and a good result was achieved. One of the objects of their Association was to make good apprentices. After their meeting last Thursday, taking advantage of the privileges enacted in their act of incorporation, Messrs. Hughes and Lamarche were authorized to come to Quebec and establish a branch in affiliation with the Montreal Association. Quebec would have the advantage of following and adopting by-laws to be enforced by the City Council, such as Montreal now had, and which proved to be of great use. All plumbers would have to register at the health office, and anyone doing plumbing whose name was not entered at said office was liable to a fine. By this clause they prevented their own men from buying material and doing work at their expense. They should expect to have to do a little work before they succeeded thoroughly, but time would give them credit for their undertaking, and crown it with success. Union was the secret of success, and a strong and numerous body would have more weight than a private individual; that was why an act of incorporation was necessary to legalize all their work. By affiliating with Montreal now they would save all the cost of incorporating their Association, as they would be the head body and they would work hand in hand. This was the proposal he wanted to make to them, and he might say that when questions of importance affecting the trade would arise they intended holding conventions at which delegates of all the branches would be present and settle matters, alter by-laws, or put new ones in force to protect themselves. Goodwill and a little work on the part of the officers could secure a successful organization, and he had no doubt that after the splendid meeting held that afternoon they should have a strong association. As he had said before, they could arrange their own by-laws to suit the peculiar condition of their city, and if they could do better than they did in Montreal, they would be at perfect liberty to do so. He would be highly pleased to report his mission at their next meeting in Montreal, and again thanked them very much for their kind attention. Mr. Lamarche was loudly applauded at the end of his splendid speech.

Mr. Hughes was then called to address the meeting in English, and said that circumstances had occurred lately which necessitated such an association in Canada. The sanitary end was their main object. Some years ago it was different, as the methods and materials were not the same. The public found that the new method was better. Apprenticeship was also neglected, and a remedy could be found by the Association for this evil by employing none but competent men. Some thought the cheapest man was as good as any, but they did not know the importance of such work. The community at large should understand that they could better afford to pay a little more for good plumbing than for doctors' bills, etc. The relations of the wholesaler, retailer and public in general were strained. The plumbers were not protected as they should be. The Montreal firms were now beginning to find out that it was not proper, and desired to come to some arrangement. Why then should Quebec not profit by the same advantage as Montreal in that respect? Toronto and St. John had written already, asking to be affiliated, and thus a strong and powerful organization of all the master plumbers of Canada could do a great deal of useful work. The best method of educating the public to the necessity of good plumbing was by the press and by lectures. The health officers of their city could give lectures under the auspices of their Association, which would enlighten a great many. To enforce plumbing by-laws a body could much better do so, and that was why the incorporation of the Association was necessary. Two very important committees should be named—the sanitary and the legislative committees. They report to the general executive. In the by-laws a clause should be inserted to appoint a plumbing inspector, who was in every way competent to perform his duties, and


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Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors
Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

speaking both languages fluently. He was also in favor of a standard price, and having the jobbing placed at a reasonable profit.

The following motions were put and carried unanimously :

Proposed by A. Picard, seconded by Chs. Vezina: That it is resolved to form in Quebec an Association of Master Plumbers, which shall be affiliated to the Montreal Association of Master Plumbers.

Proposed by Mr. A. Forrest, seconded by A. Picard: That a committee composed of Messrs. Sampson, Walker, Vezina, Matte, Forrest, Picard and Kane be named to submit a set of by-laws and call a meeting for Monday, the 15th inst., to elect officers.

[NOTE.—The above full report has been given with a view to aiding the Master Plumbers of other cities and towns in the work of organization. Several strong asssciations exist in Canada now, and it is to be hoped that ere long the Master Plumbers of the Dominion from the Atlantic to the Pacific will be so thoroughly in touch that they will work in unison toward one end—the success of the trade.—THE EDITOR.]

A SPURT IN TRADE.

Tarbox Bros., Toronto, report a healthy increase in trade. They say that orders are coming in more freely now than at any time during the past eight months. They announce moreover that, anticipating a larger business, they have, by increasing the volume of their purchases, secured considerable cuts in the price of their raw materials.

Their employes are now working overtime to keep up with the sham-holder orders, as the firm does not desire to put green hands on the work. From Chicago and other United States as well as Canadian points, are coming in largely increased orders for these holders.

In mops and knitted mop cloths they are doing a big business just now. Their large new cloth for their hand wringing mop is particularly popular with the trade.

It may be mentioned in passing that for the sake of convenience the firm have moved their offices and factory from the second to the fourth floor of the Truth building.

KINGSTON'S BLAST FURNACE.

Walter Kennedy, mining and mechanical engineer, H. G. Hamilton, and Mr. Canfield, of Youngstown, Ohio, blast furnace promoters, have had conferences with the Kingston (Ont.) civic committee, and arranged a great many details. They are now discussing sites. The electors are taking a keen interest in the matter, and are awaiting complete details before deciding how they will vote on the proposed by-law.

SHERBROOKE BOOMING.

A Sherbrooke (Que.), despatch to The Montreal Herald says that judging from appearances, business will be good there this summer. The building trade seems to be reviving, and many big projects are talked of. Besides the shops to be erected for the Jenckes Machine Company the British American Land Company have given out a contract for the construction of a large four-storey brick building, to be used as a sash and door factory by George Long, contractor and builder.

The proprietor of the Sherbrooke House is putting up a three-storey brick warehouse for S. C. Nutter, liquor dealer and bottler. A third building to be erected is the large brick and stone factory of Walter Blue, wholesale clothing manufacturer, work on which will begin at an early date. There are also two or three other buildings of minor importance to be built.

CANADIAN CONTROL.

Advices from Hamilton, Ont., say that an effort is being made by the Canadian directors in the new smelting works company to buy out the stock held by the American directors, so as to get control of the enterprise, the plant and buildings of which are about half completed. It is likely that the deal will be consummated. In case it is J. J. Morehouse, the present manager, will continue to act as superintendent. The Canadian directors are : J. H. Tilden, of the Gurney Manufacturing Co.; Jno. Milne, John H. Land, of Hamilton, and R. Jaffray, of Toronto. The result of the negotiations will be definitely known shortly.

THE GOLD PRODUCTION.

The Washington correspondent of The N. Y. Journal of Commerce says : The gold production for the calendar year 1894 has been substantially computed by the Mint Bureau at $170,000,000 for the entire world and $43,000,000 for the United States. The official figures have not been completed because of some discrepancies between the reports of the agents of the mint and of the Bureau of Statistics regarding the use of foreign gold in the United States. The official import figures are below the amount of Mexican gold reported as received by the refiners, and it is believed that this is due to the export duty which is levied by the Mexican Government, and which leads to smuggling across the border.

The mint officials are now in correspondence with the agents in the West to arrive at definite figures regarding the use of Mexican gold. The estimates of production in the United States which have been published by other authorities are believed to have included some of this imported gold, with the result that they are mostly higher than the estimates of the Mint Bureau. A production of $43,000,000 will be about $7,000,000 in excess of the American production of 1893, while the figures for the world will run about $12,000,000 above those of that year. A large proportion of this increase is contributed by the mines of the Witwatersrandt regions of South Africa, which are believed to have mined $10,000,000 more than in 1893. These gains are offset in some measure by the figures for China, which will probably be reduced for 1894. It is not known positively whether the war with Japan has actually curtailed production at the mines, but it is necessary to trust to the export statistics, and it is believed that these will show a considerable reduction in consequence of the war.

MARKETS AND MARKET NOTES

MONTREAL MARKETS

MONTREAL, April 19, 1895.

HARDWARE.

THERE has been an active trade in shelf hardware during the past week, nearly every line of goods on the list sharing in the business. An improved demand for carpenters' tools of all descriptions has been one of the features, the orders coming in calling for all kinds of goods of this class. The demand has also been well maintained for cutlery, ice cream freezers, clothes wringers, and wire screens and wire cloth. There has been more enquiry for cut nails, wire nails, etc., now that the meetings are over, and with the exception of the first named line, the list prices formulated at the gatherings in question hold good. Business in cut nails, however, is still being done by jobbers here at prices regardless of the list rates. The improvement in payments that we noted last week has been kept up, and on the whole the position so far in general hardware is encouraging.

WIRE—There has been nothing new to note in this line except some demand for small brass wire. Fair enquiry is to note also this week for barbed and smooth fencing wire.

ROPE—The decline in the price of cordage has not produced much effect. We quote sisal 5¾ to 6¾c., as to size, and manilla 8 to 9c.

CUT NAILS—Business is still being done in these, in a jobbing way, regardless of the list rates. Makers do not report much activity, as jobbers are evidently supplied for the time being. The list rate, of course, is $2.10, but business has been done at $2, for reasons already explained.

WIRE NAILS—A good active demand has been experienced this week both by makers and jobbers. This should mean that stocks generally are not heavy.

HORSE NAILS—Continue quiet and unchanged.

HORSESHOES—There is little to report in connection with this line.

TACKS—Continue quiet and unchanged.

CHAIN—There has been some small movement in coil chain.

CLOTHES WRINGERS—A good jobbing trade is to note in these.

CHURNS—These continue to be one of the active lines of the market, but business was hardly as extensive this week.

ICE CREAM FREEZERS—The active movement in these noted last week has kept up, and they are one of the briskest lines of the week.

TINWARE—A good seasonable trade has been done in tinware during the past week.

CUTLERY—Demand for cutlery has been well maintained, and the tone of values is firm, as already noted.

TOOLS—Activity in carpenters' tools of all kinds has been the new feature in this line. Every order received this week asked for some of these goods.

WIRE CLOTH—A good, steady business was transacted in wire cloth and wire screens at firm prices.

CEMENT—Demand for cement continues good, several orders for 300 and 500 bbl. lots being put through this week for spring importation. The basis for future delivery is $1.95 to $2.00 per bbl. ex wharf. A fair demand for small lots for prompt delivery is to note, at $2.05 for English and $1.90 for Belgian.

FIREBRICKS—There is no change in these, and prices are repeated at $15 to $22 per 1,000, as to brand.

METALS.

There has been little improvement to note in the market for heavy iron and metals, and the advance of the season does not appear to have much effect in inducing demand. Of course there has been some increase in business, but it is not of a satisfactory character. The firm feeling in iron across the lines has led to some enquiry regarding prospects for importation, but the demand in this connection is of a limited kind. On the whole the tone is fairly steady as to values, as will be seen below.

PIG IRON—The demand for pig iron has not been brisk, but values are about the same. Small import orders have been placed for leading brands of Scotch pig at equal to $18 50 laid down in Montreal, but the spot price is unchanged. No new business is to note in American. We quote: Summerlee, $20.50; Eglinton, $19; Carnbrae, $18.50; and Nova Scotia brands, $16.75.

BAR IRON—Makers have experienced rather more demand for bar iron this week, but the enquiry is of a rather limited character still. Car lots are quotable as noted last week at $1.55, and smaller quantities $1.60.

TIN PLATES—There is little activity to note in tin plates and nothing special in an import way. We quote: Cokes, $2.50 to $2.75, and charcoal $3.25 to $3.75.

TERNE PLATES—Continue much as before, at $3.75 to $6, as to grade.

CANADA PLATES—Are quiet; in fact, dull, at $1.95 to $2, as to quantity.

SHEET IRON—Nothing special can be said of this line, and we repeat $2.10 to $2.25 for No. 28 gauge as the basis.

IRON AND LEAD PIPE—Both these lines continue dull.

INGOT TIN—There is no change on spot,

ENAMELLED WARE

MADE IN CANADA.

We are pleased to advise that this new venture has been most successful, and we are turning out a ware—for the present a grey mottled and a white—equal to any ever placed on this market, whether English, German or American.

Inspection and Comparison Invited.
Our Travelers are Carrying Samples.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

though outside advices are rather firmer. We quote 16c. as the spot price.

LEAD—Lead rules quiet, but stocks are firmly held at $3 to $3.25.

SPELTER—The firm feeling noted in this last week is maintained, and we quote $4.25 to $4.50.

ZINC SHEETS—Business quiet and prices steady at $4.50 to $4.75.

ANTIMONY—Featureless and steady, at 9½ to 10c.

HOOPS AND BANDS—Domestic are moving fairly well at $1.80 to $1.85, while imported are quiet at $2 to $2.20, as to quantity.

GALVANIZED IRON — There is nothing special to be said about this branch. Values generally are steady as follows: No. 28 Queen's Head, 4¼ to 4½c.; Morewood, 5¼ to 5½c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6½c., with the usual extras.

PAINTS AND OILS.

This market continues much as it was last week. A fairly active trade is doing and prices are steady.

LEADS—Advices from the outside are firm in leads, but spot values are unchanged. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL—Fairly active and firm at 56 to 57c. for raw, and 59 to 60c. for boiled.

SEAL OIL—There is no change in this line to note, but advices regarding future supplies are easier. We quote 40 to 45c.

COD OIL—There is no change in this to report. We quote 37⅞ to 42½c., as to quality.

CASTOR OIL—Firm but quiet at 5¾ to 6½c.

TURPENTINE—No change is yet to note in turpentine, and we repeat last week's range of 51 to 52c.

RESINS—A moderate jobbing demand is experienced. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

There is no change in the glass market, which rules steady. We quote: First break, $1.15 to $1.20 and second $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

Business on this market is fair. Stocks are ample on the whole, and this conduces to dullness in a wholesale way. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 to $2.10.

PETROLEUM.

The strong feeling in petroleum noted last week was accentuated this week, and prices are 5c. per gallon higher all round. The cause of the advance is well known, We give some particulars elsewhere, and now quote: Canadian, 14 to 15c. in car lots, and American 22c. in car lots and 23c. in smaller quantities.

HIDES.

The demand for light hides has developed great activity from tanners, the cause of the advance and excitement being the shortage of hides owing to the scarcity of cattle in the country, the sharp advance in hides in the U.S. naturally helping matters. We quote: No. 1 7c.; No. 2, 6c., and No. 3, 5c.; calfskins, 7c.; sheepskins, 75c.

TALLOW.

The tallow market is firm at 5 to 5½c., as to quality.

WOOL.

The wool market is rather firmer in tone this week. We quote as follows:

Horse Pokes

Toronto, London, Metallic, Pearson, Climax, etc.

Tree Pruners

Short and Long Handle.

Churns

Daisy, Queen and Leader.

ENQUIRIES SOLICITED

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

....Toronto

THE EMPIRE PATENT
STEEL SHINGLES
Thoroughly Tested Since 1882.
The best constructed, tightest, handsomest and most reliable small shingle on the market—our galvanized shingles, the perfection of roof covering. Our 1895 Illustrated Catalogue will be issued shortly.
THE METALLIC ROOFING CO. OF CANADA
(LIMITED)
80 to 90 Yonge St. - Toronto, Ont.



Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 26 to 32c.; Canada pulled wool, 20 to 21½c. for supers, and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 10 to 11c.

ASHES.

There is no change in ashes, the market being quiet and steady. We quote: First pots, $4.00 to $4.05; seconds, $3.70 to $3.75, and pearls, $6 to $6 10 per 100 lbs.

MONTREAL TRADE NOTES.

Cable advices to Pilkington Bros'. branch here, state that the strike of 4,000 glass workers at Charleroi, Belgium, is very apt to affect glass prices.

Mr. Newman, of Caverhill, Learmont & Co., who looks after the buying of the shelf hardware, leaves this week on a business trip to the various centres in the New England and middle States.

Refiners of petroleum have notified customers here to withdraw all quotations on this market.

Cable advices from Great Britain note a sharp advance in all lead products, which, if maintained, should influence prices here.

Cables note continued firmness on ingot tin, but the spot price is unchanged here.

Thomas J. Drummond, of Drummond, McCall & Co., Montreal, has gone west on a business trip to Detroit.

The demand this season in Montreal for barrel churns is reported by W. L. Haldimand & Son to be many times larger than ever before.

TORONTO MARKETS.

TORONTO, April. 19, 1895.

HARDWARE.

ACTIVITY is still the predominating feature of trade. If anything the volume of business is larger than a week ago. The whole outlook continues to improve, and confidence is gradually getting stronger. The more seasonable weather of the last few days is brightening trade prospects as well as enlivening nature. Up to the early part of the week the smaller northern lakes were still frozen, thus deterring the saw mills from starting up. With a continuance of the present seasonable weather these conditions cannot long obtain. Fencing wire is one of the lines which is showing more activity than a week ago, and rope, if anything, is in better demand. A fair amount of activity is to be noted in plumbing supplies. A good many cut nails are still going out. Agricultural and garden tools are in brisk demand, and an active trade has developed in certain lines of hinges. Extensive sales of lumbermen's heel and ball caulks are reported. Woodenware, brushes, horse-pokes, green wire cloth, poultry netting and other similar spring lines are in brisk demand. Payments, while not yet satisfactory, are improving.

WIRE—Both manufacturers and jobbers are experiencing a further increase in the demand for barb, and oiled and annealed wire. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs. and over, with 18c. extra on spools lighter than 75 lbs. each.

ROPE—There is an all round good demand for sisal, Manilla, and Russian deep sea line, at unchanged prices. We quote: Sisal, 7-16 in. and larger, 6c.; ¼, 5-16, ⅜ in., 6½c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Demand continues good, a good many 10-keg lots still going out. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on ten-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Shipments are still going out freely. Discounts are 75, 10 and 5, except on 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Trade is still moderate only. Discounts 60 per cent. off list for "P.B.," "M.," and "C."

TACKS—Dull and unchanged. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

COIL CHAIN—Business continues much as before, light.

CLOTHES WRINGERS—There are fair lots going out at the unchanged price of $27 to $27.50 per doz.

CHURNS—Demand continues good, and there is still some difficulty experienced in getting supplies from makers. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

WARE—Tinware is still moving rapidly and a nice business is being done in Peerless and white ware.

SPRING SPECIALTIES—Demand is keeping up well for milkcan trimmings, but the trade appears to be pretty well supplied with sap buckets, sap spiles, creamery gates, etc.

PLUMBERS' SUPPLIES—Although prices are being cut, the trade seems to be generally satisfied with the volume of business, especially so as the cash men are coming more to the front. There appears to be a particularly good demand at the moment for lead traps.

SANITARY EARTHENWARE—Quite a slump in prices has taken place in this line during

the week. Dealers who have not yet revised their prices in these goods should immediately place themselves in communication with one or two leading jobbers before purchasing.

TOOLS—Demand is being well maintained for agricultural and garden tools. Draining tools, on the other hand, are quiet.

CUTLERY—Trade is much about the same as last week. Demand is principally for pocket knives and scissors, although quite a few razors are going out.

POULTRY NETTING—Continues in good demand. Discounts 60, 10 and 5 per cent. off the list.

GREEN WIRE CLOTH—Demand is brisk at unchanged prices. Price, $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

SCREEN DOORS AND WINDOWS—These are beginning to move out nicely.

PLASTER PARIS—The usual spring demand is beginning to materialize, but the turn is small yet. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

TAR, ETC—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

CEMENT, ETC.—Trade remains much the same as a week ago. Prices are unchanged. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The tendency of business is toward greater activity, and that of prices toward greater firmness.

PIG IRON—A few sales of Nova Scotia pig are reported at about $17.50 Toronto, but there is not much doing in the domestic article, American iron almost monopolizing the market. There have been some enquiries for Scotch iron, but we hear of no transactions.

BAR IRON—There is a little being picked up at the base price of $1.65 per lbs.

SHEET STEEL—A good many enquiries are heard for American sheet steel, although the English appears to be getting the preference at the moment, the larger orders being for this kind. We quote: 8 to 16 gauge, $2 75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Trade is fair, especially in the lighter gauges. Demand continues good for tinned iron. Prices are firmer, 24 gauge being held at 5¾c. in case lots.

LEAD PIPE—Several ton lots have been shipped during the past week, and the general tone of the market is better than it was a week ago. Increased activity is looked for as the weather becomes warmer. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Is moving better. Import orders, both for English and American galvanized iron, are being booked freely at fair prices. We quote 28 gauge Gordon Crown and Queen's Head at $4.20, for large lots and $4 25 for ordinary lots.

INGOT TIN—Business continues fair. On Wednesday London opened at an advance of 5s., and closed at a further advance of 2s. 6d. We quote: Lamb and Flag in ordinary lots, 16½ to 17c.

INGOT COPPER—A number of cask lot shipments have been made. London showed a net gain of 2s. 6d. on Wednesday last and the New York market continues firm. Prices in Canada are firm and stocks light. We quote 10 to 10½c. per lb.

IRON PIPE—There is considerable moving, and both Canadian and United States mills report trade much improved. There is little chance, however, of a change taking place in prices just now, on account of the large stocks being held on the other side. Domestic, sizes 2 inches and smaller, are quoted at net figures equalling 70 and 5 to 70 and 10 per cent. off list. The American list reads: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

SHEET COPPER—Trade continues fairly good, both in braziers' and sheathing copper. We quote: Sheathing, 13 to 18c., and braziers' sheets at 13 to 16c., according to gauge.

BRASS—There is still a fair demand for sheet brass for stencil purposes, and brass manufacturers report considerable business, but a good deal of competition is being met with from the American market, which has resulted in prices being lowered. Prices range from 20 to 30c. per lb.

SHEET ZINC—Continues dull and featureless at 4¾ to 4⅞c. for cask lots, and 5c. for small lots.

HOT WATER BOILERS—Demand is still principally for American boilers. The manufacturer in Toronto has again started up. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9 50.

BOILER TUBES—There is not much doing, either on city or country account. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade remains much as before. We quote: Coke, 14 to 20 gauge at $3; for larger sizes, 15 to 25c. per box, basis more; "I.C." charcoal, $3.50 to $3.75.

TERNE PLATES—The improvement noted last week appears to have been maintained. We quote lower prices at $5.75 to $6, according to quality.

HOOPS AND BANDS—Demand for hoop iron continues brisk on the basis of $2.10 in quantities and $2.25 in small lots.

ZINC SPELTER—There is a fair trade doing in the imported article at 3⅞ to 4c.

CANADA PLATES—Continue quiet and featureless. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—The price on wiping solder is being cut—so much so, in fact, that it is concluded that Straits tin is being used. Guaranteed qualities of solder are, however, bringing their own prices. We quote 500-lb. lots at 11½c., and small lots at 12½c.

ANTIMONY—Small lots only are moving out, and that at old figures. We hear of one or two import orders being placed. English quotations show a slight advance. We still quote 10 to 10½c.

GLASS.

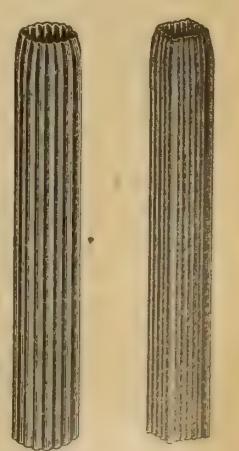
The plate glass dealers have arrived at a fresh agreement, and fixed the price at 35 per cent. off the list, net 30 days. Demand for plate glass is improving. The strike among the glass blowers is on in Belgium, in consequence of which prices are firmer. None of the makers there will, it is said, guarantee delivery, and there is some fear that all the import orders will not be filled if the strike continues. No immediate change in the price of window glass is looked for here, but there is a steadier feeling in prices. Business is quiet, although improving. A slightly better demand is also reported for fancy glass. We quote window glass at

Pedlar's Patent Corrugated Expanding Conductor Pipe

Made in 8 or 10 foot lengths, without a cross seam.

Cheap as a Common Round Pipe.

Will not burst when full of Ice.



Manufactured by

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

Separate Catalogues of Roofing, Siding Ceiling sent on application.

MARKETS—Continued

$1.10 to $1.15 first break, in 50-foot boxes, and second break at $1.25 to $1.30.

OLD MATERIAL.

Business is fairly good, and prices are stationary. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 3 to 3½c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.; old rubber, $3.50 per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—Trade remains much as before. There is a great deal of English lead going out. The base price of domestic is unchanged at 4¼c. per lb.

PUTTY—Quiet and unchanged, at $1.75 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—Trade keeps much as before. We quote: English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50 lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—Are going out briskly, but still the volume of business is not as large as usual. Price is unchanged, at $1 per gallon for pure.

LINSEED OIL—Demand is fair at unchanged prices. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—Prices are a little steadier in the South, but quotations here are three or four cents lower than a week ago. New crop turpentine at the reduced price will scarcely arrive here for another week or two yet. Prices for immediate delivery range from 45 to 46c.; for forward delivery 42 to 42½c. are the ruling figures, although there are rumors of still lower figures being quoted. Demand for immediate delivery is moderate only.

VARNISHES—Trade is fair in varnishes and Japan colors, this being the busy season for wagon and carriage makers.

CASTOR OIL—Keeps much about the same, at 6 to 6¼c. in cases, and 7½c. in tins.

SEEDS.

The local market is firm, out of sympathy with the American markets. There is a good jobbing demand, but no changes are reported in prices. Alsike is quoted thus by jobbers: Prime to choice, $4.80 to $5; really fancy, $5 to $6.60; and lower grades $4.

Good clover now brings $6.20 to $6.50.

In timothy the jobbing prices to the trade are $3 to $3.50 for prime to choice grades of machine-threshed seed, and a little more for the bright unhulled article.

HIDES, SKINS, WOOL AND TALLOW

HIDES — Green hides stand at 5½c. for No. 1, 4½c. for No. 2, and 3½c. for No 3. For cured 6½c. is asked. The supplies are light.

SHEEPSKINS—Good stock is quoted at 85 to 90c.

CALFSKINS—Are fairly plentiful, but prices remain steady at 6c. for No. 1 and 4c. for No. 2.

TALLOW—Is steady. Jobbers quote 5 to 5¼c. and sell at 5¾c.

WOOL—Canadian fleece is quoted nominally at 19 to 20c., there being none on the market. In pulled wools best supers are quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

As noted in a special article on the oil situation in another column, crude has made a phenomenal advance, and refined, both American and Canadian, has gone up from 4½ to 5c. a gallon. Prices are not likely to be lower very soon. We quote in 1 to 10 bbl. lots, imperial gallon Toronto: Canadian, 17 to 18c.; carbon safety, 18½ to 19½c.; Canadian water white, 18½ to 19½c.; American water white, 23 to 24c.; photogene, 24 to 25c.

MARKET NOTES.

Rice Lewis & Son, Ltd., have secured the right from Morgan & Wright, Chicago, to supply the trade in Canada with a double inner tube for tires.

M & L. Samuel, Benjamin & Co. report a good demand for barn door and heavy "T" and strap hinges; also heel and ball caulks for lumbermen.

The Toronto Steel Clad Bath and Metal Co. have just placed upon the market a complete copper bath. Heretofore so-called "copper" baths have been made of steel with a thin sheeting of the more expensive metal.

The Pedlar Metal Roofing Company, of Oshawa, has received the contracts for the roofing and siding for J. A. McAlpine's elevator at Alvinston, and H. C. Rees' stave and lumber mills at South Woodslee.

The Steel Zinc & Range Boiler Co., Toronto, are again in working order after having been closed down for some time. It is now in the hands of James Morrison, the brass manufacturer. "I understand," said THE HARDWARE MERCHANT'S informant, "that a better quality of hot water boiler will now be turned out."

In addition to the silverware for the steamer Majestic, mentioned in our previous issue, the Toronto Silver Plate Co. have now in hand manufacturing to order silverware for two new steamers being built by R. O. & A. B. McKay, of Hamilton, which go into commission some time in May; also large hotel orders from the following: Mr. S. Barnett, Toronto; Alexander & Daniels, Grand Union Hotel, Ottawa; Mr. Geo. Ross, Rossmore House, Cornwall, Ont.; John Stairs & Co., hardware merchants, Halifax, N.S. A private dining-room service for the Chateau Frontenac, Quebec, is still another order. This speaks well for the enterprise of the Toronto Silver Plate Co.

F. B. Crabb, hardware, Lion's Head, Ont., has been burned out. Loss, $1,200. Insured for $800.———Hugh D. Walker, stoves and tinware, Smithville, Ont., has sold out to S. Kohler.———The stock of John Young, stoves and tinware, Thornbury, Ont., is advertised for sale by auction on April 24.———A. McKay, furniture, Wyoming, Ont., has been burned out. Loss, $4,000.

Rice Lewis & Son, Ltd., have been instrumental in doing Canadian bicyclists a good turn. Morgan & Wright, the Chicago bicycle tire manufacturers, have for some time been awarding valuable trophies and prizes to bicyclists using their tires who have accomplished certain feats. Up to the present the competition has been confined to bicyclists in the United States, but now, through representations made by Rice Lewis & Son, the privileges have been extended to Canadian riders. The list of prizes for 1895 has been issued. The first prize is a virgin gold medal valued at nearly $700, and the value of the other prizes gradually declines until they get down to $25. The first prize is for the greatest number of miles traveled on Morgan & Wright tires. Last year's winner had over 18,000 miles to his credit. The winner's son took third prize with 12,675 miles.

UNITED STATES MARKETS.

NEW YORK, April 19, 1895.

PIG TIN.—London responded to the advanced prices that were made here on Monday to the extent of moving up 7s. 6d. above Thursday's latest quotations there, but the support from that quarter did not turn out to be all that was calculated upon, and New York operators

WESTERN Incorporated 1851.
ASSURANCE COMPANY
Fire and Marine
Capital - - - $2,000,000.00
Assets, over - - 2,375,000.00
Annual Income - 2,200,000.00
Head Office: TORONTO, ONT.
GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

on the "bull" side were more mysterious than aggressive. Hence the market had a languid sort of appearance, and closed flat. On 'Change 25 tons were sold at 14.02½c. for April delivery, and bids did not exceed that on spot delivery. There were offers to sell at only a slight advance, and bids were made of 13 92½c. for May, June, July and August, all or any of the several months. Shipments from the Straits during the first half of the current month were somewhat above expectations, the total as advised by wire having been 2,440 tons, including 110 tons to the United States, 1,800 tons to London, and 530 tons to the Continent, against 1,275 tons during the corresponding period last year. About 450 tons landed here yesterday on steamer Manitoba, making a total of 1,260 tons thus far this month.

COPPER—There were no further important developments in the market for this metal. Sellers' figures for the cheaper sorts were brought closely into line with the prices that have been paid recently for Lake Superior ingot, and the offering throughout was reserved. The strength of the market at present rests more upon what has been in the past few weeks than upon current business or demand. Buyers are backward about acceding to sellers' latest demands. The range of quotations is 9.60 to 9.70c. for Lake Superior ingot, 9.35 to 9.45c. for electrolytic and 9.20 to 9.25c. for ordinary casting stock.

PIG LEAD—Dealings here were of routine type and moderate all told. Advices of livelier trading in the West had no perceptible influence upon buyers in this quarter, and 3.07½ to 3.10c. stood as full value for common Western at the close. London cable quoted £10 1s. 3d. for soft Spanish.

SPELTER—Except in a routine way there is little doing here, and the ordinary dealings are hardly up to average amount. Now and then a carload covers about the entire business. There is pressure from sellers, however, and prices remain very steady at 3.30 to 3.35 for reliable Western brands. London cables quoted £14 2s. 6d. for good merchant brands.

ANTIMONY—Dealings are moderate, as is also the demand, and prices remain barely steady at 7c. for Hallett's, 6⅞c. for Japanese and 7⅞ to 8c. for Cookson's, on the spot.

NICKEL—Sellers' prices are 35 to 38c., according to size of order, etc.

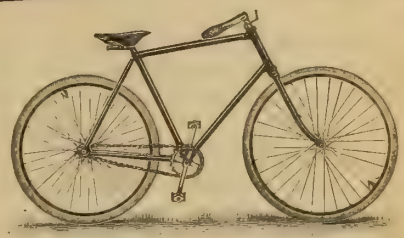
TIN PLATE—Somewhat better reports as to business were made by several dealers, but the entire movement does not, to all accounts, make more than a fair showing. The demand lacks spirit, and is backward for this season of the year.

IRON AND STEEL—On pig iron business nothing distinctly new was reported. Generally dealings were referred to as being only fair and without suggestion of more active interest on the part of the consumers

SPRITE CYCLES
LEAD
FOR
LOW PRICES
QUALITY
FINISH

AGENTS WANTED

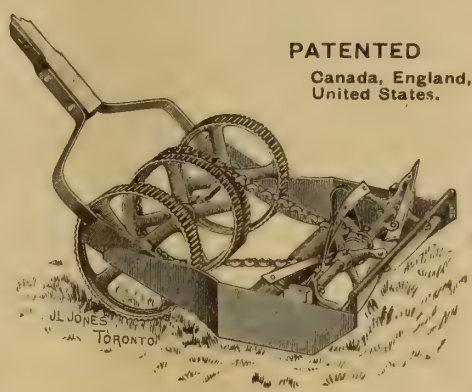
Established 1882



Parts, Fittings, Pneumatic Tyres, etc. Supplied.

Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.

SPRITE CYCLE CO., BLOOMSBURY, London, Eng.



PATENTED
Canada, England, United States.

"Brantford" STEEL LAWN MOWERS For Spring 1895

The attention of the Hardware Trade is directed to this new and improved machine.

Simple, Easy Running and Strong. . . .

Will cut close and clean around walls, walks, fences, trees or borders. **No hand clippers needed.** Best materials used, and workmanship first-class.

Prices as low as possible for a good machine.

WRITE

BRANTFORD LAWN MOWER CO. Brantford, Ont.

CHURCH'S COLD WATER

Alabastine

Has superseded all other water-color wall coatings.
It is the best advertised goods in this line.
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, and never sold in bulk.
Pays the dealer fifty per cent. profit.
Beware of imitations bearing similar names.
Order early to insure a full line of advertising matter.

Jellstone

The new Cold Water Wall Coating.
Made especially for Painters' use, and sold in bulk at a low price.
Not advertised to the general public.

N. B.—All of our goods protected by letters patent.

The Alabastine Company LIMITED

WHOLESALE AGENTS:
Sanderson Pearcy & Co., Toronto, Ont.
Hill & Forbes, Montreal, P.Q.
G. F. Stephens & Co., Winnipeg, Man.
A. J. Grant & Co., Halifax, N. S.

Sole Manufacturers
PARIS, ONT.

in this quarter. Prices remain as they have been for some time past and rather weak.

There is more inquiry for old material, rails and cheap stock particularly. No large trades take place, but movement is very good in total amount of stock involved and serves to hold prices steady to firm.

In manufactured products nothing in the way of important dealings has taken place, nor have prices changed, except in a moderate or indirect way. The present undertone of the market, taken as a whole, is but little improved as compared with that which prevailed at the beginning of the month.

NOVA SCOTIA LETTER.

HALIFAX, April 19.

WE down by the sea are living in hopes. The winter trade was dull enough and we expected a change before this. This time last year we were well into our spring trade. But the tardy winter, and the bad roads and storms which are following in its wake, defer a revival of business. I visited several of the larger hardware houses to-day and made enquiries as to the state of trade. There was only one opinion expressed—"Business is dull." Nevertheless a hopeful feeling was expressed. Indeed, all hands feel confident of a brisk spring trade, providing spring sets in sometime before summer is due. Large and important works are to be undertaken in the city and throughout the province as soon as the weather will permit. The Dominion Government is to erect a mammoth drill hall, restore the deep water terminus, build a new postoffice, etc. An electric street railway is to be built; Lockman street is to be widened, and building operations are expected to be brisk. A new harbor is to be made at Broad Cove, C.B., and the construction of about 400 miles of railway is to be commenced. Taking all things together, the hardware men have fairly good reason to expect a boom.

There is one very favorable feature to note. There is no cutting in prices.

Some of the members of the Hardware Merchants' Association complain that travellers for outside firms unjustly misrepresent the aims and objects of the Association to dealers throughout the province. The Association is certainly doing a good work, and its benefits are being derived alike by seller and buyer. What is wanted is a general association for all Canada.

The dry goods merchants, wholesale and retail, of this city have taken a leaf from the hardware dealers' book and have formed an association of their own.

Messrs. I. Matheson & Co., of New Glasgow, are making a specialty of gold mining plant. They have sent me a very neat pamphlet, which contains valuable information on the subject. They claim the machinery they offer is "up to date." The firm is certainly a most reliable one.

Items have appeared in this journal from time to time concerning the pluck and push of the people of the thriving town of Truro. The Board of Trade of that town have issued a circular in which the following appears:

"The business outlook for 1895 in Truro is encouraging. Two new industries, one manufacturing hats, another a wood-working esrablishment, have started with the new year. Three existing factories making (1) knitted underwear; (2) hats; (3) milk condensing and canning, propose extensive additions. Some $85,000 worth of building operations are projected for the coming season. Exceptional facilities are offered to manufacturers, by reason of the near vicinity of the great coal and iron deposits of Nova Scotia. Cheap electric power is also available for small establishments. Being the railway centre of the province, special advantages exist for the distributing trade. Truro has now fourteen manufactories and thirteen wholesale establishments, three weekly and one daily newspaper, nine hotels, eight churches, three banks, good water supply and fire service, handsome streets, squares and public park, excellent school system."

This is a direct invitation to manufacturers to establish there. The town has certainly exceptional advantages, particularly so as it is only fifty miles from the iron and coal fields in Pictou county. TAUNTON.

TRADE CHAT.

THE Canadian Pacific has decided to build a large storehouse, capable of holding 5,000 barrels of flour, in Windsor. The flour will be brought down on the Athabaska from the Soo and shipped to points east.

Coal oil has jumped up 6c. per gallon in Winnipeg.

The directors of the Hamilton, Ont., Electric Light Co., have offered to reduce the price for arc lights from 28 to 25 cents if the city would make a contract for five years. The offer will be considered.

The general postoffice of England in the course of a year deals with over 2,853,000,000 letters, etc., 54,000,000 parcels, 70,000,000 telegrams, and 56,000,000 postal orders, besides many other branches of business.

In the Dominion Government saving banks the balance on deposit on March 31st was $17,097,755. The balance a month ago was $17,112,739. The deposits during March were $240,839, and the withdrawals $255,823.

At Osgoode Hall on Wednesday, a motion was made on behalf of the Electric Despatch Co. to wind up the concern. Order was granted, declaring the company insolvent, and liable to be wound up under the provisions of the Dominion Act. The Master-in-Ordinary is to appoint a liquidator and wind up the company.

Messrs. Gervais, Hudon & Co., pianos and sewing machines, Quebec, Que., have assigned their estate at the demand of the Williams Sewing Machine Co. Liabilities, $40,000; assets, $75,000. One of the partners was arrested, says The Montreal Gazette, accused of giving a cheque without funds at the bank to cover it. He gave bail and claims that the cheque was given when the funds were in the bank, but was held some days before presentation.

The Kingston Board of Trade had its annual meeting Tuesday night, when the following officers were elected: President, John Hewton; first vice-president, A. Chadwick; second vice-president, L. B. Spencer; executive committee, J. Minnes, J. Gaskin, B. W. Robertson, R. J. Carson, J. Muckleston, Geo. E. Hague, G. Richardson, G. Y. Chown, J. McKelvey, and J. Redden; secretary-treasurer, F. King, M.A.

The trouble between Thomas Myles & Son, coal merchants, Hamilton, and the Grand Trunk Railway has been settled. Myles & Son got judgment against the company on a claim for rebate which, it is alleged, was withdrawn to compel the firm to ship by rail a quantity of coal that now comes by water. The rebate amounted to 10c. a ton. The Grand Trunk Railway on Wednesday paid back $150, and agreed to restore to the firm the same privileges enjoyed prior to February 1. It is said that four other shippers have been treated in the same way.

An application will be made to the Dominion Parliament for the incorporation of a company to be called the International Radial Railway Company, which proposes to build electric railway lines in various parts of Western Ontario; to operate barges and steamships between terminal points of the railways on lakes Erie and Ontario and ports of the United States; to acquire, or enter into other arrangements with electrical railways now in operation, and with the Canadian Pacific railway and the Canada Southern Railway, or New York Central Railway, and to build works to generate electrical energy for heat, light, power and other purposes, and to distribute the same.

PERSONAL MENTION.

J. Thrope, Montreal manager of Pilkington Bros., St. Helen's, England, was in Toronto this week.

J. W. Franks, hardware merchant, Woodstock, was in Toronto on Thursday last on a purchasing tour.

P. McNally, of Sanderson Pearcy & Co., was in New York for a few days the early part of the week. He says that spring there is about three weeks further advanced than it is in the neighborhood of Toronto.

Elias H. Lyons, formerly with M. & L. Samuel, Benjamin & Co., Toronto, and for the past five years manager of Lazarus & Rosenfeld's Chicago branch, has severed his connection with that firm, in order to accept a similar position with Siegel, Cooper & Co. He remains in Chicago until their new mammoth store in New York is completed, which will be the largest departmental store in the world, after which he will leave for the European markets on an extensive purchasing trip. HARDWARE MERCHANT, as well as his many friends in Canada, wish him success.

The Trade Revival



FROM the small and from the great iron centres of the world tidings come of increased activity in all branches of the iron industry. That the tide has at last turned, is fully recognized even by the most pessimistic. Doesn't a firmer market and higher wages indicate confidence? Are you prepared to meet the increased demand? You have been cutting down your advertising expenses for the last five years, but you can surely now afford, with a bright outlook ahead, to gradually increase your advertising expenditure. How are probable buyers, in every corner of the Dominion, to know that you are just as ready to grapple with prosperity as with depression? An always true and sure sign of a firm's enterprise and push, is its faith in advertising. Do you know of a concern on this bright green earth who you would call pushing and progressive who do not advertise? We want their address badly.

Over a year ago we laid plans for a gorgeous trade edition of THE HARDWARE MERCHANT, but owing to the very depressed condition in every branch of the hardware trade, we decided to delay it until the very first indication of a permanent revival. The time has come. On May 18th we issue our "Trade Revival Number." The present indications are that every advertiser in the trade will be fully represented—a few have not yet been seen.

It is hardly necessary to give in detail the many attractive features of this special number. Our reputation for special editions is well known, and that we never spare expense.

We should like to send you a proof of the cover, but it would lose its novelty and magnificence unless accompanied by the complete edition.

Our rates have been reduced to $25 for full page; $15 for a half page; and a full page in two colors, $35. Do not these prices bring this issue within your reach? To ensure a good position we should hear from you at once. All space on the cover has already been taken up. Awaiting your reply.

Respectfully yours,

THE HARDWARE MERCHANT.

MONTREAL AND TORONTO

OUR NORTHWEST OIL FIELDS.

THE report of A. W. Fraser, of Toronto, the oil expert who was commissioned by the Minister of the Interior to test the petroleum fields of the Athabasca district, was issued on Tuesday. Up to Oct. 24, Mr. Fraser had drilled to a depth of 1011 feet. Ground was broken on Aug. 1, and for the first 230 feet the boring was in grey shale, which caned badly. At 245 feet, after drilling into a hard streak, a flow of gas was met with, so strong that it blew the water in the borehole clear over the top of the derrick. By the continuous use of iron casing this stratum was passed, but at 334 feet gas was struck again.

Of this strike Mr. Fraser says: "The roaring of the gas could be heard half a mile away from the works, and it was considered unsafe to work with the boiler in its former position, so it was removed 55 feet. My foreman, who had seen the big gas well at Kingsville, Ont., assured me that the flow of gas was as strong as in that well. After striking this flow of gas it was impossible to make any progress. We worked for days and could not get to the bottom of the borehole. Finally, by adopting the plan of letting the water for drilling down the hole in the sand pump, we managed to get the drilling started again.

"From this point the boring was through grey shale, interspersed with streaks of hard rock from six inches to two feet thick. At a depth of 600 feet the shale formation was too soft to support the casing, and at 780 feet salt water was struck, as well as another strong flow of gas.

"Between the depths of 825 and 900 feet the shale was harder and blue in color, but from that downwards to the present bottom of the well (1,011 feet) the shale was soft and dark in color."

Mr. Fraser remarks that oil sands will probably not be met with at a less depth than 1,500 feet. He considers the present site of boring the best that could have been selected. Should oil be found in paying quantities it will materially increase the prosperity of the district.

"Already," says Mr. Fraser, "a few have profited by the money spent in prospecting and have earned small sums of money, which have materially helped them in paying for lands."

The total expenditure has been $4,203, over $1,000 of which was incurred in the purchasing of casing and its transport to Edmonton.

Dr. Dawson, director of geological surveys, advised that the investigation of the petroleum fields of Athabasca and Northern Alberta be continued until the value of these fields shall have been determined. Dr. Dawson concludes: "All indications favor a belief in the existence of a great petroleum-bearing region in the North-west, and results which would follow directly from the definition of such a region are so important as to warrant any expenditure which may be necessary in that direction.

"It is not probable that petroleum, if found in Northern Alberta or Athabasca, would seriously compete in the East with the already established petroleum industry of Ontario, but the considerable and yearly increasing demand of British Columbia and Northwest Territories would afford a local market which might be large, as if oil could be furnished at a low price it would undoubtedly be employed as a liquid fuel for railways in many parts of the country. The comparative proximity of the Athabasca region to the Pacific further indicates that an enormous foreign demand, co-extensive with the shores of that ocean, might be most profitably supplied from this region. The extent of this market may be in part realized when it is stated that the export of illuminating and paraffine oils from the United States to Japan, China and Hong Kong alone amounted in 1893 to 67,572,136 gallons."

The Canada Steamship Company is to be reorganized under practically the old stockholders, and will run a regular line from Montreal during the coming season of navigation. The vessels will include all the old vessels of the old line, with possibly the exception of the Lake Nepigon, which will be replaced.

Handsomely Ornamented

OXFORD Gas Stoves and Ranges

Quick Working



Immense Water Heaters.

WITH OUR 1895 IMPROVEMENTS ARE UNEQUALLED

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

Send for Illustrated Catalogue and Price List.

Calcined Land . . PLASTER

WE manufacture from the best rock only. We guarantee our plaster a first-class article. Write for prices.

Windsor Plaster Co.

WINDSOR, N.S.



Avoid the Dust

Raised when selling Bug Finish in less than barrels. A neat, attractive bag will half sell the goods and looks more business-like. We have

CHURCH'S

POTATO BUG FINISH

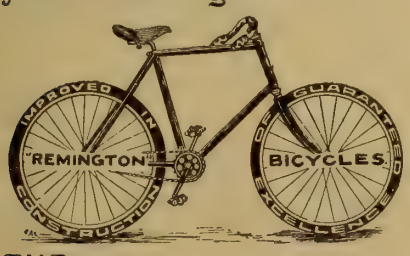
in 50 lb. Duck Sacks, in 25 lb. Cotton Bags, packed 12 in a barrel, and in 7½ lb. Bags, packed 40 per barrel. Bulk Barrels 300 lbs. net.

Toronto Salt Works

128 Adelaide St. East, TORONTO

Distributing Agents for Toronto.

"If you ride a Remington, you're all right."



THE

Remington

Is a real good wheel, and in every respect worthy of the reputation of its makers—the famous Remington Arms Co., of New York.

It is honestly made in every part and is guaranteed to stand the severest strains a rider can put it to.

McDONALD & WILLSON,

. . . Toronto.

PIG IRON PRODUCTION.

The Iron Age, in its monthly review of the pig iron production, says: The changes which have taken place in the running plants during March and the production of some of the large producers leave the output at the beginning of this month at a slightly greater rate than that of March 1. On April 1 the active furnace plant, grouped according to fuel, possessed the following weekly capacity in gross tons:

Fuel—	Capacity per week. Tons.
Anthracite	20,242
Coke	130,850
Charcoal	4,040
Total April 1	158,132
Total March 1	156,979
Increase	1,153

The weekly product of all the furnaces on April 1 compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity per week Gross tons.
April 1, 1895	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,113
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858

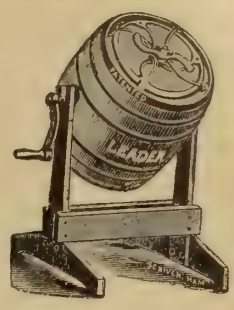
The position of stocks, sold and unsold, as reported to us March 1, was as follows, the same furnaces being represented as in former months. It does not, however, include the stocks of the large steel companies:

Stocks—	Feb. 1 Tons.	Mar. 1. Tons.	April 1. Tons.
Anthracite pig	100,371	106,915	105,582
Coke pig	392,108	446,038	450,752
Charcoal pig	225,594	234,319	229,858
Totals	718,073	787,272	786,192

RETIRING SMALL FURNACES.

The process of retiring the smaller iron furnaces from service appears to be going on all the time. The number of furnaces in blast has, says N. Y. Journal of Commerce, diminished thirteen since December 1, but the capacity of the furnaces in blast has not diminished in the same ratio. The average capacity of furnaces in blast December 1 was 917 tons, and the average capacity April 1 was nearly 925 tons. The increase was small, but the change is constantly going on in the same direction; two and a half years ago the average capacity was scarcely more than 700 tons.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

In Handy Cans

IS THE PROPER LINE.

A. RAMSAY & SON

MONTREAL.

Correspondent Wanted

AT

ST. JOHN, N.B.

FOR

The Canadian Hardware and Metal Merchant

Address:

MANAGING EDITOR

CANADIAN HARDWARE AND METAL MERCHANT. 146 St. James St. MONTREAL

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original and Only Reliable And Durable Green

Imperial French Green

OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE Pottery and Terra Cotta Company, Victoria, B.C., is being wound up.

E. McDonald & Son, general store, Ripley, Ont., have assigned to Chas. S. Scott.

The estate of the late D. S. Baird, general store, Fitzroy Harbor, Ont., is embarrassed.

Hiram Mosser, general store, Allan Park, Ont., has assigned to C. B. Armstrong, London.

L. W. J. Payment, general store, Grand Freniere, Que., has assigned to Charles Desmarteau.

Francois Lambert, carriage maker, Nicolet, Que., has assigned. Creditors have been called together.

PARTNERSHIPS FORMED AND DISSOLVED.

Perry & Alpin, general store, Stonewall, N.W.T., have dissolved.

Snyder & Jennings, planing mills, etc., Huntsville, have dissolved.

Frid & Fanning, brick, Hamilton, Ont., have dissolved. J. Frid continues.

The Ontario Iron and Steel Co., Kingston, Ont., is applying for a charter.

The Milton Electric Light and Power Co., Ltd., of Milton, Ont., have obtained a charter.

Castle & Son, painters, Montreal, have dissolved. Wm. T. & J. O. Castle registered proprietors.

Turcotte & Croteau, general store, Robertson's Station, Que., have dissolved; G. Turcotte continues.

Carrier, Laine & Co., foundry, Levis, Que., have dissolved. New partnership formed between Damase Laine and Henri and Omer Carrier; style unchanged.

D. H. & O. Langlois, furniture, St. Johns, Que., have dissolved. Marie L. Hebert, wife of D. H. Langlois, has been registered proprietress of D. H. Langlois & Co.

In the Sherbrooke (Que.), planing mill firm of Simmons, Burpee & Co. a new co-partnership has been formed between James E. Simmons, David Burpee and Thomas N. Burpee.

Application for a charter is made by the New Light Company, of Montreal. The capital of the company is placed at $60,000. Mr. George W. Booth, of Toronto, is one of the promoters.

The Dorrien Plating and Manufacturing Co. of Toronto, Ltd., has obtained a charter. The proposed capital stock of the concern is $10,000, and those interested in it are Joseph Powers, H. J. Dorrien, sr., Margaret Dorrien, J. H. McGregor, Fredk. Killer and H. J. Dorrien, jr.

A strong company was incorporated at Toronto on Saturday with $500,000 capital, called the Natural Gas and Oil Co. of Ontario. Sidney A. King, of Kingsville; Mr. Leggatt, of Windsor, and the Walkers, of Walkerville, are the promoters, and the objects of the company are to develop the natural gas and oil land in Essex county for heating, manufacture and sale of those products.

SALES MADE AND PENDING.

Shirley & Hay, stoves, New Westminster, B. C., are selling out.

The stock of Bailey & Co., furniture, Toronto, is to be sold by auction.

The assets of Benj. Cote, general store, Hebertville, Ont., are to be sold.

Cilmo Bros., stoves and tinware, Cobourg, Ont., have sold out to Pearcy & Knox.

Hugh Clark, wagonmaker, etc., Elora, Ont., has sold out to James Duguid.

Robert McMillan, general store, Listowel, Ont., has sold out to J. W. Schinbein.

R. H. Benson & Co., general store, Markdale, Ont., advertise their liquor business for sale.

The stock of P. Cosette, general store, Champlain, Que., has been sold at 45c. on the dollar.

Scott & Co., general store, Napanee Mills, Ont., have sold out to Thos. Johnston.

The stock of J. L. Courtice, general store, Holmesville, Ont., is to be sold by auction on April 24.

The stock of Jas. Laurier, general store, St. Roch Lochigan, Que., has been advertised for sale.

The assets of Desormiers Freres, general store, Joliette, Que., are to be sold by auction on April 24.

The machinery and plant of the Murray Ship Lining Co., Montreal, are being sold to John Lee & Co.

The stock of Louis Taschereau, general store, Notre Dame De Lourdes, Que., has been sold at 55c. on the dollar.

Wm. Farmer, photography and mouldings, Hamilton, Ont., advertises his photograph business for sale by tender.

The Westminster and Vancouver Electric Tramway Co.'s line, rolling stock and property were sold on Saturday by the bondholders. The property includes the interurban tramway between Vancouver, B. C., and Westminster, and the street railway in the latter city. The property was bought by Mr. Frank Barnard, manager of the Consolidated Railway and Light Co., of Vancouver, the owners of the street railway there. The price paid was $280,000. The intention is to consolidate the whole system.

CHANGES.

N. Croteau, is starting a general store at St. Victor De Tring, Que.

—. Mossford, of Wasto & Mossford, marble, Victoria, B.C., is reported to have left town.

The Packhard Lamp Co., Ltd., Montreal, is removing to St. Catharines.

Lecours & Frere are commencing business as general storekeepers at Levis, Que.

FIRES.

J. W. Sewell, planing mill, Toronto, has been burned out.

A. Dorland, general store, Newcomb's Mills, Ont., has been burned out.

L. W. R. Terry, grist mill, Newcomb's Mills, Ont., has been burned out.

Cushing & Co.'s splendidly equipped sawmill at Union Point, N.B., was burned to the ground on Wednesday morning, throwing 250 men and boys out of work. The loss is about $50,000, and the insurance $28,937.

DEATHS.

John McKelvie, carriage maker, Memramcook, Que., is dead.

Christopher Irving, carriage maker, Halifax, N.S., is dead.

Samuel Fisher, head of the well known firm of S. Fisher & Sons, saddlers and harness makers, Quebec, Que., is dead, aged 69 years.

FRUIT SPRAYERS.

Among articles more recently coming into use, says Stoves and Hardware Reporter, sprayers for fruit trees commend themselves to the hardware trade. They are extensively used in fruit-growing sections and are, in fact, a necessary part of an arborculturist's equipment, since they perform a service that prevents a loss to the crop and at a comparative minimum of expense. Such a distinguished authority as the Secretary of Agriculture recommends their use to fruit-growers, and others who are well versed on the subject also approve of them. And yet it is a fact, notwithstanding the sale which they can command under the proper circumstances, that a great many hardware dealers will not handle the sprayers. They are not accustomed to them, they say, are a new thing to them and they don't care to take on a line that is anything but staple. But sprayers are staples in those sections where a need for them exists, and the fact that they are comparatively new most certainly does not hold against them. One case is told where a dealer was asked to order a sprayer from a manufacturer, but refused to do so on the ground that he did not care to handle that class of goods. This kind of a business man probably prefers a candle to the electric light. The truth of the matter is that many hardware dealers are too slow in catching on to new ideas. The present case is only an instance, but it shows what poor policy it is to neglect a line in which there is a certainty of profit.

CHROME IRON IN QUEBEC.

ACCORDING to reports from Cookshire, Compton County, Quebec, the yield from the chrome iron mines in Black Lake region is remarkably satisfactory.

Recent shipments have comprised lots of 400 tons, which have been consigned to Great Britain. These shipments were from the Little Lake St. Francis mine, which was only opened last fall. The ore yields the high average of 50 per cent. of pure material. Prospecting has demonstrated that there is stretching for miles in the section of country in the Black Lake region a belt of rock containing pockets more or less disconnected of this valuable mineral, and the expectation is that the coming spring will witness extensive operations over the entire district.

The American press has been calling attention to the matter, remarking that it is not surprising that these deposits should be quite close to the famed asbestos mines of Thetford and Coleraine, Que., as both chrome iron and asbestos must be looked for in the same serpentine formation of rock. They add that the latest discoveries of rich deposits will give impetus to the industry.

In one instance, instead of sinking shafts for the mineral, it is only necessary to blast it from the side of a mountain, and four or five blasts suffice to furnish a hundred tons of iron. All thus far shipped from Canada has been taken by the Carnegie Steel Works, of Pennsylvania. The ore averages for the most part over 50 per cent. of metal, costs little or nothing to mine, is found close to a line of railway, which carries it to its destination for $5 per ton, and when delivered it is worth $25 to $35 per ton, according to its assay. The importance of the discovery, and the large demand existing for it, are shown by the fact that of this best quality the manufacturers of Baltimore and Pennsylvania consume annually from 4,000 to 6,000 tons, besides a vast amount of inferior quality.

The total production of the ore in the United States for 1893 was 1,620 tons and the importation 6,354 tons, but by far the larger part of the imported ore came from Asia Minor. Under the McKinley tariff there was a duty of 15 per cent. ad valorem, representing some $3 per ton, which was removed by the Wilson tariff. About a hundred men are now employed at Coleraine and Black Lake, working and prospecting for the ore, and this number is certain to be very largely increased.

Chrome enters into the composition of the ferro-chromes used in making chrome steel, which is of extreme hardness, and is used in armor plates for ships and forts, for shells, for tools to cut iron dies and shoes in ore crushers, for safes, etc. Ferro-chromes are made of various proportions, containing from 4 to 90 per cent. of chrome. Chrome steel may contain from 1 to 10 per cent. of chrome. This latter communicates to the metals with which it is allied great hardness and durability and increases their elasticity, which properties may vary according to the proportion of chrome. Chrome steel is manufactured in the United States by the Brooklyn Chrome Steel Co., the Carnegie steel works and the Bethlehem Steel Co., but the most important centre of the industry is Glasgow, Scotland.

Chrome iron is largely used in the manufacture of bichromates of potassium and sodium, which are used in dyeing and printing calico, and these products constitute the base of the chrome, yellow, orange and green colors. The consumers of the ore for the manufacture of the bichromates of potassium in the United States are the Baltimore Chrome works and the Kalion Chemical Co., of Philadelphia.

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Twine Specialties

Blue Ribbon, Maple Leaf, Beaver, Red Cap and cheaper twines.

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PEUCHEN

Pure Paris Green

Government Standard

It is the finest made, both as regards color, fineness, and strength. Put up in cardboard packages, tins, and drums.

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Iron, Steel and Metal Merchants and Manufacturers' Agents.

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Manufacturers of the Well Known

"HAMMER BRAND"

Calcined Plaster and Patent Rock Wall Plaster.

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BRUSHES

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WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.

Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

U. S. LEAD PRODUCTION 1894.

THE lead industry of the United States suffered during 1894, though not to the extent that was generally supposed. The decline was altogether in the output of silver-bearing lead from our Western mines, and in the quantity of lead smelted here from foreign ores, while the output of soft or non-argentiferous lead from ores mined in Missouri, Kansas, and Wisconsin increased largely, and the amount of foreign-smel ed bullion refined here was also greater than ever before. The output of desilverized lead from domestic ores was 119,481 short tons, as compared with 130,026 tons in 1893 and 145,217 in 1892, which was the maximum ever attained here. On the other hand, the output of soft (non-argentiferous) lead increased from 31,369 tons in 1893 to 37,044 tons in 1894.

The net outcome was that in 1894 we produced 160,867 tons as compared with 166,678 tons in 1893, and 182,677 tons (our maximum out-turn) in 1892. The Engineering and Mining Journal says that considering the depressed condition of nearly every industry in 1894, and especially the injurious effect on Western mining interests of the heavy decline in the value of silver, the production of lead in this country must be considered not only satisfactory but quite remarkable. Since the output during the last three months of the year was greater than in any previous quarter of the year, we may fairly conclude that our lead, like our zinc, and, indeed, all our other industries, has passed the bottom and is increasing more or less rapidly under present prices and conditions, and a large business may be looked for in the current year.

The lead imported in ore amounted to only 19,748 tons, as against 29,270 tons in 1893, and 26,734, tons in 1892, while the foreign bullion refined here amounted to 40,345 tons, as against 35,000 tons in 1894. Under the present tariff law the duty on lead in ore is relatively higher than on lead in bullion, so that we offer a still further inducement to Mexican mine owners to do their smelting at home.

Our total imports of lead in pigs, bars, old and manufactured, amounted to 49,993 tons, of which 40,345 tons came in as base bullion to be desilverized and refined here; the greater part of this was refined in bond, but was afterward entered for consumption and paid the duty of one cent per pound. The most of this bullion and nearly all the lead in ore imported during the year came from Mexico, though a little came from Canada, where the Kootenai mines are being opened up, and promise to become important producers.

The real output of the Missouri and Kansas mines is not measured by the production of soft or non-argentiferous lead, for a good deal of the ore from these districts is smelted with western "dry" ores at the great refining works of the Middle States.

The output of antimonial lead was only 4,337 tons in 1894, as compared with 5,283 tons in 1893, the decline in this keeping pace with the lessened treatment of western ores from which it is chiefly derived.

HAD BEEN "RAIT-ED."

THE latest story from New York pertains to a frugal German of the type who keep small saloons in the district where sanded floors and plain bars abound. His name was Jacob Miller, and, not unlike many of his countrymen after being in New York four or five years, he had managed not only to keep a horde of children well dressed and in school, but to accumulate a small sum of money. He feared thieves would find his little hoard, which he kept snugly stowed away in a stocking in the bottom of his emigrant trunk, and so he determined to open a bank account. Pushing his way through the heavy swinging doors of a prominent Wall street banking house one morning he shuffled up to the first window and said:

"I want to open me a little bank account here."

"Second window to the right," was the laconic reply.

Approaching the cashier's desk he repeated his desires.

"Your name, please," said the cashier.

"My name is Yacob Meeler."

"What is your business."

"Vell, I keeps me a little restaurant, No 96 Canal street."

"Do you do much business?"

"Vell, I sells a few meals, vonce in a while a drink or two, and I keeps me a few rooms upstairs."

"Do you intend keeping a large balance on deposit?"

"Vell, I don't know about dot. You see, I makes me a leetle money and all I vants is a blace to keep id."

"Is your business respectable?"

"I already told you dot. I has only von small blace where I sells a few meals, somedimes a drink or two, and I keeps me a few rooms upstairs. I yoost vant a place to keep mine money, and August Bingenheimer, the Dock Commissioner, he tell me to come here."

"O, well," said the cashier, "we do not care to open any new accounts, but if Mr. Bingenheimer sent you here we will accommodate you. He is one of our directors, and upon his recommendation I believe your business is respectable and we will open the account. Let me see," continued the cashier turning to Bradstreet's book of commercial ratings and running his finger up and down the names commencing with M. "I do not find the name Jacob Miller here. Were you ever rated by Bradstreet?"

"Rai-ded, did you say? Vell, no, I vas never raided by Bradstreet, but I vas two times already raided by Parkhurst."

SHIP CANAL FOR SHEFFIELD.

Sheffield, like Manchester, says The Iron and Steel Trades Journal, has been eagerly seeking an adequate waterway to the sea, and now, through the enterprise of South Yorkshire capitalists and the assistance of the Manchester, Sheffield and Lincolnshire Railway Co., she will probably get it. No English city has been so crippled in its trade by heavy railway rates. Some years ago one firm removed the whole of their steel railmaking plant to Workington, and still manufacture on the seaboard to escape the cost of land transit. The Sheffield market for ship plates has also dwindled, because of the difficulty of competing with makers near the coast. The city maintains its reputation for the production of armour plates, but the carriage rates and charges for this bulky and heavy material are enormous. Considerable ingenuity is moreover required to safely convey these huge plates to port. Only two years since the up and down lines of one of the railways running from Sheffield to Hull were entirely cleared of traffic on the Sunday so that a portion of the armour and anchor of a Russian man-of-war might be sent through for shipment. The inconvenience, expense and trouble of reloading will be avoided by carriage along the canal, or rather series of canals, which the Sheffield and South Yorkshire Navigation Co. have bought and intend to prepare for systematic traffic from Sheffield to Goole.

HORSE-POWER OF A BICYCLIST.

A French scientist has recently made some experiments which show the amount of force developed by some of our bicycle cracks during a hard race.

American cyclists have maintained for two minutes a speed to continue which required the expenditure of energy representing two-thirds of one horse-power.

For six seconds they were able to exert the astonishing force of one and a fourth horse-power. This is equivalent to raising a weight of 188 pounds one yard high in one second. Experiments are also being made to determine the force exerted by different sports. The result will be of great use for training and hygienic data.

One of the discoveries made during the calculation of the force exerted by bicyclists is that at high speed the work of a bicyclist in covering a specified distance is as great as that of a man running the same distance. At a moderate speed a runner undergoes three times the labor of a bicyclist, but the higher the speed the nearer are the exertions equalized.

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Toronto Fence and Ornamental Iron Works

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Agents Wanted.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES
OF EVERY KIND

At lower prices than ever before.
Only best steel used.
Write for fuller particulars.

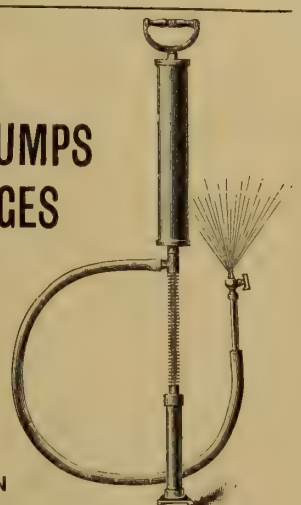
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John Wilson's
BUTCHER KNIVES
AND STEELS,
Farriers' and Shoe Knives
are the Best in the World.

TRADE ◇ MARK.

Parties not being able to procure them from their wholesale friends will please communicate with P. O. Box 366 Montreal.

FOR
BRASS
SPRAY PUMPS
AND SYRINGES



WRITE . . .
Stevens Manufacturing Company
LONDON

Heating Appliances
FOR SALE.

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

HARDWARE MERCHANT
TORONTO.

NICKEL IN SUDBURY.

The new smelter at the works of the Canadian Copper Co., Sudbury, has been started up. It turned out about sixty pots of matte the first day. This new process does away with the necessity of roasting the ore, and promises to revolutionize the nickel-mining industry here. The ore is put through the furnace in a raw state direct from the mine.

At the Copper Cliff mine the main shaft was sunk 100 feet below the seventh level this winter, and the richest body of nickel ore that has ever been found in this district, if not in the world, was struck on this level about 700 feet below the surface. It is mostly pentlandite, carrying 30 per cent. of nickel, and, strange to say, the deposit immediately above it on the seventh level was common grade ore.

At the Crystal gold mine near Lake Wahnapitae, a most important discovery has lately been made. In sinking a test shaft a few feet from the principal vein, with the intention of drifting to it at 100 feet, or the first level, a larger and richer vein was struck at 90 feet from the surface. All the ore from this new lode, and now on the dump, is literally yellow with gold, and some of the hand samples are almost pure nuggets. It was generally supposed that the gold found in so many places in this district, but seldom in paying quantities, was all on or near the surface, in shallow veins and pockets. But this discovery would seem to support an opposite theory held by a few old prospectors here, that the numerous surface finds were mere croppings of great mother lodes that were covered over with lava flows and drift. Two other discoveries of free gold made during the winter with diamond drills at a depth of 150 to 180 feet point to the same conclusion, and may lead to great results in the near future.

ONTARIO'S WEALTHY INDIANS.

A computation has been made by the Indian Department of the surrendered surveyed Indian lands, of which the Government is the trustee for the various Indian tribes in Ontario. The total area is 452,694 acres. These are bringing, when sold, about $1.50 an acre. The land disposed of in 1894 was 32,385 acres, which yielded the sum of $44,711. Besides this, the Indians of Ontario, who number 17,330, own 3,680 houses, 858 barns, 1,577 stables, 77,749 acres of cultivated land. Their live stock consists of 3,857 horses, 2,367 cows, 388 oxen, 48 bulls, 691 sheep, 4,897 pigs, and 3,034 young stock. The crops of the Indians in this province last year consisted principally of 65,589 bushels of wheat, 107,773 bushels of oats, 31,115 bushels of peas, 11,419 bushels of barley, 87,255 bushels of potatoes, and 11,501 tons of hay. In addition to this they had fish, furs and other industries valued at $165,172.

Clarkson & Cross
ACCOUNTANTS . . .
Established 1864.
26 Wellington St. East, TORONTO

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S
CANADIAN CUSTOMS TARIFF
— AND —
ONTARIO COMMERCIAL LAW, 1894.
This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables(Sterling) Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercia lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of, price—**FIFTY CENTS.**
The McLean Publishing Company, Toronto.

BLACKSMITHS' TOOLS.
"JARDINE"
Upright . .
HAND DRILLING MACHINES
Retail Price,
$9.50 to $25.00.
A. B. Jardine & Co.,
HESPELER, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

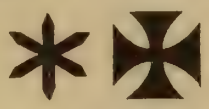
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ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

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JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, April 19, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	16½ 17
Straits "	16½ 17

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I C	5 25
I.X	6 50
I.X.X	7 70
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
I.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

-inch	10½c
-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron,

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ½ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square	
1 to 2 in	0 18 0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 03⅜ 0 01
Domestic "	0 03½ 0 03¾

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04¼ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04¼ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder. per lb.

Bar Half-and-half (guar.)	0 12 0 12½
Standard	0 11½ 0 12
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10
Other makes "	0 9½ 0 10½

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brendram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 06
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian "	
Paris Green, per lb	0 13½ 0 14
" " 100 lb. drums	0 12 0 12½
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal		0 65
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine p. gal.		0 85
No. 1 Carriage "		1 30
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	.....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

5 Barrel Lots	....	0 45
1 " "	....	0 46

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear	.....	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per 1 b
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, "		

Awl and Tool Sets.

Millar's Falls, per doz	2 80	8 30

Axes.

per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00

Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro, dis. 50 per cent		

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders' "	7 50	10 00

Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1. leather, dis. 47½ p.c
Standard, 37½ per cent.

Bench Stops.

Per doz	5 00	6 00

Bits—*Auger.*

Gilmour's dis 65 and 5 per cent
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p.cent dis

Car.

Gilmcur's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex per doz.	1 25	1 75
Mascot "	1 35	1 85
Erminie "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis, 75 and 10 and 5 to 75 p.c.
Fire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea.	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "		6 00
" No. 9 "		7 00
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardin Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards "	6 50	....

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*

American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 70 per cent. From stock 65 and 5 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz		2 00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each	0 60	2 00

Forks.

Hay, Manure, etc, dis. 52½ and 7½ p.c. rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25	3 50

Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United Inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application

Glue Pots.

Tinned, each	30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz	3 60	4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent
Can. discount 25 to 27½ p.c

Task.

Magnetic, per doz	1 10	1

Sledge

Canadian, per lb	0 12½	0

Ball Pean.

English and Can., per lb	0 25	0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 8

Cross Cut Saw.

Canadian per pair	0 15	0 20

Hangers.

Door 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c

Heavy, per lb	03 3-5	0 04½
Screw hook and hinge— 6 to 10 in., per lb.	0 3½	0 04
12 up "	0 2½	0 03

Per doz. set

Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis 50 to 60 p.c

Per doz. pair

Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ and 7½ p.c. revised list.

Planter doz	4 00	5 0

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples. Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 50 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton.... $3 6
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis per cent. dis. 00 to 25

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)

	Pat'n.
1. Either Canada or Amer Basis—50 to 60 dy.....	2 10
40dy.....	2 15
30 dy.....	2 20
20, 16 & 12 dy.....	2 25
10 dy.....	2 30
8 & 9 dy.....	2 35
6 & 7 dy.....	2 50
2. Amer. Pattern Only from 4 to 5 dy	2 60
3 dy. (lath).....	3 10
3. Canada Pattern Only from 4 to 5 dy	2 60
3 dy. (lath).....	3 10
3 dy. A.P. Fine	3 70

Car lots 10c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails. 10 keg lots prepaid to maximum of 25c 100 lb.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets. per gross
Sqre, rnd and octagon.. 3 38 4 00
Diamond..... 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks
Per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys
Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches
Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set.... 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, " 3½ 3¾
Lanes, 3½ to 3¾c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

	Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger....	6	...	8½
¼, 5-16, ⅜ in	6½	...	8½
Cotton, per lb.....	11		12
Russia Deep Sea, per lb..	12½		13½
Jute	" ...	06½	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65 1 00
" N P. " 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire.... .... 55 90

Sash Cord
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian dis. 45, 50 p. c

Sash Weights
Sectional, per lb..... 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 70
Hand, Disston's, dis 10 15 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 75

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c
Gurney Scales, 60 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R.H. " 75 per cent. dis.
" F.H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 52½ & 7½ p.c. revised list

Scythe Snaths.
Canadian, dis. 40 to 45 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set ... 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.
Per lb..... .... 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross		7 50	12 00
Dessert " .... "		21 00	.....
Table " .... "		30 00	30 00
Dessert Forks... "		24 00	.....
Medium " ... "		27 00	.....
Table " .. "		36 00	.....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb..... 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey' 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carnet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks, 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 per cent.

Tape Lines.
English, ass skin per doz. $2 75 $5 0
English Pat. Leather 5 50 7 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz 1 25 2 5

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list. 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33½ p.c to 35 p.c
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 to 70 and 5 p c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, Russian, per lb..... 0 00 0 21
Wrapp'g, mottl'd, pr. pack 0 50 0 60
" cotton, per lb.. 0 17 0 18
Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, Blue ribbon 6¾ 0 7½
" Red cap 6½ 0 6½
" Prison 0 0
Carload lots of binder twine shipped under above figures.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
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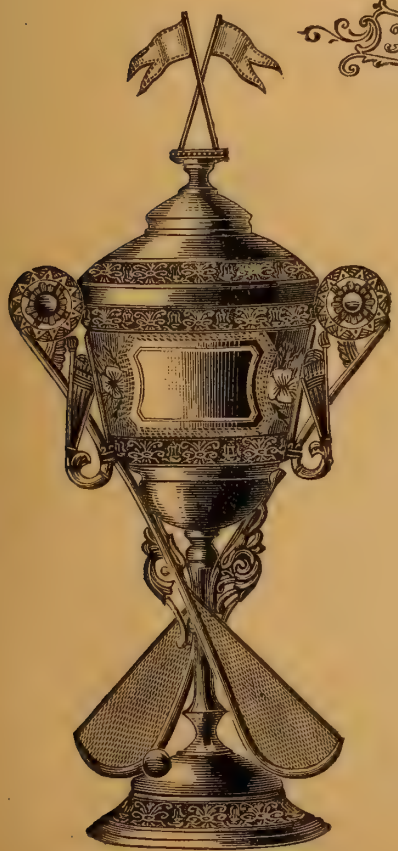
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VOL. VII. TORONTO AND MONTREAL, APRIL 27, 1895. No. 17.

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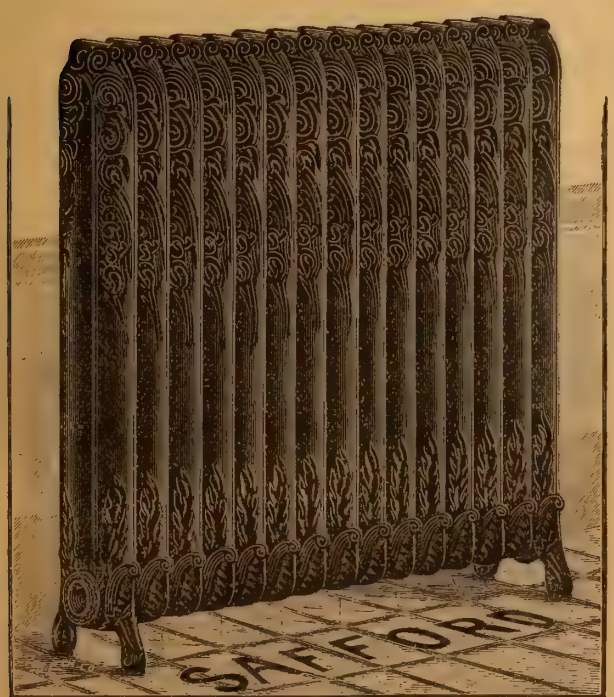
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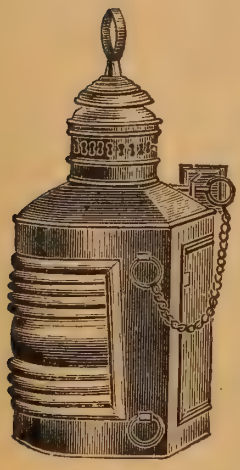
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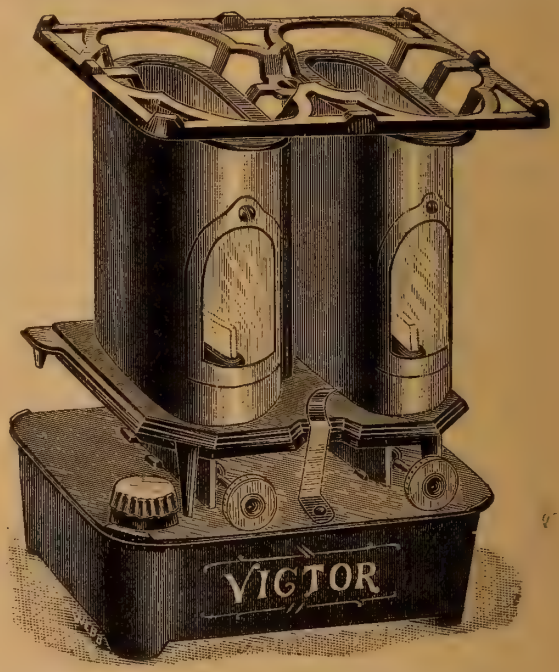
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Vol. VII. TORONTO AND MONTREAL, APRIL 27, 1895 No. 17

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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R. Hargreaves, Manager.
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THIS IS A LIVE NEWSPAPER.

IT seems impossible for some manufacturers and others to realize that THE HARDWARE MERCHANT is a business enterprise. They think it should be edited with scissors and paste by a man who never leaves his desk save to eat and sleep, just as many other papers are.

If by chance he gets any original matter it comes from someone who wants himself or his business puffed. They think the paper should insert advertisements at what it costs to set the type only, making no charge for press-work, paper, editing or office management.

If by any chance it gives a good piece of news, which it knows to be true, and which is of interest to the trade, it apologises for it in the following issue by saying they were misinformed.

THE HARDWARE AND METAL MERCHANT works on entirely different lines. Its primary object is to gather from every part of Canada by its own staff news, condense it into the briefest form possible, and sell it to its customers, just as a manufacturer sells nails, or any other commodity. This is what it will continue to do.

What would these manufacturers do if this paper said they had no right to make and sell their particular goods? They would simply laugh at us. Yet this is exactly the view taken by a manufacturer in a letter received this week. He says, in effect, that we need not sell news about his business. Yet the news to which he refers is of interest to nearly everyone in the trade.

It does not follow that every piece of news is published; space would not permit it. Some, it would be unfair to print. Only such as is of interest to the majority or a section of the readers is used. Much is omitted every week.

The term "news" includes everything, from a change in price to a description of a new article, which seems likely to interest readers.

Few readers can conceive the amount of work it takes to gather, condense and distribute each week's budget of information. For the twelve months ending March 31st, THE HARDWARE AND METAL MERCHANT paid over $23,000 to secure information which was supplied to individual firms in every part of Canada for $2.

TURPENTINE IN TORONTO.

TURPENTINE on the Toronto market occupies a somewhat unique position at the moment.

In the primary markets there has been a net advance in prices. In Toronto, on the other hand, there has been a marked decline; and to-day there is really no bottom to the market.

Prices are supposed to be 42 to 42½c. for single barrels and 41 to 41½c. for five-barrel lots, but these figures are being cut considerably. We know of one large concern that quotes 40c. for single barrels and 39 to 39½c. for quantities.

The disturbing factor is the tank article, that is, the turpentine that is being brought into Toronto in bulk and barrelled there.

Most of the jobbers are standing out for the higher figures given, and they appear to be fairly well employed.

Within the last day or so the outside markets have taken an easier turn again, and this, naturally, does not tend to improve the situation in Toronto.

Turpentine has not been a profitable commodity for Toronto jobbers for some time, and, owing to this, houses that have been leaders in this line in the past are now, of their own volition, allowing others to push for business.

The half yearly report of the Grand Trunk Railway shows the net revenue deficiency to be £97,684. And as long as there is inefficiency in the management there will be a deficiency in the revenue.

PETROLEUM AND BENZINE GO UP

The excited market in petroleum that was noted last week in Montreal has continued, and prices are at the moment as unsettled as they were a week ago.

Stocks in the hands of traders generally are not heavy, and some of the sanguine ones are predicting that there is going to be 25c. coal oil. Whether this is so is difficult to say, but it may be remarked that, aside from the speculative turnover of large lots between dealers, the demand from the general run of trade has not increased appreciably, despite the excitement.

At the present writing prices on Canadian refined oil are 2c. higher than they were, car lots having changed hands at 16¾c. spot Montreal, and smaller quantities 18c.

On American there has been no further quotable change in the Montreal market up to present writing since the jump of 5c. per gallon noted last week. In consequence of the strength and advance of petroleum, benzine prices in Montreal have been marked up 4c. per gallon.

REDUCTION IN SOIL PIPE.

AMERICAN competition has been sorely felt by many Canadian manufacturers during the last twelve or eighteen months.

As pointed out before, in order to use up the raw material on their hands and convert it into cash or dispose of stocks already on hand, the manufacturers in the United States have been glad to take almost any price. Canada, in spite of the tariff, was the dumping ground for much of this class of goods.

Although this feature is less pronounced than it was, on account of the improved conditions across the border, yet there is still a great deal of American goods coming in which the home manufacturers are doing their best to keep out by means of reductions in prices.

The soil pipe manufacturers are among those who have been adopting this course. But so far every reduction they have made with this end in view has been met by their American competitors.

Now another reduction of 1½c. per foot

has been made by Canadian manufacturers of soil pipe.

The representative of an American manufacturer whom THE HARDWARE AND METAL MERCHANT interviewed regarding the matter did not seem at all concerned about it, as his firm would certainly meet the lower figures. He also asserted that there was more American than Canadian soil pipe now used in this country.

For some time, we have been given to understand, most of the soil pipe makers in the Dominion have only been running on short time, largely owing to the invasion of their field by the American made article. And it does not look as if they have yet driven their foes from the field.

AMERICAN PIG IRON IN THE EAST.

RECENT import orders for Ayersome pig which have been placed on the basis of $17.50, laid down in Montreal, and Summerlee at $18.25, for forward delivery, is raising the question in that market whether, considering the advances at American centres, American pig can be sold in competition with these figures.

The quality of the Ayersome iron is claimed by some founders to be superior to American iron of a similar grade, although the ruling price of No. 2 American pig in Montreal during the winter has been 50c. higher than the figure quoted above on the Ayersome iron, and the supporters of the British product contend that the former is not equal to their No. 3 iron.

But it is when the price of $18.25, ex wharf, on Summerlee iron is considered that the difference between the conditions this spring and those of last are apparent.

Last spring at this time importers of Scotch and English pig were not quoting it at all, and the early spring importations of British pig iron were a bagatelle. On the other hand, there were offers of American pig at very low rates in Montreal, while in Western Ontario it not only drove out the British pig entirely, but the domestic Nova Scotia pig as well. At present it still largely monopolizes the Ontario market, though we learn that some fair sized sales of Nova Scotia pig have been made at $17.50, delivered in the west.

In Montreal, however, no new business in American has been noted since the change in the markets across the line, and with these low offers on British iron and domestic pig selling at $16.50, laid down in Montreal, the chances are against a repetitioe of the keen competition this season experienced from it last summer in the Eastern Canadian markets.

Last spring Summerlee was quoted at $19 Montreal, and domestic pig at $17.

There is said to be a good opening for a general hardware store in Rocklyn, Ont.

FIRE-PROOF BUILDINGS.

THE architects for the two mammoth stores—Simpson's and Murray's—that are to be erected in Toronto this season have notified the civic authorities that the structures are to be fire-proof. This is as it should be.

Toronto during the last ten years or more has been in the line of march in the erection of large buildings, but in the construction of these buildings little effort has been exerted to make them fire-proof.

Except in one or two isolated instances, the best that was done in this direction was to put in "slow burning" flooring. Some of the recent conflagrations demonstrated that the term was a misnomer. Simpson's big departmental store, erected less than a year ago, had "slow-burning" floors, but the fire clearly showed them to be rapid burners.

Toronto has paid dearly for her penny wise and pound foolish policy. Some of her big buildings in which she had so much pride proved to be magnificent mammoth fire traps.

It is to be hoped that some of the other new and handsome structures—such as the new Legislative buildings—will not be tested by fire.

The recent conflagrations have taught the people of Toronto a lesson which they promise to heed.

But the question as to whether buildings of certain dimensions and height or designed for certain purposes should be fire-proof or not ought not to be left to the discretion of the owners themselves.

A city by-law should be the arbitrator in the matter.

Toronto is divided into sections, or, as it is called, fire limits. In some of these sections it is forbidden to erect classes of buildings that are permissible in others. Why not go a step further and declare that certain buildings must be fire-proof, and specify, too, what constitutes a fire-proof building?

PATRON MEMBERS WANT OFFICE.

AS MIGHT be expected of men who want to do away with all fair commercial dealings, the Patron members elected to the Ontario Legislature last June have made no favorable impression during their first session in the House. Their course has, in the main, been devoted to looking after their own personal interests. They appear to be on better terms with the Government side of the House than the Opposition, because the former have power and patronage to dispose of and the latter have not. The Patrons announced at an early stage that they had not been elected to turn out Governments. This intimation, instead of foreshadowing an attitude of impartiality as toward rival parties, was soon seen to mean a quiet hint that they would not bite the hand that fed them. If another election were held the Patrons would be wiped out, as the bye-election in Haldimand has indicated. Hence the Patrons are intent on staying in the House for the whole four years at $600 per session apiece, winding up that career, in as many cases as possible, with an appointment to a permanent office. Two Patron members are said to have admitted that they would get Government positions when the time was up.

These are the kind of men who claim to be superior to the rest of mankind, and who want to abolish merchants and traders and grab the whole profit themselves. Such an element in a Legislature is worse than a band of needy party hacks, because we business men can at least hold the latter responsible through their leaders. But the Patrons, having no definite platform on many public issues, are simply open to the highest bidder.

Both Conservatives and Liberals have united to defeat them. This was done in the Haldimand local election, where the Conservatives voted to a man for the Liberal (Dr. Baxter), who was thus elected by a large majority over Senn, the Patron.

NEEDY MEN IN PARLIAMENT.

The chief means by which impecunious members of our Parliament and Legislatures stave off utter financial collapse is by pressing for a good fat berth in the public service and promising their trusting friends repayment when the office is got. This enables them to keep afloat, but renders them the abject slaves of the Ministers of the day and quite unfit to discharge independently and fearlessly the duties of a member of Parliament. The proportion of ex-M.P.'s and ex-M.P.P.'s who now fill public positions is very large. Small wonder that the interests and requests of our business men play second fiddle in Parliament. What do these interesting adventurers care for our votes, or why should they lie awake at night worrying about our business questions when the haven of their hopes is a good office for obedient voting in the House?

There ought to be a law forbidding the appointment of M.P.'s and M.P.P.'s to public positions for life during a period of at least five years after they retire from Parliament. This would remedy the evil of rewarding needy members, who shape their whole course to drop out of Parliament into a comfortable berth.

CANADA'S TRADE CONDITIONS.

THE unique position that Canada has held among the nations during the financial depression of the last two years has been the subject of favorable comment by journalists, financiers and capitalists in both the United States and Great Britain.

The test to which this depression put the country demonstrated to the world that the trade and financial institutions of Canada were not built upon the sands. The floods —created by the unparalleled depression in the United States—which beat against them, clearly proved they were built upon a rock.

Canada could not under the present conditions experience such a commercial crisis as that which obtained in the United States.

The seed-germ of the unfortunate condition of affairs in the United States was want of confidence by its own people in the currency and banking systems of the country.

In Canada the system of currency has been tried under all sorts of conditions, and found equal to all demands made upon it, while the country is not divided into warring factions over sound and unsound money. Consequently every capitalist who invests his money in the Dominion is as confident that he will lose nothing through a depreciated currency as he is of the sun rising in the east on the morrow.

Our banking system is the ideal of those who are championing the cause of reform in the antiquated banking system of the United States.

We have been induced to this retrospect by the receipt of a copy of the Trade and Navigation Returns of the Dominion for the fiscal year ending June 31, 1894, the period when the depression hung the heaviest over the United States.

With its next door neighbor, and the neighbor with whom it did a large portion of its business in such a bad financial condition, it is only natural to expect that the Dominion's foreign trade should be influenced to some extent. And it was, but to a surprisingly slight extent, when the crisis in the United States is taken into account and the dullness obtaining in Great Britain and Europe generally is considered.

The aggregate imports for home consumption were valued at $113,093,983, a decrease of a little over 7 per cent. compared with 1893, in which year, with one exception, the imports were the largest in the history of the country. This decrease was principally in dutiable goods, free goods exhibiting a decline of less than 3 per cent. Great Britain and the United States are, of course, the principal countries with which we trade. Our imports from both these countries show a marked falling off, but the decrease is $756,731 greater in the imports from the United States than from Great Britain. The countries from whom we bought more than in 1893 were Germany, Spain, Italy, Newfoundland, South America, China, Japan and Switzerland.

The following table shows some of the principal articles imported during the fiscal years 1893 and 1894.

DUTIABLE GOODS

	1893.	1894.
Ale, beer and porter	$ 175,147	$ 168,346
Animals, living	206,512	167,316
Brass and manufactures of	445,175	369,357
Arrowroot, rice, biscuits, etc	484,534	362,025
Breadstuffs—		
Grain of all kinds	1,049,088	800,145
Flour and meal of all kinds	297,147	252,253
Brooms and brushes	109,783	106,534
Carriages	408,707	490,200
Carpets and squares	94,098	71,443
Cement	327,148	284,471
Coal and coke	4,168,515	3,515,845
Coffee	55,659	52,689
Copper and manufactures of	352,406	157,539
Cordage of all kinds	76,189	67,130
Cotton, manufactures of	4,557,402	4,001,618
Earthenware and china	709,737	695,514
Fish and products	486,957	465,504
Flax, hemp and jute, manufactures of	1,618,683	1,416,476
Fruits and nuts, dried	913,541	904,263
Fruits, green	903,909	1,197,836
Furs and manufactures of	723,807	717,451
Glass and manufactures of	1,219,543	1,2[illegible],203
Gunpowder and other explosives	143,028	112,781
Hats, caps, bonnets	1,320,640	1,216,062
Iron and steel, manufactures of	10,113,177	8,776,533
Lead and manufactures of	288,636	203,644
Leather and manufactures of	1,233,004	970,577
Oil, coal, kerosene and products of	463,709	426,851
Oils, all other, n.e.s.	833,519	816,222
Oilcloth	233,395	211,914
Paints and colors	594,874	551,381
Paper and manufactures of	1,187,236	1,015,094
Pickles, sauces, etc.	109,580	74,058
Butter, cheese, lard and meats	734,481	900,494
Salt	39,838	53,336
Silk, manufactures of	2,763,536	2,481,414
Soap of all kinds	176,959	163,961
Spices of all kinds	191,736	149,773
Spirits and wines	1,510,972	1,444,620
Sugar of all kinds	46,091	116,558
" molasses	802,748	817,217
" candy and confectionery	86,612	66,268
Tea	88,611	175,998
Tin and manufactures of	32,817	35,877
Tobacco	290,805	280,311
Turpentine, spirits of	164,855	160,428
Varnish	72,805	73,822
Vegetables	220,631	233,440
Wood and manufactures of	1,087,128	909,098
Wool " "	10,946,244	9,493,623

FREE GOODS.

	1893.	1894.
Coal, anthracite	$6,355,285	$6,354,040
Salt	281,462	328,300
Fish of all kinds	536,486	748,322
Fish oil	65,551	36,309
Logs and round unmanufactured timber	266,990	690,909
Lumber and timber	688,828	716,480
Fur skins, not dressed	785,433	627,678
Eggs	611	8,789
Hides and skins, undressed	1,947,886	1,866,333
Silk, raw and manufactured	206,325	203,040
Wool, unmanufactured	1,651,440	1,085,254
Broom corn	144,987	121,297
Fruits, green	508,680	595,858
Hemp, undressed	1,150,134	482,289
Sugar	6,628,419	8,382,150
Tobacco leaf, unmanufactured	1,717,495	1,753,992
Cotton wool and cotton waste	3,566,948	2,902,816
Fish hooks, nets, seines, etc	434,057	444,540
Metals—		
Brass	68,966	84,314
Copper	123,308	124,262
Iron and steel	3,086,346	2,524,238
Tin	1,242,049	1,274,512
Zinc	124,360	90,689
All other n. e. s.	198,783	244,486
Coffee, green	594,888	565,008
Tea of all kinds, n. e. s.	2,886,841	2,863,939
Coin and bullion	6,534,200	4,023,072
Settlers' effects	2,223,269	3,322,499

The returns regarding the exports are particularly gratifying. They show a decline of less than 1 per cent. compared with 1893's figures, which were by some $5,000,000 larger than ever before in the history of the country. The actual figures for 1894 were $117,524,949, and the difference between them and those of the preceding year is more than accounted for in the exports of coin and bullion alone, the decline in which was over 2¼ million dollars. But the unique feature regarding the exports is that they exceeded 5½ million dollars the imports entered for home consumption. This is but the fourth occasion since Confederation that the exports have exceeded the imports. The preceding years in which these excesses were chronicled were 1870, 1880, and 1881.

Omitting coin and bullion and the estimated shortage at inland ports, a recapitulation of the exports for the years 1893 and 1894 shows this result :

	1893.	1894.
Produce of the mine	$5,625,526	$6,055,894
" " fisheries	8,941,357	11,412,281
" " forest	27,632,791	26,504,756
Animals and their produce	32,775,879	33,046,467
Agricultural products	27,093,195	26,757,346
Manufactures	8,487,271	8,336,312
Miscellaneous articles	392,327	307,602
Total	$110,948,346	$112,420,658

It will be observed from the above table that in the exports of her staple products Canada did even better in 1894 than in 1893 in spite of the phenomenal increase in the exports of the latter year.

It may be interesting by way of comparison to note that imports into the United States for the year ending December 31, 1894, fell off over 63 million dollars and the exports over 47 million dollars, compared with 1893.

Canada's foreign trade for 1894 affords much food for gratification, especially when it is compared with that of the United States for the same year.

COMPLAINT FROM VALLEYFIELD.

Mr. Marchand, of Valleyfield, is in Montreal this week, as the spokesman of the merchants of that town, to secure a better train service with Montreal. There are 40 to 45 merchants in Valleyfield, and they do a good deal of their business with Montreal, but are put to inconvenience in reaching the city. There is only one train per day each way, leaving the town at 6.10 a. m., and leaving Montreal to return at 4 p. m., while a change of cars has to be made at a junction where long stops occur. Co-operation is sought from the merchants and Boards of Trade in Montreal to secure a better service from the Grand Trunk.

BOATS TO PORT STANLEY.

London, Ont., is evidently intent on showing its appreciation of the steamship service to be inaugurated within a few days between Port Stanley, Toronto and the Lower Provinces. The service, it is understood, is to be run under the auspices of the Merchants' Line, which has heretofore operated between St. Catharines, Toronto and Montreal. The two boats to be put on are, however, to be operated nominally, at any rate, by the City of London Merchants' and Manufacturers' Steamship Company. The McClary Mfg. Co. have already on the wharves at Port Stanley, ready for loading, a trial shipment of 60 tons of tin plating for Toronto and other points. It is expected a considerable saving in freight will be effected, and, if so, the new line will undoubtedly have considerable patronage. The first boat, it is said, will sail east on May 2nd.

DROPS FROM THE EDITOR'S PEN.

What went ye business men to the horse show to see? The fine horses or the pretty women?

* * *

The daily papers say gas is going up. What business men want is gas to come down.

* * *

Trade is evidently girding herself for a good time. It is about time it went into training.

* * *

It is just possible the Standard Oil Co. may be making its grave as well as millions of dollars.

* * *

Only about one kind of advertising is there that is not to be commended: That which advertises self.

* * *

Oil is still bubbling. So are the hopes of speculators. And the collapse of one will mean the collapse of both.

* * *

We are seldom long satisfied with the same thing. In the winter we seek the sun; in the summer we shun it.

* * *

The credit system has evidently become a discredit system. Most merchants are wanting to forsake it, anyhow.

* * *

The Retailers' Association in Winnipeg is booming. This is in keeping with the general tenor of things in the Prairie Province just now.

* * *

The Speech from the Throne at the opening of the Dominion Parliament intimates that an insolvency measure will after all be introduced. When the Government intimated through its organs that it would not be,

* * *

it evidently put its finger on the mercantile pulse, and then finally decided to act as the beating of the pulse indicated was best.

* * *

The clerk who is a shining light in society is often an inert and opaque figure in business. It is better to aim to shine in business than in society.

* * *

A good many shop lifters are falling into the hands of the police these days. They are now realizing that "lifting" sometimes means "going down."

* * *

A paying business is a matrimonial agency said to be. But how about the man who buys the wares it has to sell? Is not matrimony said to be a lottery?

* * *

Oil is just now being used by monopolists as a lubricant for facilitating the movement of dollars from the pockets of consumers to the coffers of the manipulators.

* * *

A contemporary says there are two sides to the tariff. Yes, and more than that. And so will there continue to be until the necessary Board of Customs Appraisers is appointed.

* * *

A New York shoemaker has invented a pneumatic spring heel. The necessity of a pneumatic spring toe has not yet arisen. There is usually enough natural energy behind the toe to do all the "raising" demanded.

* * *

A "drummer" is said to have lost his nerve the other day. In the absence of name and proof we must refuse to believe such a seemingly impossible thing. Probably it was his grip that he lost, not his nerve.

* * *

Commercial travelers have been aptly described as the stokers of the trade engine.—Exchange.

No, they are not the stokers. They don't do the "dirty" work. They are the conductor and engineer in one. They run the trade train, and when they say "Go ahead," she goes.

* * *

Now that spring is setting in in real earnest the Browns, Joneses, Smiths and Robinsons are beginning to talk of tripping Europe-wards. Would not they—and we mean Canadians generally—be exhibiting more common sense if they were talking of doing a little touring in their own country first? A man should know something about his own home before he lolls around his neighbor's fireside.

PATRONS AND PASSES.

There is considerable humbug at the root of the protest raised by the Patrons of Industry against the use of railway passes by members of the Legislature.

The Patrons affect to be superior to everyone else in public life, but thus far their conduct has been merely small-minded and picayune. They want to do away with legitimate trading in all lines, and their entire policy is the old game of trying to get something for nothing. They are trying to divide the community into two classes: Those who raise farm products, and those who consume them.

The idea that merchants, or any other commercial class, are leeches living on the farmer, is a monstrosity similar to the Patron notion that every legislator who accepts a pass is purchased by the railway corporations.

A pass may purchase a Patron, but no one else can be bought for that amount. The only real objection to the acceptance of railway passes by legislators is that members should not travel free, and at the same time draw the mileage allowance for railway journeys granted them by the country. Either the passes or the allowances must go

TRADE WITH NEWFOUNDLAND.

AS Newfoundland will shortly join the Dominion and enlarge the area of Canadian free trade, it is worth noting briefly the present state of our commerce with the colony, as seen in the trade returns for 1894, issued at Ottawa last Friday. Our merchants and manufacturers may expect to greatly increase their business with Newfoundland, which will at the date of union remove all tariff barriers against Canada and assume the Customs duties of the Dominion against the rest of the world. In 1894 Canada sent $2,818,592 worth of goods to Newfoundland. Of these $1,033,703 were agricultural products, $780,354 manufactures, $325,847 animal produce, $176,904 forest products, and $175,642 minerals.

While not extensive, the trade comprehends nearly every line of Canadian produce which, under differential tariff rates, ought to supersede goods of the same class now imported into the colony from the United States. Already in such Canadian lines as woolens, tinware, soap, tobacco, etc., the island is our best outside customer. Some of the larger items of Canadian exports there in 1894 are the following:

	Quantity.	Value.
Flour (barrels)	201,583	$803,521
Coal (tons)	79,751	172,257
Leather	..	144,067
Butter (lbs.)	595,423	109,263
Cattle (head)	3,436	99,384
Bricks	...	29,919
Boots and shoes	....	72,933
Tobacco	....	38,468
Furniture	....	34,403
Hardware	....	99,962
Meats and poultry (lbs.)	477,026	34,953

Canada also sold the island 85 ships of the small fishing class in 1894, and the various kinds of products indicated in the above list will show the sort of trade to be expected. When Newfoundland joins us, politically and commercially, her commerce with us will cease to rank as part of our foreign trade, and a yearly sum of about $4,000,000 will disappear from our trade and navigation tables. The change will cost us no revenue, however, since we only collected $1,623 of revenue in 1894 from Newfoundland.

A BRISK TRADE EXPECTED.

"The coming season's foreign business in transportation promises well," said a prominent Montreal railway official to THE HARDWARE MERCHANT. "The fleet of vessels already reported inward is large, much larger than last year, and the outlook is for greater trade." "Which means an increase in both exports and imports," he was asked. "Yes, I think you will see a brisk summer's business. The tonnage record in the port of Montreal will be high. But rates are low. Business ought to be good, a distinct revival, in fact."

G. R. ASHWELL & SONS.

THE HARDWARE MERCHANT proposes to give this week the history of the rise of the well-known Chilliwack (B C.) firm of G. R. Ashwell & Sons, which is practically a history of the life of its senior member, G. R. Ashwell.



G. R. ASHWELL, Chilliwack, B.C.

G. R. Ashwell was born in Henlow, Bedfordshire, Eng., in 1833, and twenty-three years later emigrated to Canada. Arriving at Toronto with only one York shilling in his pocket, he worked at carpentering for five years, at the end of which period he removed to New Westminster, B.C. There in 1862 he, in company with Thomas Cunningham, established the first hardware and furniture store in that section, under the firm name of Cunningham & Ashwell. The following year the firm was dissolved, and Mr. Ashwell carried on the business alone until 1871, when he moved to Chilliwack, and opened the first general store there. He paid $12 per barrel for flour, and the dry goods section of his stock amounted to only $30 in value. In 1873 he bought out R C. Garner, who had only been in business for one year, and moved to his (Garner's) premises at the Landing.

During the construction of the C.P.R. he carried on a successful branch at Harrison Station, in charge of Mr. John Barker, now of Dewdney, B.C. For several years prior to the building of that road, he had no opposition. Since then several parties have started out in business in the same town, but his firm continues to grow more prosperous every day.

In 1888 he moved from the Landing to Centreville (now Chilliwack), where he bought out the stock of John Grant, when, on account of ill-health, owing to close confinement to business, he placed the management of the concern in the hands of his eldest son, J. H. Ashwell, admitting him as a partner under the firm name of G. R. Ashwell & Son. And in 1894 he admitted his youngest son, G. H. W. Ashwell, the firm now being known as G R. Ashwell & Sons.

The firm attribute their success to (1) steady industrious habits; (2) pluck and energy; (3) judicious advertising, having used considerable space in the local papers, both in the way of local notices and frequently changed space advertisements; (4) personal attention of the management to small details; (5) selling the best articles at the most reasonable prices; (6) careful buying and prompt settlements of their accounts, which enables them to buy in the best markets at the lowest prices.

To Mrs. Ashwell must be conceded a goodly share of the credit of her husband's success. For twenty years she was his only assistant in the business.

The senior member of the firm has been Justice of the Peace for the district of New Westminster for the last twelve years and Reeve of the municipality twice. He has also been president of the Chilliwack Agricultural Society for several years. Although not yet severed from the firm, he has been able to devote much of his time to public work of a business, religious, and philanthropic nature, taking an active part in all forward movements. He owns a farm about four miles out from the village, and may be seen daily going to and from the same, in which he takes great delight.



J. H. ASHWELL, Chilliwack, B.C.

J. H. Ashwell, the manager of the firm, who is in his twenty-eighth year, was born at Westminster. He received his education at the Public Schools and Methodist College of Westminster, and has been born, bred, and brought up at the business. He passed the entrance examination to the High School at the age of eleven years, ranking third out of ninety pupils, and thus showing early in life his capacity for success.

It Has Pleased Others

Will Please You

MONTREAL, January 23rd, 1895.

Dear Sirs,—

We have used Blundell, Spence & Co.'s "Ivy Green" during the past year, and have always found it satisfactory and of good wearing quality and excellent color.

Yours truly,

CASTLE & SON,
Decorators.

MONTREAL, January 23rd, 1895.

Gentlemen,—

I have much pleasure in recommending to the trade your Blundell, Spence's "Ivy Green." In my experience of forty years I have had the opportunity of testing the various brands of window blind green, as they have appeared, and I consider the "Ivy Green" to be the best of them, as regards color, durability and price.

Yours truly,

ALEX. CRAIG,
Painter and Decorator.
39 Jurors St.

English Ivy Green

Is Manufactured by
BLUNDELL, SPENCE & CO., LTD.
LONDON AND HULL, ENG.

Distributors for Canada,

Walter H. Cottingham & Co.
Finest Paints and Varnishes
.... MONTREAL.

AMERICAN TINNED PLATES.

JOHN JARRETT, secretary of the Tinned Plate Manufacturers' Association of the United States, has recently sent out to the members of that organization a letter in which he sets forth some valuable information. He gives statistics showing that there are within the Republic 166 black plate mills, completed and in course of construction, with an annual production (at 30,000 boxes per mill) of 4,980,000 boxes; and 58 mills contemplated or prospective, which at the same computation, will have a production each year of 1,740,000 boxes.

After noting that the net market for consumption of domestic plates totals only 4,500,000 boxes, Mr. Jarrett goes on to say:

"Operating the mills completed and in course of construction to their capacity would, therefore, give us an over-production of 480,000 boxes per annum. Including the prospective mills, the over-production would reach 2,220,000 boxes, or 50 per cent. in excess of the net market for home consumption.

"The tin plate clause of the McKinley Bill went into effect on July 1, 1891. In less than a period of four years the American tin plate industry has so developed as to more than meet the requirements of the home market. Such growth is unparalleled. No other industry, even with the stimulus of the highest protective duties, has ever made such progress in the same period of time. The industry has now reached a point that calls for the closest investigation on the part of those who meditate going into the business of tin plate manufacture, and closer relationship and affiliation between those already in the business.

"It may be interesting to all concerned to know that the tin plate works in England and Wales have an aggregate of 519 mills. Of this number 232 mills were idle during the year 1894. The outlook for the tin plate industry is not the most promising."

THE PETERBORO' TROUBLE.

According to the latest news, the difficulties between the Canadian General Electric Company and their Peterboro' employes are not yet settled. On Monday morning a new feature of the situation developed when, according to a despatch from Peterboro', the principal foreman at the works and the office employes, including the draughtsmen, handed in their resignations to the superintendent, stating as their reason "dissatisfaction with the management" This action on the part of the foreman and office employes makes the situation assume a more serious aspect. What the outcome will be it is difficult to conjecture. These men who have resigned include some of the best-paid mechanics in the works, men who were not required to sign the agreement. Sympathy here is with the employes, and the feeling is strong in favor of an adjustment of the trouble. The company, however, it is understood, will hold to their position, and require the formal signing of the agreement, although they promise modification immediately afterwards. Men have come here from outside, but many of them, upon hearing a statement of the situation, left the town.

FRENCH CHAMBER OF COMMERCE.

The Council of the Chambre de Commerce met in Montreal last Friday, the president, Mr. H. Laporte, in the chair, and the following other members being present: Messrs. C. Desmarteau, L. E. Moran, Jr., J. X. Perrault, A. Racine, F. D. Shallow, Louis Tourville, C. Cattelli, H. Haynes, Guillaume Bolvin, C. Chagnon, O. Foucher, R. Bickerdyke, August Girard, J. D. Rolland, A. Baker, J. B. Monier, W. Marson and A. Aumand.

A motion was passed in favor of the petition to the Government for a Board of Experts to arbitrate on Customs law disputes.

A committee was appointed to deal with the request from the retail merchants of Valleyfield for a better train service between that town and Montreal.

The council endorsed the petition of the Merchants' Telephone Co. to be allowed to put wires on railway bridges and telephone instruments in railway stations.

Mr. L. E. Morin, Jr., gave notice of a resolution to make the inspection of hay compulsory. Mr. Morin said that the hay which was supplied to his department in the corporation contained all sorts of impurities.

QUEBEC BOARD OF TRADE.

At the last meeting of the Quebec Board of Trade the question of the best means to be adopted towards obtaining perfect uniformity in the interpretation and application of the Customs tariff all over Canada came up. Some months ago the Quebec Board suggested that meetings of the Customs appraisers of large Canadian centres be held from time to time with this object. Since then the petition of the Montreal Board favoring the suggestion made by THE CANADIAN GROCER of the appointment of a Board of Customs Experts has been framed, and the Quebec Board has now decided to endorse that.

It was decided to petition the Hon. Controller of Customs to have merchants notified as soon as their goods are landed from ships and to extend the time of payment of Customs duties to from 9 a.m. to 4 p.m., and from 8 a.m. to 6 p.m. in summer time, and 8 a.m. to 5 p.m. in winter time for the delivery of the goods from warehouses. The Council is in communication with Chicago experts on the cold storage question.

The Board noted with approval the fact that the mails from the west arriving in Montreal Saturday night are now forwarded to Quebec by the Sunday afternoon instead of the Monday morning C. P. R. train, thus gaining over twelve hours in time.

A PANACEA FOR DEADBEATS.

A Toronto evening paper preaches this doctrine: "Make all sums under $100 non-collectable by process of law, and the best possible means will be taken of enforcing the general introduction of the cash system."

Such a policy will be favored by people who want to escape paying their debts, but by no one else. No doubt our Toronto contemporary has plenty of readers whom the proposal will suit very well. Abolishing the collection of small debts by law would not hasten the introduction of the cash system; it would chiefly benefit the persons who won't pay and who would study to get into the confidence of merchants so as to run up bills which could not be collected. That would be too heavy a price to pay for the cash system.

Dealing for cash can best be promoted by mutual confidence and co-operation amongst merchants, by commercial organizations persistently pointing out its benefits, and by purchasers themselves realizing that cash payments mean cheaper goods, and that every deadbeat who lives on credit is a tax on the man who pays.

HE COULD NOT HEAR.

A gentleman the other day employed a carpenter to partition off a part of his study, and particularly instructed the workman to make the partition sound-proof. The carpenter declared that he could do this effectually with a filling of sawdust. When it was finished, the gentleman stood on one side and called to the carpenter on the other: "Can you hear me, John?" "No, sir; not a bit," was the prompt reply.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

Spray Pumps *Garden Syringes*
Garden and Border Shears
Rakes, Hoes, Spades, Shovels
Spading and Manure Forks, etc., etc.
SHEEP SHEARS

H. S. HOWLAND, SONS & CO.
Wholesale Hardware Merchants, . . . TORONTO
The "Graham" Cut and Wire Nails are the Best.

CHEAPENING IRON MANUFACTURE

Everything goes to show, says The London Engineer, that the result of the foreign competition which we are now experiencing in the British iron trade will be a cheapening of production in our methods of manufacture. If no other benefit issues from the difficulties which surround us, this would be one. The advantage will be important. The most careful inquiry into the means by which the Continental and American ironmasters are able to accept so low prices as prevail at the present time is convincing of this—that it is not merely longer hours and lower wages of Belgium and Germany, or the cheaper fuel of the United States, that makes it possible for the ironmasters of those countries to sell in English markets. Other reasons exist, and British ironmasters must take note of them. Indeed, we are glad to know that they are already doing so. We refer to the strenuous efforts which are being made, both on the Continent and in America, to reduce costs of production, distinct altogether from the matter of wages, to the lowest possible point. Visitors to the Belgian, German, and Austrian ironworks would be amazed to find what economies, both in the matter of furnace working and fuel consumption, are in operation there, alike in the mill and forge departments. It would hardly be believed, yet it is none the less the fact, that in Belgium the ironmasters have got their amount of waste of iron in the reheating pile furnaces down to 7 per cent. In this country a waste of no more than 12 to 15 per cent. is considered good management. Similarly striking examples might be mentioned in the matter of fuel, 3 hundredweight of fuel being made to do the work of 6½ hundredweight with us, and slack very greatly taking the place of large coal.

BICYCLE ADVERTISING.

In a recent issue of "Stearns' Yellow Fellow," a talk on advertising is given. While this is made to apply to Stearns' bicycles, the ideas set forth are worthy of the attention of hardware dealers handling wheels. The ideas are in part as follows :

In order to sell wheels and to do his portion of the cycle trade, it is absolutely necessary that the bicycle agent advertise. The line of wheels may be advertised through the weeklies and monthlies and in the cycling papers, but agents must look after the business at their end of the line. In no way can this be accomplished more effectively than through the local newspapers. Taboo theatre programmes, guide books and side schemes, if necessary, but use liberal space in the newspapers. It will be found profitable to spend from 10 to 25 per cent. of the net bicycle profits in advertising. Always obtain preferred positions —the top of the column, next to the pure reading matter, or the local page is none too good. The publisher will charge extra for the space, but it is valuable. Change the copy every issue, even if at the expense of the alloted seven or eight hours of sleep. See that the advertisements are well displayed, and that the special names of the machines handled are emphasized. Observe holidays by having special, appropriate matter. Get people talking about you and your bicycles. This can be accomplished by constantly talking the wheels. Don't be afraid of overdoing the matter, it will aid in selling wheels.

Do You Want Paints OF ANY KIND?

IF SO

GET OUR PRICES.

SANDERSON PEARCY & CO.
61, 63 and 65 Adelaide Street West
TORONTO

FOUNDRY MIXTURES.

THE following interesting letter, discussing the question of foundry mixtures, that appeared in Metal Worker, March 16, is sent by C. A. Meissner, of Birmingham, Ala.:

I note a letter in a recent issue in which a foundry manager complains of a certain mixture as not having given good results. He says this mixture was :

39 per cent. No. 2 Foundry, Southern pig.
38 per cent. No. 3 Foundry, Southern pig.
16 per cent. No. 1 Soft, Southern pig.
7 per cent. Jackson County Silvery, 8 per cent. silicon.

With this he used his own scrap, also 30 pounds limestone per charge. He states resultant iron is very dirty and "rusty," that it cannot be skimmed clean, that the rust gets into the molds and makes mean looking castings, and asks opinions of others as to what is the trouble and how to overcome it.

Would you pardon me if I make a little good-natured criticism? Our foundry friends make it often a very difficult task for the furnacemen and chemists to help them out of their troubles, from the fact that so often they forget to give them the very data which are absolutely essential to a study of the difficulty. We have here the percentages given, and that is all. There is no intimation as to what section this Southern iron comes from—Virginia, Tennessee or Alabama—which might be a guide to the nature of the iron. There is no analysis of the iron given except the Jackson County, without which we can hardly reach an intelligent conclusion, and he does not state the amount of scrap used, nor the nature of the coke, both of which are important items. I do not want to find fault in any way, but merely call the attention of our foundry friends to the need of being a trifle more specific when such matters come up, and I am sure there are plenty of men all over the iron districts who can very quickly give them a clear idea of where the trouble is to be looked for.

As I am reasonably familiar with southern and northern irons, permit me to make a rough guess at his troubles and give my reasons for it. I think his mixture is too soft, too high in silicon, and probably too high in phosphorus. Every iron he has there is liable to be a high silicon iron, as almost all southern coke irons, except from the brown ore fields, tend to be soft and fluid rather than strong, and even those of the brown ore districts share this property to a large extent.

Take the average southern iron and analysis will be about as follows :

	Per cent.
No. 2 Foundry, silicon	2.25 to 2.60
No. 3 Foundry, silicon	2 00 to 2.40
No. 1 Soft, silicon	2 75 to 3.75
Phosphorus will average from	0.450 to 0.700

The Jackson county iron will probably run 1 per cent. in phosphorus.

To this he adds his own scrap, which, if made from repeated charges of this mixture, will naturally be high in silicon and phosphorus, and he apparently has no strengthener whatever in his mixture. Of course, some of his southern iron may be a low silicon and phosphorus brown ore iron, in which case the above does not hold altogether good ; but even then I should say that he had no need for the Jackson County Silvery, in so far as his Southern No. 1 Soft would be bound to take care of any other southern iron he could get and give necessary softness and fluidity. Therefore my judgment would be that for his purpose, stoves, he should leave off the Silvery iron and try the mixture without it. If he uses no strong Southern brand—but they are all high silicon and high phosphorus—he could readily buy a strong Southern iron from any of the Southern companies by specifying his needs, for all of them are now going into the matter of analysis most earnestly and are able to meet any such demand, as they all carry strong iron as well as soft iron in their yards.

It may be interesting to note the probable average of this mixture in silicon and phosphorus, based on actual averages of Birmingham iron :

	Silicon. Per cent.	Phosphorus. Per cent.
39 per cent. No. 2 Foundry	2.40	0.550
38 per cent. No. 3 Foundry	2.25	0.550
16 per cent No 1 Soft	3 25	0.550
7 per cent. Jackson County Silvery	8.00	1.00

This would give a mixture of 2.87 per cent. silicon and 0.581 per cent. phosphorus, which, with probably high silicon and phosphorus scrap, would be liable to make a mixture entirely too rich for his use and cause his troubles.

A BIG CONTRACT.

J. O. Thorn, manager of the Metallic Roofing Co., Toronto, has just returned from Winnipeg, where he secured the huge contract for covering all the new elevators to be erected in Manitoba this year with the Eastlake brand of shingles and siding. An idea may be formed of the dimensions of the contract when it is stated that 200 tons of raw material will be employed in making the goods required to fulfil it.

NOVELTIES IN TABLE WARE.

The rich effect of cut glass on the table, says Diamant, need not be mentioned. Of late, however, there is a still more marked tendency to have a great deal of cut glass on the table, dainty bowls and vases for flowers, salt cellars, pepper boxes, oil and vinegar bottles, in fact everything that can be made of glass suitably. The main articles of glass table ware, however, are the glasses, for at a French dinner there are three at every place—one for ordinary wine, one for Bordeaux and one for champagne. The first is a rather large glass, either the ordinary angular or oval goblet shape. The lower part of the bowl is cut, and favorite designs are star and oval cutting, with occasionally a frosted design. Colored glass is very rarely met with now in glasses. The second-mentioned glass is smaller, thinner and finer. It is narrower, and the favorite form is a glass narrowing down closely to the base. A number of exquisite designs in decoration are being made in this kind of ware. Fern leaves, briar roses, and other delicate designs in flowers, stars and the familiar scroll cutting are favorites. One of the neatest designs is a thin glass with a narrow border of oak leaves around the rim. The champagne glass is a broad, shallow glass with less decoration than the other two. The beauty of the champagne glass is to have a thin, clear glass with some plain decorations. Some have a star or rosette cut in at the base of the bowl, and some have gold arabesques rising from the base of the bowl towards the rim. Other decorations similar to those in favor for the Bordeaux glasses are also popular for the champagne glasses.



Sand Screen Cloth

WRITE FOR CATALOGUE AND PRICE LIST.

Sand Screens

Mason's Hand Screens for Stonemasons, Bricklayers and Plasterers.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

SHEET METAL CEILINGS.

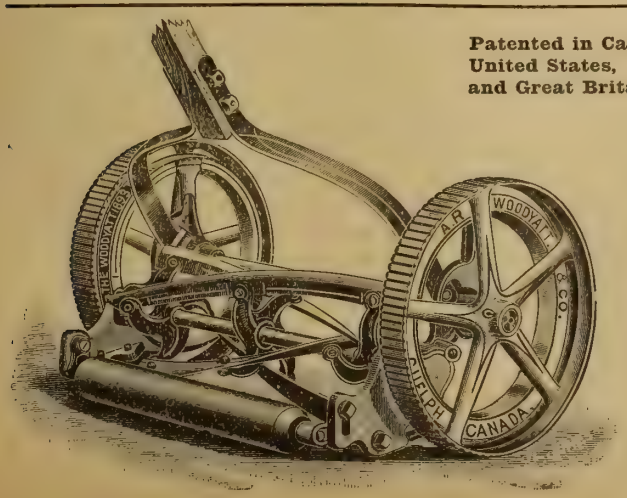
A WRITER in Metal Worker says: Sitting in a recently opened restaurant the other day, where all of the fittings were of the handsomest character, my notice was directed to the ceiling by the remark of another guest who called the attention of his companion to the ceiling, saying that it was said to be made of steel.

Some argument resulted, as one claimed that if it was made of steel a joint would be made where the sheets were lapped, which could be readily seen. The proprietor was called upon to vindicate the assertion which had been made. He stated that it was steel, and that he found that that character of ceiling was not only being used in public buildings but also in private houses. He was asked where the lap was between the sheets. He stated that, although he was present when the ceiling was put up, and he knew that there were laps in it, he could not point them out now. I have seen sheet metal ceilings put up and know the process of manufacture, and I was unable to find the joints between the sheets, although there was considerable plain surface in the design, which was of the high relief order.

This caused me to call on some of my friends in this line, and I find that their plants have been very much enlarged, due entirely to the demand for this character of ceiling. The trade seems to be somewhat divided. One class may be termed of the gaudy and striking character, and is largely used in saloons, bar-rooms, restaurants, and buildings of that character. Another class is used in churches, halls, and public buildings, some effects which are truly beautiful being gained in church work, where the ceiling panels are of one design, with an appropriate freize or border, and the side walls partly down are covered with panels. While I was talking in one shop a gentleman called who stated that he had had another ceiling fall in his house, and only just after the occupants of the bed had risen. He now wanted a steel ceiling put up in this chamber and also in his dining room, as the ceiling there gave promise of demolishing his china if not removed at an early date. He stated that he desired the same design used in his dining-room as had been used in his parlor. After his departure I asked if there were no objections raised against this ceiling for residences, and if some had not claimed that it had a sheet metal or cheap tin appearance. This brought me in contact with the order book, where numerous orders for sheet metal ceilings for various rooms in residences were recorded; and I was shown how, by good workmanship, the joints could be so made between the sheets that they were difficult to discern, and when properly painted could be entirely covered.

It is claimed that this character of work is increasing in demand through sheer force of merit. Some excellent artists are designing panels and decorating them when in place. One of the advantages of a sheet metal ceiling, which has been demonstrated clearly, is its fire-proof qualities. In a large retail house a fire occurred which smoked the ceiling, and as considerable water was thrown into the upper storey the ceiling was deluged, and had it been of plaster would have had to be entirely replaced, although the fire was not otherwise destructive in extent. As a result of the steel ceiling not only were the goods under it prevented from being soaked with water, but the ceiling itself, after it had been dried out and freshly painted, at a very small cost, left no traces of the disaster. In another case a fire occurred in a business building on the floor above a show room where perishable and valuable goods were displayed. Through the efficiency of the steel ceiling no damage was done to the goods.

A Rapid City (Man.) despatch says: R. S. Armstrong has returned from Toronto, where he purchased from J. & G. Greey the machinery for the Hamiota roller flour mill and elevator. The firm, consisting of Mr. Armstrong and Mr. G. A. Basler, will commence the erection of a mill at once, and expect it will be complete and ready to work about midsummer.



Patented in Canada, United States, and Great Britain.

The Woodyatt LAWN MOWER

IS FULLY WARRANTED

Made from the very best of material. Sold by all the Wholesale Trade.

Manufactured by

A. R. WOODYATT & CO., Guelph, Can.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TORONTO'S PLUMBING BY-LAW.

THE application of the Master Plumbers' Association of Toronto to the City Council for certain specified amendments to the plumbing by-law of the city is attracting a great deal of attention, not only from the local trade, but also from plumbers at other points all over the Dominion.

The April number of The Canadian Architect and Builder has a timely article reviewing the situation. It says: They (the plumbers) ask that the license fee be reduced from $10 to $1 per year; that a qualifying examination must be passed by every person to whom a license is granted; that a permit to construct or reconstruct the drainage system of any building shall issue to the master plumber only. The City Engineer recommends the Council to refuse to reduce the license fee, to grant the petition for a qualifying examination, and in lieu of granting an exclusive permit to the plumber, to so amend the by-law as to prohibit the laying of tile drains under dwellings, and to substitute therefor iron pipes, to be put in and connected with the drains outside the house by the licensed plumbers only, which would enable the plumber's work to be inspected and a certificate issued independent of the drain layers, which, at present, is one of the difficulties of carrying out the existing plumbing by-law. It is hoped that the Council will see the wisdom of adopting these and other required amendments to the by-law. The master plumbers have suffered the injustice of being compelled to pay a license fee of $10 per year for the privilege of doing business in competition with carpenters, tinsmiths, and everybody else who might see fit to take out a plumber's license, as the by-law does not provide that applicants for license must undergo examination. The absence of such a provision has thrown a large amount of plumbing work which should properly belong to the qualified master plumber, into the hands of journeymen, apprentices and persons in other lines of business who saw a chance to make a profit above the cost of the license by tacking on plumbing as a side line to their legitimate business. The by-law should fix the lowest limit of weight of iron pipe at 12 or 13 pounds to the foot, as it is frequently the case with cast iron pipe that one side is much thinner than the other, and in pipe weighing but nine pounds to the foot, a very slight indentation is sometimes sufficient to puncture the metal on the thin side, while it is with difficulty that joints can be made tight without cracking the pipe. It is the opinion of persons who have followed closely developments in sanitary science that at least in the newer sections of the city, where the sewers are in good condition, the trap and breather which the present by law specifies shall be attached to the house-drain between the building and the sewer should be abolished, and the soil pipes allowed to act as ventilators for the sewers. It is a well-known fact, that for two or three months during a severe winter, such as we have just passed through, the street gratings, which are designed to act as ventilators for the sewers, become choked with snow and ice, and sewers and drains leading therefrom are charged with foul gases, which, were iron drains employed, and outside traps and breathers omitted, would be carried through the house-drains and discharged into the atmosphere above the roof. In recent amendments to the New York plumbing regulations, the use of the outside trap and breather is made optional, and in practice their employment is said to be declining.

* * *

DEPOSITS IN BOILERS.

The deposits from water may be troublesome in many places, and most people are at a loss to understand how they occur. As explained by Ironmongery, all cold water absorbs carbonic acid gas from the air, of which the atmosphere always contains a small percentage. When water thus charged with carbonic acid runs over lime or magnesia, or filters through earth containing these materials, it dissolves portions of them. When heated, the carbonic acid is driven off from the water, and as it is only by virtue of the presence of this acid that water can dissolve carbonates of lime or magnesia, these then resume the solid state, and, adhering to metallic surfaces, form a scale almost precisely as tartar forms upon neglected teeth. It follows that if water be first heated before being fed to boilers, or if by chemical means the carbonic acid can be expelled, and time for the precipitation of earthy matters be allowed, the water will not thereafter form a mineral scale. While feed-water heating is practicable for power boilers, it is not usually so for kitchen boilers or for heating boilers. In places where only a hard water supply is available, it is better to use such form of boilers for each of the purposes as will admit of their interiors being easily cleaned. Some waters contain vegetable matter which forms a scale, or which, at least, mingles with the mineral scale. The latter is normally white, or nearly so. If it be mixed with matter of vegetable origin it may have a dark color, often resembling chocolate.

* * *

Every mechanic can call to mind certain men in his particular line of business who seem to succeed with little effort in undertakings where others fail. This class of men, says Sanitary Plumber, are usually spoken of by their friends as being quick, as having natural talent, as being to the manor born, etc. None know the fallacy of these suppositions so well, however, as do the successful men themselves. The cases are rare where successful men would not have been equally successful in lines other than those they follow, because energy is the power that bridges difficulties. Brains are certainly an important factor, and while brains cannot be purchased, they can be developed by study and practice, but with the largest equipment of brains success does not follow unless there be application, industry and energy. On the other hand, industry and energy often go far to supply deficiencies in talent and brain power. Probably the highest compliment that can be paid to a mechanic is to tell him that he performs difficult work with ease, but no words appeal so little as these to the ears of men who have spent hours in accomplishing what the uninitiated think requires but a few moment's application of "natural (?) talent."

The reader has, no doubt, often been asked by a fellow-workman to look over or plan out some job. Upon occasions of this kind very few have the courage to dispel the illusions of a friend by staring him in the face with plain facts. The thoughtless one will tell you that inasmuch as things come natural to you a little of your help would be a great favor to him. So the commission is undertaken. When it is finished he tells you how easily ideas assume definite shape at your hands and you—you nod him a weary smile and let him think so. Then, when he is gone, you reflect that however easily you may have favored your friend in this instance, the necessary knowledge was obtained by hard work at some time in the past, and that an equal amount of energy would put your friend in position to plan out work for himself. But why did you not do your friend the best turn in your power—namely, impress this last fact upon his mind, so that he would have to depend upon himself?

The above calls to mind a certain man who is often importuned to advise his fellow-workmen. He keeps a file of trade paper articles relating to his line of business—many of which were his own contributions—and is usually able to refer his friends to something that will give the required information without going through lengthy calculations at the time. He often remarks that if all mechanics followed the same course they would have few occasions to rely upon the knowledge of others, and this suggests the thought that nothing improves a mechanic so rapidly as putting his knowledge into written form. Visionary schemes, under this treatment, either assume definite shape or give way to established facts. Writing of work causes one to take a certain pride in practice which might other-


BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors

Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. — MONTREAL

wise remain dormant. The first requirement is to have something of merit to write about. Whoever undertakes to write about his work will gradually find himself asking why he does certain things in a certain manner—why will it not do just as well in some other fashion? He soon becomes aware, too, that customers judge a man's ability by his work, as well as the readers of his favorite trade paper, and then begins to investigate doubtful points and to get fully acquainted with things he supposed he knew all about long since. The whys and wherefores of past successes and failures become more apparent to him every day, and before he realizes it, he is a far more valuable man in his calling than he was before he began to write. With these facts before him, what more inducement does the reader require to cause him to open correspondence with the editor?

Remarks: Although we agree largely with the opinions expressed in The Sanitary Plumber's article, we wish to take exception to the statement that "the cases are rare where successful men would not have been equally successful in lines other than those they follow, because energy is the power that bridges difficulties." There are every day instances occurring which go to show that this is hardly the truth. Men who are shining lights in their own particular line of business, often become so confident of their own ability that they launch out freely in other directions, assured that similar success will attend their efforts in the new fields. Disaster frequently overtakes the most energetic under such circumstances, and they hie themselves back to their own allotted occupation, sadder but wiser men.—THE EDITOR.

* * *

Colin McCallum, plumber, Vancouver, B.C., has assigned.

Robert Kerr, general traffic manager of the C.P.R. for the Western and Pacific divisions, in dealing with complaints from Manitoba with regard to rates, says there is absolutely no ground for dissatisfaction, and that rates in Canada are considerably lower than in Dakota and Minnesota.

SOME SPECIALTIES.

The Kemp Manufacturing Co., Toronto, always enterprising, have just issued a supplementary catalogue giving well illustrated descriptions of a number of specialties they are introducing to the trade just now. Among the specialties manufactured by themselves are handsome all-copper, nickel-plated tea pots and coffee pots, covered roasting pans, family flour cans, cake boxes with trays attached, etc.

They are also handling the Lightning Dasher egg beater. This is quite a marvel in its way and is made to retail at 50 cents, while heretofore a similar utensil has cost $1.25. As a measuring glass, egg beater, cream whipper, and dessert maker, for light and heavy mixtures, and as a drink mixer of any kind, it is said it cannot be excelled. It beats the whites of eggs and sugar together for icing, frosting, etc. It beats the entire egg for omelettes, etc. As an ice cream freezer it is a success. The graduating jar is very useful for measuring and weighing milk, sugar, flour, etc.

Their glass rolling pins are quite a novelty, it being possible when desirable to fill the cylinder with ice or water when in use.

Attention is drawn to the advertisement of their oil and gas stoves in another column.

MANGANESE BRONZE.

This composite metal now being used for propeller blades, hydraulic castings, piston rings, etc., is coming into prominence, where a frictionless and non-corrosive material is needed in the construction of boats, yachts and other marine craft. As an alloy of copper, spelter, tin and prepared ferro-manganese, it has qualities of strength and toughness that make it desirable in the lines of service stated. This is evidenced by its use in naval construction, where as a material for propellers it is universally used. In the merchant marine we have examples of its service in such Atlantic greyhounds as the Campania, Umbria and Etruria, the propellers of the first-named vessel having three blades of manganese-bronze, each weighing about eight tons, with cost as fitted of over $15,000. In the two last-named vessels the propellers in use are 24 ft. 6 in. in diameter, with a total weight of 39 tons. It is stated on the authority of a New York exchange that this metal is to be used on the hull of the vessel being built to compete in the international races for the cup held by the Vigilant in her last year's contests with the Valkyrie. This decision has not been reached without a thorough and exhaustive examination of the claims made on behalf of manganese bronze. It is also stated on the same authority that the tensile strength of this metal is equal to that of steel, ranging from 60,000 to 70,000 to the square inch, which in connection with its non-corrosive qualities and its polished surface, gives it a place that, though costly, has its advantages over other competing composite metals.

AN UP-TO-DATE COMPANY.

The E. B. Eddy Co. are always getting out something unique. Their latest attractive little fad is an "advertising match," which is a high grade parlor lucifer, done up a dozen in a package, with a parti-colored little ribbon attached to each for the purpose of drawing it from the box.

The Eddy Co's., newest thing is their electrically welded steel wire hooped woodenware, which allows the pail or tub to expand or contract without falling to pieces, no matter what the weather be.

Their new manilla box-shaped paper bags are also bound to attract a great deal of attention and patronage.

EDDY'S MATCH GIRL.

The girls in the E. B. Eddy Co.'s match factory at Hull, P.Q., evidently are well disciplined. The other day the Governor-General, during his visit, enquired of one of them in English if the fumes from the matches did not affect her bronchial tubes. She replied, "comprend pas." Then His Ex. repeated the question in good French, to which she replied in the mother tongue, "The foreman will furnish you with all necessary information." The Governor-General enjoyed the situation, and subsequently remarked to Mr. Geo Millen: "I fancy she took me for an inspector."

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL April 26, 1895.

HARDWARE.

THERE has been a fairly active business in general hardware of all kinds during the week, and, with the first boat for the lower ports which commenced to take cargo this week, quite an active week is to note. No change is to note in any of the leading lines of shelf or light hardware, which is not surprising, considering that prices generally are at a low level now. The active lines have been table and pocket cutlery, wire cloth and wire screens, carpenters' and gardeners' tools, cut and wire nails, clothes wringers—in fact, almost all the leading lines, for the week has been a very busy one, and even more activity is looked for next week, as navigation will be in full swing by then.

WIRE—There has been a fair demand experienced for wire both from jobbers and manufacturers, more especially in fencing wires. Discounts are unchanged.

ROPE—There has been a good all round demand for cordage at steady prices for sisal, manilla and deep sea line. We quote: Sisal, 5¾ to 6¾c.; manilla, 8 to 9c, and deep sea line, 14 to 15c.

CUT NAILS—Demand for cut nails has been quite active, especially from points down the river, and there has been a good movement in 25 and 50 keg lots on this account during the week. The base price, is of course, $2.10, with the usual rebates, but there are jobbers here who are still selling at $2 nett.

WIRE NAILS—There has been a good active trade in wire nails, chiefly, however, on account of orders placed some time ago. When inland navigation gets into full swing an increased trade is anticipated. Discounts are unchanged, 75, 10 and 5 per cent., except on 1-lb. papers, which lose the extra 5 per cent.

HORSE NAILS—There is a fair trade doing in horse nails at the old discount, 60 per cent. off "P.B.," "M.," and "C."

HORSESHOES—The basis for horseshoes is unchanged, and business is not especially active. We quote on the basis of $3.50.

TACKS—There is no change to note in these only a small business doing. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—There is only a small business doing.

CLOTHES WRINGERS—a fair jobbing demand is still to note for these goods.

CHURNS—Demand for these has continued fairly good, and supplies on hand here are limited. In fact this has been a drawback detaining orders from being forwarded.

WARE—Tinware has moved out quite satisfactorily, all kinds of kitchen and cooking dishes being in demand. Enamelled and plain iron ware has also been in demand.

BUILDING SUPPLIES, ETC.—Demand for building supplies continues limited, but there has been a fair demand for plumbing staples of various kinds.

TOOLS—Both carpenters', draining, gardening and harvesting tools have ruled fairly active.

CUTLERY—The fair jobbing demand for this line has continued. As noted last week, it is devoted to pocket and table as well as other lines for toilet and general wants.

WIRE CLOTH—The brisk demand both for wire screens and for wire cloth has been fully maintained, and prices are steady under the good active demand now experienced.

CEMENT—There is a fair demand for cement. The basis for future delivery is $1.95 to $2.00 per bbl. ex wharf. A fair demand for small lots for prompt delivery is to note, at $2.05 for English and $1.90 for Belgian.

FIREBRICKS—There has been a fairly active demand from Nicaragua to relieve the beleagred fortress. We quote: $15 to $22 per 1,000, as to brand.

METALS.

There has been very little change in the heavy iron and metal market. Importers do not seem to be able to make up their minds about ordering for forward delivery, while the demand for goods from stocks here, though it is rather more active than it was for prompt shipment, has not widened out into any great volume. Few offers have been made on the standard grades of Scotch pig without inducing any activity, and a seller of American pig who was on the market this week did not place any orders of importance with founders here. The same dull feeling is to note in regard to tin, terne and Canada plates; in fact, no line of heavy hardware shows any radical activity in a general way. Buyers can hardly hope for much lower prices, for everything is firm in tone, especially advices from American iron centres prices, not only on pig but on manufactured iron and steel all tending upward.

ENAMELLED WARE

MADE IN CANADA.

We are pleased to advise that this new venture has been most successful, and we are turning out a ware—for the present a grey mottled and a white—equal to any ever placed on this market, whether English, German or American.

Inspection and Comparison Invited.

Our Travelers are Carrying Samples.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

PIG IRON—Further low offers on Summerlee for delivery in June at $18.25 laid down has failed to induce any activity, which demonstrates the dullness of the market. An American seller was here during the week offering No. 2 American pig at $17.50. Buyers are not urgent on the offer, for the price is high in comparison with either Scotch or English iron of the same grade. Sales for importation of No. 2 Ayersome were noted during the week at $17, and Nova Scotian for forward delivery, water freights, at less than $16.50. The jobbing enquiry from stock on spot is quiet, but prices are steady. We quote: Summerlee, $20.50; Eglinton, $19; Carnbrae, $18.50, and Nova Scotia brands, $16.50 to $16.75.

BAR IRON—A rather better enquiry has been experienced for bar iron during the week, and prices are steady for jobbing lots at $1.60, with larger quantities $1.55. Reports seem to indicate that stocks are not large of this line in the hands of the general trade.

TIN PLATES—There is no special activity in tin plate, either in a jobbing or import sense, the volume of trade being moderate. Prices are unchanged, at $2.50 to $2.75 for cokes and $3 25 to $3 75 for charcoal.

TERNE PLATES—There has been a fairly good trade doing in these at steady prices, but no large quantities are moving. We quote $5 75 to $6, as to quality.

CANADA PLATES—There is no change in this line. A few small import orders are being placed, but stocks seem to be ample and the jobbing movement is not heavy. We quote values unchanged at $1.95 to $2, as to quality.

SHEET IRON—There is a fair jobbing trade in this line, with no change to note, prices ruling steady at $2.10 to $2.20.

IRON PIPE—A few fair-sized lots have been moved from makers' hands during the week, and the general enquiry has been fair also.

LEAD PIPE—There has been a fair ordinary movement in this line, with nothing special to report.

INGOT TIN—A fair trade is doing in tin, the tone of which is firm at 16c. on spot, with small lots a fraction more.

LEAD—The firm feeling on lead is well maintained, but business is quiet at $3 to $3 25.

SPELTER—A fair jobbing trade is to note, and prices are unchanged at $4.25 to $4.50.

SHEET ZINC—There is no change in this line, business ruling quiet and prices steady at $4.50 to $4 75.

ANTIMONY—Only a small jobbing movement to note, with the range of values as before, at 9½ to 10c.

HOOPS AND BANDS — There is a fairly brisk demand for these in a jobbing way. On domestic, sales have been made in lots at $1.85, and imported is steady at $2 to $2.20, as to grade.

GALVANIZED IRON — There has been a good jobbing demand for both tinned and galvanized, and prices are steady. Values generally are steady as follows: No. 28 Queen's Head, 4¼ to 4½c.; Morewood, 5¼ to 5½c.; tinned sheets, coke, No. 24, 5½ to 5¾c.; No. 26, 6 to 6½c., with the usual extras.

COPPER—The copper market is steady with only a small business doing however at 9¾ to 10½c., as to quality.

PAINTS AND OILS.

There have been some changes in paints and oils. Business rules fairly active on the whole in a jobbing way.

LEADS—A fair jobbing trade is doing in leads which is quite up to the average for the season. We quote: Choice brands white lead, Government standard, $4 75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL—This continues steady and fairly active at 56 to 57c. for raw, and 59 to 60c. for boiled.

SEAL OIL—The seal oil market is steady at 40 to 45c. on spot. No large lots are moving, as buyers are not urgent.

COD OIL—This line is not quotably changed, and business is quiet at 37½ to 42½c., as to quality.

ICE CREAM FREEZERS

Ice Chippers and Tongs
Lemon Squeezers

LARGE VARIETY

M. & L. SAMUEL, BENJAMIN & CO.

WHOLESALE HARDWARE MERCHANTS

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

....Toronto

MONTREAL MARKETS—Continued

CASTOR OIL—Quiet and unchanged at 5¾ to 6½c.

TURPENTINE—There was a decline in turpentine on Monday of 2 to 5c., but since then the market has stiffened in tone and a recovery in price is looked for.

RESINS—There is no change in resins, coal tar, etc., but business should open out more actively soon. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3 50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

There is a steady feeling to the glass market, and though no quotable change is to note, prices may go higher under certain conditions. Business is fairly good at $1.15 to $1.20 for first break, and $1.25 to $1.30 for second.

CHEMICALS AND DYESTUFFS.

There is a fair seasonable trade doing in heavy chemicals with no special feature to note We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 11b. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 to $2.10.

PETROLEUM.

In consequence of the firm feeling elsewhere the petroleum market here has been active and higher. In consequence we quote prices 2c. higher than the last advance noted. Car lots of Canadian refined are now held at 16¾c., and small lots at 18c. American is steady at the advance noted last week, 22c. for Acme, in car lots, and 23c. in small lots; water white, 23½c. in cars, and 24½c. in small lots.

HIDES.

The hide market has continued strong and active, dealers finding free buyers at a further advance of 1c. We quote: No. 1, 8c.; No. 2, 7c., and No. 3, 6c.; calfskins, 7c.; sheepskins, 75c.

TALLOW.

The tallow market is firm at 5 to 5½c., as to quality.

WOOL.

The wool market is steady and prices are the same. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 25 to 31c; Canada pulled wool, 20 to 21½c. for supers and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 9 to 11c.

ASHES.

The tone of the market for ashes is steady, but business continues dull on account of the light offerings. We quote: First pots, $4.00 to $4 05; seconds, $3.70 to $3.75, and pearls, $6 to $6 10 per 100 lbs.

Beware of Worthless Imitations.



We also manufacture EMBOSSED STEEL CEILING.

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers

METALLIC ROOFING CO., LTD.

84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

RETURNED Feb. 19/97.

MONTREAL TRADE NOTES.

Petroleum is 2c. per gallon higher again this week, and the sanguine ones predict that it will go to 25c. per gallon.

Advices to A. C. Leslie & Co. from American iron centres indicate that values on manufactured iron and steel are tending upward.

Mr. Newman, who has been visiting the different American centres placing orders for Caverhill, Learmont & Co., is expected back this week.

With sales of No. 2 English pig at $17.10, Montreal, the chances for business in No. 2 American are not quite as good as they were last spring.

W. H. Cottingham & Co. made their first shipment of stock by water to the Maritime Provinces this week. It comprised round lots of paris green, etc.

An American iron man who was in Montreal on Monday last said that freights on Southern pig had advanced over 40c. per ton during the past month.

Mr. McNaughton, of Lamplough & McNaughton, returned this week from a trip in the Eastern Townships. He found business fair, though not particularly active.

W. H. Cottingham & Co. report a very brisk demand for Blundell, Spence & Co.'s ivy green. The season for green blinds will soon be along, and people are preparing.

Engagements that have been made on freight via the St. Lawrence to the Lower Provinces this year have been made at practically the same basis as those ruling last year.

TORONTO MARKETS.

TORONTO, April. 26, 1895.

HARDWARE.

BUSINESS continues to be of a satisfactory nature. If anything, it is even more so than a week ago. The shipping rooms are the scene of much hurry and bustle, and the employes are compelled to work overtime in order to keep up with business. Nearly all want their goods shipped at once, but this is not always within the power of the jobbers to do. The fact is a good many country merchants have been holding back pending an improvement in the weather, and now that this has materialized they want everything in quick order. There has been another slight decline in sisal rope, and the discounts on poultry netting are lower. These are about the only changes in values. The demand is principally for cut nails, wire nails, rope, hinges, churns, harvest tools, garden tools, spades, shovels, horse pokes, screen doors and windows, wire cloth, poultry netting, rubber garden hose, and fence wire. Payments continue to improve and are now fairly satisfactory.

WIRE—There is still a good demand for ordinary fence wire, such as oiled and annealed and galvanized. Business in barb wire is increasing, but quantities wanted are not nearly as large as last year. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs and over, with 18c. extra on spools lighter than 75 lbs. each

ROPE—A further reduction has taken place in the price of Sisal rope, the base figure now being 5¾c. f.o.b. Toronto. Sisal, Manilla and Russian deep sea line is still in good demand, and nice sales are reported in cotton and bleached. We quote: Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼ 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Business continues brisk, with orders nearly altogether for 10-keg lots. Very few car lots are selling. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on ten-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Manufacturers have still all they can do to supply the demand. Orders are still coming in rapidly in quantities ranging from 10 to 50-keg lots. Discounts are 75, 10 and 5 per cent. except on 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Trade is rather quiet, orders, though regular, being for small lots. Discounts, 60 per cent. off list for "P.B.," "M." and "C."

TACKS—Trade has increased, and the lock season is now on. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent; leathered carpet tacks, 35 per cent.; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent.; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

COIL CHAIN—Trade has fallen off again, not now being nearly as good as during the past few weeks.

CLOTHES WRINGERS—Are going out more freely at the unchanged price of $27 to $27.50 per doz.

CHURNS — Manufacturers still have a number of orders on their books unfilled, which were placed some time ago. They are, however, in a better position than they were in this respect. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

WARE—Tinware is in active demand with large quantities going out. Peerless ware is also moving nicely, but sales in white ware have dropped off considerably.

SPRING SPECIALTIES—A few orders are still being received for milk can trimmings and creamery gates, but the bulk of the trade is now for lawn mowers, horserakes, garden syringes, spray pumps, etc.

RUBBER GARDEN HOSE—Trade is active at these discounts: "Lion," 70 to 75 and 5 per cent.; "Competition," 75 to 75 and 5 per cent; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

PLUMBERS' SUPPLIES — Country trade keeps good, but there is not much activity on city account.

TOOLS—The demand is increasing for agricultural and harvest tools, and an improved business is to be noted in draining tools.

CUTLERY—If anything, the volume of business in this line is not so heavy as a week or so ago.

SPORTING GOODS — There is an occasional rifle being sold, but no shot guns are moving. Ammunition is in good demand.

POULTRY NETTING — Discounts are a little higher, now being given as 60, 10 and 5 to 70 per cent. Trade has been satisfactory during the past week.

GREEN WIRE CLOTH—Trade continues brisk. Price, $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

SCREEN DOORS AND WINDOWS—Are going out in large numbers, the movement in doors being especially good.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

TAR, ETC—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4 50 per bbl.; XXX refined coal tar in quart tins, $1 per doz; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

CEMENT, ETC.—Trade remains much the same as a week ago. Prices are unchanged. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Business is picking up in tin plates, galvanized iron and tinned iron.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The market for American pig iron has shown quite an active feeling. The recent advance in southern irons had caused some buyers to cover their requirements for that class of metal, and several good sized orders have been the result. Northern coke iron is in good demand, quite a large tonnage having been booked this week. The pig iron situation generally has a bright aspect at the present time. We quote on the cash basis f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $13 00; No. 2 Foundry strong coke iron, Lake Superior ore, $12.50; Jackson County silvery No. 1, $15 75; Lake Superior charcoal, $15.00; Southern soft, No. 1, $12.00; Southern soft, No. 2, $11.75.

BAR IRON—Orders have been coming in quite freely during the past week, covering nice assortments. Prices remain firm at $1.60 from factory and $1.65 from stock.

SHEET STEEL—Has been in great deal better demand, especially the best quality of English "Dead Flat." We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Trade has not been as good this week, although a few large sales were made. Business is nearly altogether from stock, very little at the moment being done in the import way. We quote: 24 gauge at 5¾c. in case lots.

LEAD PIPE—While this line exhibits a little more activity, the demand is far from satisfactory, orders averaging small. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Shipments from stock are a good deal larger than for some time, some good sales having been made. An increased business is also reported in the import trade. Prices are not being shaded to any extent. We quote 28 gauge Gordon Crown and Queen's Head at $4.20, for large lots and $4 25 for ordinary lots.

INGOT TIN—Trade is on the quiet side. The market is somewhat irregular. We quote: Lamb and Flag in ordinary lots, 16½ to 17c.

INGOT COPPER—There is no feature to note. We still quote 10 to 10½c. The outside markets are fairly steady.

IRON PIPE—Is going out freely in the domestic and the imported article. Prices firm Domestic, sizes 2 inches and smaller, are quoted at net figures equalling 70 and 5 to 70 and 10 per cent. off list. The American list reads: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

SHEET COPPER—Trade in this line has been good in plain, tinned and braziers' sheets. We quote: Sheathing, 13 to 18c., and braziers' sheets at 13 to 16c., according to gauge.

BRASS—There is quite a good trade doing, both in ordinary soft and hard. Prices still range from 20 to 30c. per lb.

SHEET ZINC—Sales of a few cask lots are reported, but, in general, quantities are small. We quote 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Demand is still principally for American boilers. The manufacturer in Toronto has again started up. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to

Pedlar's Patent Corrugated Expanding Conductor Pipe

Made in 8 or 10 foot lengths, without a cross seam.

Cheap as a Common Round Pipe.

Will not burst when full of Ice.





Manufactured by

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

Separate Catalogues of Roofing, Siding Ceiling sent on application.

MARKETS—Continued

$20, according to size. American, 30 gal.' $6.50 ; 35 gal., $7.50 ; 40 gal., $9 50.

BOILER TUBES—There is not much doing, either on city or country account. We quote : 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade is improving again, especially in the charcoal finish. Coke is on the quiet side. We quote: Coke, 14 to 20 gauge at $3 ; for larger sizes, 15 to 25c. per box basis more ; "I.C." charcoal, $3.25 to $3.50.

TERNE PLATES—This line is being called for regularly. Quite a number of boxes both in the "I.C." and "I.X." have changed hands. Prices have advanced a little, $6 now being the ruling figure for "I.C."

HOOPS AND BANDS—Trade is active, with orders for good quantities. We quote on the basis of $2.10.

ZINC SPELTER—Is on the quiet side, although a number of ton lots have been shipped during the week. We quote imported at 3⅞ to 4c. The outside markets are irregular.

CANADA PLATES—Shipments from stock are quiet. Import orders are being booked now for fall delivery, some good sales having been made in 60 and 75 sheet boxes. We quote : Half-polished at $2.25 to $2.35, according to quantity ; 60 sheet boxes, 10c. per box advance ; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Sales are increasing daily, and jobbers report that more is going out than at any time since jobbers began to handle solder. Prices are firmly held. We quote 500 lb. lots at 11½c., and small lots at 12½c.

ANTIMONY—Is quiet and unchanged at 10 to 10½c.

GLASS.

Window glass is in a good deal better demand than it was, although, as anticipated, trade from stock was a great deal smaller than it has been in previous years owing to the large number of import orders taken. We quote : $1.10 to $1.15 in 50-foot boxes, first break. Plate glass is quiet and the discount unchanged at 35 per cent off.

OLD MATERIAL.

During the early part of the week there was a general improvement in trade and prices, but there is now a decline again. Rubber is a little lower, as are also bones on account of the spring supply being very large. We quote as follows : Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2¾ to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.

PAINTS AND OILS.

Trade generally shows some improvement, but orders are still small individually. Payments are fair.

WHITE LEAD—Demand is a little better than it was, and can now be characterized as fair. An unusually large proportion of English lead is being sold. Base price of Canadian is unchanged at 4¼c. per lb.

PUTTY—Quiet and unchanged, at $1.75 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—There are a good many shipments going out, although business is not as good as is usual at this time of the year. We quote : English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50 lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—Trade keeps fairly active at unchanged prices, the quotation still being $1 for pure.

LINSEED OIL—The English market is said to be equal to 3½c. per gallon higher and excited. There is a fair demand on the local market at unchanged prices. We quote : 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—Demand is fair, but prices are a great deal unsettled. Most jobbers quote five barrel lots at 41 to 41½c., and single barrels at 42 to 42½c., but one firm is quoted 39 to 39½c. and 40c. respectively.

VARNISHES—Trade has improved, and demand is particularly good for the imported house varnishes.

GLUE—A good deal is being sold, especially in the cheaper kinds.

CASTOR OIL—Is quiet and firm at unchanged prices. We quote : Cases, 6 to 6¼c.; tins, 7 to 7½c.

SEEDS.

Trade, with the more seasonable weather now prevailing, has become more active. Red clover keeps firm, with prices all slightly advanced. Alsike is in good demand for the finest grades. Timothy is somewhat easier in price for medium and lower qualities, while fancy kinds remain about unchanged. At present jobbing values are : Red clover, $6.50 to $6 75 ; alsike, $4.50 to $6.30 ; timothy, $3 to $3.50. The foregoing quotations are prices to the trade for recleaned stocks ; sellers and growers would have to sell accordingly.

HIDES, SKINS, WOOL AND TALLOW

HIDES—Are scarce and the demand is good. Consequently prices have taken a jump upwards of ½c. We quote : Green hides, No. 1, 6c.; No. 2, 5c.; No 3, 4c. For cured 7c. is paid.

SHEEPSKINS—Quoted at 90c. to $1, an advance of 5 to 10c.

CALFSKINS—These are also up, No. 1 selling at 7c., and No. 2 at 5c.

TALLOW—Jobbers quote 5 to 5½c., and sell at 6c.

WOOL—Canadian fleece is quoted nominally at 19 to 20c., there being none on the market. In pulled wools best supers are quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Petroleum remains firm at the high prices quoted last week. If crude maintains its present price, which some think it likely will, refined, it is thought, will go higher on the Canadian markets. We quote prices, in 1 to 10 bbl. lots, imperial gallon Toronto : Canadian, 17 to 18c.; carbon safety, 18½ to 19½c.; Canadian water white, 18½ to 19½c.; American water white, 23 to 24c.; photogene, 24 to 25c.

MARKET NOTES.

Sisal rope is lower, at the base price of 5¾c.

H. S. Howland, Sons & Co. are just in receipt of a consignment of Wostenholme's celebrated I X L pocket cutlery.

The Toronto City Council on Tuesday decided upon the construction forthwith of several large water mains in the business part of the city. It was also decided to submit to the people on May 25 a by-law for the purchase of a civic electric light plant.

H. S. Howland, Sons & Co. have just received a carload of "Dead Shot" gunpowder, for which they are agents.

At a board meeting of the directors of the Toronto Silver Plate Co., held at their offices on the 11th inst., Mr. E. G. Gooderham, manager, was appointed secretary-treasurer.

Edward Woodburn, son of W. J. Woodburn, of Richmond, P.Q., has taken over from the latter on lease the hardware branch of the Woodburn establishment. Mr. Woodburn is a young man of energy, and well adapted to the business. He commences business under conditions that augur success.

The McClary Manufacturing Co. are this year going extensively into the manufacture of refrigerators. Heretofore they have had only one class on the market, but this season they are introducing two brands. Both are of hardwood, with natural finish, highly polished. They are lined with galvanized iron, have movable shelves, are easily cleaned, and are supplied with good hardware trimmings.

The E. B. Eddy Co., Ltd., is advertising for 125 barrels of Portland cement. Tenderers are requested to state the make and brand they can furnish, und to note that the cement must be guaranteed to set and stand for work on walls and flumes past which swift water runs.

The B. Greening Wire Co., Hamilton, report that they have had a greatly increased trade in their tempered steel trace chains, which jobbing houses everywhere now carry. To keep up with the demand they have for

several weeks past kept their chain shop running till 10 o'clock at night. This company have introduced a cow tie on the same principle, which is meeting with approval. They claim it is the cheapest cow tie on the market, and expect to supply a very large proportion of this class of goods that are sold this season.

UNITED STATES MARKETS.

NEW YORK, April 26, 1895.

PIG TIN—Speculation here was exceedingly tame. Under ordinary circumstagces the incentives to trading would doubtless have been effective. On the one hand there were higher prices in London ; on the other hand, quite heavy arrivals here. As it was, the dealings were moderate and the dealers quite reserved, except, perhaps, in the direction of working up out-of-town business at prices remarkably near to official speculative quotations. The arrivals here yesterday were 225 tons, making a total of 1,860 thus far this month, but not enough surplus comes out to have any unfavorable bearing upon the market. In any event, prices stood up well at 13 90c net cash for spot or current month delivery, while May and June deliveries were at 13.80c bid, 13 85c asked, in the afternoon. On 'Change sales were recorded of 25 tons at 13.85c for June delivery.

COPPER—The market has hardly the strength in tone that appeared on the surface last week. There was more freedom in the offering, at all events, although no manifestation of any particular pressure to sell, and the demand from both home trade and export was moderate. Lake Superior ingot could have been secured to some extent at 9.60c., although 9⅝ to 9¾c. remain as the popular quotations with sellers. Electrolytic remains at about 9⅜ to 9½c., but those figures are being realized for moderate quantites only. Casting stock remains at 9.15 to 9.25c., according to brand.

PIG LEAD—Purchases of carlots by local and near by trade were very fair. The trading was mostly at or about 3.07½c. Some of the large consumers have quietly placed orders to a considerable amount in the primary markets, and it would not be surprising if reports of heavy transactions should come out before the end of the week. London cable quoted £10 for soft Spanish.

SPELTER—A few carloads of common western were on the market here and offered at 3.25c., April or May delivery. The offering was evidently for effect and not without traces of having been partly for the purpose of facilitating export business. The general demand here is sluggish, but it is difficult to secure good brands of western spelter at under 3 30 to 3.35c. laid down here or at common point. London cable quoted £14 for good merchant brands.

ANTIMONY — Jobbing trade is fair and prices are still rather weak at about 7c. for

Binder Twine

Twine Specialties

Blue Ribbon, Maple Leaf, Beaver, Red Cap and cheaper twines.

DICK, RIDOUT & CO. - TORONTO

Manufacturers.

A. C. LESLIE & CO. MONTREAL

Iron, Steel and Metal Merchants and Manufacturers' Agents.

Close Import Prices on all kinds of

Iron, Steel, Wire, etc. **CUTLERY** A Specialty.

Western Representative

R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.

Manufacturers of the Well Known

"HAMMER BRAND"

Calcined Plaster and **Patent Rock Wall Plaster.**

HILLSBOROUGH, N.B., CANADA.

CHURCH'S COLD WATER

Alabastine

Has superseded all other water-color wall coatings.
It is the **best advertised goods in this line.**
Now sold in every English speaking country on the globe.
Equally adapted for city and country dealers' trade.
Easily applied by anyone who can handle a brush.
Put up in five-pound packages, **and never sold in bulk.**
Pays the dealer **fifty per cent. profit.**
Beware of **imitations** bearing similar names.
Order early to insure a full line of advertising matter.

Jellstone

The new **Cold Water Wall Coating.**
Made especially for Painters' use, and sold in bulk at a low price.
Not advertised to the general public.

N. B.—All of our goods protected by letters patent.

The Alabastine Company

LIMITED

WHOLESALE AGENTS:
Sanderson Pearcy & Co., Toronto, Ont.
Hill & Forbes, Montreal, P.Q.
G. F. Stephens & Co., Winnipeg, Man.
A. J. Grant & Co., Halifax, N. S.

Sole Manufacturers

PARIS, ONT.

Hallett's ; 7⅞c. for Cookson's, and 6⅞c. for Japanese, on the spot.

NICKEL—Sellers' prices are 35 to 38c., according to size of order, etc

TIN PLATE—A slow business is to be recorded for the day, and inquiries as well as transactions seemed to have been extremely routine. There is no speculative inclination apparently among dealers or large consumers.

IRON AND STEEL—In all departments the reports were a repetition of those that have been made for some time past, as far as business is concerned, and are not much different in relating to demand. Pig iron prices and quotations on some lines of old material are slightly better, but there is no radical change in any quarter.

NOVA SCOTIA NOTES.

HALIFAX, April 26, 1895.

MR. J. A. PICKETT, C.E., arrived in the city last evening from Digby, where he has been looking after the opening of the tenders for the new water supply system for that town. The contract for the construction was awarded to Messrs. Wood & Vrje, of Bridgeville, Pictou county, for $14,499. Tenders from the Londonderry Iron Works for the pipes, Toronto Engine Works for hydrants, Truro Foundry for special castings, and the Burrill-Johnstone Co., Yarmouth, for valve boxes, were accepted. The cost of the whole work will be about $340,000, or within $200 of the engineer's estimate. Mr. Pickett also supplied plans and specifications for the system about to be introduced into Westville, tenders for which are to be opened to-day. Nineteen firms tendered for the Digby work, among them being Messrs. Stairs, Son & Morrow, of this city.

The New Glasgow Enterprise says : We are glad to know that the Charcoal Iron Company is beginning to boom, and that the outlook is brightening very considerably. They have opened a new market for their iron, and this week made a first shipment of seven carloads of their very excellent iron product to the Grand Trunk railway. They have a large number of men at work in the woods getting out wood for the charcoal furnace.

Messrs. John Peters & Co., of this city, have a grievance against the Customs. They are asked to pay a duty of 30 per cent. on rolled paper cutters imported by E. B. Eddy & Co. They claim the company pay a duty at all other ports of 27½ per cent. They say, "It is a well-known grievance amongst us that the Customs appraisers in this port seem to charge almost invariably a higher rate of duty on articles than is charged in other ports, and this is a very serious handicap to our merchants."

Mr. George Way, of this city, has patented a decidedly useful novelty in a self-heating dinner kettle. It resembles in outward appearance the ordinary dinner kettle, with the difference that at the bottom, at one side, from the outside, there is a recess and a slide, and inside this there is a small lamp. On the side there is a small funnel. The workman can heat his soup, tea or other liquid in a few minutes. R. Longueil is manufacturing them and M. O. Crowell is selling agent.

It is said that active operations will soon be commenced on the electric street railway to connect Trenton, New Glasgow, Stellarton and Westville, in Pictou county. Mr. H. V. Jamison, of New Glasgow, secretary of the company, lately returned from New York, where he has been interesting capitalists in the scheme. An expenditure of $200,000 will be necessary to complete the work.

A large fleet of fishing vessels arrived in port this week to fit out for the banks, and, consequently, ship chandlers are doing a good business. A fair business is also being done in lobster-factory supplies, but other lines are quiet. TAUNTON.

JOHN C. COPP "CANED."

On the occasion of Mr. Copp severing his connection with the Toronto Silver Plate Company the members of the office and travelling staff presented him with a handsome gold-headed cane suitably engraved, with an accompanying illuminated address conveying an expression of their esteem.

TORONTO SILVER PLATE CO.

One of the brightest illustrations of a live Canadian industry is the Toronto Silver Plate Co., whose goods find especial favor in this market on account of the originality of their designs, their peculiar suitability to the requirements of their customers, and the high standard of their quality. Indeed, in the trade the fact of an article being stamped with the company's trademark is a sufficient guarantee of its quality. The company have recently added to their already large plant a lot of new and expensive machiner for the manufacture of specialties, which are now being put on the market at exceptionally low prices. As an evidence of their increasing business, their January sales were 90 per cent. in excess of their sales of the same month last year, and although the increase n sales for February and March was not quite so great, it was most marked. The company are now completing the silverware for the new palace steamer Majestic ; they are completely refurnishing the Windsor Hotel, Montreal, with silverware—one of the largest orders ever placed in Canada—and they are making a complete silver dinner service for the Chateau Frontenac, Quebec. It is purely a Canadian company, using Canadian capital and labor. The general manager is Mr. E. G. Gooderham, and the officers of the company are : W. H. Beatty, president ; Alfred Gooderham, vice-president ; directors, Geo. Gooderham, W. H. Partridge, Wm. Biggar, W. T. Kieley, Wm. Thomson, Jas. Webster, Frank Turner, C.E.

A BLOCK ON THE ESPLANADE.

The Property Committee of the Toronto City Council has decided to offer to rent a portion of Block "C" on the Esplanade site, to the Cobban Manufacturing Company at an annual rental of $1,036. This is about half the piece of land for which the company offered $800 in 1893 and were asked $2,000.

Ald. Davies opposed the leasing of any portion of the land on the Esplanade for manufacturing purposes. He thought it would be cheaper to keep the land for the purposes of a park than to fill in new land south of the present front for the making of Harbor square.

A representative of the Cobban Manufacturing Co. since stated to THE HARDWARE AND METAL MERCHANT that the company had as yet decided upon no specifications regarding their proposed building.

PERSONAL MENTION.

C. M. Irvine, hardware merchant, Arthur, was in Toronto on business a few days ago.

J. W. Fear, of Waterloo, was in Toronto this week. The principal object of his visit was in connection with the Canadian Wheelmen's Association.

Mr. Havelock, of Havelock, was paying his respects to Toronto wholesalers this week.

Lyman Doherty and Arthur Mason, two Stouffville merchants, were in Toronto a few days ago.

A. P. Cockburn, manager of the Muskoka and Georgian Bay Navigation Co., was in Toronto on Saturday purchasing supplies for his steamers, which will start running about the end of this week.

FEMALE FACTORY INSPECTOR.

On Wednesday a deputation of the Toronto Trades and Labor Council waited on the Attorney-General of Ontario with regard to the appointment of a female factory inspector. They were received in the Council chamber, and Mr. Harty and Mr. Dryden were also present. The members of the deputation were : Messrs. John Tweed, R. Glockling, C. March, G. Dower, L. Gurofski, A. D. G. Hazel, and A. G. Horwood. Messrs. Glockling and Dower were spokesmen, and asked that Miss Jennie Hepburn, ex-vice president of the council, might be given the position. The Attorney-General asked several questions with regard to the qualifications of Miss Hepburn, and said that in making the appointment the representations of the Trades and Labor Council would be taken into consideration.

TRADE CHAT.

THE Michigan Central Railway Co. will run trains on their branch from the former terminus into Amherstburg about May 1.

The Welland Canal opened on Saturday.

The City of Toronto, a new steamer 162 feet in length, was launched at Owen Sound on Saturday for the Parry Sound route.

Seeding operations in Manitoba are much further advanced than for many previous seasons. The prospects could not be better at present.

The Hamilton Storage Battery Company, with a capital of $10,000, has been incorporated for the purpose of manufacturing and selling electrical storage batteries.

The directors of the St. Thomas Gas Co. met Saturday night and awarded the contract to construct the holder for the new tank to C. Scrace. The whole work will cost about $10,000.

J. R. Jackson has purchased the stock and good-will of the stove and tinware business of R. B. Ross & Co., Quebec street, Guelph. Mr. Jackson will move the plant to his new store in the Coffee block. He expects to open his establishment about the end of the month. Workmen are now busily engaged on the addition to the premises.

At an early hour Saturday morning a fire, caused by a defective flue, broke out in Murphy's Hotel, Tamworth. The flames spread rapidly to the right and left. Both sides of Main street, from Rose's corner east to Chas. Shield's house on the one side and to Edward Dawson's blacksmith shop on the other were entirely consumed. The total loss was $30,900 and the insurance $17,350.

At the annual meeting of the Rat Portage Board of Trade these officers were elected: President, George Drewry; vice-president, D. C. Cameron; treasurer, A. H. Dickins; secretary, F. J. ApJohn; council, Messrs. Fardner, R. A. Mather, J. M. Savage, J. T. Mackay, J. W. Colcleugh, A. Carmichael, C. W. Chadwick and W. Margach.

In battleships England has 44; France, 33; Russia, 18; Italy, 12; Germany, 15; Austria, 9, while the United States comes seventh with 6. England is powerful in first-class cruisers, possessing as many as France, Russia and Germany combined. Next to England comes France with 17, then Russia, with 14. Italy, Germany and Spain have 9 each. Following Spain comes the United States with 7.

Says The Manitoba Free Press: Application will be made within one month for charter of incorporation for the Gurney Stove and Range Company, Ltd. The chief place of business of the company will be Winnipeg; capital stock $50,000, divided into 5,000 shares of $100 each. The names of the applicants are: C. Gurney, J. H. Tilden and O. G. Carscallen, of Hamilton; H. G. Carscallen, of Hamilton; J. Burridge and Isaac W. Martin, of Winnipeg.

The Toronto aldermen are considering the application of the Canadian Navigation Co. for municipal encouragement of the scheme they have in hand to bring freight to Toronto from New York without unloading. The plan is to shunt the cars on vessels on the south side of the lake and bring them across on them. It is preposed to make Toronto the terminal headquarters.

SEINE RIVER GOLD FIELDS.

The location of the so-called Rainy Lake gold district has been changed during the lest few months, and has now moved from that lake to the banks of the Seine river. This means that the richest fields are from fifteen to twenty miles north of the Minnesota boundary line, and therefore in the province of Ontario, the best land being between Bad Vermillion and Shoal lakes. Although the discovery was made but little over a year ago, and the population at the time consisted of a few Indians, now there are 2,500 men in the district, and every day brings fresh arrivals. The especial feature of the new fields is the magnitude of the veins, and those from 3½ to 7 feet are classed as small. The means of reaching this district from the south are at present limited, but in the event of its development, the country could soon be placed within easy communication of every important centre, as the main line of the Canadian Pacific railroad is only 70 miles distant. The steamers from Rat Portage also afford a convenient means of access.—Free Press, Winnipeg.

Handsomely Ornamented

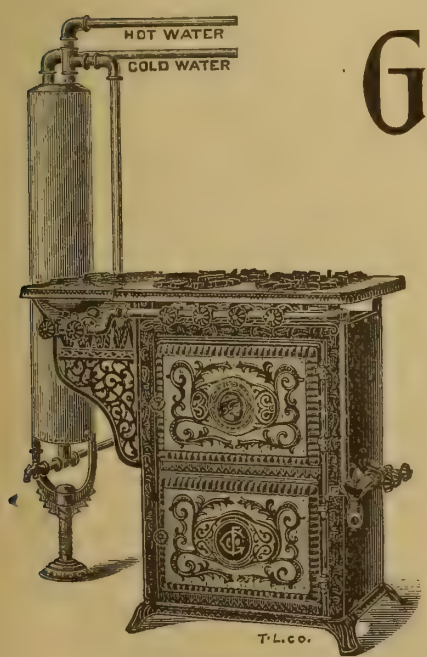
OXFORD

Quick Working

Gas Stoves and Ranges

WITH OUR 1895 IMPROVEMENTS

ARE UNEQUALLED



Immense Water Heaters.

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

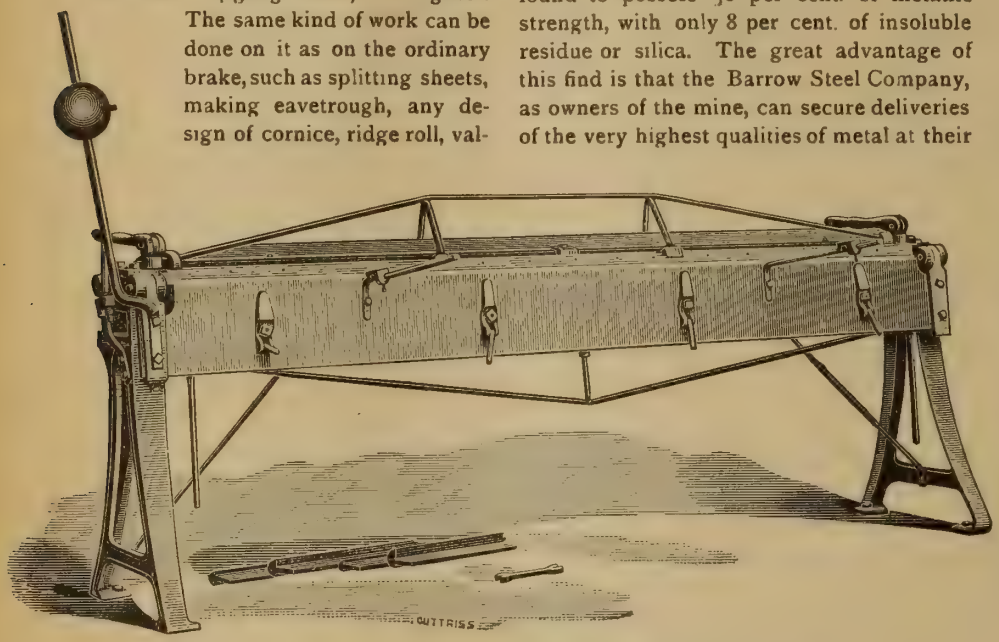
Send for Illustrated Catalogue and Price List.

A NEW CORNICE BRAKE.

BROWN, Boggs & Co., Hamilton, have recently placed on the market a cheap, light cornice brake, an illustration of which is herewith given.

Being made entirely of iron and steel, it is impossible to warp, twist, or be affected in any way by the weather, as wood or other cheap materials usually do. The construction of the machine is exceedingly simple and not liable to get out of order, and is without doubt the best machine of its kind ever offered to the public.

It will bend 24-gauge iron, and lighter. The same kind of work can be done on it as on the ordinary brake, such as splitting sheets, making eavetrough, any design of cornice, ridge roll, valleys, gutters, square pipes, octagon conductor pipes, etc. It has been thoroughly tested, and is guaranteed to do perfect work. Its simplicity, strength and ease of operation will commend it to every metal worker.



The demand for these machines has been so great that the manufacturers have had difficulty in filling their orders fast enough.

The brake can be seen at any of the following places: M. & L. Samuel, Benjamin & Co., Toronto; McClary Manufacturing Co., London; Thos. Robertson & Co., Montreal.

VALUABLE HEMATITE DEPOSIT.

It is announced that the Barrow Steel Company, England, have recently proved a very valuable deposit of hematite ore not far from their famous Park Mine, which has for many years rendered 250,000 tons of ore annually for the Barrow furnaces. Of 850,000 tons of iron ore raised in the Furness district of North Lancashire, the Barrow Company's mines yield 450,000 tons. According to reports current, much importance is attached to the new discovery, especially as the ore is of the highest class, showing by analysis 58 per cent. of metallic iron. The average in Furness is 51 per cent., and in West Cumberland, 53 per cent. An English exchange says: "Some millions of tons of ore have been raised out of Park Mine since it was discovered 40 years ago by the late Mr. H. W. Schneider, and the new discovery, which is showing itself to be an extensive deposit, equal to the quality of Hodbarrow ore, the best class of ore raised in the district, seems to prove that the mining industry of Furness is anything but a moribund one, and that there is still a great wealth of metal discovered, and in all probability a greater wealth undiscovered. This new find of ore has been analysed, and is found to possess 58 per cent. of metallic strength, with only 8 per cent. of insoluble residue or silica. The great advantage of this find is that the Barrow Steel Company, as owners of the mine, can secure deliveries of the very highest qualities of metal at their own works at Barrow at about 8s. per ton, compared wih 13s. 6d. per ton, which is the present value of Hodbarrow metal delivered."

QUALITY VS. QUANTITY.

Just where the line shall be drawn between the quality and quantity of the product of any given manufactory is often a question requiring serious consideration, says Iron Age. It is frequently evident that an apparently simple change in some standard article will materially reduce its cost. It may be a change in the material of which it is made, a reduction in its amount, an omission of finish or perhaps the making of rough joints where planed surfaces have previously been used. The decision must, of course, be influenced largely by the character of the article, its relative utility and endurance under the two modes of construction, and, above all, by existing competition. It is often policy to maintain the quality of an article a little above that of competitors and then cater to a certain trade that habitually buys the best. But generally the question takes the form: "Will a reduction in cost and a corresponding reduction in the selling price so increase the numbers sold as to make the net returns greater?" In other words, will it pay as well to reduce the quality and increase the quantity as to hold to present conditions of manufacture? Under most conditions the answer may wisely be, yes. But not when the actual efficiency of the article for its intended purpose is to any degree reduced. This must be particularly the case when the article is one upon the quality of which the reputation of a manufacturing house largely rests. A lowering in quality may result in a rapid loss of that prestige which has been built up by years of maintenance of a high standard.

A TEN-HOUR DAY.

The Bronson & Weston Lumber Co., of Ottawa, have voluntarily adopted the ten-hour day for their mills without reducing the wages of their employes.

This is a step in the right direction, and it will probably soon be seen that the move will redound to the benefit of the employer as well as to the welfare of the employed.

Men who have reasonable hours of labor can do more and better work in the shorter time they are engaged than can employes who are compelled to slave for eleven or twelve hours a day.

The best of the announcement is that the Bronson & Weston Co. is one of the strongest in Canada, and their action will undoubtedly result in other lumber-mill men having to follow suit. Thus employers and employes all over the Dominion will be benefitted.

Moreover, this action on the part of the big Ottawa firm may have additional weight in view of the fact that one of the partners, Mr. Bronson, is a member of the Ontario Cabinet. Mayhap this move is made as a feeler for a ten-hour day bill his brain may be evolving. Who knows?

PROFIT AND LOSS.

That man is rich who has no debts.

Giving brings love; lending scatters it.

Only the fool brags of his bank account.

Order is from above, disorder from below.

Better go to bed hungry than rise in debt.

The worst enemy some men have is prosperity.

Put the brakes on the investment that hurries you.

Be the last to cross the river of doubtful investments.

As a pillow a clear conscience will beat goose feathers.

He who accumulates does well, but he who preserves does better.

Measure the length of your quilt before endeavoring to stretch your legs.

Every man's door has received the knock of fortune at least once. Most failures were of those too lazy to get up and let her in.—American Investments.

FOR
BRASS
SPRAY PUMPS
AND SYRINGES
WRITE . . .
Stevens
Manufacturing
Company
LONDON





No. 1196. BASEBALL CUP. $25.00 List.

PRIZE CUPS
MEDALS AND KINDRED GOODS

are a specialty with us, and we issue a catalogue illustrating same. If you are interested, write for a copy.

TORONTO SILVER PLATE CO.
TORONTO, CANADA
E. G. Gooderham
Manager and Secretary-Treasurer.

ECONOMIES IN COPPER MINING.

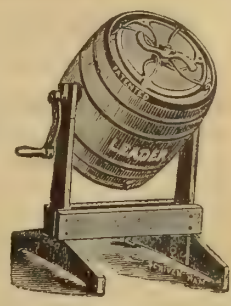
THE theory that attributes the decline of prices to the alleged appreciation of gold is, in the opinion of The Iron Age, "an insult to every inventor, every engineer, and every captain of industry who has aided in modern progress." And then The Iron Age gives some extremely interesting figures regarding the cost of copper mining near Lake Superior, where the only change in conditions that has occurred in thirty years has been the increasing depth of the workings, which would, the method of operation remaining unchanged, have increased the cost of production.

In the Quincy mine the yield in pounds of copper per cubic fathom was 562 pounds in 1864 and 584 pounds in 1894. The product in 1864 was not quite two and a half million pounds; thirty years later it was more than six times as great. The cost of production per pound of copper was 26.71 cents in currency in 1864, 14.90 in currency in 1870, when the aggregate yield was the same as in 1864, 10.03 in gold in 1881, when the aggregate yield was more than doubled and the yield per fathom was exceptionally high, 6.51 cents in 1890, when the aggregate yield had increased more than three-fold, and the yield per fathom was the highest in the history of the mine, and only 5.68 in 1894, when the aggregate yield had increased more than six-fold, but the yield per fathom was scarcely more than in 1864 and very much less than in 1881, 1885 and 1890.

After allowing for the depreciation of the currency in 1864 the decreased cost of production was nearly two-thirds, and the decrease has been nearly one-half since 1881, at which time business was on a specie basis. Was this economy in production effected at the expense of the miners? The wages of the Quincy miners were $46.09 in 1870 in currency, $49.70 in 1880 in gold, $52.60 in 1890, and $50.70 in 1894. With the exception of 1872 and 1873, better wages have been paid in the last few years than in all the previous history of the mine. At the Cliff mine in 1853, when the new gold from California was making everything boom, the company paid its miners $39 and sold its copper for 27.32 cents a pound. Forty-one years later the Quincy mine paid its miners $50.70 and sold its copper for 9.5 cents, and yet was able to distribute $400,000 among its shareholders.

Among the instrumentalities for reducing the cost of production The Iron Age mentions high explosives, machine drilling, modern stamps for crushing, better methods of handling, more economical engines for hoisting and pumping, reduced cost of transportation of the rock, cheapening of the supplies, reduction in smelting expenses, reduction in cost of hauling to market, and lessened cost of distribution and administration.

See our new Malleable Handle with Locking Attachment. No more Broken Hooks nor Lost Plugs.



LEADER CHURN

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON
MONTREAL.

H. BOKER & CO.

Razors
And
Scissors
Pocket Cutlery

Lead for Highest Quality.

Trade Mark

Dealers who cannot find what they want with their wholesale friends will please apply to P.O. Box 366, Montreal, for information.

Be Sure

The brand reads

JOHN LUCAS & CO.'S

And you will get the old . .

Original and
Only Reliable
And Durable
Green

Imperial
French
Green

OF THIS NAME

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

KENT & CO., general store, Orangeville, Ont., have assigned to John Ferguson, Toronto. Creditors will meet on May 2.

J. Dick, general store, Findlay, Man., has been granted an extension.

J. C. Hart, general store, Alliston, Ont., has assigned to E. R. C. Clarkson.

Wm. Oelschlager, foundry, Berlin, Ont., has assigned to Alfred Oelschlager.

J. W. Auld, agricultural implements, Hamilton, Ont., has assigned to F. M. Willson.

T. J. Lawlor, general store, Killarney, Man., is offering to compromise at 50c. on the dollar.

Robt. Shields, general store, Phelpston, Ont., has assigned to W. A. Campbell, Toronto.

R. A. Colquhoun, general store, Vancouver, B.C., has satisfied a chattel mortgage for $2,560.

Goodfellow & Co., general store, St Johns, Newfoundland, are offering to compromise at 65c. on the dollar.

Wm. Middleton, general merchant, McLeod and Namaka, Man., has assigned to V. J. Beaupre, Gleichen.

Adelard Raymond, general store, St. Stanislas De Kostka, Que., is offering to compromise at 25c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Morin & Bleau, furniture, Montreal, have dissolved.

The Canada Plating Co., Montreal, have dissolved.

The Ontario Steam Logger Co. is applying for a charter.

White Bros., brick makers, Owen Sound, Ont., have dissolved.

The Rocking Grate Bar Co., Toronto, is apply for a charter.

Besner & Faraud, general store, St. Clet, Que., have dissolved.

The Hamilton Storage Battery Co., Hamilton, Ont., have obtained a charter.

Forget, Ovide & Cie are commencing a lumber business at Ste. Therese, Que.

The Imperial Brush Manufacturing Co., of Montreal, are applying for a charter.

Hughes, Atkinson & Co., lumber, etc., Souris, Hartney and Brandon, Man., have dissolved.

W. J. McKeenan, agricultural implements, Glammis, Ont., has admitted G. Dagg to partnership.

Montgomerys, the harness men of Fort Saskatchewan, N.W.T., have dissolved partnership.

Napoleon Lemay and Francois Xavier Cayer have been registered proprietors of Lemay and Cayer, general store, St. Nicholas, Que.

Lacerte & Frere, general store, Yamachiche, Que., are about dissolving. Ernest Lacerte to continue.

John F. Black and Freeman E. Magan have been registered proprietors of the Mountain City Bicycle Co.

Thibodeau & Bourdon, lumber, Montreal, have dissolved partnership. Marcel Thibodeau continues, style unchanged.

Adolphe D. Turcott and Horace Chagnon have been registered proprietors of A. D. Turcott & Co., lumber, Montreal.

Joseph D. Charest and Achille Morissette have been registered proprietors of Joseph Charest & Co., saddlers, Quebec, Que.

Alfred Bradshaw and Miss Louisa Bradshaw have been registered proprietors of A. Bradshaw & Co., furniture, Montreal.

Alfred F. Haults, alias Rowe, and Charles L. Marsolais have been registered proprietors of Rowe & Marsolais, stove polish, Montreal.

Walter Townsend and Alma Simmons have been registered proprietors of Walter Townsend & Co., general merchants, Montreal.

SALES MADE AND PENDING.

J. A. Murray, harness, Westville, Ont., has sold out.

T. F. Curran, general store, Kingston, N.B., has sold out.

R. B. Ross & Co., tinsmiths, Guelph, Ont., have sold out to J. R. Jackson.

The stock of McLean & McKay, general store, Underwood, Ont., has been sold.

J. E. Moore has sold his planing mill at Flesherton, Ont., to Beecroft & Sloan.

The stock of F. G. Ball, general store, Cedar Springs, Ont., is to be sold by auction.

The stock of John Young, tinsmith and stove dealer, Thornbury, Ont., has been sold.

The general stock of E. McDonald & Son, Ripley, Ont., is to be sold by auction on April 30.

CHANGES.

F. G. Ball, general store, Cedar Springs, Ont., is giving up business.

O. Lasalle is starting a general store at St. Jacques L'Achigan, Que.

Herrington & McKellar, general store, Blyth, Ont., are giving up business.

Perry & Alpin, general store, Stonewall, Man., have been succeeded by Perry & Co.

The estate of John Smart, general store, Plattsville, Ont., has been succeeded by Kelly & Co.

The carriage hardware business of George Gillies, Gananoque, Ont., is being formed into a joint stock company.

Arthur Gauthier is commencing a saddlery business at Three Rivers, Que.; and Eva Gauthier has been registered as trading as saddler at the same place, under the style of A. Gauthier & Co.

Margaret J. Garthwaite, widow of Samuel Fisher, has been registered proprietress of S. Fisher & Sons, saddlers, Quebec, Que.

FIRES.

C. G. Coxall, general store, Tamworth, Ont., has been burned out; insurance, $7,000.

Moore & Vandusen, general store and lumber, Lion's Head, Ont., have been burned out.

DEATHS.

Thos. Barry, general store, St. George, N.B., is dead.

John B. Smith, foundry, St. John, N.B., is dead.

H. Dunn, of Dunn & Co., lumber, Quebec, Que., is dead.

Couching & Co.'s lumber mills at St. John, N.B., have been burned. Insured for $28,937.

GOOD NEWS.

The news despatches inform the public of the resumption of full time at the Homestead Steel Works after an interruption of several weeks, the restoration of a 10 per cent. cut in wages in a shop in Rowley, Mass., the restoration next week in a Connecticut mill of a cut in wages made a year ago, the probability of an increase of wages in the Fall River mills, unprecedentedly large shipments of shoes from Haverhill, and an order from England for two-foot rules which will occupy a Connecticut shop for three months or more. We receive these announcements with the full recognition of the fact that despatches of this sort are not authoritative and are often inaccurate, and that half a dozen notes of this sort do not establish a thriving and active trade. But at the same time we do not hesitate to accept them, in connection with many other things, as indications of a decided and general improvement in trade; indications that the business of the country is slowly but surely recovering itself. There never was a time when it was more essential for the good of the country that business should improve than it is now. It is not only, or even mainly, the profits and wages that good business means to which we refer. In the American public the disposition to let well enough alone has a most dangerous counterpart in a disposition to try any sort of an experiment, it matters not what, when things are not well enough. A year and a half of fairly good and constantly improving business will render the country safe when the momentous elections of November, 1896, approach. We do not believe that the country would commit financial suicide in any event, but were the depression prolonged the danger would be considerable.—N. Y. Journal of Commerce.

A VITAL MATTER.

THE American Grocer says: In this specialized age the trade newspaper has become an institution. In each of the principal trades and branches of commerce there are one or more technical publications which are justly entitled to the name of "newspaper." There are many more which are masquerading as such, which are not. They have few or no paid subscriptions, as little editorial staff, publish no valuable original matter, and are simply the cover for the circulation of some private price list, or are advertising freebooters backed by some commercial house. Many of them copied the former make-up of The American Grocer, which advertised the price list of a prominent house (charging its full rates therefor), and they claimed the same privilege in the mails as a legitimate paper which pays thousands of dollars for valuable original matter.

"If an advertisement appears in a legitimate newspaper they at once apply for it, backed, perhaps, by the patronage of the house whose price list they publish free or at a reduced rate, in consideration of its ownership or influence in getting 'ads.' The buyers of such houses get 'commissions' on all 'ads' 'influenced,' and in due course it gets loaded up with goods it does not need, and which ultimately are sold at a loss. Advertisers get no value, because the so-called newspapers have no regular paid circulation, but little free circulation, and are not read and have no influence if taken out of their wrappers. Five thousand distributors who read and value the publication they pay for are of more value to an advertiser than fifty thousand who receive a free publication, whether a circular or a so-called 'newspaper.' The opportunity to reach the minds of 5,000 paid readers, buyers and distributors is worth a great deal to a manufacturer of meritorious goods. Through the co-operation of sixty-five millions of people a manufacturer can thus transmit, at nominal cost through the post office, a message at a rate of speed that a monarch, with all the resources of empire at his command, could not excel, and have it considered at a time when the receiver has leisure. A circular usually goes into the waste basket, as does also a free newspaper; but if a person thinks enough of a newspaper to pay for it, he preserves and reads it.

"It is clear that the time has arrived for advertisers to draw the line between real and bogus trade newspapers. We have advertisers of twenty-five years' standing who do thus draw the line and decide between legitimate advertising and house price lists. It is a question whether the proprietors of house price lists masquerading as newspapers would not do better, on the whole, to legitimately advertise their wares in legitimate newspapers which give value in advertising."

If this is all our contemporary has to complain of he is lucky. The papers in Canada which come under the above class are edited weekly with a scissors, pastepot and a copy of THE HARDWARE MERCHANT. Circulation—about 200. Still they have advertisers. What kind of advertisers? The advertisers who say it "don't pay" to advertise.

A MAGNIFYING SHOW WINDOW.

One of the most extraordinary devices for attracting custom on record was that of a fruiterer in a midland town. Instead of the ordinary plate glass a large number of rough and magnifying glasses formed the window. Seen through one of these panes an orange looked as large as a pumpkin and cherries as large as apples. A great disadvantage attaching to the novelty was the fact that at the distance of a few yards from the window it was quite impossible to see into the shop. Everybody knows that you must hold a magnifying glass very close to the eyes to see anything through it. Nevertheless, for some time, at all events, the enterprising proprietor did a roaring trade.—London Answers.

A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.
Tel. 1040. Canada Life Building, TORONTO.
Audits or Investigations, Improved Systems of Books, Partnership Settlements, Management of Estates.


"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.
DO YOU?
WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

Don't economize too much, and try to get along without a safe for your books. That kind of **economy is foolishness.** What you need is to have all of your books and papers in one of

Taylor's Safes



Pure Paris Green
Government Standard
It is the finest made, both as regards color, fineness, and strength. Put up in cardboard packages, tins, and drums.
Samples and prices sent on application. Manufactured by
PEUCHEN & CO.
10-12 Bay St. Toronto


DEPRESSING VALUES.

DURING a recent trip to the larger western jobbing centres when the hardware houses had completed their inventories and thus ascertained the condition of their affairs, in many cases showing a balance on the wrong side of the ledger, says a writer in Iron Age, many complained that it is a difficult matter to cope with the constant declines in values which nearly if not quite wipe out the apparent current profits.

These very complainants have each contributed to the depression of their own properties, each doing their share toward depressing values.

It is characteristic of the modern buyer. He wants to live, but is averse to letting the manufacturer live. He must squeeze the manufacturer, and by squeezing the manufacturer he squeezes himself. To illustrate: A jobber has a stock of a certain line of goods valued at $1,000, which he has purchased at 50 per cent., and he finds himself short of several sizes of that particular line valued at, say, $100. He sets about to get an extra 5 per cent. on his present requirements, and if he succeeds he saves 5 per cent. on this new purchase, or saves $5, but by doing so he depresses the value of the $1,000 stock on hand 5 per cent., or $50. In other words, he loses $50 to save $5.

So if one buyer depresses the value of files 5 per cent., another the price of screws, and still another the value of nails, 50 buyers collectively have done their work on 50 lines of goods.

If a buyer, by some means, fair or foul, as the case may be, induces the seller to believe that certain goods can be bought for 5 or 7½ per cent. less he establishes the price in the seller's mind, and such a cut is usually made all along the line.

So many ways and means are now resorted to to depress values that iron clad revolutions must be strictly adhered to to hold prices.

We have in mind a buyer, a man not embarrassed by any scruples, who is always ready to receive quotations, but however low these may be, contorts his countenance into a frown, without saying a word, but conveys to the seller the impression that his prices are too high, and often succeeds in carrying his point.

With some buyers it has become habitual to demand an extra 5 per cent., but they do it so artlessly that sellers look for it, add 5 per cent. to their selling price, and thence allow it again, to satisfy the greedy mortal.

But it is said that supply and demand regulate values. This is so to a great extent; still, unmanly methods do their part to regulate them.

We venture to say that the "bear" methods of the average modern buyer reduces values on an average of 10 to 15 per cent. during the year.

Assuming a hardware jobber carries a stock of, say, $100,000, the value of such a stock, by the aforesaid means, is reduced $10,000 to $15,000 during the year.

The cost of handling the stock, such as rent, salesmen, clerks, taxes, etc., is not proportionately reduced; hence the shrinkage has to come out of the profits.

The more values of goods are reduced the larger will become the percentage of handling a given quantity of merchandise.

HANDSOME GAS RANGE.

THE HARDWARE MERCHANT produces below a cut of an elegant new gas range, with hot water heater, just now being offered the trade by the Gurney Foundry Co., Ltd., Toronto. In the "Oxford" has been combined all that is essential for a first-class range: large oven, large top, powerful burners, atmospheric pilot burner, etc.



OXFORD GAS RANGE.

The body is made in one piece of cold rolled patent leveled steel; is enamelled inside and outside to prevent rusting. All parts in contact with the flame are protected by asbestos, thereby preventing loss of heat by radiation, and adding to durability of stoves. A pan is placed on top of upper oven, immediately under burners, which can be easily removed for cleaning. The castings are smooth and clean, made from the best ores for the purpose, and guaranteed not to crack. The ornamentation of castings is of a handsome and modern design. The nickel work is an extra heavy plate. The ovens on these gas stoves are large and thoroughly ventilated. The products of combustion do not touch the food, and therefore it is always properly browned on top. By the use of a special flue arrangement, which prevents burning at bottom, the heat passes up either side and across over the oven top, thus utilizing all the heat from the consumed, heating the ovens in the shortest time and using a small amount of gas. The oven door has a ventilating register damper. When extra quick work is desired the regular burners can be supplemented by a ring burner, which gives an immense heat.

The water heaters are made of cast bronze; are very durable, and, having a water travel of six feet exposed to the flame, are about the most powerful water heaters ever placed in any gas stove, raising the temperature of 30 gallons of water 90 deg. in 90 minutes.

THE CULLERS' ACT.

Commissioner Miall, of the Inland Revenue Department, is of the opinion that, with the decay of the square timber trade, which is declining yearly, the main purposes for which the Cullers' Act was passed have been served. It has therefore been suggested by him to the Government whether it has not outgrown its usefulness, and whether, a fair arrangement having been made for those who have spent many years in working under its provisions, the time has not yet arrived for its repeal. If its entire repeal would be a serious inconvenience to those engaged in exporting square timber and deals across the sea, then its working could be placed under the General Inspection Act, as in the case of cereals, flour, and other staples, when the expenses would be borne only by those voluntarily invoking the provisions of the Act. This would remove a considerable charge on the revenue. Last year the receipts from culling were $11,990, and the expenses $25,281. So that by the adoption of the commissioner's suggestion a large saving might be made.

FOR IRON FENCING
BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto
Agents Wanted.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES
OF EVERY KIND

At lower prices than ever before.
Only best steel used.
Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

Calcined Land . . PLASTER

WE manufacture from the best rock only. We guarantee our plaster a first-class article. Write for prices.

Windsor Plaster Co.

WINDSOR, N.S.



"DANGLER" Gas Stoves

They never fail to give the most entire satisfaction.

They have the cheapest, quickest and most satisfactory water heating system ever devised.

They possess every modern improvement tending to the increase of safety, economy and durability.

Write for Illustrated Price List and Catalogue . . . . .

McDonald & Willson

MANUFACTURERS AND IMPORTERS OF GAS Stoves and Fixtures

187 Yonge St., Toronto

BRITISH MINING STATISTICS.

According to the mineral statistics for 1894, issued March 20, and compiled at the Home Office from figures furnished by the Inspector of Mines, the total number of persons employed in and about all the mines of the United Kingdom was 739,099, of whom 705,240 worked at the 3,419 mines under the Coal Mines Act, and 33,857 at the 740 mines under the Metalliferous Mines Act. Compared with 1893 there is an increase of 22,232 persons at mines under the Coal Mines Act, and a decrease of 1,882 persons at mines under the Metalliferous Mines Act. Of the 705,240 persons working at mines under the Coal Mines Act, 569,678, or about 80 per cent., were employed below ground. Of the 135,562 surface workers, 4,583, or about 3 per cent., were females. At the mines under the Metalliferous Mines Act, 20,011 persons, or about 60 per cent., worked below ground, and of the 13,846 surface workers, 1,092, or about 8 per cent., were females.

The total output of minerals at mines under the Coal Mines Act was 199,451,018 tons, of which 188,277,525 were coal, 2,164,863 fireclay, 6,814,546 ironstone, 1,986,386 oil shale, and 207,699 sundry minerals. The amount of coal raised exceeds by 2,798,399 tons the highest output hitherto recorded—viz., that of 1891. At the mines under the Coal Mines Act there were 813 separate fatal accidents, causing 1,127 deaths. Compared with 1893 there is an increase of four in the number of accidents and 67 in the number of deaths. At the mines under the Metalliferous Mines Act there were 39 fatal accidents which caused 46 deaths. The number of separate fatal accidents is the same as it was in 1893, but there is a decrease in the number of deaths.

The death rate of the underground workers at the mines under the Coal Mines Act was 1.782 per 1,000 persons employed below ground, and that of the surface workers .826 per 1,000 employed above ground; the corresponding figures for 1893 were 1.709 and .900 respectively. At the mines under the Metalliferous Mines Act the death rate of the underground workers, 1.999 per 1,000 persons employed below ground, was higher than at the mines under the Coal Mines Act; the risk of the surface workers represented by .433 per 1,000, was very decidedly lower than that of the surface workers at the mines under the Coal Mines Act.

NEW IRON AND STEEL PRICES.

At a meeting of the Sheet Iron and Steel Manufacturers' Association, held in Pittsburg last week, a new schedule of prices was made to cover the increased cost of raw materials. Secretary Jarret, in explanation of the action taken, said: "Prices have been generally demoralized, and it was the desire of the manufacturers to secure a more uniform rate. To this end a slight advance was made, to meet the advance on raw material, which will not exceed one-tenth of a cent on iron and steel sheets."

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S
CANADIAN CUSTOMS TARIFF
— AND —
ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables(Sterling) Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercia lawyers in our country. This book is **up-to-date,** and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

BLACKSMITHS' TOOLS.

"JARDINE"

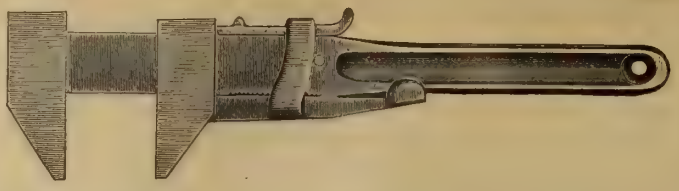
Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

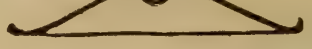
ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



W. & S. BUTCHER, Sheffield, England, Makers for over ONE HUNDRED YEARS of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect Extra Hollow Ground Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, April 26, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	16½ 17
Straits "	16½ 17

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X	7 70
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
.X.X., 14x56, 50 sheet bxs	6c, 6¾c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6½ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

¾-inch	10½c
1-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ¼ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 03½ 0 04
Domestic "	0 03½ 0 03¾

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2¾ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04½

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 12 0 12½
Standard	0 11½ 0 12
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10
Other makes "	0 9½ 0 10½

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p. cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red, (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " "	
Paris Green, per lb	0 13½ 0 14
" " 100 lb. drums	0 12 0 12½
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal	0 65	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine p. gal.	0 85	
No. 1 Carriage "	1 30	
Gold Size Japan per gal.	1 00	1 20
Pure Orange Shellac "	1 95	2 05
Hard Oil Finish	....	1 30
Gum Shellac	.....	1 40
White Shellac	....	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53	0 54
Boiled "	0 56	0 57

Turpentine (in bbls

5 Barrel Lots	....	0 45
1 " "	....	0 46

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue (in bbls)

Common,	0 07½	0 08
French medal	0 09½	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A 1 clear	.....	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10	0 12½
Anvil and Vice combined each	....	4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad,	0 85	1 60
" handled "	3 60	7 30
Saddlers' "	0 45	1 60

Awl Hafts.

Patent Peg, per gross ... } 7 25 8 00
" Sewing. "

Awl and Tool Sets.

Millar's Falls, per doz.... 2 80 8 30

Axes.

per box 6 00 12 00

Axle Grease.

per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's..... 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1, leather, dis. 47½ p.c
Standard, 37½ per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—*Auger.*

Gilmour's dis 65 and 5 per cent
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65	0 90
Diamond, Shell "	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking (Catchpole's).

No. 1, Egyptian Blacking		9 00
" 2, " "		4 50

Blind Rollers.

Annex .....per doz.	1 25	1 75
Mascot ..... "	1 35	1 85
Erminie ..... "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 75 and 10 and 5 to 75 p.c.
Fire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Cana'n	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Ten Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards " ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz	22	50
World "	21	75
Daisy, "	24	00
Star, "	18	00
Crown Jewel, per doz	29	00
Grand Rapids, "	30 00	33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	2	70
Thorold "	1	10
Queenston "	1	10
Napanee "	1	10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White, lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns

Daisy or Leader, dis. from factory 70 per cent. From stock 65 and 5 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprize, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2	00
Coil, per doz	0 88	1 60
English, "	2 00	4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenns Corkstops, No 2 p.doz	1	70
Petroleum, per doz	4 50	6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Heller's
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 52½ and 7½ p.c. rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz 3 25 3 50
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United Inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10--1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	..
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application

Glue Pots.

Tinned, each	30	.....
Enamelled "	0 55	.....

Grindstone Fixtures.

P. S. & W., per doz..... 3 60 4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1

Sledge

Canadian, per lb..... 0 12½ 0

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz	75	2 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 8

Cross Cut Saw.

Canadian per pair..... 0 15 0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c
" hepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c
Light T and strap 70 to 70 & 5 p.c
Heavy, per lb..... 03 3-5 0 04½
Screw hook and hinge—
6 to 10 in., per lb. 0 3⅞ 0 04
12 up " 0 2⅝ 0 03

	Per doz. set	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis 50 to 60 p.c		

	Per doz. pair	
Spring	1 35	1 40
" Shepard's Samson	1 75	1 90

Hoes.

Garden, Mortar, etc., discount 52½ and 7½ p.c. revised list.
Planter doz..... 4 00 5 0

Hooks—*Cast Iron*

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples Car. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis. 80 to 80 and 10 per cent

Wire.
Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails
Canadian, dis. 60 p.c

Horse Shoes,
F.O.B. Toronto & Hamilton $3 6
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross 1 60 4 75

Knobs.
Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross $1 30 4 00

Knives.
Clauss, bread, cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*
Canadian, dis. per cent 50
Russell & Erwin, per doz 2 90 7 50
Cabinet.
Eagle, dis. per cent, 40 to 42½ p.c.
Padlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.
American, per doz, ... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to 70.10 to 75 per cent

Nails.
Cut Nails (Iron)
1. Either Canada or Amer Basis—50 to 60 dy ..... Pat'n. 2 10
40dy 2 15
30 dy 2 20
20, 16 & 12 dy 2 25
10 dy 2 30
8 & 9 dy 2 35
6 & 7 dy 2 50
2. Amer. Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3. Canada Pattern Only from 4 to 5 dy 2 60
3 dy. (lath) 3 10
3 dy. A.P. Fine 3 70
Car lots 10c less.
Cut Nails (steel) Add 10c. to the prices in list for iron nails. 10 keg lots prepaid to maximum of 250 100 lb.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails. 75, 10 and 5 per cent. from new list. and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.
German & American 1 85 3 50

Nail Sets. per gross
Sqre, rnd and octagon .. 3 38 4 00
Diamond 12 00 15 00

Netting.
Poultry, 65 to 65 and 5 per cent.

Oil.
Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W.W. " 0 20 0 22
American W.W. " 0 25
S.R. Seal .....per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 30

Pencils.
Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks
Per doz 6 00 9 00

Picture Nails
Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan. R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.
English, per doz 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis 37½, 40 p. c.
Button's Imitation, per doz 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.
Corn, square, per doz 1 35 2 00

Pruning Shears.
Per doz 4 00 5 50

Pulleys
Hothouse, per doz 55 1 00
Axle. 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.
Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p.c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p.c. from factory.

Punches
Saddler's, per doz 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty
Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot 3 3½
Sliding Door, " 3½ 3⅝
Lanes, 3½ to 3⅝ c. ft.

Rakes.
Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.
Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.
Currier's, per doz 1 25 3 60

Rivets and Burrs.
4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.
Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger	6	8½
¼, 5-16, ⅜ in	6½	8½
Cotton, per lb.	11	12
Russia Deep Sea, per lb ..	12½	13½
Jute ..... " ...	06¾	07½

Rules.
Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 65 1 00
" N P. 90

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire 55 90

Sash Cord
Per lb 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian dis. 45, 50 p. c

Sash Weights.
Sectional, per lb 1½ 1⅝

Saws.
Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz 70
Hand, Disston's, dis 10 15 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 5
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each 75 2 7
" frame only 7 5

Saw Sets.
"Lincoln" McMillan & Haynes, per doz 7 50

Scales.
Standard Manufacturing Co., 60 p.c
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

Scrapers.
Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.
Window, patent, per doz 3 50 4 50
Door, per doz 10 75

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.
Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R. H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes
Discount 52½ & 7½ p.c. revised list
Scythe Snaths.
Canadian, dis. 40 to 45 p. c

Shears.
B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p.c.
Seymour's dis. 60 p. cent.
Etna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves
Sliding Door, per set 77 1 40

Shovels and Spades
Canadian, dis. 42½ special brands net price.

Sieves
Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps
Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio
In ¼ or ½ gross boxes, per grs. 11 30

Soldering Irons.
Per lb 0 26

Wrought Spikes
Discount, 20 per cent. to 25 per cent.

Spoke Shaves.
Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross		7 50	12 00
Dessert "	"	21 00	.....
Table "	"	30 00	30 00
Dessert Forks...	"	24 00	.....
Medium " ...	"	27 00	.....
Table " ..	"	36 00	.....

Squares.
Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10
Stocks and Dies, Amer. dis. 25 p.c.
Stove Polish, (Catchpole's).
Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross 9 00
" 2 " " " " 4 80

Stone.
Washita, per lb 0 25 50
Hindostan, per lb 0 06 07
" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.
Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks. 45 per cent.
Clout Nails, dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 per cent.

Tape Lines.

English, ass skin per doz.	$2 75	$ 0
English Pat. Leather	5 50	9 7
Chesterman's, each	0 90	2 8
" steel, each	0 80	8 00

Thermometers.
Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.
Asbestos, filled, per doz., 35 to 40 p c

Ties.
Cow, per doz 1 2 5

Tinner's Tools.
P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.
Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " "

Transom Lifters
Payson's, $2.60 to $5.00 per doz

Traps
Game, Newhouse, dis 33⅓ p.c to 35 p.c
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 to 70 and 5 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.
Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.
Butter, per doz 6 25 9 00

Twines.

Bag, Russian, per lb.	0 00	0 21
Wrapp'g, mottl'd, pr. pack	0 50	0 60
" cotton, per lb..	0 17	0 18
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 5
Binding, Blueribbon	6½	0 7½
" Red cap	6½	0 6½
" Prison		0 0

Carload lots of binder twine shipped under above figures.

Vises.
Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 1
Pipe, each 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.
Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.
Amer., per doz. 8.10 & 12 in. 3 38 6 0

Wire.
Brass Wire, 16 to 25 wire gauge, 18 to 21c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	
" 4 " 4 & 7 " "	... 2 87½
" Plain twist, all deld	... 2 87½
" Truss	... 2 4
"Lock Barb," 4 point	.. 2 87½
Ditto Glidden 2 point	.. 2 87½
Galvanized Barb, "Lyman," 2 to 4 points	.. 4½
Steel staples	... 2 87½

Terms, 60 days or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

Wire Cloth
Ordinary, discount 25 p.c.
Painted Screen, p.100 sq.ft 1 85 1

Wrenches.
Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 0
" S., per doz	5 80	7 0
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz	1 25	2 00

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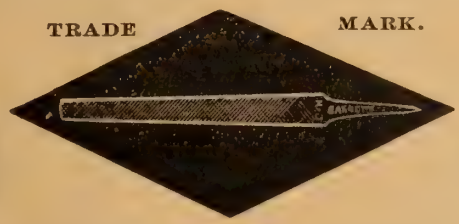
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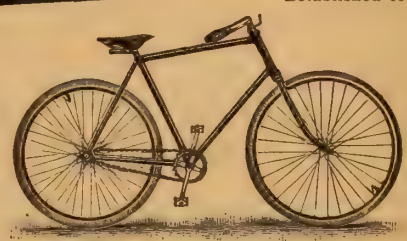
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THIS SPRINKLER is instantaneously changed from a Circular to an Arc Sprinkler by simply moving the small screw on the outside of disk to the opposite side of slot.

By moving screw back a circular spray is again obtained. The Arc is made as represented by cut, in brass, handsomely finished and nickel plated.

Made for ¾-inch hose attachment.

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RUBBER HOSE.

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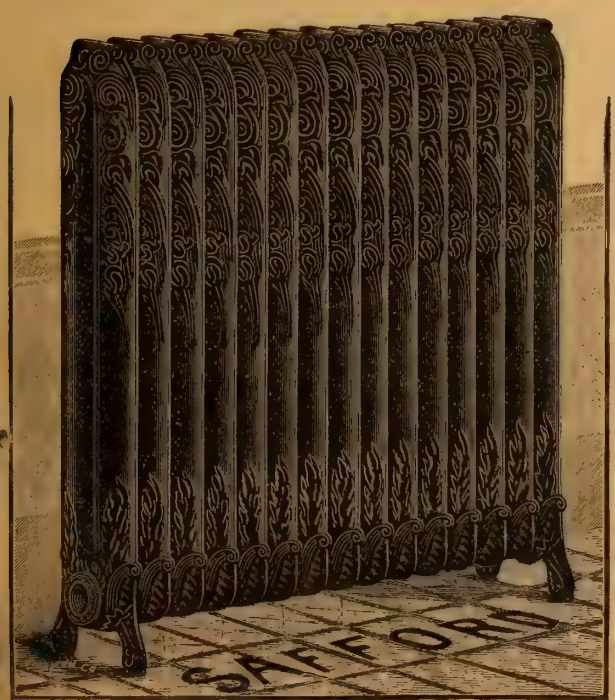
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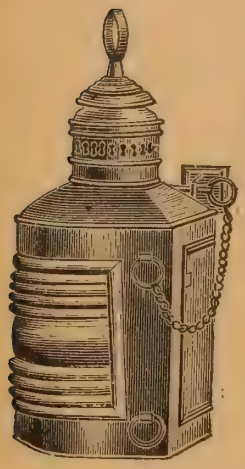
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For 1895



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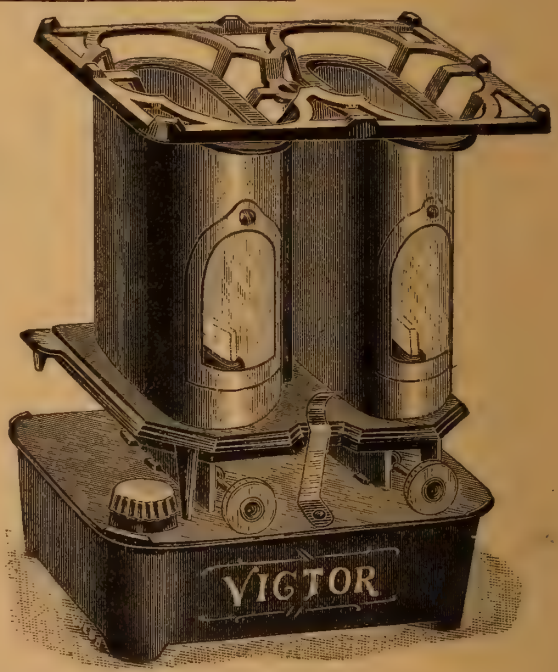
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Tin Bottom.



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Vol. VII. TORONTO AND MONTREAL, MAY 4, 1895 No. 18

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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DECLINE IN NOVA SCOTIA IRON.

ON Tuesday last agents in Montreal for the Nova Scotia furnaces notified the trade that prices on Canadian pig iron were reduced.

The decline is a radical one, being equal to 75c. to $1 per ton, and practically means that American iron is to be shut out of the Eastern Canadian markets if the Canadian iron masters can do so. Up to the time of this announcement Nova Scotia pig iron was selling in Montreal at $16.50 to $17 per ton, but now the range is $15.75 to $16.25. It is understood also that the Nova Scotia furnaces are not content with the Montreal market alone, but intend to make a strong effort to strengthen their foothold in Western Ontario, or as far west as Toronto at any rate.

As THE HARDWARE MERCHANT has already mentioned, they have been placing quite a few lots of iron in Toronto and the west this spring, and it is considered that there is a chance of increasing this trade if American prices keep where they are.

We are given to understand that quite a number of car-lots of pig iron were sold, delivered in Toronto at $16.50 per ton for No. 1 Nova Scotia iron previous to the reduction.

Naturally, with the decline above mentioned buyers will likely be offered a better figure than this, and with the advantage of water rates also from Montreal, the freight charges can be reduced considerably. At any rate, there is a determination to see what can be done at Ontario points this summer, especially as the cost of Canadian at these points is on a parity, or nearly so, with American iron. In fact, one gentleman expressed the opinion that the Canadian furnaces were willing to work on little or no margin if they could only get a footing.

It may be remarked in comparison with the above price of $16.50 on Nova Scotia pig delivered in Toronto, that No. 1 Southern pig costs, at the prices now ruling, $16, duty paid in Toronto, so that allowing for the recent reduction the two figures cannot be far apart.

PRACTICAL EDUCATION.

"I may work with my hand, but as the brain directs the hand, it is of the first importance to see that the brain is properly trained and instructed."

These were the concluding words of a capital little address by William Clendinning, ex M. P. P., in Montreal Tuesday night. It was at the presentation of prizes to the pupils in the drawing and manual instruction classes, chiefly in plumbing and steamfitting, conducted by the Provincial Arts and Manufactures Association. Mr. Clendinning was called on, as one of the English speakers present, to say a word of encouragement to the pupils. As an experienced business man, he knows the value of practical education, and he warmly advocated the design and purpose of these classes, where young men are taught during their evening hours of leisure how to draw, how to use wood-working tools, and how to handle the plumbers' materials, which can do so much when rightly used for sanitary science and the public health. Mr. Clendinning is right. We want more of the education in Canada which he advocated, and to the solid, sensible business men like himself the community must look for its extension. There are universities, colleges, and professional institutions enough and to spare. It's the technical training, the elevation of practical hand work into a science, that we want more of. We like to see business men with a record of success like Mr. Clendinning sparing the time to advocate publicly the interests of practical training. If Canadian workmen are to be first-class in skill and reputation, they must, when in the apprentice stage, cultivate chances afforded by these classes. The hand does the work, but the educated brain must control it.

IT WILL BENEFIT IRON MEN.

SOMEBODY usually profits from even catastrophes. The conflagrations that recently visited Toronto wrought much damage and caused much loss.

But these fires taught a lesson that property-owners promise to heed.

For some years Toronto has been erecting big buildings with much the same material their forefathers used in smaller and less pretentious structures, the only difference in some instances being that the present-day builders use less substantial material.

At any rate, large stores burn and walls collapse in brief spaces of time.

Now there is a well developed desire to put up buildings that are fire-proof indeed as well as in name.

The greatest benefit from this must naturally fall upon the iron and steel industries, for it is upon their products that the chief demand for fire-proof material will be.

While penuriousness had largely to do with the ignoring of fire proof materials in the erection of many buildings, yet all must not be charged to this account.

Through improper methods, bad workmanship, etc., some buildings, principally in the United States, supposed to be fire-proof have not stood the test well, until it has been boldly asserted in the daily press that iron work in the shape of girders, etc., have helped to destroy the buildings burned. This has no doubt done a good deal to deter a good many, who did not take the trouble to investigate for themselves, from putting iron work in place of wood when erecting new buildings.

But it has been proved beyond peradventure that where the work is done properly iron pillars and girders have stood well when used in buildings in the erection of which a preponderance of inflammable material was used, said buildings being subsequently visited by fire.

The destruction of Simpson's big departmental store in Toronto a couple of months ago illustrated this.

The girders supporting thousands of feet of inflammable wooden flooring and tons of goods naturally warped and collapsed, but, on the other hand, the iron pillars and gird-

ers encased in terra cotta or brick, were as good as the day they were put in.

Obviously, it is unfair to judge fire-proof buildings by those alleged fire-proof structures where the maximum of material used is inflammable and the minimum non-flammable.

Iron and steel manufacturers and hardwaremen generally should preach fire-proof buildings whenever a favorable opportunity offers.

ANOTHER TURN IN TURPENTINE.

TURPENTINE has taken another sharp turn as far as the Toronto market is concerned. Last week, it will be remembered, it was downward; now it is upward.

The sharp decline noted a week or two ago was due more to local influences than to the condition of the primary markets.

And the same influences that largely caused the declines also caused the advance of the last few days.

THE HARDWARE AND METAL MERCHANT in its last issue reported turpentine as low as 39½c., at the same time stating that it was only one house, and that which brought in the article in tanks, that was quoting as low as that. Shortly after we went to press, however, this particular house issued a card announcing an advance to 45c. per gallon for single lots, f.o.b. Toronto, net 30 days

This action was entirely unexpected, but the other jobbers immediately and gladly fell into line, and prices are at the moment steady at 44c. for 5-barrel lots, and 45c. for single barrels.

How long the present figures will obtain, in view of the coming naturally freer deliveries of new crop, time only can tell.

THE TRANSIENT TRADERS' ACT.

Editorial reference was made a few weeks ago to an amendment to the Ontario Transient Traders' Act, whereby municipalities were given more power to control dealers in bankrupt stocks and other itinerant merchants.

A supplement to the Ontario Gazette, issued on Saturday last, contains the full text of the amendment, and we hereby reproduce it for the benefit of our readers. The text is as follows:

21. Sub-section 9A of section 489 of said Act (45 Vic. c. 42) is amended by striking out the figures "$100" in the eighth line thereof, and substituting therefor the figures "$250," and by striking out the figures "$50" in the said eighth line, and substituting therefor the figures $100.

22. Section 489 of the said Act is amended by inserting therein the following, as sub-section 9B:

9B. The words "transient traders," whenever they occur in sub-sections 9 and 9A of this section, shall extend to and include any person commencing the business in the said sub-sections mentioned, in any municipality, who has not resided continuously in such municipality for a period of at least three months next preceding the time of the commencement of such business therein.

It now devolves upon the merchants in the different municipalities in Ontario to exercise their influence with their respective councils with a view to getting the provisions of the Act embodied in their by-laws. The sooner they move in the matter the better.

INSOLVENCY BILL INTRODUCED.

The Insolvency Bill which was left over from last session was introduced in the Senate on Monday last by Sir Mackenzie Bowell.

In introducing the bill, the Premier said it was so fully discussed last session that it would not take up much time this. The bill was re-introduced this session in consequence of a distinct promise given by the late Premier in the House of Commons last session. There are very few changes in the bill as now introduced, and none affecting the principles of the measure. Conflicting clauses and clerical errors comprise the only changes from the bill as amended last session. The bill was read a first time.

It is to be hoped that the bill will be put through the various stages necessary to make it law. Nothing but factious opposition can now prevent the consummation of what the advocates of a Dominion insolvency law have been so long contending for, and it will be advisable for the boards of trade throughout the country to be on the alert to counteract any such opposition as may develop.

ENDORSED BY THE JOURNAL.

The Ottawa Journal endorses the stand taken by THE HARDWARE MERCHANT in favor of a Customs Court—a reform which, after persistent agitation in these columns, has at last been taken up by the Montreal Board of Trade and Chambre de Commerce, with good prospects of support from the other commercial bodies in Canada. The Journal says: "One reason against a Customs Court of Appeal is the expense. Another may be that frivolous appeals will be taken in great numbers, embarrassing Customs business. But this last would be an argument against having any courts at all. As to the other, expense could not be grave enough to be a decisive reason against so important an aid to commercial justice."

These views are sound. THE HARDWARE MERCHANT does not propose to let the matter rest simply because the Boards of Trade are now, somewhat tardily, doing their duty. It will continue to urge the importance of this reform until Parliament takes action. If Government is slow to move, have we business men no representatives in the House of Commons who will take the initiative, frame a bill, introduce it, and allow Ministers to adopt or amend it as they see fit? Surely a little time can be spared from political sparring matches to do a real service to the whole commercial community.

CANADA-MEXICO TRADE.

A CONTEMPORARY, The Modern Miller, of Kansas City, takes umbrage at what was recently said in this journal with regard to Canada's trade with Mexico.

Unfortunately for the strength of its own argument, it bases its criticism on an inference that was not advanced by THE HARDWARE MERCHANT. We never deigned to say that Canada was a more important factor in the Mexican trade than the United States. On the contrary, it was Canada's weakness in this respect that was the kernel of our subject.

But the unpardonable sin was in that we deigned to suggest that Canada should make an effort to secure more business with the Mexican republic.

The Trade and Navigation Returns show that our imports from Mexico for the fiscal year ending June 30, 1894, amounted to the insignificant aggregate of $611, the duty upon which was $533, or over 87 per cent. of the value of the goods imported.

Our exports to Mexico in the year given were valued at $57,000. While this is so much better than our imports from that country, yet they are but a drop in the bucket to what they might or should be. Kansas City alone has, according to The Modern Miller, supplied Mexico with $10,000,000 worth of breadstuffs in one year.

Mexico is an importer of a good many staples of which Canada is an exporter. This being undisputed, what the Dominion needs to do is to push for more of the desired trade.

This we mean to do, and, what is more, we shall succeed, notwithstanding that our American cousins have at the moment the inside track of us. But at the same time, we must remember that if we are to sell more of our products to Mexico we must buy more of her products. One-sided trade cannot be permanent.

"NAUGHT" IS RIGHT, BUT "AUGHT" NOT.

Why do young ladies in the Montreal offices of the Bell Telephone Co. say "aught" for "naught"? If you call up a number containing a cipher—say 6042 for example—the operator will repeat "six-aught-four-two," with the accent on the aught. And as a rule you weakly say yes. But you shouldn't, because aught, according to Webster (the man who made the dictionary), means "anything," "any part." Plainly, then, six anything-four-two is not a number that would satisfy you. Now, "naught" (according to the same authority) means "a cipher, the arithmetical character" Naught is therefore correct.

Aluminum horseshoes have made their appearance.

PIRACY OF TRADE MARKS.

A FINE of 10 guineas, with the forfeiture of six gross of razor scales, should be a warning to manufacturers in Sheffield that the Merchandise Marks Act is not a statute to be lightly regarded. This trade is indebted to Joseph Rodgers & Sons, Limited, for the energy with which, at no small cost, they have vindicated their trade marks. The captious critic may, of course, declare that it is in their own interests that these prosecutions are undertaken, and this is perfectly true. But the moral influence of such cases is not confined to the firm who initiate them, and piracy of Sheffield marks would be far less frequent than it is to-day, if we had had even half a dozen firms as energetic in putting down imitations as the old Norfolk street firm has been. In the case which was heard at the town hall on Wednesday the facts were scarcely in dispute, and the defence set up simply was that as nearly all the marks which ingenuity could devise had been taken by the old firms, new firms naturally fail to secure a mark which does not resemble the mark of somebody else. There is a grain of truth in this contention, but it requires more credulity than is possessed by the average Sheffielder to believe that Mr. Heinrich Kaufmann, of Solingen, after searching long and anxiously for a distinct mark, lighted by pure accident on one so very like the celebrated mark of Joseph Rodgers & Sons. It is, we admit, an encouraging sign of the times that even German razor manufacturers have come to Sheffield for their razor scales, but the advantage which accrues to Hallamshire from such a transaction as that between Mr. Kaufmann and Kayser & Glossop, of Eyre street, must be small indeed. Mr. Kayser denied that there was any real similarity between the mark he struck on the order of the Solingen firm, and Rodgers' mark, and it may be that he did not quite realize the nature of the work he undertook to perform. But the weight of evidence was undoubtedly on the side of the prosecution, and the defendant forfeited much sympathy he might otherwise have claimed when he placed on the scales, made in Sheffield, the words "German manufacture"—words which were obviously untrue, and probably also an infringement of the clause of the Marks Act which deals with false indications of origin. We are quite prepared to admit that if one of Kaufmann's German razors and one of Rodgers' Sheffield razors had been placed side by side, no Englishman of average intelligence would be likely to be misled. But these goods were for the Indian, and not for the English, market, and the defendant admitted his acquaintance with their destination. What is more, Mr. Kayser did not venture to assert that he was ignorant of the fact —which is common knowledge in the Sheffield trade — that the natives in the Indian bazaars cannot read English, and rely mainly on the marks and the general appearance of the goods. It is not altogether a question of sight, as the solicitor for the defence suggested, and when marks are struck upon razor blades or scales, the similarity is often considerably increased as compared with engraving or printing. Expert evidence was called to show that the tulip and crossed daggers of the German firm sufficiently resembled the star and Maltese cross of Joseph Rodgers & Sons to mislead the average native, and the words of the Act are "so closely resembling as to be calculated to deceive." The stipendiary agreed with the defendants that Messrs. Rodgers could not claim a monopoly of position for their mark, and say that no one else should strike their mark below their name and address, but clearly the whole circumstances could be legitimately taken into account in deciding whether the resemblance was intentional or accidental. That being so, the fact that the three lines so closely corresponded, and that there were the same number of letters in the second, or name line, were the same in each case, deserved consideration, and we rejoice that the order of the German firm was returned by one Sheffield razor scale maker, Mr. Thomas Glossop, of St. Mary's road, who declined, knowing Messrs. Rodgers' mark, to sail so near the wind. We hope the day is not far distant when it will be impossible to find any house in Sheffield willing to help in such doubtful methods of competition, but we fear that the healthy sentiment, which revolts against the idea of seeking to profit by other people's well-established and reputable marks, must be an affair of slow growth.—Sheffield Independent.

RUNNING OVERTIME.

The Gutta Percha and Rubber Manufacturing Co., of Toronto, Ltd., report an unusually active demand for their various grades of garden hose. They have been obliged for some time past to run their factories at night in an endeavor to keep up with the orders that flowed in. The Gutta Percha Co. also report a larger fire hose business since January 1, 1895, than for the corresponding period of any previous year since the location of their factories at Toronto.

The advertiser wrote the words: "It pleases the masses," in his advertisement. During the passage of the form to the press-room the space fell out between the words "the masses." The pressman picked it up and put it in place, as he thought. Imagine the advertiser's feelings when he saw the sentence read thus: "It pleases them asses!"

MONEY AND STOCKS.

BONDS to the value of $6,000,000 were purchased in New York last week on London accounts.

* * *

Bank exchanges in the United States may be improving, compared with 1894, but they are still behind 1893. The daily average for April was 16.3 per cent. less than the same month two years ago.

* * *

A better feeling and stronger tone has developed on the Toronto Stock Exchange in bank stocks. The shares that have led in the higher figures are those of the Imperial and Commerce banks. "It looks," said a broker, "as if investors are taking hold of these stocks at the advanced prices. Of course, in view of the higher rates of interest, the improved tone of business, and the consequent less idle money, the earnings will be greater than they have been, hence one of the reasons for the stronger market."

* * *

Reports of increased local fires, particularly in the Northwest Territories and the in the eastern provinces, is having a deleterious effect on fire insurance stocks. I have been given to understand that the losses are much heavier than a year ago at this time.

* * *

Commercial Cable, Bell Telephone and Toronto Street Railway stocks are all stronger, with an upward tendency. Cable is 2¼ per cent. higher than a week ago, and it is ex-dividend. The advance in these stocks appears to have checked business.

* * *

C. P. R. is very much stronger. In New York the advance is in sympathy with the general tenor of the market, and in London it is due to the supposed covering by shorts, "for," said a broker, "it is after all only a supposition."

* * *

Call loans are advancing, and an advance to 5 per cent. all round is probable within a day or so. "There is more demand for legitimate use," remarked a financial man, "which, of course, means business."

* * *

The City Council of Toronto has passed by-laws authorizing the issue of $60,081.81 of local improvement 4 per cent. debentures to pay for work authorized.

* * *

May 1 brings a large number of loan company debentures out. They are being fairly well renewed, but not quite so satisfactorily as for the corresponding time last year. The passing of the dividend by the C. P. R. has had a depressing effect on Canadian securities. The advance in the rate of sterling will cause a loss to the companies who have to place money to meet debentures that are not renewed. A year ago the sterling rate was 9½; to-day it is as high as 10⅜.

ARGUROS.

DROPS FROM THE EDITOR'S PEN.

Advertising, to be profitable, must be truthful, prominent and permanent.

* * *

"Commercial travelers, how shall we treat them?" asks a contemporary. Why, with respect, of course.

* * *

Commercial travelers are great talkers, but they are great information bearers, too. Listen to them now and then. It will pay you.

* * *

"There is one thing I do not like," remarked the pessimistic merchant. "These returning good times will induce people to go into business."

* * *

Trout fishing is in order after May 1. Travelers' stories of wonderful catches and bounteous feasts of the speckled beauties will also be in order after that date.

* * *

While some business men are too slow, others are too energetic. They have time for nothing but shop; and their end is dyspepsia, pessimism, and crankiness.

* * *

New York has a store 3 x 4 feet. Pittsburg is said to have one still smaller. Small as these stores are, they are doubtless big enough for some of the people who enter them.

* * *

Hon. Timothy Anglin has been appoint d clerk of the Surrogate Court, Osgoode Hall. Someone will probably arise and remark that he has been angling for a Government appointment for some time.

* * *

The merchant when he advertises should, like the minister when he preaches, have something to say. He won't be heard if he has not. Neither must he say too much, for then people will not stop and listen to him.

* * *

Illinois proposes to tax bachelors. If the bill becomes law, many an old bachelor will be found burning the midnight oil, figuring whether it will be cheaper to avoid the tax by marrying, or pay the tax and remain single.

* * *

It is wonderful the difference there is between the value of some merchants' businesses when one is negotiating with a view to purchase, and when the said merchants are bemoaning the dulness of trade. Dollars are demanded where cents would have, apparently, sufficed before.

* * *

The advocates of municipal fire insurance may be termed foolish, but people are often impelled to foolishness by the lack of wisdom in others. If the Underwriters' Association had been wise in exercising the monopoly it enjoyed, advocates of municipal fire insurance would have been fewer than they are to-day.

* * *

Fire insurance is one of the innovations of civilization. But it would hardly be correct to speak of the merchant who does not insure as a barbarian any more than it would be to so term him who does not advertise. To be charitable one might merely classify him among the back numbers of the dispensation of civilization.

* * *

Chauncey Depew says that "every young man should be an optimist." He is right. Optimism is a lubricant; pessimism a brake. Anyone whose temperament is of the latter character should take Fuller's advice: "To divert at any time a troublesome fancy, run to thy books; they presently fix thee to them and drive the other out of thy thoughts. They always receive thee with the same kindness."

WEST KOOTENAY MINES.

At no time in the past have there been so many reasons for encouragement in regard to the mining industry in West Kootenay as at present. The industry is now placed upon a sound business basis; the district is a large ore producing one; capital for the purchase and development of every good property can be obtained, while the difficulties and obstacles incidental to the opening up of every new mining section are being rapidly overcome. Instead of asking inducements and assistance to enter the district, railway companies are jostling one another in their efforts to secure a foothold in a territory which gives such fair prospects of a large and remunerative traffic, and the drawbacks to the transportation of the ores are vanishing with the advent of the railways and the completion of wagon roads and trails.

Notwithstanding the comparatively low value of silver, which has closed so many mines in Colorado and elsewhere, the ores of Kootenay, rich in both silver and lead, are capable of profitable mining, and recent explorations and developments have confirmed the belief as to the magnitude and reliability of the bodies of ore.

The successful operation of the small smelter at Pilot Bay has had a most beneficial effect on the mining industry, and it is to be hoped that the operation of it may cause the company to increase the number of stacks. There is no lack of ore for treatment; the fuel question, as regards cost, is alone the problem for solution, and it is to be hoped that this will also be satisfactorily solved.

Negotiations, which it would be premature to discuss in detail at present, are in progress, which, if successfully completed will result in an immense development of the smelting industry in West Kootenay, and place the mineral enterprise of that district on a footing which will ensure its progress at a great rate.

LONDON BOARD OF TRADE.

The reports presented at the annual meeting of the London (West) Board of Trade, held on Friday, showed the commerce of the city to be in a satisfactory condition, and anticipated a prolonged period of increased prosperity in the near future. The establishment of a new route to the east via Port Stanley, and the new line of lake steamers to Toronto and lower ports, was favorably commented upon, as were other favorable changes in the prospects of the city. These officers were elected: President, John Bowman; vice-president, A. B. Greer; secretary-treasurer, J. A. Nelles. The Council, Arbitration Committee, Board of Examiners, Advertising Committee, Western Fair representatives and Railway and Municipal Committee were elected enbloc as nominated a month ago.

"THE HARDWARE" FIRST AGAIN.

THE HARDWARE MERCHANT'S pair of Irish terriers, the Canadian Ambassador and Deramore Biddy, won five first prizes at the Toronto Dog Show last week, again proving that HARDWARE is first in everything it undertakes, whether in collecting news or winning prizes.

Biddy is the best dog of her class in America, if not in the world. She won first in Edinburgh, first in Dublin, and first in Armagh last year, and first in New York, in competition with 54 dogs, this spring. She was bought as a puppy by a member of this staff early last spring.

The Irish terrier is like its countrymen in many respects, for it is one of the brightest and most intelligent of all breeds. They can be trained to perform any kind of work, but it is as companions, watch dogs and ratters they are best known. A subscriber in the Parry Sound district, who has spent much of his leisure time with his gun, says he has also found them the best partridge dogs.

There were over four hundred dogs at the Toronto show.

B. C. LUMBER FOR AFRICA.

A Vancouver, B. C., despatch says: The monster ship Olive Bank has just completed her cargo of lumber at Hastings Mill, and will sail to day for South Africa. She has on board 2,323,694 feet of rough lumber. Her cargo consists of extra large and heavy timbers, and had she taken smaller lumber she could have carried a half million feet more. Her net tonnage is 2,437 tons, and she is the largest vessel ever loaded with lumber in this province or in Puget Sound.

WINDOW DRESSING DEPARTMENT.

Does the smallware department get needed representation in the windows? says an exchange. It is surprising, with the great variety of articles and good reserve stocks that are kept in so many stores, that this department does not receive more attention from the window dresser. Perhaps the windows are too valuable to be taken for a notion display, the argument being used that notions sell themselves and a window display won't help them any. This may be so, but there is no harm in trying.

Many a merchant is skeptical as to the results of advertising until he makes the experiment.

There is no gainsaying the fact that the notion department when rightly managed is one of the most, if not the most, profitable in the store, and that includes a notion display at occasional intervals.

IT WILL ATTRACT.

The following from a contemporary, while primarily intended for a dry goods window, may be utilized for a hardware window with some modifications :

"Although bicycles and dry goods have little in common, an exhibit seen last week contained so many good points that it calls for more than passing mention, as the main idea can be used effectively in many other displays. The entire window, a small one, was lined with black velvet, and in the centre of the background was a large, massive gold picture frame enclosing a bicycle, also with a background of black velvet. The wheels were ornamented with multi-colored incandescent lights and were revolving with great rapidity ; as this was the only light furnished, the polished framework of the wheel stood out in strong relief. That the display was an attractive one was best attested to by the crowd that thronged the walk. This exhibit was shown in a large department store in a neighboring city.

"The gold frame and black velvet background could be used with splendid effect in displaying single articles that will stand showing in bold relief."

A WELL DRAPED WINDOW.

One of the best dressed windows we have noticed lately is one to be seen at the entrance to the big Toronto hardware house of Rice Lewis & Son, Ltd. The window is large and of a concave shape, giving ample scope for an excellent display. It has been filled the past few days with a splendidly arranged collection of yachting and shipping supplies.

In the very centre of the window, and a little to the rear, stands a great pyramid of stout ship's ropes, flanked on either side by piles of caulking materials, marlin ropes, etc. In the foreground are strewn on the floor anchors, large and small, belaying pins, caulking tools, and other boat supplies too numerous to mention. From the ceiling on either side of the pyramid's summit hang great strands of pulleys and ship's tackle, and to complete the whole, two immense Union Jacks are draped to form a pleasant background. The effect of the arrangement of this display is wonderfully good.

WELL LIGHTED WINDOWS.

A dark, gloomy window is a very unattractive thing, and a great many firms lose the great benefit which they might secure from windows, by neglecting to have their windows properly lighted, remarks The Dry Goods Economist. This is particularly so at night. If your store is situated on a prominent thoroughfare, where a great many persons are likely to pass after sundown, it is well to have your windows well lighted, so that the goods in them may be viewed, and so that the advertising value of your window may go on while your store is closed.

There is also another value in having the front of your store well lighted up, or in having the street in front of your store well lighted. It is natural for persons walking about at night to walk on the side of the street which is best lighted, and if the lights in your windows, or in front of your store are kept burning, they will naturally pass your store many times, when if your side of the street were dark they might go on the other side.

It is a good plan to get people in the habit of passing your store, whether it be night or by day. It is natural for persons to use one side of the street in preference to the other, where they have to pass along a thoroughfare frequently, and if you can get them in the habit of passing by your store at night, they are very likely to also pass it in the daytime.

We know of one instance in a moderate



Wholesale Agents for Canada.

Walter H. Cottingham & Co. Finest Paints and Varnishes **Montreal.**

size city where the entire course of the travel of people was transferred from one street to another on account of the lighting which was indulged in by several firms. The street most convenient for the large throngs of people to go up and down was usually dark, and a neighboring street had three or four enterprising merchants on it who kept their stores lit up every night, and thus made their street light and pleasant to walk along. Finally, people began to make a passway of the well-lighted street, and as they become accustomed to going up and down this street at night, they also did so in the daytime, and finally the dark street was left in its gloom, and the enterprising merchants had the pleasure of knowing that their heretofore neglected street had become the principal thoroughfare.

BRITISH IRON TRADE.

"THE first quarter of the year," says The London Economist, "has passed without any indications of that improvement which might fairly be anticipated, and which is so impatiently waited for. Pig iron is being produced on a larger scale, and is now in excess of the demand, and stocks are growing again. During the quarter we estimate that stocks have increased about 50,000 tons, and are now about 1,100,000 tons in all. This increase has been maintained in the Cleveland and Cumberland districts. The manufactured trade in iron and steel is very depressed, but especially the latter, owing to the absence of demand for railway material and the contraction in the Welsh tin plate trade. The imports of iron ore into the United Kingdom confirm this view. The figures are as follows for three months ending March 31st :

	1895.	1894.	1893.
Tons.....	794,793	963,352	1,015,584

"The depression in the tin plate trade was never so great as it is at present. Notwithstanding the low prices touched at the end of 1894, there was a further fall during the last three months, and present quotations represent a loss to all manufacturers. In consequence some works have closed altogether, and it is doubtful when they will be reopened. Others are closed until such time as prices improve, or the workmen agree to a reduction of wages. The result is that out of a total of 530 mills only one-half are working at present, but about 90 of these were only closed at the beginning of April owing to a difficulty with the men. The cause of this depression is the large production of tin plates in America, which has been greatly favored by the exceptionally low prices ruling for steel billets. The price has been actually less in the United States than in South Wales, and in addition to this there is the protective duty of about 5s. per ton. These conditions have told seriously against the Welsh manufacturers, but it is quite possible that some change may take place in these respects, as an advance from these abnormally low prices is highly probable. The present production of tin plates in America is estimated at about 1½ million boxes.

"The following are the shipments of tin plates for the last three months, distinguishing those to the United States :

	1895.	1894.	1893.
To the United States	60,570	48,616	75,022
Other countries	33,102	32,265	28,359
Total.....	93,672	80,881	103,381

NEVER REFUSE MONEY.

The Merchants' Review well says that the great fault in the retail trade seems to be a failure to recognize the fact that a sale is not completed until value is received. People may be attracted to the store, and goods go out in large quantities on orders, but the dealer must gauge his standing and prospects not by these things, but by the amount of money that is daily received in lieu of the goods. This seems too obvious to require to be stated, yet until the same efforts and energy are directed to the collection of the cash as to the attraction of customers and the so called selling of the goods by grocers generally, no person familiar with the methods employed in the business will doubt the necessity for the reiteration of the proposition. Never make the mistake of saying : "Some other time will do as well," or, "if quite convenient," when a customer proffers the price of an article, or the amount of a bill of long or short standing. If you do, the next time the customer runs up a bill he will probably have to be dunned. You are entitled to your money when the goods change hands, and, beyond the ordinary courtesy of life, nothing is required of you other than an acceptance of the amount and the signing of the receipt when the customer offers to settle.

MINING IN QUEBEC.

According to The Montreal Gazette the Danville Slate Co., of which Messrs. Boas and Greenshields are principal shareholders, have purchased for $150,000 the Jeffrey asbestos mines. The number of employes will be increased, and it is also proposed to establish a factory of asbestos tissue. At Thetford mines there is unusual activity just now, and since the 15th March more than fifty families have swarmed into the place in search of employment. More mining is going on at present than has been the case for a couple of years past. The Bell Co. is erecting a three-storey building, measuring 60 by 40 feet, in which three machines for breaking the ore will be installed, and these will give employment to quite a number of people.

A BIG ENGINE THIS.

The Corliss cross-compound engine set up by the Bertram Engine Works, of Toronto, in the Toronto street railway powerhouse, is said to be the largest ever erected in the city. Its cylinders measure 26 x 48 x 48. The flywheel is 20 feet in diameter, with a rim weighing 32½ tons, while the shaft has a diameter of 2 feet, and weighs 20 tons. The generator weighs 43 tons, and will develope 1,600 horse power, or work up to 2,000 horse power, if necessary. If required, each engine working separately will develope 1,000 horse power. The boiler registers a steam pressure of 160 lbs. The engine costs the Street Railway Co. $25,000.

AMERICAN PETROLEUM LOWER IN MONTREAL.

The high prices on American petroleum in Montreal established a fortnight ago were not of long duration, for the feature of the market this week has been a decline of 1½c per gallon.

Sellers gave out the change on Wednesday last, and, luckily for the majority of the trade, they had not speculated on the advance, having rested content with satisfying legitimate wants. Car lots of American Acme oil sold at 20½c, and water white 22c. In a jobbing way the ruling values are at 1c advance on these figures. In Canadian refined no change has transpired.

FORRESTER'S ASBESTOS IRON STAND.

The asbestos iron stand is one of the most convenient improvements for householders doing their own ironing, as well as for laundries. It is a neat little pad made of pure asbestos cloth, and stuffed with fibre asbestos, which retains the heat, keeping the iron from cooling, and thereby saving the continual annoyance of running to the stove to heat the iron. They are manufactured at Forrester's asbestos warehouse, 298 St. James street, Montreal.

R. McMillan, general merchant, Listowell, has sold out to M. Schinbein.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

Spray Pumps *Garden Syringes*
Garden and Border Shears
Rakes, Hoes, Spades, Shovels
Spading and Manure Forks, etc., etc.
SHEEP SHEARS

H. S. HOWLAND, SONS & CO.
Wholesale Hardware Merchants, . . . TORONTO

The "Graham" Cut and Wire Nails are the Best.

NEW COMPANIES.

APPLICATION has been made for letters patent incorporating "The George Gillies Company (Ltd.)," for the manufacture of all classes of wares of iron, steel, nickel, brass, copper or other metal or composition, including carriage hardware, carriage and other forgings of all kinds, bolts, nuts, rods, washers, wire, roll iron and steel of all descriptions. The headquarters of the company is named as Gananoque, Ont., and the capital stock is placed at $125,000. Those applying for incorporation are : George Gillies, Flora A. Gillies, Gananoque ; James Gillies and David Gillies, Carleton Place, and John Gillies, Braeside, Ont.

"The Ontario Steam Logger Co." is applying for incorporation to manufacture snow traction engines, for the hauling of saw logs, timber and other kinds of freight, and the sale, leasing or rental of such engines and the operation thereof. Toronto will be the concern's headquarters, and the capital is $250,000. The applicants for incorporation are : Samuel Chandler, of Room 809 Association Building, Chicago, Illinois, contractor, and Frank Hamilton Phipps, Francis Andrew Hilton, Robert Heber Bowes, and Hubert Lorne Watt, all of Toronto.

J. H. Bowes & Co. H. R. Frankland, W. A. Werrett, J. W. Henderson, Elizabeth Heeson and Elizabeth F. Heeson, all of Toronto, are applying for incorporation as "The Heeson Rocking Grate Bar Company, Ltd.," with headquarters at Toronto, and a capital stock of $100,000, for the purpose of procuring patents for manufacturing and selling a rocking grate bar.

SITUATION IN TIN.

Tin declined 5s. per ton in London last week, but in New York the market closed steady and without material change, the fluctuations having been insignificant.

The Daily Metal Market Report of Saturday said : "Owing to the heavy arrivals for London and the east, all going as they do into strong hands, values have not, however, suffered in consequence. The demand for consumption continues fair. The visible supply for the month of April will doubtless show a marked increase, as we are advised that for the first three weeks of the present month the total shipments from the Straits aggregate fully 4,000 tons. We expect to see that the total shipments for the month of April will be close to 5,000 tons. The present speculation for the rise is doubtless aided to a considerable extent by the advance in other merchandise, as cotton, wheat, etc., and while values may be held at present rates, or may advance still further, the statistical position is such that a continuance of even present values, not to speak of a further advance, cannot fail but to cause increased supplies of the metal from the sources of supply, and a consequent increase in the world's visible supply, which must in the end result in lower values.

A TIMELY HINT.

One way to induce customers to carry home goods, remarks Trade Magazine, is to make a neat, tidy package, wrapped in white paper, and tied with colored twine. While this plan will cost a trifle more than the old way, it will pay you in the end, in that you will not have so many goods to deliver. Do not blame ladies for not wanting to carry home goods wrapped in coarse brown paper.

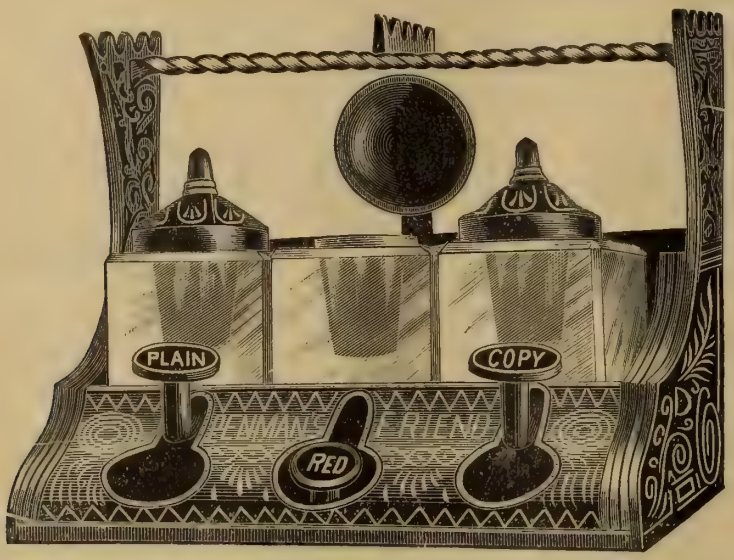
Pearcy's Pure Prepared Paints

SANDERSON PEARCY & CO.

61, 63, and 65 Adelaide St. West TORONTO

AN INVENTIVE HARDWAREMAN.

CHARLES G. KNOTT, who is so well known to the wholesale hardware trade of Toronto and the west, is an inventor as well as a keen business man. This is evidenced by an inkstand, a cut of which is herewith shown, which he has recently perfected. With this



inkstand only one well is open at a time. Consequently no mistake can be made in using an ink other than that wanted. To open the bottle required, a finger is pressed upon the lever in front thereof, which causes the cover to lift automatically, and at the same time close any lid that is open.

ROPE VS. BELT.

ROPES vs. belts for power transmission has for many years been a subject of international interest and discussion. Belt driving has been generally regarded as distinctively American, says Cassier's Magazine, and is almost exclusively followed in the United States, while rope transmission has been correspondingly accepted as typical of European, and more particularly English, practice, and quite properly so, considering the extent to which it has been applied in English mills and manufacturing establishments generally. Both systems, of course, have their drawbacks as well as advantages. As a matter of fact there is very little available in the way of experimental data to show which of the two is really the more desirable. What the relative efficiencies of rope and of belt driving are, yet remains to be determined. It has been asserted that ropes absorb about five per cent. more power than belting of equivalent transmitting capacity, and that in many instances this represents a very modest estimate of the loss in question. In many cases the loss is brought about by "over-roping" an engine, the power absorbed by the transmitter being in this way very easily allowed to assume undue proportions. The use of ropes of large diameter, of pulleys too small in diameter, and with imperfectly finished grooves, all tend to augment this loss. The loss due to bending the ropes around pulleys and straightening them again when released, obtains in both belt and rope driving, but its amount is undoubtedly greater in the latter method of transmitting power. On the other hand, rope driving has the great advantage of almost entire freedom from risk of absolute break down. It has been previously pointed out in these pages that when a rope shows symptoms of giving way —and ropes always give readily apparent symptoms of weakness long before they break—the weak rope can be removed in a very short space of time and another one put in its place. The width of pulleys for ropes is generally rather less than for belts transmitting the same power, though the grooved pulleys cost more than plain ones. Still, making allowances for this, the total cost of ropes and grooved pulleys for transmitting a given power has been placed at less than half the cost of leather belting and plain pulleys. Notwithstanding these and other advantages claimed, more or less correctly, for rope gearing, American engineers still cling to belt transmissions, and a rope-driven plant is now almost as much as it was a dozen years ago, an object of special interest, if not of curiosity, in the United States. The experiments which the Industrial Society of the North of France proposed, a few months ago, to carry out at Lille with the view of practically determining the relative efficiencies of the two systems ought, therefore, to be of decided interest to the engineering profession, and may be expected to go a great way in settling the main points in this long-standing question.

FORCE EXERTED ON THE BICYCLE.

A French scientist has recently, according to Scientific American, made some experiments which show the amount of force developed by some of the bicycle experts in a hard race. Windle and Zimmerman have maintained for two minutes a speed to continue which required the expenditure of energy representing two-thirds of one horse power. For six seconds they were able to exert the astonishing force of one and a fourth horse power. This is equivalent to raising a weight of 188 pounds one yard high in one second. This is a conservative estimate, owing to the insufficiency of the coefficients of power used in making the calculations.

Experiments are also being made to determine the force exerted by different sports. These results will be of use for training and as hygienic data. One of the discoveries made during the calculation of the force exerted by bicyclists is that at high speeds the work of a bicyclist in covering a specified distance is as great as that of a man running the same distance. At a moderate speed a runner undergoes three times the labor of a bicyclist, but the higher the speed, the nearer are their exertions equalized.



Chains



COIL, 7 SIZES.

Trace, Halter, Tie-out, Post, Heal, and Cow Ties.
Tie Weights and Evener Chains, etc.

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

TRADE CHAT.

Maintain your integrity as a sacred thing. Never tell business lies.

By the fire in Hartney, Man., Young's hardware store, Buettner's hardware store, and the Massey-Harris Co.'s warehouse were destroyed. Young was not insured.

The meanest man has finally been discovered. He refused to pay his wife's funeral expenses, on the ground that she belonged to him only "till death us do part."

Richard Waller, Ingersoll, who has been ill for some time, died at the residence of his brother-in-law, Jas. MacIntosh, on Sunday night. The deceased was a tinsmith, and was well-known.

A fire in the Vulcan Iron Works, Winnipeg, the other day came near being serious, Some sparks from the cupola ignited the roof, and a large hole was burnt before several pails of water had extinguished the blaze.

A Boston company which is putting a powerful gold washing machine on the Fraser River is considering the advisability of putting another on the Saskatchewan. The machine raises the gravel by a powerful suction.

The former Pedlar block, Oshawa, now the Dingle block, on Simcoe north, is assuming a vastly improved appearance with its facing of metal brick. The stores are walled and ceiled inside and roofed and faced outside with Pedlar's metal goods, making them practically fireproof.

The proposed incorporators of the Hamilton Change Maker Company, with a capital of $20,000, are Rev. R. C. Henders, G. M. Echlin, C. A. Birge, H. A. Martin, Dr. A. Woolverton, all of Hamilton, and S. J. Taylor, of Minneapolis, Minn.

The recent arrest of J. McNeil, at Ingersoll, reveals the fact that he had plotted to commit two daring robberies there. He had robbed Christopher's store, and from a letter to a pal in Hamilton, had arranged to sandbag W. Noxon, of the Noxon foundry, as he was on his way there with the men's wages.

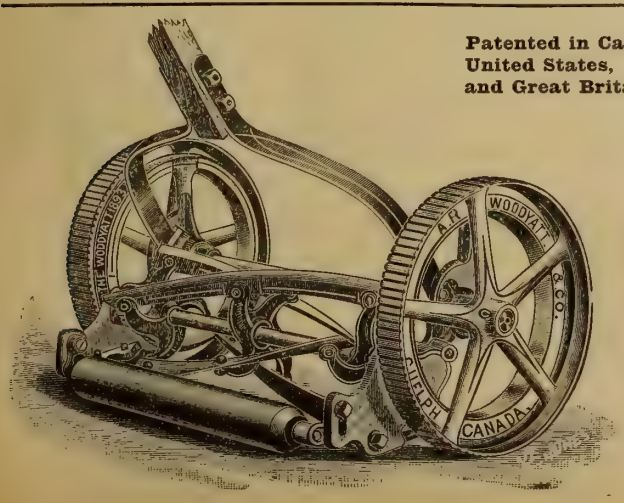
Are you superstitious—just a little bit; Toronto and Talmage are both real good? each has the magic seven letters; each has had three big fires; they have always had their big fires on Sunday, while "Toronto, Canada," and "Dewitt Talmage" each sports the fatal thirteen letters. Next.—Ins. Age.

The Sultana mine continues the production of gold bullion steadily. The brick brought in last week was valued at $1,200, this week $1,000. All the damage to the machinery and shaft by the recent fire has been repaired, and drifting and sinking on the vein continues. The regular production with the ten stamp mill is from $1,000 to $1,500 per week.—Rat Portage Record.

Tenders for the new water supply system of Westville, N.S., were awarded on Thursday. J. K. McDonald, New Glasgow, has the contract for the excavation; the Londonderry Iron Works for the pipe; Northey, of Toronto, for the pumps; Robb, of Amherst, for the boilers; Weir, of Westville, for the castings, and Brown, of New Glasgow, for the hydrants. The debentures were taken by Mayor Munro.

The Quebec Natural Gas Company is a new organization which is asking for incorporation with a capital stock of $500,000. The company purposes to utilize for purposes of lighting, heating, and motive power, combustible gases and deposits of gas found in the province of Quebec. The applicants are: Hon. J. A. Ouimet, Charles T. Viau, merchant; H. E. Vautelet, civil engineer; Henry Hogan, J. U. Emard, all four of the city and district of Montreal, and Arthur Caron, gentleman, of the parish of Longue Pointe, and Eugene Coste, mining engineer, of Buffalo.

Beware of the man who is always "standing on his dignity." A nigger preacher or a blind jackass could give him "pointers" on dignity and his soul could dance on the point of a cambric needle.—Ex.



Patented in Canada, United States, and Great Britain.

The Woodyatt
LAWN MOWER

IS FULLY WARRANTED

Made from the very best of material. Sold by all the Wholesale Trade.

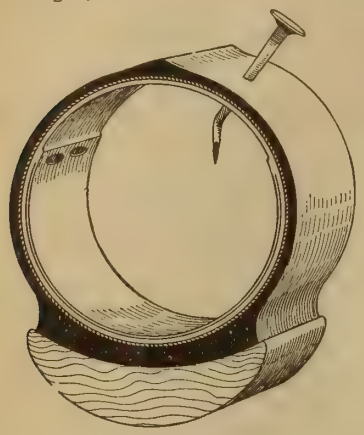
Manufactured by

A. R. WOODYATT & CO., Guelph, Can.

QUICK REPAIR DEVICE.

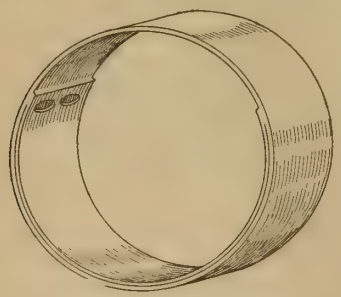
A NEW device for the quick repair of bicycles is being placed before the public—a device that, it is said, will revolutionize bicycle tire manufacturing. Morgan & Wright, of Chicago, are the manufacturers. We are indebted to Rice Lewis & Son, Ltd., the Canadian agents, for the cuts.

A light inner tube, adding only 1¾ ounces extra weight, is drawn into the outer casing,



Tire Punctured by Nail.

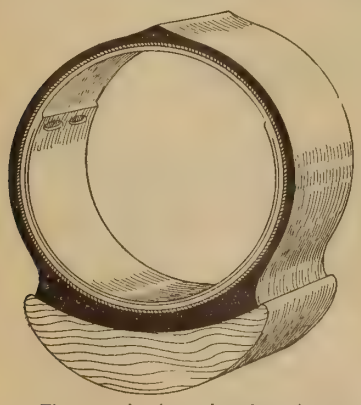
and the wheelman, when supplied with the tiny repair outfit, which consists simply of a cement nozzle and needle plug, can mend his punctured tire in "no time. All one has to do is insert the needle, fill the cup of the



A peep into our new inner tube.
Extra weight of patching ply, 1½ ounces.

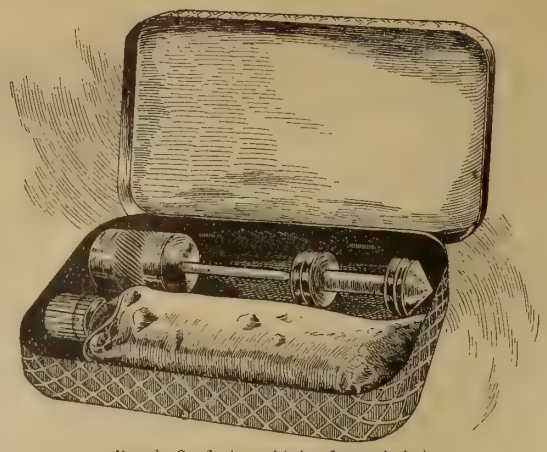
nozzle with the special cement provided, and let it run into the tube, on the inside of which it cools, forming a patch over the puncture.

The device seems an excellent one, and a rather good idea can be got of it by closely



The new tube, drawn into the casing.

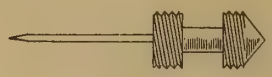
examining the illustrations we give in this issue. The cement employed is of the best quality, and with it a strong patch is made.



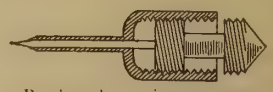
Repair Outfit (two-thirds of actual size).



Cement Nozzle.



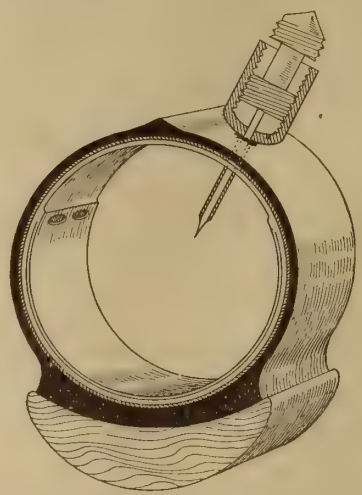
Needle Plug.



Ready to be put into puncture.

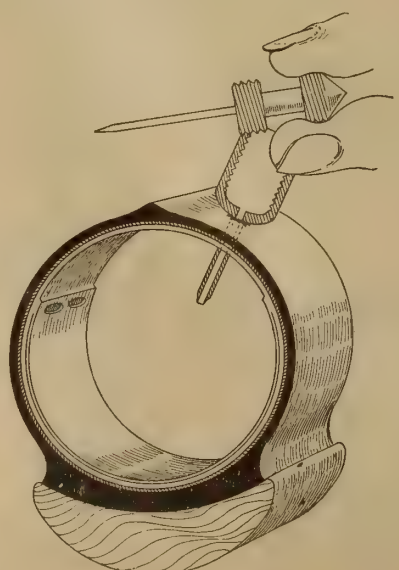
WIRE-ROLLING IMPROVEMENT.

THE latest "Abstract of Papers" issued by the Institution of Civil Engineers, London (Eng.), gives one from Stahl und Eisen on the above subject. This states that a new method of casting

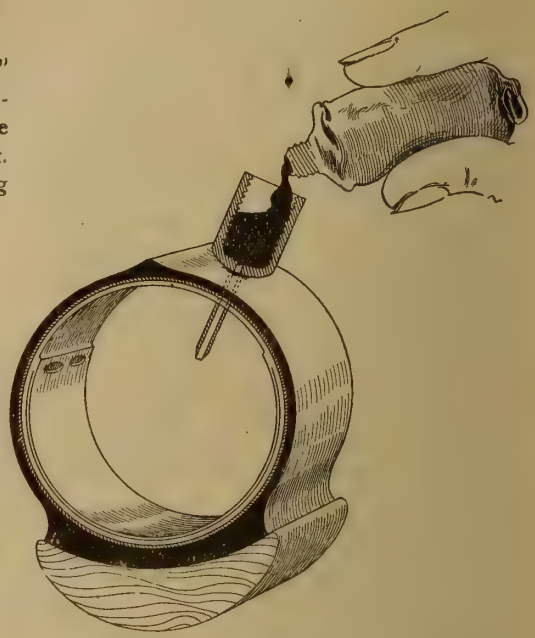


Has a nail punctured your tire? Keep the tire partially inflated; pull out nail; put in Cement Nozzle containing Needle Plug.

small ingots of homogeneous iron and rolling the same direct into wire has for some time been successfully practised at the Hasper Iron and Steel Works. The

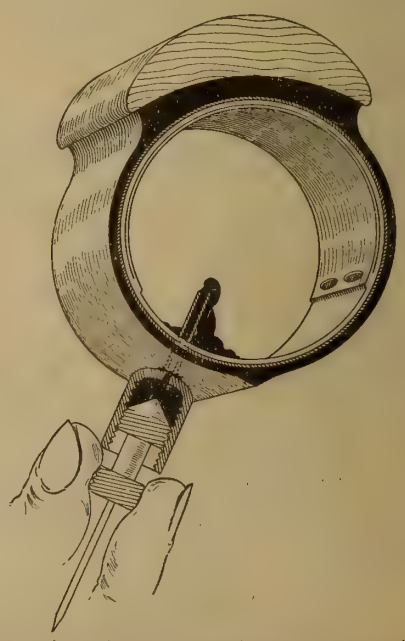


Unscrew the Needle Plug.



Fill the Cement Nozzle with Cement.

basic steel department contains three 5-ton bloom converters, together with three cupola furnaces for melting pig iron. The basic lining material of the converters is



Screw in the butt end of the Needle Plug, meantime turning the wheel so the inflowing cement will spread. Then pull out both Nozzle and Needle Plug.


BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

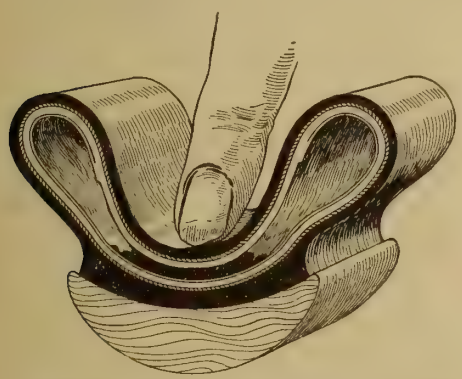
No unnecessary weight
No raw edge to make splinters of wagon floors
Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD.

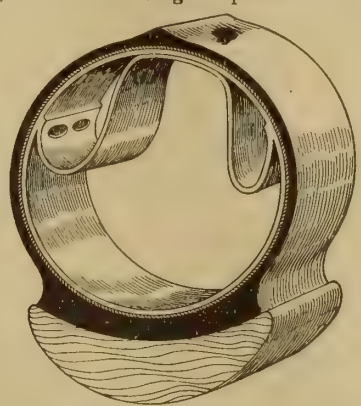
MONTREAL

prepared in an adjoining building, which contains a furnace for burning dolomite, an edge-runner crushing mill, a Belgian mill, a mixer, hydraulic brick-moulding machines, a



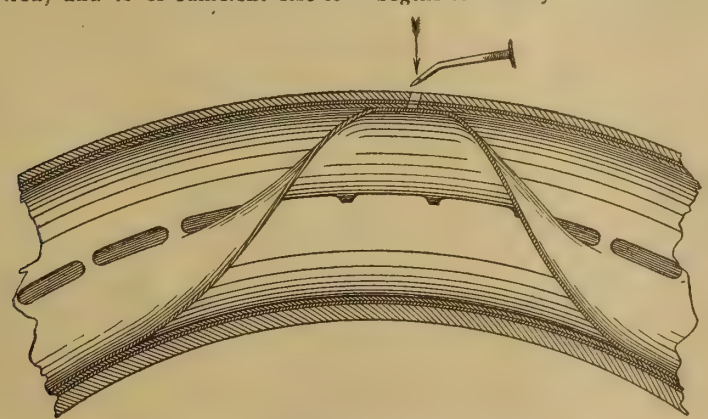
Turn the wheel so the puncture will be at the highest point. With the thumb press upon the tire at the puncture, so as to spread the cement.

drying stove and a hydraulic crane. A blowing engine of new design furnishes the blast for the converters, a second being kept in reserve. The cupola furnaces are served by Root blowers, which are also provided in duplicate. The casting ladle is mounted on a steam waggon running directly over the casting pit, which is of great length, and is served with four differential and two auxiliary cranes. The pit is constructed wholly of iron, and is of sufficient size to contain three ingot-casting arrangements and two groups of ordinary chill moulds. The entire contents of a 5-ton converter can be received by a single set of moulds, the product being 40 ingots, each weighing 264 pounds, or 48 weighing 220 pounds, or 60 weighing 176 pounds, as may be desired. The moulds are closed at the top by easily removable plugs of conical shape provided with air holes, which, in the event of ingots remaining stuck fast in the moulds, facilitate their ejection. The casting of small ingots in this way has proved to be very satisfactory, the metal being in perfect condition



Half-inflate the tire. Then stop and press upon the punctured spot once more. Then inflate the tire completely. The machine is ready ro be mounted.

for drawing into rods. There is a hydraulically-worked shearing apparatus, by means of which the feeding heads of the ingots are shorn off at the moment at which the steel begins to solidify. The use of this contrivance dispenses with the services of eight workmen who were formerly required, and tends to increase the durability of the moulds. When the operation of casting is completed, the whole group of moulds is raised to the level of the foundry floor by means of a hydraulic ram placed under the casting plate. The average production of the steel works per shift of 12 hours is 29 charges, each yielding 4.7 tons of good ingots.



Where the nail went in. Side view of repaired tire.

The duplex ingot-rolling mill adjoining the steel works is served by two rotary furnaces, the waste heat of which is utilized by placing a cylindrical tubular boiler over them. The ingots are delivered at the mill by means of an air-way, and after being weighed are placed in the furnaces by a hydraulic elevator. The wire-rolling mill consists of a set of rolls, 15.6 inches (400 millimetres) in diameter, driven by an engine making 90 revolutions per minute, a second set of the same size, driven by a belt, being kept in reserve alongside it. A pair of shears for cutting the rods is provided with each set of rolls; the latter are made of forged steel. Ingots 5.85 inches in section and weighing 264 pounds are drawn out into bars 1.87 inch in section in mine passages.

When coils of rods weighing from 110 to 121 pounds are rolled, each rod is cut into two equal parts, of which one is conveyed to the roughing rolls on the right, and the other to similar rolls on the left. When coils weighing from 72.2 to 83.6 pounds are rolled, the rods are cut into three equal parts, two of which go to the rolls on the right, and the third to the left in the first instance, and one to the right and two to the left in the next, and so on alternately. When coils weighing from 55 to 61.6 pounds are rolled, the rods are cut into four equal parts, of which two go to the right and two to the left for further treatment.

At the wire-drawing mill, which is situated at some distance from the steel works, and consists of an ingot roll, a roughing roll and a finishing frame, ingots weighing from 176 to 187 pounds are rolled, this being the limit of weight for ingots to be drawn out direct into wire one after another at a finishing roll.

The average output of the rolling mill per shift of 12 hours is 56 tons of wire of 0.19 inch diameter, or as much as 64 tons of thicker wire.

MARKETS AND MARKET NOTES

MONTREAL MARKETS

MONTREAL, May 3, 1895.

HARDWARE.

THE activity that has been noted for several weeks back in shelf and general hardware has been well maintained during the present week. The opening of navigation has, in fact, led to a more extended movement if anything, for in addition to the orders which had been held subject to this, a lot of new business has come forward, and a large volume of jobbing trade is to note in wirecloth and screens, rope, cut and wire nails, tacks, tools, both agricultural and others, ice cream freezers; in fact, every line in general hardware. Business generally would be highly satisfactory were it not for the fact that there is some reason for complaint in regard to payments, which are backward. The general tone as regards values is steady, there being no changes in this respect to report.

WIRE—A fair active trade has been done in wire during the past week. Barbed, oiled, annealed and galvanized wire have all shared in the demand. Discounts are the same.

ROPE—There is no change in this line on spot, a good active jobbing trade passing at steady prices, all kinds meeting a good demand. We quote: Sisal, 5¾ to 6¾c.; manilla, 8 to 9c, and deep sea line, 14 to 15c.

CUT NAILS—There is a good jobbing trade doing in nails, and jobbers here are not doing as much cutting as heretofore. In fact, the makers' base price of $2.10 has been fairly well observed this week.

WIRE NAILS—Both makers and jobbers report a good active trade in wire nails, the latter noting an active movement in 25 and 50 keg lots. Discounts are the same——75, 10 and 5—except on 1-lb. papers, on which the rate is 75 and 10 per cent. off.

HORSE NAILS—There is only a fair trade to note in horse nails, and the discount is maintained at 60 off "P.B.," "M.," and "C."

HORSESHOES—There is no change in these, a fair trade passing on the basis of $3.50.

TACKS—A rather larger volume of trade is to note in these, but trade is not active. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—Rules quiet and featureless this week.

CLOTHES WRINGERS—There is a good steady trade in clothes wringers at firm prices.

CHURNS—Quite a few orders for these keep coming forward, and business has been well maintained.

WARE—There is a good active demand for tinware, while the demand for "Peerless" and enameled ware has been active also. Quite an active enquiry for heavy iron ware pots and pans has been another feature of the week in this respect.

ICE CREAM FREEZERS—Quite a number of orders for lots of assorted sizes of these goods have been put through.

PLUMBERS' SUPPLIES—There has been a good demand for these goods.

TOOLS—Gardening tools of all kinds continue active, and enquiry for farming implements is on the increase, if anything. Every country order now has a demand for some of these goods.

CUTLERY—There has been a fair movement in cutlery during the week.

SPORTING GOODS—Enquiry is commencing to be felt in this line, but it is inappreciable as yet.

WIRE CLOTH—Wire cloth and wire screens have continued to be active features on the market.

CEMENT—There has been an active enquiry for round lots of cement for future delivery, both from west and from local buyers. One of the large sales effected during the week was a lot of 1,500 barrels Belgian at $1.85, Montreal, for delivery during May to a western buyer. The basis for future delivery is $1.95 to $2 per bbl. ex wharf. A fair demand for small lots for prompt delivery is to note, at $2.05 for English and $1.90 for Belgian.

FIREBRICKS—Business in firebricks has continued active for small lots, at $15 to $22 per 1,000, as to brand.

METALS.

The heavy iron and metal market does not show much activity. Importers are still moderate buyers, both of British tin plate and other lines. In Canadian pig the furnace men have shaded prices this week, but it is too early to see what effect it will have. In other lines no changes in values are to note, the only thing new over the cable being that galvanized plates exhibit a rather steadier feeling owing to the strength displayed by spelter.

PIG IRON—Very little business is doing for import in Scotch or English pig and values are much the same. In domestic pig prices have been worked down to $15.75 to $16.25 per ton, a decline of 50 to 75c. We

Refrigerators

This year we are making two lines, and they are better than ever.

	Height.	Width.	Depth.	List Price.
GRADE A.				
No. 1	41	28	19	$23 00
2	41	40	21	28 00
3	53	46	21	37 00
GRADE B.				
1	47	28	18	17 00
2	38	38	20	21 00
3	44	42	20	25 00

Nos. 2 and 3 of Grade B have Sideboard High Shelf. Discount. . . . .

Hardwood, with Natural Finish Highly Polished. Lined with Galvanized Iron. Movable Shelves. Easily Cleaned. Good Hardware Trimmings.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

MONTREAL MARKETS—Continued

quote: Summerlee. $20.50; Eglinton, $19; Carnbrae, $18.50, and Nova Scotia brands, $15.75 to $16.25.

BAR IRON—There has been a fair trade doing in bar iron and prices are steady. Sales of round lots are noted at $1.55, but we quote the base price for ordinary lots at $1.60.

TIN PLATES—There is little business to report in tin plates. Importers are not doing anything of importance and the jobbers are equally dull. Prices are unchanged, at $2.50 to $2.75 for coke and $3.25 to $3.75 for charcoal.

TERNE PLATES—Continue quiet under a small jobbing movement, at $5.75 to $6.

CANADA PLATES—Business rules quiet and prices are unchanged, at $1.95 to $2.

SHEET IRON—Fair orders are being booked for sheet iron, and prices are steady at $2.10 to $2.20.

IRON PIPE--Fair lots both of iron and lead pipe have been moved. Discounts are unchanged.

INGOT TIN—The tendency of values on tin is to more firmness, but no quotable change is to note this week, and the price is repeated at 16c.

LEAD—Prices rule firm and well maintained at $3 to $3.25, but business is only of a small jobbing character.

SPELTER—The feeling on spelter in outside markets is stronger, but on spot prices are unchanged, under a quiet trade, at $4.25 to $4.50.

SHEET ZINC—Business quiet and values unchanged at $4.50 to $4.75.

ANTIMONY—A small jobbing movement is all there is to note at 9½ to 10c.

HOOPS AND BANDS—A fair jobbing trade is to note both in domestic and English, and we quote the former at $1.85 and the latter at $2 to $2.15.

GALVANIZED IRON—The firmer feeling in spelter in Great Britain will, it is anticipated, lead to an advance in prices of galvanized shortly if the strength is maintained.

COPPER—Copper continues steady, but business is quiet at 9¾ to 10½c., as to quality.

SHEET COPPER—There is no change in sheet copper, which we quote at 14½ to 20c., as to grade.

PAINTS AND OILS.

The week has not developed any new feature in this line and prices are much as they were. A more active trade has transpired, however, since the boats commenced to run.

LEADS—There has been a good demand for paints at steady prices. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL—The feeling in linseed oil is very firm and prices are held strong at 56 to 57c. for raw, and 59 to 60c. for boiled.

SEAL OIL—The seal oil market is quiet. No buying of raw oil is noted for forward delivery and we quote spot prices on old stock 40 to 45c., as before.

COD OIL—The market for cod oil is quiet and steady at 37⅜ to 42½c.

CASTOR OIL—Continues the same at 5¾ to 6½c.

TURPENTINE—This article is steady at the decline noted last week, and we quote the price firm at 50c.

RESINS—There is no change in prices. Business, however, has exhibited increased activity with the opening of navigation. We quote: Resins $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

The glass market is steady but not especially active. We quote: First break, $1.15 to $1.20; second, $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

There has been decided activity in chemicals during the week, and prices all round are steady We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 11b. bottles, 25 to 30c.; caustic soda, 60 per cent.,

ICE CREAM FREEZERS

Ice Chippers and Tongs
Lemon Squeezers

LARGE VARIETY

M. & L. SAMUEL, BENJAMIN & CO.

WHOLESALE HARDWARE MERCHANTS

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

....Toronto

$2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.

PETROLEUM.

The feature in petroleum during the week has been the easiness in American oil, and prices show a decline of 1½c. per gallon. Canadian refined continues firm. We quote: Canadian refined at 16¾c. in shed, and 18c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 22c. in car lots and 23c. for smaller quantities.

HIDES.

The strength in hides last noted has been well maintained, and it looks as though values would go still higher. Dealers are paying 7½c. for No. 1, and 6½c. for No. 2, freely. Calfskins are strong also and 1c. higher. We quote: No. 1, 8½c.; No. 2, 7½c., and No. 3, 6½c.; calfskins, 8c.; sheepskins, 75c.

TALLOW.

There has been no change in the tallow market, prices ruling steady at 5 to 5½c., as to quality.

WOOL.

The wool market is steady under a good demand and small stocks. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 25 to 31c; Canada pulled wool, 20 to 21½c. for supers and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 9 to 11c.

ASHES.

There is no change in the ashes market, which rules quiet and steady. We quote: First pots, $4.00 to $4.05; seconds, $3.70 to $3.75, and pearls, $6 to $6.10 per 100 lbs.

MONTREAL TRADE NOTES.

The advance in benzine mentioned in THE HARDWARE MERCHANT last week has stiffened values on low grade varnishes.

Offers of new seal oil have been made at 36c. laid down in Montreal for future delivery, but there is little or no disposition to speculate.

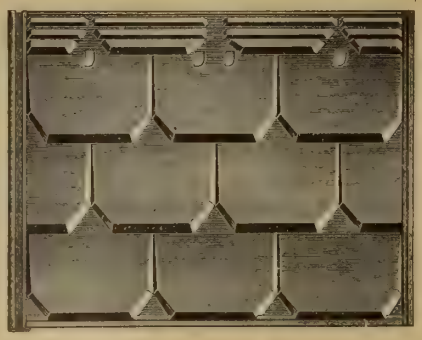
Advices to A. C. Leslie & Co. state that owing to the sharp advance of spelter in England, prices on galvanized plates are very apt to go higher.

A. C. Leslie & Co. report that the first direct shipment of Queen's Head galvanized plates, some 650 cases, are now close at hand on the ss. Dominion.

Chas. Bailey, the Canadian agent for Jessop's steel, was in town this week. He has just returned from Great Britain, and has the placing of a cutlery agency in Montreal and the west in his gift.

The first steamer with a consignment of cement for Wm. McNally & Co. from London is expected in port here Saturday. Sales have been made to arrive in round lots at $1.95.

Beware of Worthless Imitations.



We also manufacture **EMBOSSED STEEL CEILING.**

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers
METALLIC ROOFING CO., LTD.
84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

TORONTO MARKETS.

TORONTO, May 3, 1895.

HARDWARE.

THE activity noticed the past two or three weeks is not so pronounced, but trade is brisk, nevertheless. The falling off is in spring specialties. In harvest tools, spades and shovels, tinware, and in general summer goods business appears to be as good as ever. The season's trade in ice cream freezers is beginning to open up. Rope is in better demand, while rather the opposite is to be said of fence wire. An increasing trade is reported in rubber garden hose, and enquiries for poultry netting are becoming more frequent. Trade is gradually assuming a healthier tone, and confidence is becoming more pronounced. Payments are improving.

WIRE—The demand for ordinary fence and barb wire is not so good as it was, although there are still a good many orders coming in. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs. and over, with 18c. extra on spools lighter than 75 lbs. each.

ROPE—If anything, the activity in this line has increased. Shipments appear to be about equally divided as regards distance between Toronto and Montreal, but ¼c. per lb. being the difference now in price between the different points. We quote: Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Business is increasing, principally in 10-keg lots, although a few carloads have changed hands this week. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on ten-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—No material change has taken place, trade being well maintained at unchanged prices. Discounts are 75, 10 and 5 per cent. except on 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Trade has not improved any, but prices are firm and unchanged. Discounts, 60 per cent. off list for "P.B.," "M." and "C."

TACKS—Trade in tacks is keeping up well at unchanged prices. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent; leathered carpet tacks, 35 per cent.; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent.; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

COIL CHAIN—Business continues quiet at unchanged quotations.

CLOTHES WRINGERS—There has been no change either with regard to prices or volume of business. We quote: $27 to $27.50 per doz.

CHURNS—Manufacturers are still slow in filling orders. Shipments from stock are fair and prices firm. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

WARE—Business is not as brisk as it was, partly on account of trade in spring specialties being about over. There is still, however, a nice trade doing. There appears to be a dearth in "Peerless" ware, while the demand is good. A slight increase is reported in the demand for white ware.

SPRING SPECIALTIES—Orders are still being received for milk can trimmings, but they are only small. Lawn mowers, garden syringes, lawn rakes and hose pokes are going out freely.

RUBBER GARDEN HOSE—Trade is increasing rapidly. Discounts: "Lion," 70 to 75 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE CREAM FREEZES—Trade is beginning to open up, quite a few enquiries having

been received. Discount on the "Gem" 60 per cent.

PLUMBERS' SUPPLIES—A fairly brisk trade is reported on country account, but business in the city is quiet.

TOOLS—An increased demand is reported for harvest, draining and agricultural tools.

CUTLERY—Trade is keeping much about the same, there being still a moderate demand for pocket knives, razors and scissors. In some localities rather large stocks have been carried over from last year, and orders from these particular districts have not been quite as good as last year.

POULTRY NETTING—Enquiries are becoming more frequent and shipments more satisfactory. Discounts are steady at the recent change, namely, 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—Quantity moving is rather in excess of that for the same time last year. We quote windows at $3.40 to $4 15 per dozen, and doors at $9.88.

GREEN WIRE CLOTH—Business is active at former quotations. Price, $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—Trade remains much the same as a week ago. Prices are unchanged. We quote: Portland cement (English), $3 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.25 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

There has been some movement in pig iron on foundry account. Bar iron is rather quieter. Both sheet steel and sheet iron seem to be showing to better advantage. Galvanized iron is in a good deal better demand. The opposite is to be said of sheet copper.

PIG IRON—Some movement is reported in Canadian, principally for pipe-making. We hear of 1,000 tons having gone forward lately for foundry purposes. We quote: No. 1 domestic, $18; No. 2, $17.50; No. 4, for pipe-making, $14.50.

BAR IRON—There is not much doing, trade having falling off considerably. We quote base price at $1.55 to $1.60.

SHEET STEEL—Trade is more active, some large orders having been booked during the week both for import and from stock. A good deal of American sheet steel of the better quality, such as polished and bevelled, is coming in, but for the common kinds the English article is reported to be the most wanted. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Trade has improved nicely during the week, and the demand is principally for the larger sizes. We quote 24 gauge at 5¾c. in case lots.

LEAD PIPE—An improvement is to be noted in this line, and the movement is now brisk. A few ton lots are going out, but the demand is principally for small lots. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Is going better. Quite a number of case lots were shipped during the week, and numerous orders were booked for import. Prices remain much as before. We quote 28 gauge Gordon Crown and Queen's Head at $4.20, for large lots and $4.25 for ordinary lots.

INGOT TIN—Business is much as before, with prices stronger than a week ago. Tin usually follows silver, and as silver has an upward tendency, holders of ingot tin are looking for a further advance. We quote: Lamb and Flag in ordinary lots, 16½ to 17c.

INGOT COPPER—While there is considerable copper moving, prices are still not very satisfactory, and the quantity of copper on hand is so large as to lead consumers to believe that it will be some time before a permanent advance is made. There have been some slight advances from time to time, but prices have again fallen off. We still quote 10 to 10½c.

IRON PIPE—A good deal is being moved out. The discount has been changed in galvanized, it now being 50 per cent. off the list, instead of 50 and 5 per cent. as formerly. The discount on black iron is same as before. Domestic, sizes 2 inches and smaller, are quoted at net figures equalling 70 and 5 to 70 and 10 per cent. off list. The American list reads: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

SHEET COPPER—Business has fallen off materially, both in the ordinary and in the braziers' kind. We quote: Sheathing, 13 to 18c., and braziers' sheets at 13 to 16c., according to gauge.

BRASS—There is very little doing, quantities moving being exceedingly small. We still quote 20 to 30c. per lb.

SHEET ZINC—Trade is dull and featureless. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS — Demand continues good, with the American boilers chiefly in demand. We quote: Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9 50.

BOILER TUBES—Much as before. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade is looking up. There is quite a good demand for the better grades of charcoal, both in 14x20 and 20x28. Odd sizes are a little on the quiet side. We quote: Coke, 14 to 20 gauge at $3; for sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.25 to $3.50.

SOIL PIPE—Trade has improved materially in consequence of the more seasonable weather. We quote: 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—Demand is steady both for "I.C." and "I.X." Quite a number of import orders have also been booked. The ruling figure for "I.C." is still $6.

HOOPS AND BANDS—Trade continues active at the base price of $2.10.

ZINC SPELTER—Stocks of imported in the hands of jobbers seem to be somewhat low, but so far no orders have been cancelled. We quote imported at 3⅞ to 4c.

CANADA PLATES—There is very little doing in shipments from stock, but import orders are being rapidly booked for fall delivery. Call is still good for 60 and 75 sheet boxes for special purposes. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60 sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—The market continues fairly active at unchanged prices. We quote: 500-lb. lots at 11½c., and small lots at 12½c.

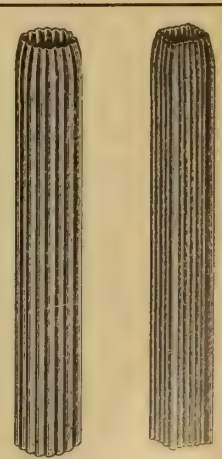
ANTIMONY—Quite a number of import orders are to hand. Business from stock is quiet at 10 to 10½c.

Pedlar's Patent Corrugated Expanding Conductor Pipe

Made in 8 or 10 foot lengths, without a cross seam.

Cheap as a Common Round Pipe.

Will not burst when full of Ice.



Manufactured by

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

Separate Catalogues of Roofing, Siding Ceiling sent on application.

MARKETS—Continued

GLASS.

Quite a demand is reported for window glass to make up assortments throughout the country. Some of the import orders have been shipped. The bulk of these orders usually arrive about first week in June. We quote from stock at $1 10 to $1.15 for first break in 50 foot boxes. A number of tenders for plate glass are being awarded in the city at the discount of 35 per cent. off the list. Fancy glass is quiet.

PAINTS AND OILS.

A continued improvement is to be noted in business. Payments are fair, and about of the average character.

WHITE LEAD—There is a fair demand for domestic white lead at unchanged prices. Business is unusually good in English lead. We quote : Domestic, 4¼c. per lb.; English, 5¾ to 6c., according to brand.

PUTTY—Quiet and unchanged, at $1.75 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—Trade is much about the same. We quote : English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50-lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—Orders are small but numerous, with business brisker than it was. Price is unchanged at $1 for pure.

LINSEED OIL—Demand is active, while jobbers are experiencing a good deal of difficulty in getting delivery on account of a scarcity with the crushers. Raws especially are scarce. London advices quote the market stronger owing to speculation. Prices here are unchanged. We quote : 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—The local price of turpentine, for reasons referred to elsewhere, is several cents higher than a week ago, and the demand is active. We now quote: 44c. for five barrel lots and 45c. for single barrels, f.o.b., Toronto, net 30 days.

VARNISHES—Demand continues good at unchanged prices.

CASTOR OIL—Mail advices from Liverpool announce a recovery of ⅛d. on Calcutta and 30s. per ton on French. Demand on the Toronto market is active. Some small lots of new have arrived here, and it has been selling in round lots at 5¾c. per lb. Ordinary lots of old we quote as before : Cases, 6 to 6¼c.; tins, 7 to 7½c.

SEEDS.

With seeding in the earlier sections of Ontario now pretty well advanced, the demand is not quite so urgent this week, but with stocks apparently none too great to provide for the demand, prices have remained very steady, and there is practically no change to report since our last quotations. Jobbing values are as follows: Red clover, $6.50 to $6.75; alsike, $4.50 to $6.30; timothy, $3 to $3.50 per bushel, all for recleaned stocks. Sellers would have to make some allowance on the foregoing prices.

HIDES, SKINS, WOOL AND TALLOW

HIDES—With a good demand prices are unchanged. We quote : Green hides, No. 1, 6c.; No. 2, 5c.; No. 3, 4c. For cured 7c. is paid.

SHEEPSKINS—Quoted at 90c. to $1, an advance of 5 to 10c.

CALFSKINS—These are firm, No. 1 selling at 7c., and No. 2 at 5c.

TALLOW—Jobbers quote 5 to 5½c., and sell at 6c.

WOOL—There is no Canadian fleece on the market, and it is expected that new wool will open at from 17 to 18c. There are no changes in pulled wools, supers being quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Both crude and refined oil, Canadian and American, maintain their high prices, and there is no prospect, as far as can now be seen, for any lower quotations. We quote prices much the same as last week : In 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 17 to 18c.; carbon safety, 19 to 19½c.; Canadian water white, 19 to 19½c.; American water white, 23 to 24c.; photogene, 24 to 25c.

TORONTO MARKET NOTES.

Copper advanced 10s. per ton in London last week.

Turpentine has been advanced to 45c. for single barrels.

Discounts on galvanized iron pipe are 50 per cent. instead of 50 and 5, as formerly.

Paris green, in neat and attractive ¼lb. packages, is being put on the market by Sanderson Pearcy & Co.

Mr. Edgar, M.P., will ask for a return showing the various amounts paid by way of bounty on the production of pig iron.

H. S. Howland, Sons & Co. have just received in stock a shipment of Butler's pocket knives and razors. They are said to be fine goods.

The Gurney Foundry Co. since the "write up" of their gas ranges in THE HARDWARE MERCHANT, have been besieged with orders.

Sanderson Pearcy & Co. are in receipt of a couple of shipments of new crop turpentine. "The barrels," remarked a member of the firm, "are the best I have ever seen."

The Metallic Roofing Co., of Toronto, have lately placed an importation order for fifty carloads of steel plates for the manufacture of their well known roofing, siding and ceiling specialties.

The N. Y. Metal Market Report says, regarding tin : The deliveries into consumption during the month will hardly reach 1,500 tons—in fact, it is the poorest month since the year opened. The stock on hand will be found to be about 5,100 tons, but it is exceptionally well concentrated, which accounts both for our steadiness and our dulness. Those who would ordinarily not hesitate to act on the bear side are deterred by the absence of a sufficiently large floating stock.

M. & L. Samuel, Benjamin & Co. are handling this season a full nickel-plate shear in cheap steel grade at prices lower, it is said, than similar goods have been offered before. The shear is neatly done up in boxes of assorted sizes, and is attractive for the money.

"Business," remarked Mr. T. Meredith, the King street hardware merchant, "seems to have come on with a boom. We have been dragging along during the winter, but now spring trade is opening up nicely. Our sales for March and April are ahead of those for the same time last year.

M. & L. Samuel, Benjamin & Co. are in receipt of another consignment of their special brand of spades and shovels, "Maple Leaf." They report having booked large quantities of their special brand of axes, and ask retailers to defer buying until they have seen their samples.

UNITED STATES MARKETS.

NEW YORK, May 3, 1895.

PIG TIN.—Prices went a fraction higher here in the face of advices by cable of somewhat lower rates in London, and liberal selling there of future deliveries. Prompt and May delivery went to 14.17½c. bid, and distant futures moved up accordingly, August going at 14.20c. and September at 14.15c. The strength of the market seemed to have been due chiefly to the fact that deliveries have been quite large latterly, and that what stock remains is well taken care of by prominent dealers. There is some indication also that a certain amount of effort is necessary to secure for delivery on contracts falling due very shortly, but past experience teaches that there may be something deceptive in this respect. On 'Change sales were recorded of 25 tons spot delivery at 14.17½c.; 10 tons August at 14.20c.; 10 tons September at 14.15c. The latest quotations were: 14.17½c. bid, 14.20c. asked for spot and May delivery; 14.10c. bid, 14.15c. asked for June and July; 14.15c. bid, 14.20c. asked for August; 14.10c. bid, 14.20c. asked for September.

COPPER—The firmness of price is more pronounced, but no facts as to new business or demand materialize, and the foundation of the firmness would appear to be due chiefly to the fact that leading producers have little copper to offer for early delivery, and that prominent operators who were pronounced "bears" in this market and in London have turned about or at least changed their tactics. Lake Superior ingot quotations were raised to 9.75c in quarters where they would be apt to get largest circulation, and selling quotations were limited to about 9⅞c. In other quarters some

Lake Superior copper could have been secured at 9¾c for early delivery. Electrolytic is at about 9½ to 9⅝c and casting stock at 9¼c upward.

PIG LEAD—A moderate business only was reported, and the market was bare of feature, except it was more difficu't to buy for early shipment at late inside prices. On common Western 3.07½ to 3.10c is still quoted. London cables quoted £9 18s od for soft Spanish.

TIN PLATE—Buyers are operating very indifferently, and prices are no better on either spot or future deliveries.

IRON AND STEEL—No distinctly new feature developed in any branch of the market. There is still a very fair general business, however, with variety in the way of occasional good sized trades, and prices are holding quite steady all along the line.

NOVA SCOTIA NOTES.

HALIFAX, May 3, 1895.

IT IS pleasing this week, after a very dull season, to report a revival in business. Merchants all report trade brisk. True, the volume of business is not large, as buyers are placing values very carefully, but, nevertheless, everyone is busy filling orders. The city retail trade is exceptionally good.

There is very little change in prices. Sisal is reported advanced in Montreal, but it remains at the old figure here. Zinc is lower, being quoted at $4.50. Tin is stiffer, and is quoted at 16½ to 17c. Nails remain unsettled. The combine seems to have no effect whatever.

The Robb Engineering Company, of Amherst, are opening an agency at St. John, with J. S. Clarke as agent.

The Bridgetown Foundry Company, says the manager, W. A. Craig, are enjoying such a boom in business as has not been experienced by them for years.

I have to report an important gold mine sale this week. The Pictou Development Co. have arranged for the disposal of their property at Renfrew. The price is said to be $75,000. The purchasers are New York capitalists, represented by James P. Page, who put up a deposit of 10 per cent. to bind the sale. The property has been paying handsomely. The manager brought in a brick this week valued at $4,000.

The tenders for the construction of the Westville water works system were opened last week. About twenty-five tenders were received. J. K. McDonald, of New Glasgow, has the contract for the construction proper; the Londonderry Iron Works the pipe; Brown, of New Glasgow, the hydrants; and Northey, of Toronto, the engines.

TAUNTON.

FRAUD WILL BE LESS EASY.

ONE of the Acts passed at the last session of the Ontario Legislature is of special interest to the creditor class. We have reference to the Act "to make further provision respecting assignments for the benefit of creditors."

One wise provision is that which enables a creditor to trace up and recover property which has been fraudulently assigned and subsequently sold.

Fraudulent transfers of property have been a fruitful source of litigation, particularly within the past year. With the law now more explicit and far reaching, friends of people in a shaky condition financially will be less willing to shoulder the responsibility of "purchasing" property when the creditors are known to be impatiently knocking at the door.

Another clause, and one of the most important in the Act, is that providing for the examination of an assignor.

This examination may be secured under oath before a Master without an order, merely upon resolution or written request of a majority of the creditors. And at this examination the insolvent can be examined as to the property and means he had when the earliest of the debts were incurred; as to the property and means he still has of discharging his debts; as to the disposal he has made of any property since contracting such debts; and as to any or what debts are owing to him.

The person liable to examination must produce books and papers demanded. Failure to comply or attend for examination is to run the risk of being committed to the common jail for a term not exceeding twelve months.

The whole tendency of the Act is to make more difficult fraudulent practices by insolvents, and at the same time to make easier the pathway of creditors when on investigation bent.

IMPROVIDENT MEMBERS.

THE HARDWARE MERCHANT has a pointed editorial on the bad practice of sending needy men to Parliament, the inspiration for the article having come from the touching of the editor for the loan of a few dollars by a prominent M.P. "This M.P.," says HARDWARE, "will borrow small sums from friends and acquaintances, and occasionally returns the money. He is only one of a number of men in Parliament who are chronically hard up, and to whom the sessional indemnity is a godsend." It goes on to point out the danger of electing to Parliament men whose necessities forbid their freedom of action and make them subservient to influences which they should resist. There is sound sense in HARDWARE'S observations. While there is no desire in this democratic country to limit the membership of Parliament to rich men, no man should think of offering himself as a candidate unless he is in a position in which the sessional indemnity will not appeal to him as a good reason why he should be elected.—Montreal Herald.

First, Rainy Lake was the centre of gold production of the Northwest, and Rainy Lake City boomed a few days. Then, Seine River, a few miles further north, gets all the glory, and sells all the town lots. Now, they have moved their stakes to the Manitou country, still a little more north, and that is best of all. Why cannot these gold prospectors keep going till they come to the north pole, and discover that? Here is a practical suggestion for the geographical society.—Minneapolis Journal.

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PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE City Solicitor of Toronto having decided that it is in the power of the corporation to restrict and safeguard the licensing of plumbers, a sub-committee of the Board of Works was recently appointed to look into this question. On Wednesday this committee met, Ald. Hubbard in the chair, and Ald. Lamb, Hallam, Bell and Crane were also present. Assistant Engineer Rust and Plumbing Inspector Meadows represented the City Engineer's department, while Joseph Wright, W. J. McGuire, Fred. Armstrong, Henry Hogarth and Secretary K. J. Allison were present on behalf of the Master Plumbers' Association. The meeting decided upon several clauses to be included in a by-law to be drafted by the Board of Works for submission to the City Council.

This by-law will include a provision compelling all plumbers within the city limits to pass a specified examination at the City Hall. Even those who now hold licenses will (if the measure becomes law) have to, when their licenses expire, submit to this examination.

Another clause provides that no one but a licensed plumber shall be allowed to do drain work beneath houses. Heretofore the plumbers were held responsible for this work, although having no exclusive control of it.

The city plumbers having complained about the delays often made by the plumbing inspector's department in carrying out their smoke tests, a remedy was proposed. Heretofore, it seems, a month frequently has elapsed between the time a plumber has completed a job and the application of the smoke test by the department. Thus, the master plumbers are often kept dawdling over a job an unnecessary length of time; and, besides, they have to wait for their money until the inspectors have passed their work. The new by-law will provide that the smoke test must be made within four days after the completion of the work, and a certificate issued forthwith.

The plumbers suggested that in order to save time and enable the present departmental staff to keep up with the extra labor which this provision entails, the secretary of the inspector of plumbing be authorised to pass plans. This would obviate the necessity of the inspectors reporting every mid-day at headquarters and there spending time over the passing of plans. They will thus have more time to devote to their outside work of inspection and testing.

* * *

A TALK TO PLUMBERS.

J. W. Hughes, of the Montreal Master Plumbers' Association, a well-known member of the craft, addressed the pupils of the industrial classes conducted by the Council of Arts and Manufactures in the hall of the Monument National, Montreal, Tuesday night. Mr. Hughes spoke of the great importance of the plumber's work, and gave plumbers practical advice. He accounted for his interest in the cause of practical education by explaining that "as a practical mechanic, who served an apprenticeship under the old way of teaching a trade, I have for many years watched carefully and anxiously the progress and career of a large number of apprentices in my own trade, plumbing, and learned to know and feel the necessity of something, or some method, that would replace the old-time way, which the development of modern ideas and practices has completely done away with." We had reached an age when nations had given over war for the arts of peace. The invention of the railway by Stephenson, a humble workman, and the invention of steam machinery allied with it, had wrought wonders. A visit to a large power plant, like the power-house of the street railway in William street, Montreal, showed the evidence of study, thought, careful planning and skilful execution that would make reputations for a generation of generals and professional men. This sublime accumulation of machinery is the result of the time and attention given to his trade by a Montreal boy, who had not as favorable opportunities as the pupils of to-day, Mr. Walter Laurie. Franklin, another mechanic, the printer, helped by his inventions the advances made by electricity. We are living in the age of the practical mechanic. Does it require less study, thought and energy to evolve, plan, execute the work of a skilfully constructed piece of machinery, than it does to make a speech to a jury. Young men, yours is an honorable and high calling, working for good, and, if you are true to yourselves, must so consider it and act accordingly.

The trade schools of to-day, continued Mr. Hughes, will in the near future become the mechanical colleges. In fact in some countries the mechanical colleges already exist. Our own city has already taken a decided step in this direction. It will not be long before our common schools will take up the question and practice and theory will go hand in hand, as they ought and are intended to do.

The practical part of your training, as far as I have heard and seen, has been well attended to by your teachers, so I will not say anything about that, except to congratulate you and them on the results of the season's work, but the success you doubtless desire to attain in the future depends upon many things besides the knowing how to wipe a joint, for I now address the members of my own trade more particularly.

First, you must be true to yourselves in the fullest meaning of the term; be honest, sober, industrious, truthful; devote a portion of your time to study (your trade has abundant literature), subscribe to The Plumber's Trade Journal, Metal Worker, The Sanitary Plumber, THE HARDWARE AND METAL MERCHANT, or some paper of a similar kind, and read it when you get it. The sanitary feature of your calling is most important, and a thorough knowledge of sanitation means a great deal more than knowing how to handle tools. Books you must read, and a large number of them, if you desire to be up with the times on this, the most important branch of modern plumbers' trade. Practical sanitation is of as great, if not greater, importance than the practice of medicine, for while it is the physician's duty to cure, it is the practical sanitarian's duty to prevent.

Learn to talk your business intelligently, so as to be able to explain to a customer the what and the why of what you are doing. Be gentlemanly in the fullest sense of the term, gentle, kind, forbearing, forgiving to all, and men standing firm and erect in the eyes of your Maker and your fellowmen. Do nothing, say nothing, think nothing mean. It is not clothes that make the gentleman, although no gentleman, would in his person or clothing give offence to the most fastidious, with whom his business brought him into contact. There is no reason why man, or boy, should be dirty in either his clothing or person, because his trade is a dirty one, and I know our trade is as bad as the worst at times, but overalls are cheap, a dollar's worth of overalls will save $25 worth of more expensive clothing, soap and water are so cheap that no tradesman should be seen on the street with a dirty face. Keep yourself clean, tidy, respectable looking, respect yourselves and you will be respected. Finally, young men, be honest, honest in doing good work, honest in your time, honest in your bearing towards yourselves and your fellow-citizens and you will take the place in the community that you merit and the great importance of your trade entitles you to, and your reward will be certain.

* * *

EFFECT OF HEAT ON LEAD PIPES.

Text-books, says Industries and Iron, contain a great deal of information, no doubt, but they fail to give a vast amount of knowledge which is required in practice. Where, for example, do we find any mention of the effect of heat on lead pipes? In the case of a recent electric lighting installation, exhaust steam by some means found its way into the ventilating and soil pipes leading to the drains. One of the first evidences of this was found in the warping of all lead pipes so used. It appears that the heat of the exhaust steam caused the lead pipes to expand and warp, but when the steam was entirely prevented from entering the drains the lead would not contract, and all such pipes would have to be straightened by hand. This is a point which embryo engineers would do well to keep in mind, as each time the pipes were heated they expanded, but in no case did they show any signs of coming back to their normal condition.

* * *

PLUMBERS' CHARGES.

A New York man signing himself "G. W.," replying to the complaints made by "G. G.," of Brooklyn, on the question, "Should Plumbers Overcharge," which appeared in a recent issue of The Sanitary Plumber, remarks: "I would say I think he looks at it in the wrong light. First of all, what difference does it make with him how many hours his boss charges so long as he is not compelled to work over eight hours per day? Eight hours is termed a day's work in Brooklyn, I believe, unless overtime is charged. 'G. G.' appears to be kicking because he cannot have the time

which it takes to go and return from the different jobs for his own benefit, when he speaks of a man going to three jobs near each other. Suppose he did go back to the shop after finishing each job, would his boss charge any less time than if he charged for separate trips, although but one trip was really made? Suppose his boss was called to look for a smell and could not find it, or that the smell was under the floor and the owner would not have the floor taken up, do you think he will go without his money? He must get his money on some bill or other, and it is my opinion that if he works again in the house where such a thing happened he is justified in charging whatever he thinks is right to make up for the time he lost before. A journeyman is paid to do what he is told."

* * *

INTERNATIONAL AFFILIATION.

Since the Montreal master plumbers obtained an Act of Incorporation from the Quebec Legislature in January last, they have shown renewed activity in promoting sanitary matters. The Act gives them power to effect provincial organization, and, stimulated by this movement, the city of Quebec master plumbers recently took action, as already reported in THE HARDWARE MERCHANT, and it is intended to form a provincial association. "Ultimately," said Secretary J. W. Hughes to THE HARDWARE MERCHANT, "we shall seek affiliation with the National Association in the United States, thus giving us international co-operation. Toronto is assisting organization in Ontario, Montreal will provide the necessary impetus in Quebec, and there is activity along the same line in the Maritime Provinces, especially New Brunswick. The question of international affiliation has already been discussed by the Boston association, which approves of it, and the matter will be brought up at the Philadelphia meeting in June of the national body. Its ratification is most probable."

The new incorporating Act of the Montreal body sets forth the objects of the association, which aim at promoting the trade in its "sanitary, commercial, mechanical and scientific departments." Other objects are: protection against imposition, injustice, and encroachment on the common rights and interests, education of the members, the dissemination of sanitary knowledge among the people generally. Already the association has secured a plumbing by-law in Montreal and is taking steps to amend the present law.

The principal officers this year are: President, Joseph Lamarche; vice-presidents, John Date, H. Padden and D. Champagne; recording secretary, W. M. Briggs; corresponding secretaries, J. W. Hughes and C. E. Thibault; treasurer, W. A. Stephenson; auditors, J. W. Watson and C. Jacotel, chairman Sanitary Committee, J. W. Hughes; charman Legislative Committee-F. Brunet; chairman Apprentice hip Committee, N. Demars.

Dick—What! Out of a job again? I thought you had a permanent place?

Tom—So did I. They said the building was fire-proof; but, confound it, I was fired in less than a fortnight.

PERSONAL MENTION.

Jno. McGaw, stove dealer, Markham, Ont., was in Toronto on April 29.

Mr. Peck, of Peck, Benny & Co., Montreal, was looking up business in Toronto this week.

J. P. Conklin, one of Sanderson Pearcy & Co.'s travelers, buried his wife in Cleveland, O., a few weeks ago. Mrs. Conklin had been ill for a number of years prior to her demise.

O D. Cowan, the veteran wringer manufacturer, of Gananoque, Ont., is around again after a severe illness of three weeks. During his illness the factory has been kept very busy, which indicates that the genuine Royal Canadian Wringer still leads.

HAMILTON'S SMELTING WORKS.

At a meeting of the Hamilton Iron and Steel Company on Wednesday the negotiations which have been in progress for some time for the taking over of the stock by the Canadian directors were completed, and the company is now a Canadian one. The following officers were elected: John H. Tilden, president; John Milne, vice-president; J. J. Morehouse, general manager; W. V. Reynolds, secretary; George Hope, J. G. Landon, James Morehouse and Robert Jaffray, of Toronto, directors. The track to the works will be finished in a few days, and the work of construction generally will be pushed forward as rapidly as possible.

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Gas Stoves and Ranges

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Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

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Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

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QUEBEC IRON MEN WANT A BONUS

THE iron producers in Quebec want the Provincial Government to give them the same encouragement as the Ontario Government has offered to develop the resources of that province. A deputation waited on the Cabinet Ministers on Saturday last. There were present the Premier, Hon. L. O. Taillon, Hon. Messrs. L. Beaubien, G. A. Nantel, M. F. Hackett, A. W. Morris, Thos. Chapais, and E. J. Flynn.

Mr. G. E. Drummond, of the Canada Iron Furnace Co., asked the consideration of the Ministers to the petition of the company for a reservation of hardwood lands, guaranteeing a supply of charcoal fuel to the industry, and which petition has been before the Ministry for the past two years, being also fully discussed before the special Commission on Forest Lands at the last session of Parliament. Mr. Drummond asked the Ministers to consider the question in its broadest sense, and pointed out to them the great importance of the proper development of the mineral wealth of this province, referring at length to the recent action of the Provincial Government of Ontario in passing an Act, now in the Statute Books of Ontario, chap. 16, 57 Vic., entitled "An Act Relating to Mines and Mining Lands," by which Ontario appropriates the sum of $125,000 to aid miners and producers of iron ore in developing the ore deposits of that province. Clause 12 of the said Act authorizes the Treasurer of that Province to pay out to miners or producers of iron ore, upon all ore which shall be raised or mined and smelted in Ontario, for a period of five years from 1st July, 1894, the equivalent of $1 per ton on the pig metal product of such ore, this to a maximum amount of $25,000 per annum.

SMELTING WORKS ESTABLISHED.

Mr. Drummond reminded the Ministers that what he had prophesied two years ago when he had the honor of appearing before them with a deputation consisting of the leading cures and gentlemen of the county of Champlain, in which his furnace company operates, had actually come to pass, viz., that the business-like course taken by the Government of Ontario in granting the bonus referred to has resulted in the formation of a large iron company, whose furnace is now almost ready for smelting at Hamilton, Ont., and the promotion of a similar company at Kingston, Ont., that the failure on the part of the Legislature of Quebec to deal with the question vigorously and decisively had resulted in this province losing a splendid opportunity of controlling the iron industry of the middle provinces of Canada. Mr. Drummond asked the Cabinet not to delay further in taking steps to meet the action of Ontario, so that the present industries of this province might be preserved, and a still greater development of our mineral wealth brought about. He pointed out that this was not a question of politics, that whereas, local Liberal newspapers and politicians were attacking the present policy of protection to the iron industry in Canada, that at the same time Sir Oliver Mowat and the Hon. Messrs. Hardy and Gibson, with almost the entire Liberal party in Ontario, were endorsing to the fullest extent the protective policy, so far as iron is concerned, of the Dominion Government by

GRANTING MORE ENCOURAGEMENT

to that now afforded by the Dominion Government, that the Liberal statesmen of Ontario had done this after a very close investigation into the question of the importance of the industry, this investigation covering a space of five years. It is quite evident that the Liberal Government of Ontario fully believed, first, in the importance of establishing the industry; and, secondly, that it deserved still greater encouragement than the Conservative Government at Ottawa is giving it. It is believed in Ontario that the Local Legislature will go even further than the existing enactment, and grant a further $1 per ton as an additional encouragement in the initial years against the present ruinous prices of American iron. Mr. Drummond pointed out that to-day the iron manufacturers of the province of Quebec are working at great disadvantages as against their rivals in Ontario, that this was against the interests of confederation, and the only practical way in which it could be met for the moment was for the Legislature of the province of Quebec to meet the action of Ontario by granting somewhat similar encouragement to the industry in question.

Speaking for his own company, he did not ask for a cash bonus, but pointed out, as he had done at previous interviews with the Cabinet, that what his company desired most of all was to have the Government reserve a sufficient acreage of hard wood lands, from which all pine, spruce and other valuable timber coming under the head of "merchantable timber" in Quebec statutes 51, 52 Vict., chap. 15, had been removed, that the Provincial Government meet the action of Ontario by crediting the Canada Iron Furnace Co., or any other company starting work in this province, with the same

BONUS OF $1 PER TON

as that granted by Ontario, this to be credited to them and applied by the Government to releasing waste wood lands in favor of the furnace companies, at the same rate as if to ordinary settlers, the furnace companies undertaking to make all necessary roads through this territory, and to place settlers on the land. The benefit of this plan to the province would be two-fold: first, it would preserve to this province its industry as against Ontario's bonused competition; secondly, it would ensure the quick colonization of public lands that are now lying waste.

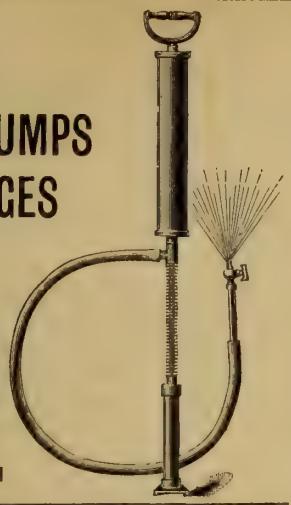
Mr. Drummond pointed out that one of the greatest difficulties that the furnace men had to contend with in the sections of this province, fitted by nature for the manufacture of iron, was the want of population, and that under our present license laws great sections of the country were "locked up" in the hands of licensees, who had no special reason for favoring colonization. Speculators were also very eager to buy up such territory as they supposed would be valuable to the iron manufacturers later on, and these speculators were to-day following a "dog-in-the-manger" policy. He pointed out the great value of the iron industry to the settler in affording him a ready market for the hard, and, at present, waste woods growing on the land, either in the form of cordwood delivered to the charcoal kilns of the iron company, or a still more valuable market for his labor in producing charcoal in pits in a manner similar to that now in vogue in Sweden. He cited many cases of French Canadian settlers who had been brought back by his company from Michigan, and who were now settled on the banks of the St. Maurice river, clearing their lands at a profit, and taking up agricultural pursuits,

BECOMING PERMANENT SETTLERS

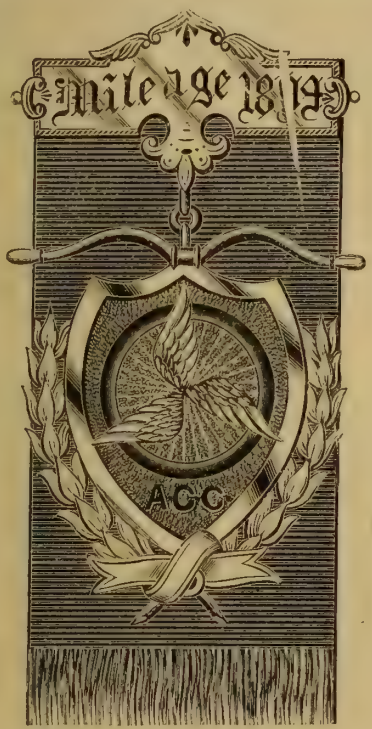
of the soil. He also showed that 75 per cent. of the employes of his company were drawn from the farming class, and that the industry was in every way worthy of the support of Liberals as well as Conservatives, showing, as above, that the two political parties were united in supporting it in Ontario, and that the same course should be followed in Quebec.

J. B. MacLean, publisher of THE CANADIAN HARDWARE AND METAL MERCHANT, spoke of the encouragement given to the industry by other countries, but especially by the province of Ontario. That Government was at first opposed to giving anything beyond its moral support, but a number of leading business men who were not personally interested took the matter up. With Hon. Mr. Hardy and some other members of the Government they visited the chief mining centres, and they also made a careful investigation into the condition and prospects of the iron industry. They came to the conclusion that the province would be amply repaid for money spent in developing this industry. They found that the establishment of smelting works would likely be followed by the erection of steel plants and the manufacture of many iron products not now made in Canada. The demand for charcoal to make the higher grades of iron would lead to the opening up of new disricts. Settlers who now spent the first few years on bush farms in clearing the land and burning the hard woods, out of which they received no revenue, would then be

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able to turn this wood to profitable account by making it into charcoal for use by the furnace men.

The Government therefore decided to grant a cash bonus of $1 per ton. At once a company was formed, and a 100 ton furnace is now being erected in Hamilton, and it looks as if Kingston and Deseronto would each have one before long.

TWO STEEL MANUFACTURERS

from the States have been visiting Ontario centres recently, and are beginning on the erection of plants. The encouragement thus given has also led to the exploration of other mining properties and the discovery of iron ores that it was thought the country did not possess, and the promoters of the Hamilton furnace, who counted on using 20 per cent. of Canadian ores, now find that the province has sufficient of the right quality to supply almost all they require.

Mr. MacLean also stated that he had recently been informed by a member of the Ontario Government that the feeling in the Cabinet was that if the $1 bonus was not sufficient to place the industry on a proper basis it should be increased. If, however, prices of American iron continue to improve, the import duty would be sufficient encouragement.

Hon. Mr. Taillon—"Suppose the Government were to agree to your proposal, which equals $1 per ton, and if the Ontario Government increased their bonus to $2, how would you stand?"

To this important query Mr. Drummond intimated that he was under the impression that the excellent quality of their ore would enable them to hold their own.

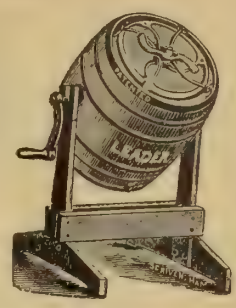
Hon. Mr. Flynn also spoke, and said that the Government would look into the matter very seriously and see what could be done.

CONDITION OF THE IRON MARKET

The Iron Age of April 25 says:

"Signs accumulate with every week of the higher stage of values in iron and steel. By those who put stress on demand for finished products as the prime requisite to better prices, the permanency of the new basis is still questioned, and the absence of strong inquiry in some lines—steel rails and wire among others—is cited. It has been demonstrated, however, that advances in prices can be made and maintained by other causes than enlarged demand. Due consideration seems not to have been given these other causes in some quarters, nor is reckoning always taken of the natural tendency to work out of abnormal conditions. An advance of 25c. in Southern iron, announced by the leading producers in that section; a slightly easier market for Bessemer pig iron, with sales at $10 at Valley furnaces; a lower price on billets; an advance of $2 a ton on iron and steel sheets; a meeting of Southern bar iron manufacturers to concur in the advance made by western mills through the new association—are the principal developments of the past week."

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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

STEWART HEWAT & CO., general store, Orangeville, Ont., have assigned to Henry Barber & Co., Toronto.

John Hilbert, undertaker, Kaslo, B.C., has assigned.

Jean Rodrique, trader, St. Francois, Beauce Co., Que., has assigned.

Calvin R. Morrison, carriage maker, Shawville, Que., has assigned.

Edouard Catudal, carriage maker, East Farnham, Que., has assigned.

The bailiff is in possession of Alfred Walker, furniture, Woodslee, Ont.

P. Laberge, general store, Yamachiche, Que., has assigned to Lamarche & Ollivier.

Moore & Vandusen, general store, lumber, etc., Lion's Head, Ont., have dissolved.

Thos. H. Trabey, shipbuilder. Victoria, B.C., has satisfied a chattel mortgage for $300.

J. & H. Taylor, railway supplies, Montreal, are offering to compromise at 50c. on the dollar.

Ernest Clermont, general store, St. Narcisse, Que., has compromised at 50c. on the dollar.

Robert Robertson, general store, Loring Ont., has assigned to Henry Barber & Co., Toronto.

Angus McNaughton, general store, Huntingdon, Que., has compromised at 50c. on the dollar.

Reynolds Bros., general store, Lower Haynesville, N.B., have dissolved. Ed. M. Reynolds succeeds.

Chas. Desmarteau has been appointed curator of the business of L. W. J. Paiement, general store, Grand Frenere, Que.

S. E. Bancroft & Co. is the name of a new firm of general storekeepers at Pound Hill, N.S., composed of Jos. A. Bancroft, W. G. Healy, W. H. Winchester, Chas. Spurr, Samuel E. Bancroft, Jas. McDormand, J. McLaughlan, Herbert Crosby and Geo. Armstrong.

PARTNERSHIPS FORMED AND DISSOLVED

D. Lamoureux & Co., furniture, Montreal, have dissolved.

The Oliver Typewriter Co., of Toronto, are applying for a charter.

Hurtubise & Comte are starting a hardware business at Montreal.

The Ontario Paving Brick Co. (Ltd.), Toronto, have obtained a charter.

Mitchell & Thorburn, harness, Clinton, B.C., have dissolved. G. Mitchell continues.

Albert J. and George W. Garland have been registered proprietors of A. J. Garland & Son, lumber, Mansonville, Que.

Albert Bienvenu, Jean Baptiste Brazeau and Dame S. Audet dit Lapointe, have been registered proprietors of Bienvenu, Brazeau & Cie, furniture, Varennes, Que.

SALES MADE AND PENDING.

Peter McConnell, general store, Port Hilford, N.S., has sold out.

The stock of Hiram Mosser, general store, Allan Park, Ont., has been sold.

Groh Bros., general store, Shallow Lake, Ont., have sold out to J. A. Rorke.

T. E. Cornyn, undertaker, Wingham. Ont., has sold out to John Cornyn.

The stock of F. G. Ball, general store, Cedar Springs, Ont., has been sold.

The stock of J. H. Moran, carriage maker, London, Ont., has been sold by auction.

The general store stock of J. L. Courtice & Son, Holmesville, Ont., has been sold.

Winsor McCamon, general store, Binscarth, Man., has sold out to G. Dunlop.

The assets of A. J. Gravel, general store, Louiseville, Que., are to be sold by auction.

The effects of Jas. McNally, saw mills, Vars, Ont., have been advertised for sale by the sheriff.

The stock of the Westminster Foundry and Machine Works, Westminster, B.C., is advertised for sale.

Elie Duchesne, furniture, Montreal, advertises that she is retiring from business and will sell out at auction.

T. & W. Murray, general stores, lumber, etc., Pembroke and North Bay, Ont., are advertising their hotels at those places for sale or to let.

CHANGES.

John Prescott, general store, Kent Bridge, Ont., has removed to Dawn Centre.

A. O. Skinner, general store, North Pelham, Ont., has been succeeded by Arch. A. McGlasham.

Freeman Jacobi, Montreal, has been registered proprietor of the Jacobi's Perfection Oil Can.

Hayden & Dunbar, founders and machinists, Woodstock, N.B., have been succeeded by Alex. Dunbar & Sons.

Armella Pepin, wife of G. H. Lenoir dit Rolland, has been registered proprietress of the Royal Furniture Co. at Montreal.

FIRES.

J. A. Close, brick manufacturer, Woodstock, Ont., has been partially burned out.

Norman McAskill, general store, Framboise, N.S., has been burned out. Loss, $6,000; no insurance.

The premises and stock of L. H. Crawford, spring manufacturer and carriage maker, London, Ont., have been damaged by fire.

DEATHS.

Thos. Dean, brass founder, Toronto, is dead.

Preston & Playfair, have opened a large general store in the Burton block, Midland.

AN ITEM WORTH A HUNDRED.

L. C. Giguere, of 319 St. Joseph Street, Quebec, in renewing his subscription, says he highly appreciates THE CANADIAN HARDWARE AND METAL MERCHANT, and gives an instance of its value to subscribers. Last December he read an article under the head of "Trade Chat," which said that there was a meeting in Toronto of nail manufacturers, and that the price of nails was to be increased soon after. Mr. Giguere took time by the forelock, and laid in a carload of nails (about 200 kegs), and by so doing he made a clear gain of $100. That amount would pay his subscriptions for a long time.

WORLD'S COPPER PRODUCTION.

The following statistics regarding the world's production of copper were compiled by the Daily Metal Market Report, and are in tons of 2,240 lbs.:

	1894.	1893.	1892.
United States	160,878	150,632	157,712
Spain and Portugal	54,175	54.270	56,170
Chili	21,340	21,350	22,565
Japan	20,050	18,000	18,000
Germany	17,200	17,250	17,960
Mexico	11,770	8,480	7,315
Australia	9,000	7,500	6,500
Cape of Good Hope	6,500	6,090	5,950
Russia	5,000	5,000	4,300
All other countries	19,675	18,825	18,615
Totals	325,583	307,307	315,087

GOLD EXTRACTING.

According to advices from Vancouver, B.C., a cablegram received there from London states that the appeal of the Cassel Gold Extracting Company, of Glasgow, from the decision of the lower court against the validity of their patent for the Cyanide process of treating refractory ores has been dismissed, but that by amendment of the specification of the patent the defect held by the court to exist can be cured. This process is likely to be largely used both in Canada and the United States for treating refractory ores, saving, as it does, a larger percentage of gold at cheaper cost than by any other process.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

ADVERTISING COUNSEL.

Advertising is as sure as shooting—but results depend wholly upon the aim, writes Jed Scarboro. The hunter who aims at the clouds when the game is on the ground may make a lot of noise, but is sure to go home with a belt full of blanks and an empty bag.

The advertiser who spends ten dollars for advertising and expect one hundred in return is close kin to the fellow who cast his bread upon the waters and watched the waves next day for incoming cake.

An advertisement writer, like a doctor, can do his best and no more.

Nobody reads yesterday's paper when to-day's is handy. Few people will read a stale advertisement when there's a fresh one in the next column.

The man who makes his mark in the twentieth century will do it with printers' ink.

The advertiser who, through envy, stabs at his competitor invariably wounds himself.

The man who is on the highway to success, and drops his advertising because he thinks everybody knows him and will remember him, is almost certain to tumble into the coal-hole of obscurity before he reaches the goal.

INCREASED DUTIES.

The total duties collected at the port of Toronto for April, 1895, amounted to $326,231.45, an increase of $32,700.25 over the returns for the same month last year.

A company is being formed in London for the purpose of converting into oil and guano the waste fish and offal from the canneries on the rivers of British Columbia.

The directors of the Eastern Assurance Co., Halifax, have decided to transfer the entire business of the company to the Union Fire Association of London, England. The head office will be at Montreal, with Thomas Morrissey, formerly of Halifax, as the manager.

Stratford Board of Trade has elected the following officers: President, John Welsh; vice-president, F. D. Hamilton; secretary, C. J. McGregor; council, George McLagan, A. F. McLaren, D. B. Burritt, W. Buckingham, C. W. Young, C. McIlhargey, W. J. Ferguson, E. T. Duffton, E. K. Barnsdale, A. Caven, J. H. Nasmyth, J. A. Duggan.

The Winnipeg manager of the Cockshutt Plow Company has received word from England that the new Canadian chilled plow "Deer," manufactured by their firm, carried off first and second awards at a recent field trial near Dumfries, Scotland, in competition with all the leading English and American makes. Great interest was taken in the trial, it being the largest affair of the kind that has ever taken place in Scotland, and drew a vast crowd of spectators.

FORRESTER'S
Asbestos Iron Stand
Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.
Apply to Patent applied for.
Forrester's Asbestos Warehouse
Asbestos goods of every description. Send for prices.
298 St. James St MONTREAL



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

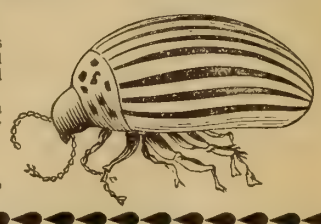
Binder Twine
Twine Specialties
Blue Ribbon, Maple Leaf, Beaver, Red Cap and cheaper twines.
DICK, RIDOUT & CO. - TORONTO
Manufacturers.

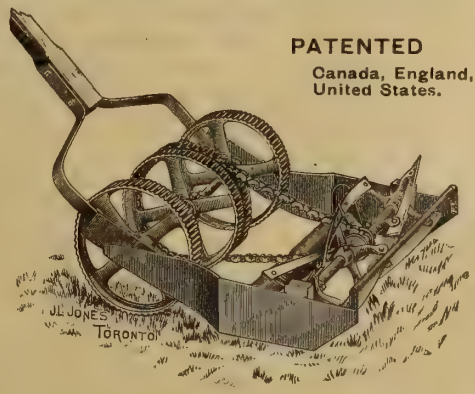
A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc. **CUTLERY** A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.



Pure Paris Green
Government Standard
It is the finest made, both as regards color, fineness, and strength. Put up in cardboard packages, tins, and drums.
Samples and prices sent on application. Manufactured by
PEUCHEN & CO.
10-12 Bay St. Toronto



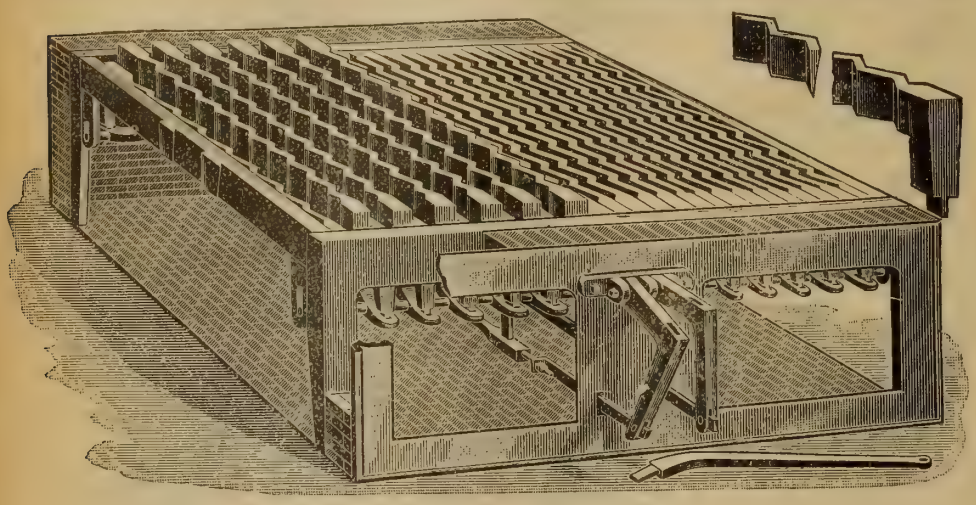


PATENTED
Canada, England, United States.

"Brantford" STEEL
LAWN MOWERS For Spring 1895
The attention of the Hardware Trade is directed to this new and improved machine.
Simple, Easy Running and Strong. . . .
Will cut close and clean around walls, walks, fences, trees or borders. **No hand clippers needed.**
Best materials used, and workmanship first-class.
Prices as low as possible for a good machine.
WRITE
BRANTFORD LAWN MOWER CO. Brantford, Ont.

VOLCANIC GRATE.

The Gurney Foundry Co., Ltd., of Toronto, are introducing to the stove and furnace trade an entirely new thing in the shape of the "Volcanic Patent Shaking Grate." This is the invention of an American, and seems to be calculated to win a "grate" amount of popularity. While strongly constructed, durable, and economical in its workings, it possesses a unique characteristic in that in the process of shaking it works perpendicularly. Operating with a lever, the stoker can elevate the alternate bars which form the grate four inches above the normal level and quickly lower them again. This operation rapidly repeated quickly clears the grate.



It is claimed that no clinkers can form in it, no matter what screenings or poor class of coal is used. To keep the fire under the boiler clean and in good shape it is not necessary to open the fire doors, therefore the bottom of the boiler is not chilled by the cold draught striking it, causing loss of steam and damage to the boiler. It is, moreover, said that the grate will outlast three ordinary grates, and will save from ten to twenty per cent. in fuel. It can be introduced to any furnace without tearing down the boiler wall.

MAKING SMOKELESS POWDER.

THE wood fiber, which is the basis of Schultze powder, is purchased, explains Arms and Explosives, in a form resembling coarse blotting paper. It is cleaned and torn up into shreds until as light and fluffy as cotton wool, and dried. A certain quantity of this fiber is weighed off and passed into the nitrating house. Into each tank is placed a mixture of strong nitric and sulphuric acid. While the former of these chemicals enters into the composition of the explosive, the latter is only there for the subsidiary purpose of absorbing the water that is formed in the main chemical process, which begins the moment that the wood fiber is introduced. After a thorough immersion the wood fiber and the nitric acid have formed that important alliance which is responsible for the explosive properties of Schultze powder.

The next series of processes are for the purpose of removing every trace of free acid from the nitrated fiber, or nitrolignin, as it is termed. The latter substance in its pure state is stable and reliable. It may be stored, heated within reasonable limits of temperature, and in many ways treated with a good deal of familiarity ; but should there remain the slightest trace of uncombined acid many uncertainties arise, and the resulting powder will not satisfy the severe requirements of our Home Office. The wet mass taken from the nitrating tank is put in a centrifugal machine, where a large proportion of superfluous acid is removed, and then it is tipped into cold water. After this it has no peace for about four weeks—it is boiled, it is torn up and disintegrated by "devils," and rolled under five-ton edge runners.

The nitrated fiber is now ready, granting of course that it is passed by the chemist in charge, for the second portion of its treatment, viz., its formation into grains. In the first place it is filled into small sacks and placed under a hydraulic press, from which it emerges comparatively dry and in the form of a hard cake. After this it receives a further course of edge runners, and the opportunity occurs for adding to the nitrated fiber the other ingredients, of which oxidizing salts and paraffin are chiefly notable. The next process is the simple one of shaking it up on sieves with a very fine mesh. This causes the detached pieces of fiber to become granular as a result of the bumping they get against one another ; and when grains small enough to pass the mesh are formed they fall through and are collected beneath. A repetition of this process in a sieve with a smaller mesh serves to improve the form and regularity of the grains.

The manufacture of Schultze powder is now approaching completion, for these grains have only to be dried, and then they will resemble this powder as it was prior to the beginning of last year, but now the hardening process is added. We need not linger over the drying, beyond stating that the powder is spread on canvas trays and a current of warm air is passed through it until the drying is complete.

The grains are hardened by being placed in revolving barrels, kept at a fairly high temperature by hot water jackets, and having poured into them a collodion mixture. The effect of being shaken up in close contact with this mixture under favorable conditions of temperature is for the collodion to penetrate to the interior of the somewhat loosely built up grain and form a glaze in and around it, the outer surface being left somewhat harder than the interior. For reasons of economy the spirits are volatilized and condensed to the amount of 90 per cent. of the original quantity into their prior form, so as to be used over again. That this hardening process has improved the powder is evidenced by the greatly increased sales registered during the past year.

After a careful sifting of the grains, the powder is passed into one of the magazines.

CURIOUS ARTIFICIAL FUELS.

The Patent Office at Washington, says an exchange, has at present a very curious assortment of contrivances patented for cheapening the cost of fuel. Some of the ideas are exceedingly interesting. One patent provides for using corn cobs soaked in petroleum ; another would have people cut leaves and grass when green and press them into compact blocks. It is claimed for this particular patent that such blocks might be used for building and fencing, without impairing their value as fuel. There are, besides, many devices for utilizing coal dust. One proposes to mix clay, molasses and water, coal dust and petroleum. Another mixture is that of sawdust, Irish moss, asbestos fibre and burnt limestone, these being boiled and made into bricks with coal dust. Then there is a patent for bricks without coal dust, to be composed of ashes and sawdust saturated with petroleum and coated with rosin. Among the most curious ingredients for artificial fuels are clam shells, charred garbage, cornmeal, wheat flour, sugar, seaweed, broken glass, lard, tar and leaves.

One of the most interesting of these contrivances is composed of powdered charcoal and finely cut cork. The fuel burns very slowly and gives off a great deal of heat, being particularly well adapted for the sick room. Exclusive rights have been taken out for the manufacture of a brick or cartridge of highly porous clay, which is to be soaked in kerosene and put in the kitchen stove when wanted. It is only necessary to touch a match to this and the fire is ready for cooking. None of these, however, are more ingenious or economical than a fuel which is reported to be in use at present in Egypt. In this case Egyptian mummies, chiefly those of cats, ibises and other animals held sacred by the ancients, are employed.

FOR IRON FENCING
BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES
OF EVERY KIND

At lower prices than ever before.
Only best steel used.
Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

Calcined Land . . PLASTER

WE manufacture from the best rock only. We guarantee our plaster a first-class article. Write for prices.

Windsor Plaster Co.

WINDSOR, N.S.



"DANGLER" Gas Stoves

They never fail to give the most entire satisfaction.

They have the cheapest, quickest and most satisfactory water heating system ever devised.

They possess every modern improvement tending to the increase of safety, economy and durability.

Write for Illustrated Price List and Catalogue . . . . .

McDonald & Willson

MANUFACTURERS AND IMPORTERS OF GAS Stoves and Fixtures

187 Yonge St., Toronto

A PROMISING BOY.

A sharp snip of a boy went into the office of a business house on Jefferson avenue and delivered a note to the manager. He read the note and looked the boy over.

"Your father," he said, "says you want to go to work?"

"I've heard him say that a good many times," responded the boy, carelessly.

"Is that so?"

"Yes, sir."

"Well, that's what he has written in this note."

"Did he write that?" asked the boy, in considerable surprise.

"Of course."

"And sign his name to it?"

"Certainly. Look for yourself," and the puzzled manager handed the note over to the youngster.

He read it over carefully and noted the signature.

"Well," he exclaimed, "I wouldn't at thought the old gent would a-done it."

"Done what?" asked the still more puzzled manager.

"Put his name to that, of course," replied the boy. "It ain't so bad," he continued, "when a boy tells what ain't so, but when he puts it down in black and white and signs his name to it, it's about time he was having somebody to watch him."

Then it began to dawn on the manager, and he took the lad in and though he never did want to work he was always strictly honest, which is not to be sneezed at in these days of modern methods.—Detroit Free Press.

IRON ORE FOR SHIPMENT.

A Chicago despatch says that between 4,000,000 and 4,500,000 gross tons of iron ore are reported to have been sold thus far for lake shipment during the coming season. The total production in the lake region this year is variously estimated at from 8,000,000 to 10,000,000 tons. There is a marked difference of opinion between the ore men and vesselmen as to the lake rates at which this vast business will be carried, and the contest between shippers and carriers will be sharply waged from the beginning to the end of the season. Very little soft coal of the Ohio and Pennsylvania fields has yet been sold for shipment, as compared with the sales last year at this time. The opinion prevails that the first trips will be made at the lowest rates of the season, and that coal freights will then improve until a paying basis is reached.

The man who deserves riches can be rich without them.

The man who can work and not worry, rest and not rust is not apt to be an object of interest to an undertaker.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East, TORONTO

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S
CANADIAN CUSTOMS TARIFF
— AND —
ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling) Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercia lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & CO.

HESPELER, ONT.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends. Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, May 3, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	16½ 17
Straits "	16½ 17

Tin Plates—*Charcoal Plates, Bright.*

	Per box
M.L.S. equal to Bradley	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X	7 70
Raven & P.D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½ x 17	3 50 3 75
D.X.,	4 50 4 75
D.X.X. "	75 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright

Bessemer Steel—	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	6 50 6 75
I.X. Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	6c, 6¼c
" 14x60, "	
14 65,	

Tinned Plates

72x30 up to 24 gauge	6¼ 6½
26 "	6¾ 7
28 "	7¼ 7½

Iron and Steel.

	Base Price
Common Bar, per 100 lb	1 80
Refined " "	2 35 2 65
Horse Shoe " per 100 lb.	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish " "	4 00 4 25
Sleigh Shoe Steel	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet "	0 10½ 0 11
Tank Plates1-5 and thicker	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
1-inch	13½

Steel Boiler Plate.

¼ inch	$2 45
16 "	2 35
¼ " nd thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
½ polished	2 25
All Bright	2 50 2 85

Iron Pipe.

Wrought 70 to 70 and 5 p.c.
Galvanized, 50 to 50 & 5 per cent.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars Best and Queen's Head	
16 to 24 gauge, per lb	4½, 4¾
26 gauge, "	4¾, 5
28 " "	5, 5¼
Gordon Crown—	
16 to 24 gauge, per lb	4 4¼
26 gauge, "	4¼ 4¾
28 " "	4¾ 5

Note—Cheaper grades about ¼ cen per lb less.

Chain.

Proof Coil, 3-16 inch, per 100 lb	$5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—*Ingot.*

English B. S ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	$0 20 $0 22
" round & square 1 to 2 in	0 18 0 19

Note—Complete, lengths abou fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60	$0 14 0 16
Untinned, 14 oz, and light, 16 oz, irregular sizes	0 14½ 0 16½

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x 48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb	0 16 0 17
" 35 to 45 " "	0 14½ 0 15½
" 50 lb and above per lb	0 14 0 14½

Boiler & T. K. Pitts

Plain Tinned per lb	0 19
Spun "	0 23

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge, up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled 2x4 ft.	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 03⅜ 0 04
Domestic "	0 03½ 0 03¾

Zinc Sheet.

5 cwt casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 2⅞ 0 03
Domestic "	0 02¾
Bar, 1 pound	0 04½
Sheets, 2½ lbs, sq. ft, by roll	0 04½ 0 04¾
Sheets, 3 to 6 lbs, per sq ft, by roll	0 04½ 0 04¾

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 30 p.c. discount.

Note—Cut lengths, net price ton lots 30 and 10 p.c. dis.; waste pipe, in 8 ft lengths lists at 7½c.

Solder.

	per lb.
Bar Half-and-half (guar.)	0 12 0 12½
Standard	0 11½ 0 12
Wire	0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	$0 10 0 10
Other makes "	0 9½ 0 10½

White Lead.

	per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 Do	4 00
No. 2 Do	4 75
No. 3 Do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

f.o.b. Halifax, St. John, Montreal, Toronto,

Prepared Paints.

(In ½, ½ and 1 gallon tins.)

Pure, per gallon	$1 00
2nd qualities "	0 90
Barn (in bbls)	0 80 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J.C.) bbls, p.cwt	1 35 1 40
" " (J.F.L.S.) " "	2 75
" " Royal " "	1 10 1 15
Venetian Red (best) " "	1 80 1 90
English Oxides per cwt	3 00 3 25
American " " "	1 25 1 90
Canadian " " "	
Paris Green, per lb	0 13½ 0 14
" " 100 lb. drums	0 12 0 12½
Burnt Sienna, pure, per lb	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
" " Lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens "	0 12
Golden Ochre	0 03½

Varnishes (in bbls).

o. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine p. gal.	0 85
No. 1 Carriage "	1 30
Gold Size Japan per gal.	1 00 1 20
Pure Orange Shellac "	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil (in bbls)

Raw, per gal	0 53 0 54
Boiled "	0 56 0 57

Turpentine (in bbls

5 Barrel Lots	0 44
1 " "	0 45

Castor Oil.

Best, per lb	0 06½ 0 07½

Cod Oil.

Cod Oil, per gal.	0 50 0 51

Glue (in bbls)

Common,	0 07½ 0 08
French medal	0 09½ 0 09½
Cabinet, sheet	0 11 0 12
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 18
Coopers	0 19 0 20
A 1 clear	0 09

Liquid Glue—F. LePage's, dis. 20 to 25 per ct. off list; Munn's, dis. 25 to 30 per cent. off list.

HARDWARE.

Ammunition—*Cartridges.*

B. B. Caps, Dom. 50 and 5 per cent.
Rim Fire Pistol, dis 45 p.c Amer
Rim Fire Cartridges, Dom. 50 & 5 p.c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, sporting and military, Dom. 15 and 5 p.c.
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded and empty Shells, "Trap" and "Dominion" grade, 25 p.c

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 p c.
Primers, Dom. 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½ lb. bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 85
Best thick white card wads, in boxes of 500 boxes, 8 gauge	0 55
Thin card wads in boxes of 1000 each, 12 and smaller gauges	0 20
Thin card wads in boxes of 1 each, 10 gauge	0 25
Thin card wads in boxes of 1000 each, 8 gauge	0 45
Chemically prepared black edge grey cloth wads, in boxes of p. M 250 each—	
11 and smaller gauge	0 65
9 and 10 gauge	0 75
7 and 8 gauge	0 90
5 and 6 gauge	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
and 6 gauges	1 90

Anvils

Per lb	0 10 0 12½
Anvil and Vice combined each	4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's per doz.. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross	0 65 1 59
Pegging, "	0 65 1 25
Brad,	0 85 1 60
" handled "	3 60 7 30
Saddlers' "	0 45 1 60

Awl Hafts.

Patent Peg, per gross } 7 25 8 00
" Sewing, "

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

per box 6 00 12 00

Axle Grease.

per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 60
Copper, discount, 50 p.c. off Revised list.
Steel Clad 20 p.c. dis.

Bells—*Hand.*

Brass, 60 to 66⅔.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro, dis. 50 per cent

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35,40 per cent

Belting.

Agricultural, 55 per cent.
No. 1, leather, dis. 47½ p.c
Standard, 37½ percent.

Bench Stops.

Per doz 5 00 6 00

Bits—*Auger.*

Gilmour's dis 65 and 5 per cent
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 p.c.
" Perfection, 50 and 10 per c.
Jenning's Gen, net list to 5 p. cent dis

Car.

Gilmour's, 47½ to 50 per cent

Expansive

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blacking, (Catchpole's).

No. 1, Egyptian Blacking	9 00
" 2, " "	4 50

Blind Rollers.

Annex per doz.	1 25 1 75
Mascot "	1 35 1 85
Erminie "	1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis, 75 and 10 and 5 to 75 p.c.
Fire, dis 60 to 60 and 10 per cent
Stove, dis., 60 and 10 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 70 to 70 and 10 per cent

Boring Machines.

Complete, with Augers, ea. 5 00 7 50

Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent

Henis, No. 8 "	6 00
" No. 9 "	7 00
Queen City	7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 500 4 23

Butts—*Brass*

Wrought Brass dis, 75 to 75 and 10 per cent

Cast Iron.

Loose Pin, dis 65 to 70 and 5 to 65 5 p.c and 5 per cent.

Wrought Steel.

Fast Joint, dis. 70 & 10 to 75 p.c.
Loose Pins, " 70 & 10 to 75 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Ben Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Bardin Scissors, per doz. 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz	22 50
World "	21 75
Daisy, "	24 00
Star, "	18 00
Crown Jewel, per doz	29 00
Grand Rapids, "	30 00 33 00

Cartridges—*See* Ammunition.

Castors.

Bed, new list, dis. 50 & 5 to 50 & 10 p.c.
Plate dis. 50 & 5 to 50 & 10 p.c.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots	2 70
Thorold "	1 10
Queenston "	1 10
Napanee "	1 10

Chalk.

Carpenters' Colored, per gross	0 45 0 75
White, lump, per cwt	0 60 0 65
Red	0 05 0 06
Crayon, per gross	0 14 0 18

Chisels—*Socket, Framing and Firmer*
American, dis 70 and 10 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz 0 85 4 00

Churns

Daisy or Leader, dis. from factory 70 per cent. From stock 65 and 5 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Axle, dis. 65 p c.

Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprize, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60½ to 65 p.c.

Cradles, Grain.

Canadian, discount 25 to 30 p.c.

Dies.

Hart Mfg. Co., (pipe dies) (Amer. list) dis. 40 per cent.
Hart Mfg. Co., (bolt dies) (Amer. list) dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70 and 10 p.c.
Canadian, dis 25 to 35 p.c.

Drills—*Hand and Breast.*

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

Drill Bit.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 p. c.

Elbows—*Stove Pipe*

$1.00 to $1.65 per doz.

Fawcets.

Cork Lined, per doz	0 30 0 60
Wine, per doz	1 30 2 25
Star, "	2 80 3 90
Fenns Corkstops, No 2 p.doz	1 70
Petroleum, per doz	4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List 60 and 10 per cent.
Black Diamond, 50 & 10 per cent. dis. Amer. List.
Nicholson's dis., Amer. list, 50 and 10 per cent
Toronto File Co., 50 and 10 to 60 p.c. Amer. list
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Globe File Co.'s disc. 60 and 10 p. c.
Horse Rasps, Kearney & Foote's dis Am list, 60 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list 40 p.c.
Horse Rasps, Toronto File Co., 50 and 10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 52½ and 7½ p.c. rev. list

Freezers, Ice Cream.

Gem, dis, 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis', per doz	3 25 3 50
Enterprise, discount 10 p.c.	
Shepard's Queen City, dis. 15 p.c.	

Fry Pans.

Acme, discount 62½ to 65 per cent

Gauges—*Marking, Mortise, etc.*

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's Nos. 26 to 33, each 1 65 2 40

Glass.—*Window.*

Box Price.

Size United Inches	Star. Per 50 ft	Star. Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100
14 to 25	1 10-1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	...
41 to 50	....	2 75	....	3 90
51 to 60	...	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	.....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	$2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 65

Picture Glass

Pilkington's ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Gas Fittings and Staple Brackets

Jas. Barwell, Toronto—Dis. 20 to 25 p. c., free of duty. Net list on application

Glue Pots.

Tinned, each	30
Enamelled "	0 55

Grindstone Fixtures.

P. S. & W., per doz 3 60 4 25

Hammers—*Nail.*

Maydole's discount 5 to 10 per cent
Can. discount 25 to 27½ p.c

Tack.

Magnetic, per doz 1 10 1

Sledge

Canadian, per lb 0 12½ 0

Ball Pean.

English and Can., per lb 0 25 0 30

Handles.

Axe per doz	75 2 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 8

Cross Cut Saw.

Canadian per pair 0 15 0 20

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80
Lanes, 50 to 50 and 5 p.c.

Hatchets.

Can., dis 40 to 42½ p.c.

Hinges.

Blind, Parker's, dis. 60 and 10 to 65 p.c	
" Shepard's Noiseless, dis. 60 p.c	
" " Buffalo, dis 60 to 70 p.c	
Light T and strap 70 to 70 & 5 p.c	
Heavy, per lb	03 3-5 0 04½
Screw hook and hinge—	
6 to 10 in., per lb	0 3½ 0 04
12 up "	0 2½ 0 03

Per doz. set

Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepard's, dis 50 to 60 p.c	

Per doz. pair

Spring	1 35 1 40
" Shepard's Samson	1 75 1 90

Hoes.

Garden, Mortar, etc., discount 52½ and 7½ p.c. revised list.
Planter doz 4 00 5 00

Hooks—*Cast Iron*

Bird Cage, per doz	0 50 1 10
Clothes Line, "	0 27 0 63
Harness, "	0 72 0 88
Hat and Coat, per gross	1 00 3 00
Chandelier per doz	0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 40 and 5 to 40 and 10 per cent.
Wrought Hooks and Staples, Amer dis, 80 to 80 and 10 per cent

Wire.

Hat and Coat, dis. 55 to 60 p.c
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

Horse Nails

Canadian, dis. 60 p.c

Horse Shoes,

F.O.B. Toronto & Hamilton.... $3 6
Snow, " " ... 3 85
F.O.B. Montreal 10c. less, and London 5c. more than above.

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per c. dis. off new list
Copper, per lb .. 0 30 0 35
Enamelled Can. 50 p.c
American, 60 and 10 to 65 and 5 p.c.

Keys

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Padlock, Am per gross..... 1 60 4 75

Knobs.

Door, japanned, and N. P., 85 to 3 00 per doz.
Bronze, Berlin, per doz .. 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava " 8 75 10 00
Shutter porcelain, F & L screw, per gross..... $1 30 4 00

Knives.

Clauss, bread, cake and paring knives $7.00 doz. sets nett.
Hay Knives, spear point, L or T hdle 52½ per cent. dis.
Lightning, per doz. 6 50 8 40
Heaths, 52½ per cent.

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60
Galvanized " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—*Door.*

Canadian, dis. per cent.. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 40 to 42½ p.c.

Padlock.

English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ p.c.

Mallets.

Tinsmiths', per doz 1 25 1 50
Carp't'rs', hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis 00 to 25 per cent. dis.

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to 70, 10 to 75 per cent

Nails.

Cut Nails (Iron)

1. Either Canada or Amer Basis—50 to 60 dy..... Pat'n. 2 10
40dy..... 2 15
30 dy..... 2 20
20, 16 & 12 dy..... 2 25
10 dy..... 2 30
8 & 9 dy..... 2 35
6 & 7 dy..... 2 50

2. Amer. Pattern Only
from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10

3. Canada Pattern Only
from 4 to 5 dy 2 60
3 dy. (lath)..... 3 10
3 dy. A.P. Fine 3 70

Car lots 10c less.

Cut Nails (steel) Add 10c. to the prices in list for iron nails. 10 keg lots prepaid to maximum of 25c 100 lb.
Wire Nails, 75, 10 and 5 per cent; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads & Moulding Nails, 75, 10 and 5 per cent. from new list, and in 1 lb. papers 75 and 10 per cent.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets. per gross

Sqre. rnd and octagon.. 3 38 4 00
Diamond..... 12 00 15 00

Netting.

Poultry, 65 to 65 and 5 to 70 per cent.

Oil.

Canada Refined Oil (Toronto) 14 15
Carbon Safety " 0 17 0 18
Canada W W. " 0 20 0 22
American W.W. " 0 25
S R Seal .....per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron Oil Can, with Pump, per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 30

Pencils.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks

Per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per cent American dis. 57½
Wood, fancy Canadian, or American 40 per cent.
Bailey's (Stan R & L. Co.) 42½ to 45 p.c
Miscellaneous, dis. 15 to 17½ per cent
Bailey's Victor, dis. 15 to 17½ per cent

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis 37½, 40 p c.
Button's Imitation, per doz.. ..... 5 00 9 00
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 70 and 10 p. c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys

Hothouse, per doz..... 55 1 00
Axle. 22 33
Screw 27 1 00
Awning..... ..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to 60 and 5 per cent.
Pitcher Spout, 70 to 70 and 5 p c
Canadian Cistern 60 to 62½ p. c. from factory.
Canadian Pitcher Spout 70 to 70 and 5 p. c from factory.

Punches

Saddler's, per doz..... 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set... 72
" hollow, per inch 1 00

Putty

Bladder, per 100 lbs 1¾ 1¾
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3½
Sliding Door, " 3½ 3½
Lanes, 3½ to 3½c. ft.

Rakes.

Cast Steel and Malleable Canadian list dis. 52½ p.c. revised list.

Razors.

Geo. Butler & Co.'s, per doz 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's " 3 60 10 00
Arbenz's, " 9 00 18 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

4 mos., or 3 per cent cash 30 days.
Copper Rivets, dis. 50 per cent.
Iron " " 55 and 10 p.c.
Tinned and Black Rivets, 55 & 10 p.c.
Burrs, Iron, 50 and 10
Terms, 4 mos. or 3 p.c. cash 30 days

Rivet Sets.

Canadian dis. 30, 35 per c.

Rope	Per lb. Sisal.	Manilla.
7-16 in. and larger....	5¾	8½
¼, 5-16, ⅜ in	6	8¾
Cotton, per lb.....	11	12
Russia Deep Sea, per lb..	12¾	13½
Jute ..... " ...	06¾	07½

Rules.

Boxwood, dis. 80 to 80 & 10 p.c.
Ivory, dis. 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 65 1 00
" N P. 90

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 40 and 5 to 45 per cent.
Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per cent.
Kempshell's dis. 40, 62½ per cent.
Canadian dis. 45. 50 p. c

Sash Weights

Sectional, per lb..... 1½ 1¾

Saws.

Crosscut, McMillan & Haynes, per ft 0 40 0 70
"Empire" McMillan & Haynes, per doz..... 70
Hand, Disston's, dis 10 15 p. c.
S. & D, dis. 35 per cent. to 40 p.c.
Cross-Cut, Disston's, per ft. 35 to 55
S & D dis. 35 p.c. on Nos 2 and 3.
Hack, complete, each.... 75 2 75
" frame only 7 5

Saw Sets.

"Lincoln" McMillan & Haynes, per doz 7 50

Scales.

Standard Manufacturing Co., 60 p.c
Gurney Scales, 50 p c.
B. S. & M. Scales, 50 p.c.

Scrapers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 3 50 4 50
Door, per doz..... ..... 10 75

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H., Iron, and Steel, 80 per cent., dis.
Wood, R.H. " 75 per cent. dis.
" F. H. Brass 77½ " "
" R. H 72½ " "
Diamond Point wood screw nails bright, dis. 77½ and 20 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 52½ & 7½ p.c. revised list

Scythe Snaths.

Canadian, dis. 40 to 45 p. c

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P, dis. 65 p. c.
Seymour's dis. 60 p. cent.
Ætna, dis. 75 @ to 75 and 10 per cent
Heinish 60 per cent.
Bristol, Japanned, 80 per cent.
" N.P., 70 per cent.
Clauss, Full nickel, 60 p.c. off
" Japanned handles, 67½ p.c. off.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 42½ special brands net price.

Sieves

Wood Rim, black, p. doz 1 05 1 10
" tinned, 1 25 1 35
Tin Rim, " " 2 30 2 45
" black, " 1 80 2 25

Snaps

Harness, German, dis. 35 to 37½ p.c
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Sapolio

In ½ or ¼ gross boxes, per grs. 11 30

Soldering Irons.

Per lb..... .... 0 26

Wrought Spikes

Discount, 20 per cent. to 25 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons ....per gross	7 50	12 00
Dessert " .... "	21 00	.....
Table " .... "	30 00	30 00
Dessert Forks... "	24 00	.....
Medium " ... "	27 00	.....
Table " .. "	36 00	.....

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 3 3½
Wrought Iron, dis. 80 & 5 to 80 & 10

Stocks and Dies, Amer. dis. 25 p.c.

Stove Polish, (Catchpole's).

Stove Pipe Varnish, enamelled cans, per doz 1 75
No 1, Stove Paste, per gross.... 9 00
" 2 " " " " 4 80

Stone.

Washita, per lb	0 25	50
Hindostan, per lb.....	0 06	07
" Slips, per lb		9
Labrador, per lb	....	0 13
" Axe, "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross.....	3 50	5 00
Grind, per ton	15 00	18 00

Tacks, Brads, etc.

Leather Carpet, 35 per cent.
Cut, Carpet Blued, gimp, 60 per cent
" tinned, dis. 70 per cent.
Swedes' iron, blued or tinned, dis. 50 per cent.
Upholsterers' dis. 50 per cent
Copper Nails, dis. 62½ per cent.
" Tacks. 45 per cent.
Clout Nails. dis 60 to 67½ p.c.
Patent Brads, dis. 50 per cent.
Finishing Nails, dis. 45 per cent.
Trunk Nails, dis. 60 to 65 per cent.
Trunk Tacks, dis. 57½ per cent
Channel nails 5c. lb. off list
Trunk Tacks, tinned, 62½ p
Cigar Box Nails, dis. 45 per cent
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 per cent.

Tape Lines.

English, ass skin per doz. $2 75 $5
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 85 8 00

Thermometers.

Tin case & dairy, dis. 75 to 75 & 10 p.c

Thimbles.

Asbestos, filled, per doz., 35 to 40 p c

Ties.

Cow, per doz 1 25 2 5

Tinner's Tools.

P. S. & W., net list.
Canadian 15 to 35 per cent dis.

Tinware.

Stamped, dis. Assn list, 80 per cent.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, $2.60 to $5.00 per doz

Traps

Game, Newhouse, dis 33⅓ p.c. to 35 p.c.
Game, H & N., P. S. & W. 62 to 60.10
H & N and 70 to 70 and 5 p.c. steel.
Mouse, per doz 0 35 1 50
Rat " 1 40 6 00

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
D & S., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, Russian, per lb.....	0 00	0 21
Wrapp'g, mottl'd, pr. pack	0 50	0 60
" cotton, per lb..	0 17	0 18
Mattress, per lb	0 33	0 45
Staging "	0 27	0 35
Broom "	0 30	0 5[illegible]
Binding, Blueribbon	6½	0 7½
" Red cap	6½	0 6½
" Prison		0 0

Carload lots of binder twine shipped under above figures.

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb.... 0 12 0 1?
Pipe, each..... 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 mos or 3 per cent.

Well Wheels.

Amer., per doz. 8.10 & 12 in. 3 38 6 00

Wire.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. lb.
Copper Wire, 17½ p. c. dis.
Annealed, annealed and oiled, galvanized 20 per cent. dis.
[In lots of 1,000 lbs., annealed oiled and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. 100 lbs.
Bright, Coppered steel and spring 20 per cent f.o.b. Montreal, Toronto or Hamilton.
Broom Wire 5½ to 6c. per lb.
Clothes Line Wire, 19 gauge, per doz coils 3 95

Wire Fencing.

Galv. 2 barb, 2½ & 5 in. apart	... 2 87½
" 4 " 4 & 4 " "	
" Plain twist, all deld	... 2 87½
" Truss	... 4
"Lock Barb," 4 point	.. 2 87½
Ditto Glidden 2 point	... 2 87½
Galvanized Barb, "Lyman," 2 to 4 points	.. 4½
Steel staples	... 2 87½

Terms, 60 days or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

Wire Cloth

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq. ft 1 85 1

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Genuine, dis. 32½ to 35 p. c dis.
Diamond, dis. 33⅓, 35 p. c.

Tower's Engineer, each ..	2 00	3 0
" S., per doz.....	5 80	7 0
G. & K.'s Pipe "	....	6 00
Burrell's " each	....	3 40
Pocket, per doz.....	1 25	2 00

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Being the experience of the most prominent and successful merchants.
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GARDNER BROS. & CO.,

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Mill Sawfiles with two Round Edges for Band Saws.
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Chisel Pointed Sawfiles.
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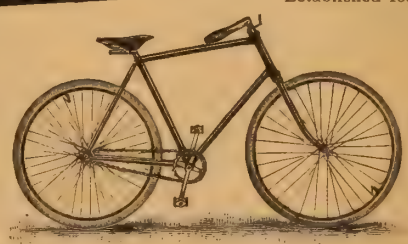
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THIS SPRINKLER is instantaneously changed from a Circular to an Arc Sprinkler by simply moving the small screw on the outside of disk to the opposite side of slot.

By moving screw back a circular spray is again obtained. The Arc is made as represented by cut, in brass, handsomely finished and nickel plated.

Made for ¾-inch hose attachment.

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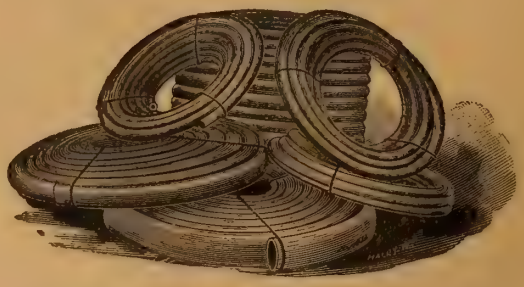
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AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, MAY 11, 1895. No. 19.

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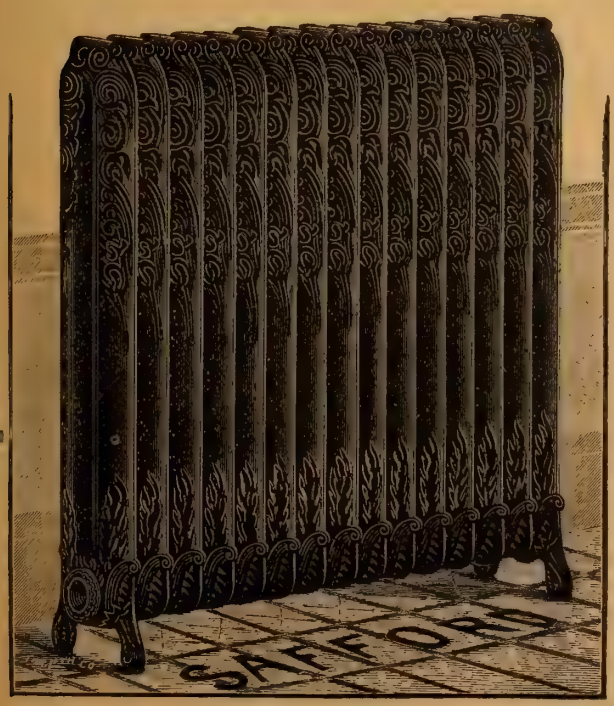
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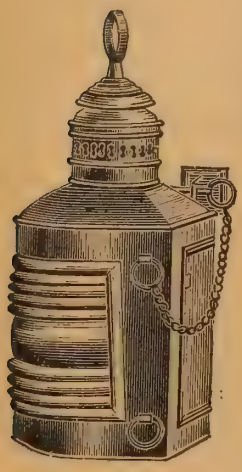
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ROPE
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LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE
OF ALL KINDS.

RICE LEWIS & SON, Ltd. - - Toronto.

Copper Tea Kettles

WITH BOOTH'S PATENT HANDLE



Heaviest, Strongest and Best Kettle Made

Write for Prices

THE BOOTH COPPER CO.

Coppersmiths and Metal Spinners

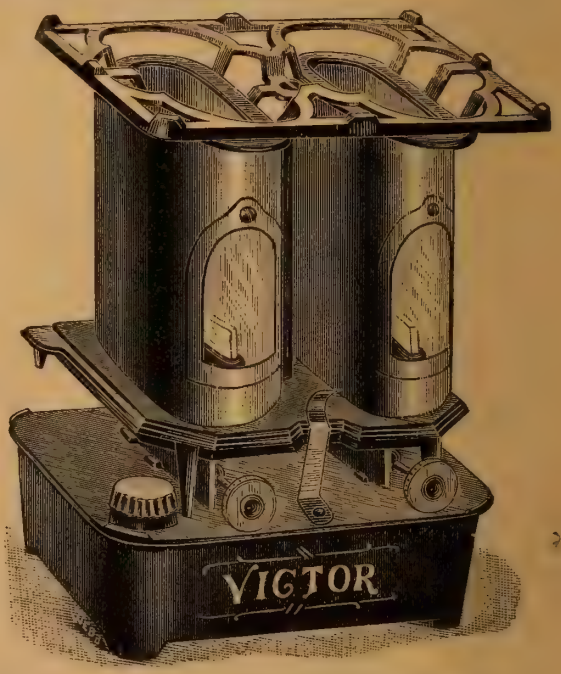
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Latest Improvements for 1895.

Victor
Iron Bottom.

Daisy
Tin Bottom.



One, two and three Burners, Ovens and Extension Tops.
Finish first-class. No smoke, no smell, but lots of heat.

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. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VII. TORONTO AND MONTREAL, MAY 11, 1895 No. 19

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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Canadian Government Offices, 17 Victoria St., London, S.W.
R. Hargreaves, Manager.
John Cameron, General Subscription Agent.

HARD ON CATALOGUE COMPILERS.

COMPILERS of hardware catalogues in Canada are, it seems to us, put to a good deal of unnecessary expense by reason of the tariff.

Owing to the multiplicity of lines carried by a large wholesale house, a catalogue, in order to be any way complete, usually contains a thousand or more pages, and on each page is, as a rule, one or more cuts.

For the compiler to pay the cost of getting up these cuts would be almost out of the question. In fact, there is no need for him to do so. Nearly everyone of the manufacturers whose goods he carries usually has cuts on hand, which he is willing to lend the wholesale house engaged in getting up the catalogue.

As far as this goes there is an inducement to get up catalogues.

But it is just here that the tariff stands in the way. Although these cuts are supposed to be returned, a duty of two cents per square inch, or fraction thereof, is imposed on old as well as new cuts, and most of them have been used before, some of them several times.

Where there are several thousand cuts, obviously this tax is burdensome, and, THE HARDWARE MERCHANT maintains, unnecessarily so.

These cuts, when brought in for catalogue purposes, are really raw material, and consequently, if they are to be taxed at all, it should be much more moderately than they now are.

WHOLESALERS SELLING RETAIL.

A leading retail hardware man in Montreal said THE HARDWARE MERCHANT would do a real service to the trade by recording the amount of retail selling done in Montreal by wholesalers. One house, he was glad to see, (that of Caverhill, Learmont & Co.), had posted up notices declining to continue the practice, and would for the future oppose it. Yet, he said, an old concern like Frothingham & Workman were not giving the retailers the support they should in this respect. It was most unfair to the regular retailer.

Another merchant confirmed this grievance, and said it had long been notorious that long-established houses were competing with their retail customers in this way. In the case of the Queen's Hotel, wholesalers had sold hardware supplies, actually filling an order for a quarter-dozen of some articles. This was not doing a wholesale business. If they would sell at a retail price it would not be so bad.

HARDWARE asked Frothingham & Workman if the charge was true, and the reply was: "No, we do not do a retail trade. We have not the facilities and do not wish to. Of course, if a customer comes in and wants a small quantity we could not refuse. It is very hard to draw a line in these cases, and say what are retail and what are wholesale purchases."

THAT DON LOT.

THE application of the Kemp Manufacturing Co., of Toronto, for a lot upon the Don improvement on which to erect a factory for the manufacture of enamelled ware, still hangs in the balance. The company ask for the use of the land for 25 years. During the first ten years they want it free, but they are willing to pay a nominal rental for the remaining 15 years. They ask for a lot on the Don improvement, as aforesaid, on the north side of Gerrard street, and extending from that thoroughfare to the south side of Spruce street, a distance of 350 feet, having a frontage on a street to run parallel with the railway tracks, with a depth of 200 feet. They promise to erect at once a brick factory 250 x 80 feet, to be added to as the business developes.

At a recent conference between the company and the city authorities the city solicitor stated that the land referred to was part of the old "Don channel," and the city had not a clear title to grant as regards it. The company expressed a willingness to accept what rights the city could grant. An argument then arose as to the terms. Finally the Council agreed to exempt the property from taxation for ten years. and to grant a lease of the lot for 25 years, the company to pay 90c. a foot rental for the first ten years and $1.50 a foot for the remaining fifteen.

The company have made no answer to this offer as yet, for they do not wish to pay any rental for the first ten years. Meantime they are considering, as they state, offers to establish themselves at other points outside the city.

THE QUESTION OF SEAL OIL.

It has been customary every spring for some speculation to take place in Montreal in new crop seal oil. This spring, however, there has been an entire absence of speculation, no important transactions having taken place. This may be attributed to the prospects of an ample yield of oil, for, as already noted in THE HARDWARE MERCHANT, the catch of seals this year has been an unusually good one.

So far the best offers in new crop seal oil have been on the basis of 36c. laid down in Montreal, but if any business has been done on this basis it has been kept quiet.

Advices received by Montteal firms this week state that there has been buying on British account at equivalent figures. If this is correct, no doubt Canadian buyers will also soon take a hand.

SHARP ADVANCE IN COKE.

Advices from American centres have been pointing higher on crude iron and steel for some time back, advances of 50 to 75c. per ton having already been referred to by THE HARDWARE MERCHANT.

Within the past eight days, however, as Mr. A. C. Leslie remarked to this paper on Monday last, the advance in Connelsville coke of over 15 per cent. is a still stronger reason why iron prices should appreciate.

Coke is the bottom rung of the ladder which leads to higher prices, and an advance of the extent above mentioned should have a visible effect on iron values.

BELTING MEN FIX PRICES.

THE leading manufacturers of leather belting met a few days ago in Montreal to endeavor to arrive at an understanding on prices. They have been working independently since 1887, when the last meeting was held. The firms represented were: H. Porter & Co., MacLaren Belting Co., Montreal; J. L. Goodhue & Co., Danville, Que.; Robin, Sadler & Haworth, Montreal and Toronto, and Beardmore Belting Co., Toronto. A new price list was agreed upon, which represent an advance of about 25 to 30 per cent. on those which have been ruling for some time, as follows:

Inch.	Per ft.	Inch.	Per ft.
1	$ 10	19	2 66
1¼	13	20	2 84
1½	17	21	3 02
1¾	20	22	3 20
2	23	23	3 37
2¼	26	24	3 54
2½	30	25	3 73
2¾	33	26	3 92
3	36	28	4 30
3½	43	30	4 64
4	50	32	5 00
4½	56	34	5 35
5	63	36	5 70
5½	70	38	6 05
6	76	40	6 40
6½	83	42	6 70
7	90	44	7 10
8	1 02	46	7 45
9	1 15	48	7 80
10	1 29	50	8 15
11	1 42	52	8 50
12	1 55	54	8 85
13	1 68	56	9 20
14	1 82	58	9 55
15	1 98	60	9 90
16	2 14	66	10 95
17	2 31	72	12 00
18	2 49		

The discounts are now 40, 45 and 55 per cent. off the list for "Extra," "Standard," and No. 1, in the order named.

For some time there has been a growing desire on the part of the belt manufacturers to sell through the trade instead of direct. "We would much rather do it," remarked a member of the association, with emphasis.

SHARP DECLINE IN TURPENTINE.

On Wednesday last marked weakness was exhibited by linseed oil and turpentine in Montreal. The continued easier advices from the South led a large holder of the latter to reduce his price, and since Wednesday orders have been freely accepted at a decline of 3c. per gallon on turpentine, several round lots changing hands at 47c.

The decline in linseed has not been so great, but prices are 1c. lower, sales having been made at 55c.

Receipts of new crop turpentine are coming to hand freely in Montreal this week, and no doubt this fact also had a good deal to do with prices being marked down.

ANOTHER DROP IN PETROLEUM.

The decline in the price of American petroleum at Montreal, noted by THE HARDWARE MERCHANT last week, has been supplemented by another drop of 1¼c., making a total decline of 2¾c. since Monday two weeks ago.

The continued easiness across the lines led to this result. The first drop in the price of American was not followed by holders of Canadian at Montreal last week, but the second decline compelled them also to lower their prices 1c. per gallon. Accordingly, car lots of Canadian are now selling 15¾c. and American 19¼c.

CULTIVATE AFFABILITY.

All the advantages do not accrue to the proprietor of the department store. This is evident in more than one respect. Take one example:

He has not the same advantage as has the ordinary retailer for cultivating the acquaintance of his customers.

First, his customers are of the transient order—here to day and somewhere else tomorrow. Then, out of the multitude that throng his store, to comparatively few has he the opportunity to extend a cordial greeting or give a warm shake of the hand, even if he so desired.

All this the retailer can do if he so will.

There is scarcely anything more necessary to successful trade than for a retailer to be on intimate terms with his customers.

The merchant who has a pleasant greeting for people—adults as well as children—when they enter his store, is sure to secure their good will. And if this affable manner is supplemented by honorable dealing and fair profits, their custom will follow.

Affability is one of the keys to success; cultivate its use.

A WARNING.

A WARNING to young men entering upon commercial or financial careers, and particularly to men occupying trusted positions, is the five-year sentence imposed upon Alexander Wilkie, the confidential accountant of W. D. Matthews & Co.

Entering the firm's employ as a boy, his ability for commercial pursuits developed as his years grew, and eventually he occupied the high and trusted position of cashier and general confidential man, with a big salary as his emolument.

Ample as was his salary for ordinary purposes, it was not large enough to support Wilkie in the pace he eventually developed. Then he began to draw upon the funds of his employers.

At first, doubtless, he contemplated nothing worse than to borrow the sum he appropriated. Then, to theft he added fraudulent entries. The extent of his defalcations is not known to the public, but they are estimated all the way from $40,000 to $90,000.

Wilkie's life is ruined, and the worst of it is that a wife and several children have got to share the disgrace that his own dishonesty has brought upon himself.

The downward career of Wilkie really dates from the time when he began to live above his means. Unfortunately there are too many who are doing the same thing. Some have resorted, and others are doubtless resorting now, to the fraudulent practices that have sent this unfortunate man to the penitentiary. Still others, while not going to the length of pilfering their employer's cash-box, are obtaining goods on credit which they will never pay for. A sojourn in a prison cell would not do this class of people any harm. On the contrary, it might have a salutary effect upon them and all who are inclined to follow in their footsteps.

When we cut our garments according to our cloth, we are not so likely to surreptitiously take from our neighbor's web.

CLAP-TRAP POLITICS.

COLONEL F. C. DENISON, M.P., has given notice of his motion in Parliament favoring the deepening of the St. Lawrence canals to 20 feet.

The project is out of the range of common sense. It would cost many millions, and the debt of Canada is already large enough. It would not be fair to the Maritime Provinces to saddle the country with the cost of a 20-foot channel. The 14-foot channel now being constructed will call before completion for another $6,000,000, and if Col. Denison wants to do something practical let him urge the hurrying on of the new Soulanges canal, the missing link in the chain. A 14-foot depth from Port Arthur to the Gulf will enable vessels doing a coasting trade to ascend to the head of inland navigation, and will afford all the facilities we need for the next twenty years.

Who are advising the member for West Toronto in this matter? He is a lawyer—of course!—and cannot be expected to gauge the merits of a commercial undertaking. Canals with a depth of twenty feet would be useless unless the St. Lawrence itself were deepened in some places between Montreal and Kingston, and the vessels of that draught could not enter one-quarter of the lake harbors. The scheme is supremely absurd. No important Board of Trade has endorsed it.

A necessary sequence of putting so many lawyers and so few business men in Parliament is, that to one grain of common sense legislation, you get a cartload of nonsensical propositions.

Mr. Haggart, who, with Mr. Wallace, are the only representative business men in the whole Dominion Cabinet, very quickly shut down the discussion on a similar proposition a couple of years ago by showing its absurdity.

NAIL AND WIRE MEN IN SESSION.

SPECIAL meetings of the Cut Nail, Wire, and Tack Associations were held in Toronto on Wednesday last. Those present attending the different meetings were: Messrs. P. Howland, of the Graham Nail Works, Toronto; W. McMaster, Rolling Mills Co., Montreal; Cyrus A. Birge, Canada Screw Co., Hamilton; J. Peck, of Peck, Benny & Co., Montreal; — Doolittle, of the Ontario Rolling Mills, Hamilton; J. A. Whitten, of the Ontario Tack Co., Hamilton; G. A. McAgy, of the Pillow Hersey Co., Montreal; F. Fearman, Dominion Wire Co., Montreal; W. Abbott, of Abbott & Co., Montreal.

The most important meeting was that of the Cut Nail Association. Its object was to consider a request of wholesale men in London to make that city a stock point on cut nails The request was refused.

The rule of the associations is to make those places stock points for those articles which are already manufactured there. For instance, London began the manufacture of wire nails about the first of the year, and since then it has been made a stock point by the association for wire nails. Toronto and Hamilton are stock points on all lines governed by the different associations.

In regard to tacks, the only thing done was the putting of a new rivet on the market for the shoes. Nothing was done in regard to wire.

NINE MONTHS' TRADE.

In the House of Commons, on Monday, Hon. Mr. Wallace, in answer to Mr. Davies, said the total value of goods imported for the nine months ended March 31, 1894, was $94,341,482. The total value entered for consumption in the same period was $86,370,739, and the amount of duty collected was $15,303,862. The total value of imports for the nine months ended March 31, 1895, was $80,987,079; the total entered for consumption was $78,126,603, and the amount of duty collected $13,278,856.

THE TIN SITUATION.

During the month past, the arrivals of tin were 1,940 tons. The deliveries into consumption are estimated at 1,500 tons. The stock on hand May 1 is 3,100 tons, three-quarters of it is probably held by two strong houses. The floating stock is consequently small and 14.20 was paid for spot deliveries. The new shipments from the Straits for the month aggregated 4,000 tons, bringing the quantity for the first four months up to about the rate of last year. The large stock in London continues, therefore, as a standing menance to prices and to carry it a premium of 10 shillings a ton is being paid, the quotation coming £64 for spot and £64 10s for futures. A great deal depends upon the course silver will take. At the moment it is steady at 30¼d. Can it be held there? Industrially the demand for tin is very slow. The tin plate and canning trades are exceedingly depressed, and the consumption of solder for these purposes is correspondingly affected.

The market starts to-day with a total visible supply of tin of 23,878 tons, an increase of 800 tons since a month ago, bringing it up to very near the highest in recent years.—Daily Metal Market Report, May 1.

LOOKS LIKE REVIVAL.

The April Customs returns at Montreal show some marked increases in imported free raw materials for manufacturing purposes compared with those for April last year. Allowing for possible increase in values, and the limited period covered by the returns, there still remains substantial basis for the belief that we are on the eve of a brisker season in several of the most important industries in Canada. The figures show:

IMPORTS DURING APRIL.

	1895.	1894.
Raw cotton	$ 67,884	$ 14,227
Crude rubber	78,813	30,912
Hides	25,241	16,522
Jute	23,110	12,072
Raw silk	20,441	15,203
Sisal and hemp	32,984	3,118
Raw sugar	670,784	235,895
Wool	33,568	24,717

It is improbable that these all-round increases only mean accumulations of raw material. They likely mean increased output of made goods, and indicate hope of larger home demand.

THAT ESPLANADE SITE.

The Property Committee of the Toronto City Council now offer to lease the Cobban Manufacturing Co. 246 feet frontage of Block C. on the Esplanade at $4.50 per foot per annum. The company is not willing to pay more than $3.50.

AN INTERESTING TABLE.

Notwithstanding the favorable appearance of the growing crop of wheat, that cereal has had a steady advance for some time, and farmers are now receiving a higher price than for some years. It might be interesting to know that at the Tilsonburg mills the following prices were paid on this date for the past nine years:

1895	70	to	75
1894	54	to	56
1893	62	to	65
1892	80	to	83
1891	$1 00	to	$1 03
1890	90	to	95
1889	90	to	93
1888	80	to	85
1887	80	to	85
1886	75	to	82

—Advertiser, London, Tuesday.

MONEY AND STOCKS.

THE steadiness I noticed last week in bank stocks on the Toronto Exchange has been maintained with an upward tendency. Commerce is in the van in this movement, there seemingly being a demand for it for investment.

* * *

Fire insurance stocks are not quite so strong as they were. They did advance 1 to 1¼ per cent., but there has been a change in the opposite direction since then.

* * *

The feature of the market appears to be Commercial Cable. It is still gathering strength. There have been buyers at 147 but the last quotable price is ¼ above that figure. There are a few sellers, but everybody nearly seems to expect the stock to develop increased strength.

* * *

C. P. R. stock is advancing rapidly. This is induced by the gains the road has made in exchanging land in outlying districts adjacent to it; also to increased earnings and the purchasing of stock by foreigners.

* * *

The money market remains quiet, but rates are a little stiffer at 4½ to 5 per cent. for call loans. Commercial paper is quoted at 6 to 6½ per cent.

* * *

Bankers in the United States have been holding back funds in anticipation of getting better rates in connection with May 1 interest payments But the desideratum was not forthcoming; and last week, instead of being firmer, rates were easier.

ARGUROS.

MODERN DEFINITIONS.

Manufacturer—A man whose control of his business is limited to paying bills.

Boycott—A benevolent institution imported from Ireland.

Labor Agitator—A toiling workman who labors sixteen hours a day with his chin.

Capitalist—A villain who has accumulated something by his own industry.

Strike—An improved gun that wounds ten at the breach as often as one at the muzzle.

Knight—A brave fellow, who, by his secret oath, has parted with his personal liberty.

Eight-hour Movement — A charitable scheme for the benefit of saloons.

District Secretary—A sovereign ruler who "orders out" those who like to work.

Laborer—A suffering martyr from the tyranny of—strikers.

Striker—A man having a "good time"—with a headache and empty pockets the next morning.—Life.

DROPS FROM THE EDITOR'S PEN.

Every clerk needs recreation, but recreation does not mean wasting time.

* * *

A merchant who has capital behind him has usually good prospects before him.

* * *

Cash leads to gold; credit to dust and ashes, commercially speaking.

* * *

Business must be won by diplomacy. The merchant should therefore be a diplomat.

* * *

Sour clerks should follow sour apples—to the cider mill. They do not "take" well in the store.

* * *

The merchant who biteth off his customers' heads eventually becometh choked by the practice.

* * *

When merchants lapse into poetry, suspicious is one that the prose of business gets scant attention.

* * *

Because oil is down it does not follow that it has in its decline lubricated a way for other staples to drop.

* * *

"New Ideas in Waists." It is safe venturing that the old-fashioned waists are good enough for most hardware clerks.

* * *

Merchants and clerks who are being "worked to death," have consolation in knowing that they have not time to get miserable.

* * *

Petroleum is now declared to be a cure for diphtheria. A few weeks ago the speculative poor were dreaming that it was going to cure their poverty.

* * *

This is probably about how future dictionaries will describe the noun Patron:

Patron: One who proposes to revolutionize politics and commerce; a man who sinks principle to court favor and emoluments from the majority; an egotist; an uncouguid.

* * *

The trade conditions are rather hard on the pessimists these days. They can now soliloquise upon their own misfortune instead of that of the country.

* * *

The price of wheat is still the barometer to which we turn when looking for indications regarding trade prospects. The reading at the moment augurs well.

* * *

If the late president of the Grand Trunk Railway Co. is able to make people believe that the unsatisfactory state of the company's affairs is not the fruit of his regime, he must be possessed of great hypnotic powers, which it is unfortunate he did not develop before along the line of profit creating.

* * *

A good many people are laughing at the impracticability of a railway to Hudson's Bay. It may be impracticable, but it is dangerous to be too positive about the matter. It may be that he who laughs last laughs best.

* * *

When lawyer members of Parliament undertake to dig canals with orations it is usually the impracticability of their schemes that is exposed and not the bottoms of the canals which they propose to excavate. Shoemaker, stick to your last.

* * *

An advertisement does something more than proclaim the wares the advertiser has for sale. It tells what manner of merchant he is: whether live or dead; dull or bright, passive or pushing. Advertisers should govern themselves accordingly.

* * *

St. Louis has a merchant who, although he has been in business over 50 years and did a cash trade and never used tobacco, is no better off than the day he started. Herald it in Gath: He never advertised. He is now being advertised as a horrible example.

* * *

It was stated before a committee of the British House of Commons the other day that the shop hours in the suburbs of Birmingham averaged 90 per week or 15 per day. There are apparently some stores in Toronto that are not much, if any, behind in this respect.

HALF AND HALF SOLDER.

A correspondent of The American Artisan writes: I am an old-fashioned dealer who believes that commercial honesty cannot err on the point of strictness. I know my views are those of an old-fogy and out of date. In old readers many years ago there used to be a story about the man who had razors at eighteen pence that were made not to shave but to sell. To-day we see too many hatchets made not to cut with but to sell; too many ternes made not to last but to sell; too much solder not made to solder with but to sell. I am glad there is an agitation against a far too prevalent practice of selling three or four grades of half and half solder. This action on the part of manufacturers is due to the demand of the trade for inferior goods with false labels. The uninitiated cannot distinguish between the makes of different grades of half and half solder and are apt to be taken in by some tricky dealer whose virtual accomplice is found in the big metal merchant who sends out all kinds of half and half solder. Let us cry a halt to this kind of thing.

MEN OF GENIUS AND MEN OF MONEY.

That is, one class of men, the thinkers, the men of science, the inventors; and another class, those whom God has endowed with a genius for saving, for getting rich, for bringing wealth together, for accumulating and concentrating money, men against whom it is now fashionable to declaim, and against whom legislation is sometimes directed. And yet, is there any benefactor of humanity who is to be envied in his achievements and in the memory and the monuments he has left behind him, more than Ezra Cornell? Or, to take another example that is here before our eyes, more than Henry W. Sage? These are men who knew how to get rich, because they had been endowed with that faculty, and when they had got rich they knew how to give it for great public enterprises, for uses that will remain living, immortal, as long as man remains upon the earth. The men of genius and the men of money, those who prepare new agencies of life, and those who accumulate and save the money for great enterprises and great public works, these are the peculiar and the inestimable leaders of the world, as the twentieth century is opening upon us.—Charles A. Dana.

CLEARING OUT SALES.

"Why under the sun don't you fellows have regular clearing out sales without being forced into it?" asks The Michigan Tradesman. "There isn't one of you that hasn't truck in your store you would give away just to get rid of it. Think of the dry goods, the clothing, the millinery, the boots and shoes, the hardware, the everything that is tucked away out of sight and covered with dust. Then think how these cast-offs could be made into auctioneer stock and sold at a profit—think of that! Any quantity of people buy these things—a good many because they buy them for nothing, and a good many more because 'it's such a bargain, you know!' Here, these ways and means are right in your hands, and, instead of making use of them, you prefer playing the baby act and howling because the peddler comes in and does what you are too lazy or too short-sighted to do. Q. E. D. Now, then, stop finding fault. Check the peddler's game if you can; if you can't, grin and bear it. But don't let the public know that that measly peddler came in and scooped the town—you along with it—and that you didn't know enough to stop him!"

Mr. L. J. Forget, the vice-president of the Montreal Stock Exchange, was unanimously elected president in place of Mr. H. S. Macdougall, who retired owing to poor health. Mr. George W. Hamilton was elected vice-president, and Mr. W. R. Miller, of R. Moat & Co., was made secretary-treasurer. The executive committee includes, besides the newly-elected officers, Messrs. J. R. Meeker and H. Gordon Strathy, who were re-elected.

HAMILTON TRADE GOSSIP.

LIKE most places, Hamilton has had a quiet winter, commercially speaking. But healthy and vigorous is the "Ambitious City," and with the birth of spring have come signs of returning activity. This is evident in factory and store and on the street.

The new bridge company is expected to be in full running order in a few days. I understand its full complement of employes will be about 200.

The hardware stock of Bowman & Moore is being gradually disposed of by Bertram & Moore, the purchasers, who will continue the business.

The works of the B. Greening Wire Co. are well employed, and the line upon which they appear to be exceptionally busy just now is the new cow tie which the firm is introducing.

Wood, Vallance & Co. are preparing a new catalogue. Mr. Moore is compiling it. He has already been engaged five months on the task, and one of the departmental heads jocularly told me that he was "ruining the firm with the cost of electros."

Trade in spring hardware and paints and oils appears to have been unusually good lately, but general hardware is quiet. "The goods wanted are mostly for repairs, I think," remarked one hardware man, "but there are some small buildings going up, and, on the whole, building prospects are improving."

Wheat is quite buoyant here just now. On Tuesday it jumped 5c. per bushel to 80c., and merchants and manufacturers see in this a good augury of still further improvement in business. Six weeks ago 60c. per bushel was the ruling figure for wheat. The higher prices, however, do not appear to have induced farmers' deliveries materially.

The Ontario Tack Co. has had a nice steady trade this spring. "We cannot," said one of the managers to me, "fairly make a comparison between this and last spring's trade. You see, last spring everybody was hanging back awaiting the promised revision of the tariff. This spring there was no tariff revision to disturb trade, and consequently business is steadier and better."

"Trade is improving," confidently remarked Mr. Hope, of A. Hope & Co., "and a healthier tone prevails. Prices are stiffening too. To-day's cables announce higher prices in tin, copper and iron pipe. In the past, metals have usually been the first to feel the better times, but now they appear to be about the last. There was a fair movement last month in foundry pig and American production, and it has continued fair so far this month. Southern iron has advanced as much as $1 per ton, and Northern irons are stiffening very much."

The work of tunnelling for the southwestern entrance of the T., H. & B. railway into the city began a few days ago In order to get into the city the railway will be compelled to not only do considerable tunnelling, but to pass through where a number of houses are standing. This will lead to the tearing down of at least one-and-a-half miles of buildings, all of which Hamilton's hardware merchants look upon as being good for trade. A good deal of property is also likely to be torn down in order to make a roadway for the proposed Radial railway.

The Gurney Scale Co. have not had much cause to complain about business lately. The Ogilvie Milling Co., as most people know, are erecting ten new elevators in different parts of Manitoba, but it is not so generally known that the Gurney Scale Co. have secured the contract for supplying these elevators with the scales that are the necessary part of such establishments. There are to be three scales in each elevator, so that thirty scales in all will be wanted. It will be gratifying to Canadians to know that the contract was secured by the Hamilton firm in spite of keen competition from the United States. One firm had two men in Winnipeg trying to secure this substantial order. The company last week finished putting in a twenty-ton scale at the new Union Station, Toronto, and a fifty-ton scale for the Royal Electric Light Co., of Montreal. A peculiarity about this latter scale is that the beam is carried twenty-three feet away from the scale.

"Hamilton is the cheapest place in Canada for hardware," remarked the chief of a large retail hardware store. "You understand, I have reference to the retail trade. A friend of mine left here recently to take a position in a retail house in Toronto, and he writes me that he is sometimes almost ashamed to ask the prices at which the goods are marked, they being so much higher than what he was accustomed to in Hamilton. The cutting here is something terrible." W. L. E.



DO NOT DELAY

Buying THE SHERWIN-WILLIAMS COLORS.
They are the highest quality. Do not accept any other brand as being "just as good." There is ONE First Quality brand and it is made by

THE SHERWIN-WILLIAMS CO.
Cleveland, Chicago, New York.

Sole Agents for Canada
Walter H. Cottingham & Co. Finest Paints and Varnishes Montreal.

LARGE SALES OF CEMENT.

Western buyers have been large operators in the Montreal cement market this week. Among some of the larger contracts put through was one for 5,000 barrels English, at $1.95, ex ship Montreal, by Wm. McNally & Co., to be forwarded as wanted.

TRADE CHAT.

THE assessment of Belleville is $4,083,600. The population has increased to 10,318.

Morden, Man., has been incorporated as a town

The London Mechanics' Institute has been sold for $19,500.

The T. H. & B. Railway will be opened for regular service next week.

Hartland McDougall, chairman of the Montreal stock exchange, has resigned on account of ill-health.

Mr. L. J. Seargeant, general manager Grand Trunk railway, has been in New York for the past few days.

The projectors of the Montreal World's Fair have applied for incorporation as "The Canadian International Exposition."

This week the merchants of Clarksburg and Thornbury began the early closing movement, to continue during the summer months.

The recent development of Italy's commercial relations with Canada has caused the Government to decide to found a consulate in Montreal.

The final survey of the Tilsonburg and Port Burwell Railroad is being pushed rapidly forward, and building operations will commence shortly.

A London firm, which has manufactured eight to eleven cables linking the United States with England, makes 55 miles of cable each 24 hours.

The statement comes from St. John's, Nfld., that Canada has refused to assume the civic debt of that city as one of the terms of confederation.

The Messrs. Connolly have the contract for the completion of the Baie des Chaleurs track to Pasbebiac, and the arrangements are almost completed for the start.

N. Mills, of Tilbury, has applied to the Ontario Government for letters patent for the Peninsula Oil & Gas Co., of Tilbury, with a capital stock of $20,000.

A small fire in the furnace room of Fred. T. Trebilcock's smelting works, London, Ont., caused a slight panic in the building about 10 o'clock on Monday. Damage slight.

Knives and razors found on Edward Meyers, arrested on Saturday night at Detroit, were identified by a merchant from Essex, Ont., whose store was broken into a week ago.

From Hon. Mr. Foster's refusal to say what he would do regarding the Hudson Bay railway Friday night in the House it is thought no legislation will be introduced this session.

The Customs returns for the port of London for April, 1895, were: Imports, $211,272; amount of duty, $43,036.12; exports, $1,077.83. For April, 1894, they were: Imports, $202,979; duty, $34,383.98; exports, $9,284.62.

The steamer Orillia will be cut in two and 35 feet added to her length and one foot in width, making her 125 feet long and 19 ft. beam. A new compounding boiler will be put in.

E. J. Richardson, blacksmith, of Thamesville, was fined $50 and costs by Squire Forhan on Tuesday for purchasing liquor for an Indian named Moses Stonefish, of Moraviantown.

Mr. Andrew B. Agar, late of Christie & Agar, Owen Sound, Ont, has decided that Lion's Head presents a splendid opening for a hardware business, and has gone there with an extensive stock.

The Lindsay branch of the Rathbun Company, handed over to the Grand Trunk railway company during the month of April on the Midland and Northern divisions 590 carloads of ties, posts and timber.

The stock of McDonald & Co., Ripley, was offered for sale Wednesday by Auctioneer Jones, and withdrawn at 47 cents. It was afterwards sold privately to Mr. Henry Macklin. The stock amounted to $4,600.

J. R. Jackson, Guelph, Ont., opened his new stove, tinware and house furnishing depot in the Coffee block on Monday. A new merchant in a new store with a new business and a new stock is a combination that should succeed.

The George N. Oil e machine shop and foundry, St. Catharines, owned by Hogan Legatt, of Montreal, and operated by Wright & Cunningham, was destroyed by fire at an early hour Sunday morning. Loss, $10,000; insurance, $4,000.

Morton & Chrisler, hardware merchants, Windsor, suffered a heavy loss the other night through the bursting of a water pipe. Scores of stoves and stacks of heavy hardware are rusted up, and it is calculated that the loss will be at least $3,000.

The Geo. Matthews Co., Ltd., are this week building a new power house at their works on George street. This new addition will contain a new 80 horse power boiler, manufactured specially for them by the Wm. Hamilton Manufacturing Co.

Some genius has evolved this brainy code of signals for bicyclists: One ring, stand still; two rings, dodge to the right; three rings, dive to the left; four rings, jump straight up and I'll run under you; five rings, turn a back somersault and land behind me.

The business man who never reads or has no use for a trade journal is now scheduled as belonging to one of two classes: Either he is of the self-sufficient class who have nothing more to learn in this world, or of that class who, like Topsy, have "just growed up" in business because they could not help it, and who expect to learn only through the hard knocks of personal experience.

The Pedlar Metal Roofing Co. have commenced the building of a large addition to their works at Oshawa, which will run the length of the main factories. The Pedlar Co. are building up a large industry, as their goods almost sell themselves.

The Stacey Hardware Manufacturing Co., of St. Thomas, will present a handsome silver medal to the bicycle club of that town for competition at the big meet on May 24th. The medal is of very handsome design, with raised bordering and two bicycles in gold. There are two bars for the inscription.

The Montreal Roofing Company has been incorporated, with a capital stock of $150,000. The applicants are: Enoch James, contractor; Edouard Bernier, metal worker; Frederick Francis Powell, roofer; Joseph Gustave Duquette, roofer; Thomas Henry Love, merchant, and Samuel Burns, accountant, all of Montreal.

Two commercial travelers, Norman A. Howie and A. H. Marsh, Toronto, have obtained a verdict for $150 and $75 respectively against Police Constables Whiteside and McCarron. The plaintiffs were arrested by the defendants on the night of November 22nd last for alleged disorderly conduct at Queen and Bathurst streets.

The death is announced of Mr. E. W. H. Van Allen, for some time manager of the Messey-Harris Company's works in Brantford, who for the past eighteen months has been compelled to cease all work on account of failing health. Deceased was 37 years of age, and leaves a wife and two children. He was a native of Chatham.

The North Sydney Herald learns that A. G. Hamilton, John Greener and others have bonded to an American syndicate, which obtained its charter at the last session of the Provincial Legislature, the coal areas owned by them and located west and adjoining the property of the General Mining Association at Sydney Mines, and in close proximity to North Sydney. It is the intention of the company to begin operations at once and be ready for shipping before the end of the year.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal. Mercer Street, Toronto.

Spray Pumps *Garden Syringes*
Garden and Border Shears
Rakes, Hoes, Spades, Shovels
Spading and Manure Forks, etc., etc.
SHEEP SHEARS

H. S. HOWLAND, SONS & CO.
Wholesale Hardware Merchants, . . . TORONTO

The "Graham" Cut and Wire Nails are the Best.

WINDOW DRESSING DEPARTMENT

ONE of the most important subjects presented to every retailer for consideration and reflection, says an exchange, is that of display as a trade-maker, a business-bringer and a store-filler. This subject is continually being presented, more forcibly at some times than others. Display is ever proving its effectiveness. It is just as surely demonstrating its superiority over many apparently more favored methods. At the same time, the majority of merchants appear almost to ignore it.

* * *

A POINTER ON TICKETS.

When the store is large and covers much floor space, we would suggest that the location of the department selling the goods that are described by the ticket be mentioned. It would save many inquiries of the usher, and at once put the department in touch with anyone who had any intention of giving the goods a further examination, as the sign points out the way to the stock. These little things are all valuable in their way and exert a much larger influence on the trade at large than is usually supposed.

* * *

PREPARING A DISPLAY WINDOW.

The first step toward making an attractive and effective display window, remarks an exchange, is to see that the glass is thoroughly clean and bright. No matter how temptingly stock may be displayed or however superior it may be, if the glass through which it is to be seen is dull or muddy, much of the desired effect is spoiled. Whatever may be the methods adopted to clean windows, it will be necessary to give them a thorough washing periodically. In washing a window certain points should be observed, which will not only facilitate the process, but also greatly simplify it. The window should first be thoroughly dusted and the woodwork cleaned. Water should never touch a window while the sun shines directly on it. Neither ought cold water or soap to be used. Warm water in which a small quantity of ammonia has been poured will be found best, and, when dried with a rubber or soft cloth and afterwards polished with a piece of soft, dry chamois, it will shine and sparkle like a diamond. Overcrowding is one of the worst things to do in arranging the stock in a display window. A few superior articles, artistically arranged to catch the eye, will not only make an effective impression with regard to the line of goods represented, but also with regard to the goods generally carried by the establishment.

CLEANING NICKEL PLATE.

Articles of nickel or nickel plate may be cleaned by laying them for a few seconds in a mixture of one part sulphuric acid and fifty parts alcohol, washing with water, rinsing with alcohol, and rubbing dry with a linen rag. This process cleans perfectly, according to the correspondent who suggests it, and should be especially useful on plated articles, on which the usual cleaning materials act very destructively, cutting through the plating and causing it to flake off. The yellowest and brownest nickeled articles are restored to pristine brightness by leaving them in the acid solution for a quarter of a minute. Five seconds are usually sufficient.

Pearcy's Pure Prepared Paints

SANDERSON PEARCY & CO.

61, 63, and 65 Adelaide St. West TORONTO

OUR RAILWAYS AND CANALS.

ACCORDING to the report of the Minister of Railways and Canals, which was on Friday last made public, the number of miles of completed railway in Canada at the end of the last fiscal year was 15,768, an increase of 448 miles, besides 2,017 miles of sidings. Of these 15,368 miles are laid with steel rails, and 15,627 are in operation. The paid up capital amounted to $887,975,020, an increase of $15,818,545. The gross earnings amounted to $49,552,528, and the working expenses aggregated $35,218,433, leaving as the net earnings for the year $14,334,095. There was a reduction of $2,489,869 in the gross earnings as compared with the former year, and a decrease of $1,397,600 in the working expenses, making a net decrease for the year in the net earnings of the railways of $1,092,269. The passenger traffic showed an improvement. The railways carried 14,462,498 passengers, 844,471 more than the previous year, but the freight traffic fell off to the extent of 1,282,483 tons, the quantity carried being 20,721,116 tons The total number of miles travelled by trains was 43,770,029, a reduction of 615,924 as compared with 1893. Twelve passengers were accidentally killed. Canada has now spent on railways the sum of $136,463,776 before and since Confederation. Of that sum $97,075,338 has been expended by the Government in the construction of railways and the balance in subsidies.

The Intercolonial again shows a surplus. Its earnings for the year amounted to $2,987,510, whereas the working expenses were $2,981,671, leaving a surplus of $5,838. During the fiscal year there has been an addition of $437,515 to the capital account expenditure, making the total outlay chargeable to capital for the whole road $54,680,904. The capital expenditure during the year included $30,821 for the extension along the city front of St. John. which is now completed ; $11,251 for fitting the automatic air-brake to freight cars ; $33,349 for the St. Charles branch in settlement of claims ; $22,244 for the purchase of locomotives ; $63,462 for the train-ferry between Cape Breton and the mainland ; $112,382 for the Oxford and New Glasgow railway ; and $158,770 for the Cape Breton railway. These last two items were in settlement of land claims and of balance due to contractors for contruction. The expenditure was less than that of the previous year by $63,645. The receipts showed a shrinkage of $77,988, of which $43.997 was on passenger traffic and $34,697 on freight. It cost $2,610 per mile of railway for expenses, as against $2,666 the previous year. Although there is a surplus on the year's operations, the whole road and rolling stock have been efficiently maintained.

During the year the receipts of the canals were $385,539, an increase of $28,449. The expenditure on staff and maintenance, repairs and renewals amounted to $663,539, making an outlay of $258,000 in excess of receipts. The Welland canal contributes more than half the revenue.

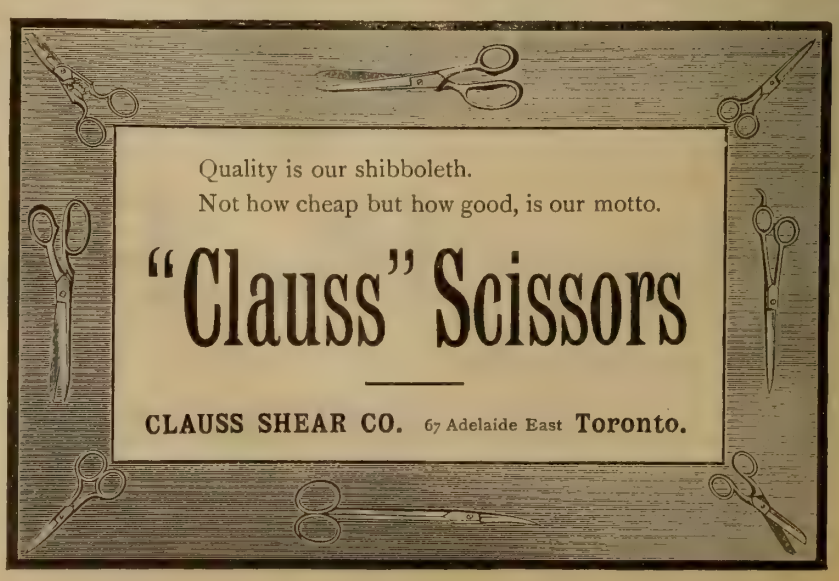
NEW SOURCE OF GOLD SUPPLY.

IT is of interest to note a recent improvement in the chemical treatment of gold ores, by which the production of gold has already been considerably increased, and which, eventually, must largely augment the yearly output, remarks New York Journal of Commerce. This treatment is what is known as the cyanide process. The short inaugural period of its existence debar the possibility of complete statistics ; but an example may be cited which will show the proportion of gold extracted which heretofore has remained unrecovered. From reports of mining companies in the Rand district it is seen that during the past four years the gold output has shown a very marked and steady increase. In 1890 the total product for the year was 494,870 ounces, while in 1894 it reached over 2,000,000 ounces. It is calculated that the product of the present year will approximate 3,000,000 ounces. The reports give the number of ounces obtained by the milling and cyanide processes. It is not uncommon to find that from a third to a half of the gold produced has been chemically extracted. One mine, of a total of 4,138 ounces, reports 1,852 ounces obtained by the cyanide process. Another, for the month, 1,925 tons ore, yielding 675 ounces gold ; cyanide works, 1,260 tons ore, yielding 788 ounces. Many other companies show similar results. The gold extracted by chemical treatment is nearly all clear gain, since the greater part is obtained from tailings and represents gold actually recovered and which would have been entirely lost in the milling process.

In a few years we may find that the quantity of gold extracted by the cyanide process or other chemical taeatments has risen to large proportions. The process, as can be inferred from the above, is adapted to poor ores. The very wide distribution of such ores, together with its application to the tailings of stamping mills and mattes all over the world, heretofore not available for remunerative treatment, will open a field of production which must very materially increase the supply of gold.

MACHINE-ROLLED CHAINS.

A recent invention in Germany of rolls for making chains seems destined to revolutionize the whole trade of iron and steel chain making, says an exchange. It does away with the welded joint and secures uniformity, rapidity, and increased strength in construction. It was brought to the attention of the American Consul at Chemnitz during an investigation of tin rolling. The new machine resembles somewhat the machine or roll that sinks impressions in hot or steamed woods, that is, its mode of working is similar. There is, first of all, the roll and, second, a peculiarly formed bar of iron. The rolls are four in number, and are so situated and arranged that they work simultaneously on the curiously formed iron bar, cutting it into links. The curves are the most highly tempered, that is, hardened, steel dies or cutters. The gears fit into each other and operate simultaneous'y on the four flanges of the iron bar. At a point just back of the cross the projecting cutters of the gears almost meet. Through this point passes the iron or steel bar at white heat. The gear revolves rapidly, turning out three to four yards of chain per second. By means of tongs and cutters and molds, the links are held together by very thin bits of iron which are easily cut. After some little labor in cleaning the links, the chain is run into a furnace, heated red, and then run through rolls to give its links the proper shape. It is claimed that this machine-made chain is better than the hand welded and that it does not require wrought or welding iron, but that it gives better results with fused irons and steel.



Wire Cloth

FANNING MILL AND
THRESHING MACHINE CLOTH,
ETC., ETC.

Write for Catalogue and Price List.

Green Painted Screen Cloth
Special Lath Cloth
Hardware Grade Cloth
Milk Strainer Cloth
Sand Screen Cloth
Honey Extracter Cloth

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

Eastern Depot: 422 St. Paul St., Montreal. J. H. Hanson, Agent.

INCORPORATED.

Under date of May 3, letters patent have been issued at Ottawa incorporating Samuel Rogers, Toronto; W. D. Morris, Ottawa; J. P. Rogers, Toronto; A. S. Rogers, Toronto, and Mary Ann Morris, Ottawa, for the following purposes, viz: To buy, manufacture, sell and deal in mineral, vegetable and animal oils, and their compounds and products, railway and mill supplies, and all other supplies usually sold in connection with such business, by the name of "The Rogers and Morris Company" (Limited), with a total capital stock of $70,000, divided into 700 shares of $100.

ELECTRIC FUSION OF METALS.

A Swiss paper states that Mr. Nicolai Slavianoff, a Russian engineer, has devised a method of welding metals similar to that of Benardos, and which can with advantage be substituted for the latter when repairs to pieces of metal are necessary. According to Mr. Lohmann, of the firm of Messrs. Pintsch, Berlin, the working of the system is as follows: The object to be dealt with is connected to one of the poles of the source of electricity, and the metal bar to be used in effecting the repairs is connected to the other pole. The two electrodes are approached so as to cause an arc to occur. The metal bar soon begins to melt, and the liquid metal is allowed to fall upon the parts to be repaired. The electrodes are, o course, gradually moved towards each other as the bar is fused so as to obtain an uninterrupted arc.

TO REPAIR "BIKES."

The Bicycle Accident Repair Company of Canada, (Ltd.), are applying for incorporation with a capital stock of $10,000, to buy, sell, trade, manufacture, store and repair bicycles or any parts thereof, and to guarantee the owners of bicycles against the destruction or injury of the same by accident. The chief place of business is to be Toronto, but the privilege of operating throughout the Dominion is also sought. The applicants for incorporarion are: Hon. John Beverley Robinson, Edwin Crickmore, Frederick Montague Delafosse, Laurance Hill Grahame, all of Toronto; and Sir Melville Parker, of Cooksville, Ont.

GLASS THAT EXCLUDES HEAT.

The announcement made of a German method of producing glass which will transmit light freely, but not heat, has been supplemented by some details as to the process of manufacture, says an exchange. A plate of this material 4-10 of an inch thick, containing 28 per cent. of iron in the form described as ferrous chloride, allowed only 4.06 per cent. of radiant heat to pass through it, while another plate of equal thickness, and containing quite as much ore in the form of ferric chloride, permitted 11.2 per cent. to pass. The chemical distinction is very small, but the effect is said to be marked. A thinner slab of this glass permitted less than 1 per cent. of the heat of gas flames to pass, although transmitting 12 per cent. of the heat from the ordinary sunlight. Ordinary window glass, on the other hand, lets some 86 per cent. of the heat through.

NO BILL AGAINST T. A. WELDON.

The Grand Jury at the York Assizes has reported no bill in the case of The Queen vs. Thomas A. Weldon. The information was originally laid against E. B. Eddy by one Allan Austin, traveler, Toronto, who charged Mr. Eddy with unlawfully offering for sale "a certain fibre-ware washbasin as a patented article, the same not being patented in Canada, with intent to deceive the public." The charge against Mr. Eddy was dismissed, but later a similar information was made out against Mr. Weldon, Toronto manager for the E. B. Eddy Co. At the special request of the Eddy Co, who wanted the point of law decided, Mr. Weldon was sent for trial by the Police Magistrate. The finding of the Grand Jury settles the matter.

The Samson Spring Hinge



Has been tested for several years by actual use, and proved to be satisfactory in every respect. Size, 3 x 3 inches. Hold back pattern.

Sold by all the wholesale trade.

Manufactured by . . .

A. R. WOODYATT & CO. GUELPH, Canada

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

PLUMBERS ORGANIZING THROUGHOUT CANADA.

THE work of organization among the master plumbers goes bravely on throughout the length and breadth of the Dominion. A brief recapitulation of the young but growing movement may not seem amiss. The idea originated in the mind of W. J. Burroughes; a past president of the Toronto Master Plumbers' Association, who after some consideration propounded the scheme to his associates. He proposed to endeavor to prevail upon the plumbers of the various Canadian towns to form local associations, and later to affiliate these into a national organization. The plan found favor in the eyes of the Toronto Association, and Mr. Burroughes was instructed as corresponding secretary to open up communication with outside points. In accordance with this resolution, letters have been despatched to the leading master plumbers of every town and city in Canada. These communications have mostly taken this circular form :

DEAR SIR,—The Master Plumbers' Association of Toronto greet you :

At the last meeting of our association, I was requested to communicate with you and enquire if you have an organized association in your city; if you have no association would it not be well to form one? We have received great benefits from our organization in Toronto, but feel that our usefulness can be further advanced by the formation of a national association for the Dominion. The primary object of this move is to prevent as far as possible manufacturers and dealers in plumbing supplies selling to the consumer direct, instead of through the plumber. It may not be so in your city, but we find, here in Toronto, private parties purchase goods at about the same price as sold to the trade, which of course cuts off what should be to us a remunerative part of our business. The manufacturers themselves say they will stop that course, if we, the master plumbers, make it general. It therefore requires an organized effort on our part to bring about the desired results. I would therefore take it as a great favor if you will think this matter over, and speak to your neighbor about it, and let me have your opinion at an early date. The time has come when we should establish and maintain our rights in this direction, and a thorough system of organization is the only proper course to secure it.

I remain, fraternally yours,

W. J. BURROUGHES.

* * *

The results from the sending out of this message have proven very encouraging, for replies have been received from every place of any note except Hamilton, Ont. Nearly all the answers received were uniform in style and spirit, in that they stated that the chief objects of the association should be to confine all plumbing work to the legitimate plumbing trade, and to prevent the manufacturer from selling direct to the consumer. The Montreal plumbers complain particularly that plumbing work (both constructive and repairing) is continually done by engineers, machinists and employes of large manufacturing concerns.

* * *

Another injustice of which the master plumbers make plaint is that the relations existing between the architects and the trade are very unfair to the latter. The plumbers have to work according to the architect's plan, but if anything goes wrong the tradesman has to shoulder all the responsibility. The architect goes scot free.

* * *

The Toronto plumbers have already a by-law before their City Council regulating some of these difficulties, and compelling a man to pass through an examination and pay a license fee before he can practise his trade within the city limits. It is intended, in course of time, to secure similar benefits for the plumbers of Montreal and the other cities and towns of the Dominion.

* * *

The organization of local associations in the Province of Quebec and the Maritime Provinces has now been placed in the hands of the Montreal Master Plumbers' Association, with J. W. Hughes, the energetic English corresponding secretary of that body, as the chief director of the work. The Toronto Master Plumbers will, through Mr. Burroughes, look after Ontario and the western provinces.

* * *

The work is progressing favorably, for already several associations have been formed since the issue of the first circular letter to the trade. As soon as a few more of these local unions are accomplished a national convention will be called for the purpose of forming a Dominion association. All local organizations will be asked to select delegates, who will meet at Toronto, Montreal, or some other convenient point, adopt a constitution, elect officers, and enter upon the work of general reform. The prospects for the speedy successful culmination of this rather gigantic scheme are splendid, and the master plumbers of Canada's two chief cities are to be congratulated upon having amongst them two such capable and efficient organizers as Messrs. Burroughes and Hughes.

* * *

It is thought that the national convention will be held some time during the coming summer, and the formation of a Canadian association may be speedily followed by federation with the Master Plumbers' Association of the United States. Affiliation with the American body is the suggestion of Mr. Hughes, of Montreal. It is said that the leading officers of that association have expressed themselves in favor of taking in the Canadian plumbers. The advantages to be reaped from such a union, it is argued, would be that the Canadians would have behind them the power and wealth of their American brethren. This matter of an affiliation should be carefully considered, however, before any such step is taken. It is probable that, as a preliminary move, delegates will be sent from Toronto and Montreal to the convention of the Master Plumbers' Association of the United States, which meets at Philadelphia in June.

* * *

It is hoped that meantime the secretaries of all newly formed local associations will send THE HARDWARE MERCHANT reports of the organization meetings. It may be mentioned here that in such towns and villages where there are not a sufficient number of master plumbers to form an association, the members of the trade therein may join the Western Plumbers' Association of the nearest town or city.

* * *

One notable result of the organization of Montreal's plumbers has been the establishment of plumbing classes at the Government Trade Schools, which are taught by a specially delegated master plumber and journeyman plumber. These classes are said to be the most largely attended at the schools. It is now proposed in Toronto to establish a class at the Technical School.

* * *

The journeymen plumbers of Winnipeg have quit work in consequence of the refusal of their employers to increase their wages from $4 to $4.50 a day, and reduce their working hours from ten to nine.

* * *

The Bennett & Wright Co., Toronto, say they are doing more figuring on contracts just now than ever before. They have secured the heating of the Globe hotel at Collingwood, Ont., which is being doubled in size, and likewise the heating of the R. H. Gray & Co.'s warehouses, Toronto, which were destroyed in the second big fire and are to be rebuilt larger than ever.

* * *

Creed & Small have been awarded the plumbing and heating contract for two of J. Thompson's houses on Wellington street, Montreal.

* * *

F. W. Brown, plumber, St. John's, Nfld., has assigned.

Cardinal & Staubin, plumbers, Montreal, have dissolved partnership.

The plumbing stock of C. McCalam, Vancouver, B.C., is advertised for sale.

Catharine McCuaig has been registered proprietress of the plumbing business of Egan & Co., Montreal.

G. J. Morton, plumber, Yarmouth, N.S., has admitted Harry A. Killam as a partner. The firm style now is G. J. Morton & Co

---

It is estimated that nearly 35,000,000 feet of Canadian pine will be rafted across the lakes to the Saginaw mills during the present season. In addition to this, the Michigan Central Railway will take at least 125,000,000 feet from points along the Mackinaw division, and the Flint and Marquette will carry 50,000,000 feet.



BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors

Clean and strong, Order early,
We can make immediate shipments . . . . .



IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. — MONTREAL

BURGLAR-PROOF SAFE TEST.

A "screw door" and "burglar proof" safe, bought by a bank in Effingham, Ill., was opened the other day by amateur burglars in the presence of a select group of bank officers and detectives. The makers of a rival safe offered to get into it in three hours; if they succeeded they were to allow $750 for it in substituting one of their own; if it took their men more than three hours they would allow $1,500 for it. It was entered in two hours and fifty-seven minutes. Twenty-six small charges of nitro glycerine were exploded in it, although it was supposed to be impervious to explosives. None of the explosives made noise enough to attract attention to a burglary if it had really been in operation, or to cause inconvenience to the four men in the vault who were operating on the safe. The explosions peeled off the door plate by plate.—N. Y. Journal of Commerce.

AN INGENIOUS PRISONER.

While searching the cells in a Chicago police station recently, a small home-made cell stove, manufactured by a prisoner, was found. The stove was an ingenious thing. The top had been taken from a condensed milk can, which had been filled with grease, the slow accumulation of settlings from soups and from the stubs and waste of candles. A strip of blanket had been unraveled and twisted into a big wick, which was imbedded in the grease. When the wick was lighted it made a strong blaze. It was used to warm the coffee at night.

CHANGED HANDS.

It is announced that the Brantford (Ont.) branch of the Dominion Consumers' Cordage Company has changed hands. The factory, which was established ten years ago by a local syndicate, was bought by the Binder Twine Co., four or five years ago, at a good figure. It has now been acquired from them by a company consisting of the present local manager, Mr. P. L. Connor, and Messrs. N. K. Connolly, of Quebec; M. Connolly, of Montreal, and John Connor, of St. John, N.B. It will hereafter be known as the Brantford Binder Twine Company.

MONTREAL CITY CONTRACTS.

The Roads Committee of the Montreal City Council has awarded a large contract for sewer pipes to the Standard Drain Pipe Co., of St. Johns.

Frothingham & Workman were given the contracts for bar iron, $1.50 per hundred, band iron, $1.75; angle iron, $2. They will also supply the cast steel and nails.

B. J. Coghlin received the contract for the Norway iron at $2.75 and steel at $1 90.

WHAT WE ARE COMING TO.

Public school, first grade, A.D., 1905. Teacher (to applicant for admission):

"Johnnie, have you got a certificate of vaccination for small-pox?"

"Yes, sir."

"Have you been innoculated for croup?"

"Yes, sir."

"Been treated with diphtheria serum?"

"Yes, sir."

"Had your arm scratched with cholera bacilli?"

"Yes, sir."

"Have you a written guarantee that you are proof against whooping cough, measles, mumps, scarlet fever and old age?"

"Yes, sir."

"Have you your own private drinking cup?"

"Yes, sir."

"Do you promise not to exchange sponges with the boy next to you, and never use any but your own pencil?"

"Yes, sir."

"Will you agree to have your books fumigated with sulphur and sprinkle your clothes with chloride of lime once a week?"

"Yes, sir."

"Johnnie, you have met the first requirements of the modern sanitarians, and may now climb over yonder rail, occupy an isolated aluminum seat, and begin making P's and Q's as your first lesson."

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co.
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.
Orders filled the same day as received.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL May 10, 1895.

HARDWARE.

BUSINESS in general hardware has maintained a fair degree of activity throughout the week, and the jobbing trade generally admit that their turnover since the first of the year is fully equal, if not in excess of, that of last season. The only complaint they have to make is the narrow margin allowed them, owing to the low values ruling on all staple lines of goods. The hope is expressed, however, that in consequence of an improving tendency noted in outside markets, matters will mend in this respect. The same lines which led the activity in previous weeks are still to the fore. Ice cream freezers, churns, fence wire, cut and wire nails, wire screens and wire cloth, gardening tools, and such shelf goods as locks, bolts and cutlery, all furnish a noticeable degree of life. Payments continue much the same.

WIRE—Demand for smooth and barbed fencing wire continues good, quite a lot of fresh orders coming to hand. Discounts are the same—60 days, or 2 per cent. off 30 days, prepaid freight on 500 lbs. and over, 18 extra on lighter spools than 75 lbs. each.

ROPE—There is no change in cordage, for which there is a fair demand at steady prices. We quote: Sisal, 5¾ to 6¾c.; manilla, 8 to 9c, and deep sea line, 14 to 15c.

CUT NAILS—There is a good jobbing enquiry for cut nails, and prices in this respect exhibit a steadier tendency. Makers also report a fair degree of activity. The base price is $2.10 per package for Montreal and Ontario points, freight charges prepaid on 10-keg lots to points where the freight does not exceed 25c. per 100 lbs., rebates of 10c. per keg on car lots.

WIRE NAILS—Demand for these has been fairly well maintained for jobbing parcels. Discounts are: 75, 10 and 5, except on 1-lb. papers, which are 75 and 10 per cent.

HORSE NAILS—Trade in these continues much the same, the demand being of a quiet character. Discounts are 60 per cent. off on the standard marks.

TACKS—There is a fair jobbing trade in tacks. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—Remains quiet and unchanged.

CLOTHES WRINGERS—No change to note, with a fair business doing.

CHURNS—There is a fair trade doing in these. Stocks in jobbers' hands are light.

WARE—There is a good trade in ware, Peerless and enamellled, as well as tinned and plain iron ware, meeting with a good enquiry.

ICE CREAM FREEZERS—Quite a number of these are going forward, and some large orders have been executed during the week.

PLUMBERS' SUPPLIES—A fair trade is to note in these, with no special feature.

TOOLS—Quite a few orders are coming in for assortments of carpenters' tools, while the activity in harvesting and gardening tools is well maintained.

CUTLERY—Trade is keeping up well, and stocks are not excessive. In this connection some jobbers are urging forward supplies which they have on the way.

WIRE CLOTH, ETC.—There has been a well sustained activity both in wire cloth and wire screens.

CEMENT—There has been a good active demand for cement of all kinds. The basis for future delivery is $1.95 to $2 per bbl. ex wharf. A fair demand for small lots for prompt delivery is to note, at $2.05 for English and $1.90 for Belgian.

FIREBRICKS—Business in firebricks has been good, and prices are steady at $15 to $22 per 1,000, as to brand.

METALS.

The heavy iron and metal market does not show any radical change since last report. Advices both from American and British sources indicate a firmer tendency in values, but the fact does not induce any activity on spot. There are no notable changes in spot prices this week, though sellers manifest an easier feeling on bar iron.

PIG IRON—There is little activity in the pig iron market. Some business has been done in Canadian pig for forward shipment at the reduced prices noted last week, but that is about all. Scotch pig is very dull, and buyers seem to be well supplied with what they want of this material for the present. We quote: Summerlee, $20; Eglinton, $19; Carnbrae, $18.50, and Nova Scotia brands, $15.75 to $16.

BAR IRON—There is a moderate demand for bar iron. Some sellers are rather easier in their ideas, and have been offering jobbing lots at $1.55, but we still quote $1.55 to $1.60, as to quantity.

TIN PLATES—The tenor of advices from Wales is about steady, but there is little to note here, business ruling quiet. We quote: Coke tin, $2.50 to $2.75, and charcoal $3.25 to $3.75, as to quality.

Refrigerators

This year we are making two lines, and they are better than ever.

Hardwood, with Natural Finish Highly Polished. Lined with Galvanized Iron. Movable Shelves. Easily Cleaned. Good Hardware Trimmings.

GRADE A.	Height.	Width.	Depth.	List Price.
No. 1	41	28	19	$23 00
2	41	40	21	28 00
3	53	46	21	37 00

GRADE B.	Height.	Width.	Depth.	List Price.
1	47	28	18	17 00
2	38	38	20	21 00
3	44	42	20	25 00

Nos. 2 and 3 of Grade B have Sideboard High Shelf. Discount. . . . .

McCLARY MFG. CO. - - London, Toronto, Montreal Winnipeg, Vancouver.

TERNE PLATES—Rule quiet and unchanged, at $5.75 to $6.

CANADA PLATES—Some small orders for these have been put through at $1.95, but we still quote $1.95 to $2.

SHEET IRON—A quiet trade is to note at $2.10 to $2.20.

IRON AND LEAD PIPE—Neither of these lines furnish anything notable. Discounts are the same.

INGOT TIN—Advices from primary markets are firm, but there is little doing here. We quote 16c.

LEAD—The feeling in this metal is rather easier, but we have no quotable change to mention, the range being $3 to $3.25.

SPELTER—The tone is steady and prices are the same, under a quiet business, at $4.25 to $4.50.

SHEET ZINC—Business in this line is quiet and prices steady, at $4.50 to $4.75.

ANTIMONY—There is no change to report, prices ruling at 9½ to 10c.

HOOPS AND BANDS—There is only a quiet demand for these. Domestic sells at $1.85, and orders for small lots of imported have been freely taken at $2, which is the ruling price this week.

GALVANIZED IRON—Quite a few import orders for No. 28 have been booked during the week, costing a fraction less than 3⅞c. laid down on the wharf here. Jobbing prices are rather easier on the basis of 4 to 4¼c. for Queen's head. We quote: No. 28 Queen's Head, 4 to 4¼c.; Morewood, 5 to 6c.; tinned sheets, coke, No. 24, 5¼ to 5½c.; No. 26, 6 to 6¼c., with the usual extras.

COPPER—There is no change in copper, which is steady at 9¾ to 10½c., as to grade.

SHEET COPPER—Quiet and unchanged at 14½ to 20c., as to grade.

PAINTS AND OILS.

There is a fair business doing in these. Castor oil is rather firmer, while linseed oil and turpentine are easier.

LEADS—A good jobbing business is doing in leads, which rule steady. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL—Advices are lower on linseed, and the price here has taken a drop of 1c., and we quote 55 to 56c. for raw, and 58 to 59c. for boiled.

SEAL OIL—No change to note, and we quote 40c.

COD OIL—The cod oil market is steady at 37½ to 42½c., as to grade.

CASTOR OIL—There is firm feeling in castor oil, which we quote steady at 5¾ to 6½c.

TURPENTINE—Continued easiness at primary centres has led to a drop here of 3c., sales having been made at 47c.

RESINS—There is no change in this branch. We quote: Resins $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

The glass market is steady in tone, but unchanged. We quote: First break, $1.15 to $1.20; second, $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

These continue much the same as they were. Carbolic acid is strong and higher. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

The petroleum market is easy in tone in consequence of advices from across the lines. Prices are weaker, Canadian declining 1c. to 15¾c. for car lots and 17c. for

ICE CREAM FREEZERS

Ice Chippers and Tongs
Lemon Squeezers

LARGE VARIETY

M. & L. SAMUEL, BENJAMIN & CO.

WHOLESALE HARDWARE MERCHANTS

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

.... Toronto

MONTREAL MARKETS—Continued

small lots, and American 1¼c. to 19¼c. for car lots and 20¼c for small lots. We quote: Canadian refined at 15¾c. in shed, and 17c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 19½c. in car lots and 20¼c. for smaller quantities.

HIDES.

Hides continue active and strong with prices ½c. higher, dealers paying 8, 7, and 6c. respectively. We quote: No. 1, 9c.; No. 2, 8c., and No. 3, 7c.; calfskins, 8c.; sheepskins, 75c.

TALLOW.

There is no change in tallow, which rules unchanged at 5 to 5½c., as to quality.

WOOL.

The wool market is steady. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 25 to 31c.; Canada pulled wool, 20 to 21½c. for supers and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 9 to 11c.

ASHES.

There is no change in ashes, business ruling quiet. We quote: First pots, $4.00 to $4.05; seconds, $3.70 to $3.75, and pearls, $6 to $6.10 per 100 lbs.

MONTREAL TRADE NOTES.

There has been another decline in American petroleum this week of 1¼c. per gallon.

Dealers are paying ½c. per lb. more for their hides this week than last.

There is some Scotch pig on the wharf here, but it does not readily find buyers.

A. C. Leslie & Co report an active import demand for galvanized iron, and have placed some good contracts recently.

TORONTO MARKETS

TORONTO, May 10, 1895.

HARDWARE.

ACTIVITY is still the predominating feature in trade. If anything, business is better than a week ago, but still the volume is probably not so heavy as it was two or three weeks ago, when staffs were about taxed to their utmost to keep up with orders. City business, generally speaking, has developed a little more activity. Barb wire has yet failed to show any improvement. Cut nails are not going out as briskly as they were, while in wire nails business is a little livelier than a week ago. The latter remark will also apply to tacks. Ware is rather quieter than a week ago. A fair trade is reported in spring specialties. Garden hose is moving fairly well. Ice cream freezers are not yet attracting much attention. A brisk demand is to be noted for harvest tools. Trade is being well maintained in screen doors and windows, and green wire cloth. Payments continue to gradually improve. Special meetings of the Cut Nail, Wire, and Tack Associations were held here on Wednesday, particulars of which will be found elsewhere.

Beware of Worthless Imitations.



We also manufacture EMBOSSED STEEL CEILING.

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers
METALLIC ROOFING CO., LTD.
84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

WIRE—Demand for ordinary fence wire is still good, although not so much so as a week ago. Barb wire does not seem to improve much, although a few carload lots have been moving this week. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs and over, with 18c. extra on spools lighter than 75 lbs. each.

ROPE—Shipments, if anything, are more numerous from Montreal than from Toronto, as most orders for the western trade had been shipped in the early part of April. Trade is on the whole much the same as a week ago. We quote: Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Orders have not been so numerous as they were a week or two ago. The demand is still principally for 10-keg lots. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on ten-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Orders for these are more frequent and business more satisfactory than it is in cut nails. Very few special sizes are being called for, demand being principally for standard sizes. Discounts are 75, 10 and 5 per cent. except on 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—There is very little to say. Orders are being continually received, but they are small. Discounts, 60 per cent. off list for "P.B.," "M." and "C."

TACKS—Quite an improvement in business is to be noted, especially in carpet tacks, for all sizes of which there is an improved demand. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent.; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent.; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

COIL CHAIN—Business continues quiet at unchanged quotations.

CLOTHES WRINGERS—There has been no change either with regard to prices or volume of business. We quote: $27 to $27.50 per doz.

CHURNS—Manufacturers have now virtually completed all orders placed with them and shipments from stock are slow. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

WARE—Demand has fallen off slightly for Peerless and white ware. A reaction, however, is looked for in the course of a week or so.

SPRING SPECIALTIES—While an occasional order is still being received for milk-can trimmings, trade in this line is considered over for the season. Garden syringes, lawn rakes, and horsepokes are in good demand.

LAWN MOWERS—Are in brisk demand. The Guelph high wheel, four-blade machine is being offered at discount of 30 and 12½ per cent. off the list.

RUBBER GARDEN HOSE—Demand seems to be principally confined to the "Lion" brand or its equal in other makes. Manufacturers are behind in their orders for the brand mentioned, although they are working overtime. "Kink Proof" and cotton hose are also in good demand. "Lion" brand was last week erroneously quoted at 75 and 5 per cent. instead of 70 and 5 per cent. Discounts: "Lion," 70 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE CREAM FREEZERS—No particular features have developed yet, only a few orders so far having been received. The "Gem" is still quoted at a discount of 60 per cent.

PLUMBERS' SUPPLIES—Trade remains much as before, fairly good.

TOOLS—Harvest tools are in good demand, but so far jobbers have found no difficulty in filling orders.

CUTLERY—Trade is beginning to open up in table cutlery, but that is about all can be said about it. The chief demand is still for pocket knives, razors and scissors.

POULTRY NETTING—Trade is much about the same as a week ago. Discounts are steady at the recent change, namely, 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—Are still in good demand, and although jobbers purchased large supplies, they are compelled to mail orders for fresh lots. We quote windows at $3.40 to $4.15 per dozen, and doors at $9.88.

GREEN WIRE CLOTH—Is going out freely at unchanged prices. Price, $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

LEATHER BELTING—Prices have been advanced 25 to 30 per cent., the discounts now being 40, 45 and 55 per cent. off the list for "Extra," "Standard" and No. 1. Fuller particulars will be found in the editorial columns. Demand is brisk.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—The arrivals of imported cement are large, and prices are a little lower. Trade is quiet. We quote: Portland cement (English), $2.60 to $2.90 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.35 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

Nothing very stirring has developed in prices. Prices are stiffening in some lines and the general tone continues to improve.

PIG IRON—We hear of no transactions either in domestic or Nova Scotia pig iron, the American article attracting nearly all the attention. We quote: No. 1 domestic, $18; No. 2, $17.50; No. 4, for pipe-making, $14.50.

Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The pig iron market has jogged along at an easy pace during the past week, a fair volume of business doing. Such southern iron as has found sale has been at the new schedule of prices, but aside from a little evening into line there has been no change worth mentioning in the price of northern foundry and forge iron. We quote below on the cash basis f.o.b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $13.00; No. 2 Foundry strong coke iron, Lake Superior ore, $12.50; Jackson County silvery No. 1, $15.75; Lake Superior charcoal, $15.00; Southern soft, No. 1, $12.00; Southern soft, No. 2, $11.75.

BAR IRON—Trade remains much about the same, although, if anything, the market is improving. We quote base price at $1.60 to $1.65.

SHEET STEEL—There has been a good demand, both on country and city account. The kind principally wanted seems to be "Dead Flat" of first and second grade. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Continued improvement in the demand. We still quote 24 gauge at 5¾c. in case lots.

LEAD PIPE—There is a good all round demand. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Trade is fairly good, but shipments from stock do not appear to be as large as last year at this time. This may be accounted for from the fact that dealers throughout the country placed larger import orders than usual. We quote: 28 gauge Gordon Crown and Queen's Head at $4.20 for large lots, and $4.25 for ordinary lots.

INGOT TIN—While the demand is steady, no large sales are reported. Prices are considerably firmer, Lamb and Flag being now quoted at 16½ to 17½c., according to quality.

INGOT COPPER—Sales in this line have fallen off materially. Orders are now confined to a few small lots. We still quote 10 to 10½c.

IRON PIPE—Stocks have been rather low, but shipments of both black and galvanized have arrived during the week. The latter is now being offered at the discount of 50 and 5 and 50 and 10 per cent., according to size and quality. No change has been made in the large sizes of American pipe. The American list reads: 2½ inch, 52c; 3 inch, 68c; 3½ inch, 81c.; 4 inch, 95c.; 4½ inch, $1.25; 5 inch, $1.42.

SHEET COPPER—Trade has fallen off considerably. A few large sales of bath copper have been made, and braziers' sheets are in better demand. We quote: Sheathing, 13 to 18c., and braziers' sheets at 13 to 16c., according to gauge.

SHEET BRASS—Trade is considerably better, larger quantities having gone out during the week than for some time previously. We quote 20 to 30c. per lb.

SHEET ZINC—Trade has been better, a number of cask lots having been forwarded during the week. As a rule, however, quantities are small. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—The price of domestic boilers has been reduced 25c. in single lots, and dozen lots will be further shaded. We quote: Galvanized, 30 gal., $5.75; 35 gal., $6.75; 40 gal., $7.75; coppered, $16.20 to $20, according to size. American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9 50.

BOILER TUBES—Much as before. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade is not as good as it was. The demand is principally for 14 x 20 and 20 x 28, and very little coke is being called for. We quote: Coke, 14 to 20 gauge at $3; for sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.25 to $3.50.

SOIL PIPE—Not much doing. We quote: 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—The demand has exceeded jobbers' anticipations, in consequence of which there is very little "I.C." to be had in the city. Some large quantities have gone out this week. We quote "I.C." at $6.

HOOPS AND BANDS—Trade is keeping up nicely at the unchanged base price of $2.10.

ZINC SPELTER—Very little of the imported article is to be had in the city, and we hear of some orders being cancelled. We quote imported at 3⅞ to 4c.

CANADA PLATES—The only business doing seems to be in the import way. Shipments from stock are naturally light at this time of the year. We quote: Half-polished at $2.25 to $2.35, according to quantity;

Pedlar's Patent Corrugated Expanding Conductor Pipe

Made in 8 or 10 foot lengths, without a cross seam.

Cheap as a Common Round Pipe.

Will not burst when full of Ice.



Manufactured by

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

Separate Catalogues of Roofing, Siding Ceiling sent on application.

MONTREAL MARKETS—Continued

60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—This article still maintains its activity. We quote: 500-lb. lots at 11½c., and small lots at 12½c.

ANTIMONY—Trade is much as before at 10 to 10½c.

GLASS.

The demand is about the same as last week. Those dealers who have import orders placed are asking when they may expect arrivals, and general appearances go to show that stocks are very low. No import orders have as yet came to hand, although some vessels with glass have arrived at Montreal, and their cargoes are now being transferred to the railways. Prices for stock remain the same, although the market in Belgium is even firmer than it was. We quote stock at $1.10 to $1.15 in 50-foot boxes. Plate glass is quiet, but the trade in fancy glass has improved considerably.

OLD MATERIAL.

A fair trade is being done at unchanged quotations. Prices are: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2¾ to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.; old rubber, $3.50 per 100 lbs.

PAINTS AND OILS.

Business continues to improve in general all round.

WHITE LEAD—The demand for white lead seems to have improved somewhat, and the supply is scarce. Whether it is the latter feature that lends activity to the market or not is hard to say, but the probability is that no more is going out than is usual at this time of the year. Prices are as unsatisfactory as ever, and, as the goods are going almost direct from the mill to the consumer, they are not likely to give as good satisfaction as they would if left some time to age. White lead is often denounced by painters as being inferior, when, as a matter of fact, it is only too fresh. We quote: Domestic, 4¼c. per lb.; English, 5¾ to 6c.

PUTTY—The demand is improved and prices are firmer, though unaltered, at $1.75 to $1.85 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—Trade has been fairly brisk, as paris green is now being largely used as a fungicide for spraying, in addition to being employed as usual as a potato-bug killer. Just now, however, not very much is going out, as most of it seems to have been shipped already. We quote: English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50-lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—Orders are small but numerous, with business brisker than it was. Price is unchanged at $1 for pure.

LINSEED OIL—The demand is even better than last week, and oil is scarcer than ever. Some small shipments have arrived, with which the jobbers are trying to get along by shipping their orders in parts. The scarcity, however, has not advanced the prices, which remain firm. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—Prices are well maintained, in spite of the slight reaction of ¼c. in the south. Dealers say that the present prospects are that 45c. (for single barrels, f.o.b., Toronto, net 30 days) will remain the ruling price all summer.

VARNISHES—The situation is unchanged.

CASTOR OIL—The changes in the price in Calcutta and England have not affected the sale here. Some good shipments have arrived, and there is plenty in the market, but quotations have not altered. We quote: Cases, 6 to 6¼c.; tins, 7 to 7½c.

SEEDS.

The demand for clover and timothy seed is pretty well over in the earlier sections of country, but not much change to report in prices. We quote: Red clover, $6.30 to $6.60; alsike, $4.20 to $6.30; timothy, $3 to $3.50 per bushel.

HIDES, SKINS, WOOL AND TALLOW

HIDES—Continue scarce and in demand. Prices are strong in sympathy with the Chicago market. We quote: Green hides, No. 1, 6½c.; No. 2, 5½c. Cured sell for 7½c.

SHEEPSKINS—Not so plentiful at $1 to $1.10, an advance of 10c. over last week.

CALFSKINS—Are in good supply and find a ready sale at prices quoted: 7c. for No. 1 and 5c. for No. 2.

TALLOW—Is dull, jobbers quoting 5 to 5½c., and selling at ½c. higher.

WOOL—There is no Canadian fleece on the market, and it is expected that new wool will open at from 17 to 18c. There are no changes in pulled wools, supers being quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Both crude and refined oils are steady and look as though they would remain so for some time. A big demand is opening up for lubricating oils, and will increase when the agricultural season is well in. We quote for this week last week's prices: In 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 17 to 18c.; carbon safety, 19 to 19½c.; Canadian water white, 19 to 19½c.; American water white, 23 to 24c.; photogene, 24 to 25c.

TRADE NOTES.

The McClary Manufacturing Co. report the receipt of a carload of refrigerators in seven of the latest styles and sizes.

The Gurney Foundry Co. are doing a rushing trade, they report, in Oxford gas ranges.

H. S. Howland, Sons & Co. have just received another large consignment of Joseph Elliott & Sons' "J & C" cutlery and razors.

The Metallic Roofing Co. are running their factory every night until ten o'clock, in order to keep up with the demand.

H. S. Howland, Sons & Co. report large sales of their brand of "Samson" solid steel spades and shovels.

The McClary Manufacturing Co. have got in a large consignment of the "Lightning" ice cream freezers in all sizes, from a two quart up to a 20-quart capacity.

H. S. Howland, Sons & Co. are having a brisk demand for The Triumph corn planter. They claim this to be the best planter in the market.

The Toronto Radiator Manufacturing Co. find that their trade is growing so rapidly as to render necessary the addition of an extensive building to their already large premises. The contract for the work is said to have been already let.

The "Samson" spring hinge, manufactured by A. R. Woodyatt & Co., Guelph, Ont., has been on the market for the past five years, and appears to increase in popularity each season. The factory is at present unable to keep up with the orders, and the firm have already sold this season more than last year.

The James Robertson Co., Ltd., have been compelled, owing to the large orders they are daily receiving in their paint and bard wire departments, to run night and day. They expect, with their increased facilities, the output in these departments for this month will break the record.

One of the largest contracts ever given in the city of Quebec for private telephone system supplies consisted of over a carload of wire which was shipped by the Mechanics' Supply Co. The order included five standard switch boards, which, together with the telephones, are being made by John Starr & Sons, of Halifax, N.S.

UNITED STATES MARKETS.

NEW YORK, May 10, 1895.

PIG TIN—There is very little change in the character of London advices, and at last advices prices remained about the same as they were at the beginning of the week. Naturally, matters remained almost stagnant here, since specula-

tion was exceedingly tame, while trade orders were mostly supplied from deliveries on old contracts. Enough business came up from one source or other to hold prices quite firm at about 14.40 to 14 45c. net cash for prompt or near future delivery, and offerings for forward delivery were at very s'ender discount. Transactions were unimportant, however, and for the day those publicly announced included two lots of 25 tons, June delivery, sellers' option to double, at 14.25c.

COPPER—Prices for copper have been moved still higher. Lake Superior ingot was sold at 10c. and that price was said to have been offered for a large block of one particular brand. To all accounts, 500,000 lbs. or more would have been taken at that rate. Early deliveries, which are difficult to make, are held at 10⅛c. upward. Prices for electrolytic have also been advanced and 9¾c. is said to have been bid for good-sized lots, early shipment or spot delivery. Of good casting copper very little is offered just now at under 9½c., and the more common brands cannot be secured at only a slight reduction from that price. At present 9½c. is generally asked.

PIG LEAD—A very fair amount of business has been done, chiefly in carload lots of the metal at about 3.07½c. Smaller quantities realized 3.10c., and at less than that the offering is at present extremely slim. London cable quoted £9 17s. 6d. for soft Spanish. On the Metal Exchange the record was made of 50 tons sold at 3.07½c., May delivery, in the face of private advices of higher prices in the primary market.

SPELTER—Dealings here have not become larger in volume or more numerous, but there is clearly more business and better demand, under the stimulus of which prices remain quite firm. The ruling quotations are about 3.30 to 3.35c. for ordinary western brands delivered here or at common point. London quotation was £14 5s. for good merchant brands.

ANTIMONY—A moderate business only is passing, and prices are barely holding their own, at about 7c. for Hallett's, 7⅞ to 8c. for Cookson's and corresponding rates for other brands.

TIN PLATE—There has been very little change in the character of business or in the demand, but distribution is probably somewhat larger in a jobbing way, and the steady reduction in stocks here and abroad is giving the market somewhat better tone. Buying is chiefly of ordinary cokes for spot or near future delivery.

IRON AND STEEL—Regarding business in pig iron the reports were somewhat more cheerful, and indicated a larger distribution, more particularly of the cheaper class of foundry iron. Consumption is not, however, brisk enough to offset the natural influence of heavy production, and prices are still irregular. There is no distinctly new feature in the market for finished material.

NOTES FROM HALIFAX.

OFFICE OF THE CANADIAN GROCER.

HALIFAX, May 10, 1895.

MR. FARNHAM LEDDEN, Maritime representative of the Consumers' Cordage Company, has received notice from President Stairs that his services are to be dispened with, on the plea of economy. It is understood his place will be filled. Mr. Ledden is well and popularly known throughout Canada. He was formerly with the J. A. Canvers Rope Co., and also represented the Pillow, Hersey Co.

Halifax has the name of being a sleepy town, because business houses do not open at an early hour. Messrs. Stairs, Son & Morrow, however, propose to inaugurate an attempt to remove the stigma. They announce that their place of business will be open at 8 a.m., and close at 5 p.m. The former hours were 9 a.m. to 6 p.m. The move is a good one, and should be universally adopted.

The Londonderry Iron Co. have almost doubled their capacity, and expect to turn out 100 pipes per day. They have two large contracts to fill—the supplying of the pipes for the Digby and Westville waterworks.

Business is booming with the Lloyd Manufacturing and Foundry Co., of Kentville. Their shipments of late have been quite heavy.

TAUNTON.

MINING ALUMINUM.

Although not in a metallic state, aluminum exists in almost every natural product, explains Kuhlow's Trade Review. Indeed, many experts estimate that it forms from six to seven per cent. of the earth's crust. Unfortunately, however, the expense of extraction prevents the majority of its sources from being utilized. For example, slate and clay contain alumina, which is the oxide of aluminum, but the ore is too poor in the metal, and the difficulty of separating the silica too great to make it a profitable source of supply. The same may be said about corundum, the natural oxide of aluminum. Practically the only substances found in sufficient quantities and commercially capable of being used for producing aluminum are cyolite and bauxite. Bauxite takes its name from a small village called Baux, in the southern part of France, where it is extensively found. Cyolite is easily fusible, and when fused contains about 13 per cent. of aluminum, 33 per cent. of sodium, and 54 per cent. of fluorine. Bauxite is a pisolitic ore, in which most of the iron is replaced by aluminum. A high-class ore will generally contain from 50 to 70 per cent. of alumina. Bauxite, being the more economical of the two compounds, is generally used. As in the case of iron, the oxygen is extracted from alumina by means of carbon; but whereas with iron, coke and coal will do the work in an ordinary blast furnace, to treat the oxide of aluminum for commercial purposes, a temperature is required which can only be secured by means of electric currents. Hence it will be seen that the price of the metal is, to a great extent, governed by the cost of the power required to generate the electricity.

METAL MERCHANTS ASSIGN.

The assignment of J. B. Rose & Co., metal merchants, Montreal, has been fyled at the prothonotary's office. The list of creditors is a small one, except in the case of Morton, Rose & Co., London, England, who have a claim for $41,081. The total liabilities are only a little greater and the largest Canadian item under $300. The assets are valued at $17,000

Why do not some of our citizens go in for curing hides? Hardly any capital is required. Steer hides fetch, we are informed, 50 cents. All that is to be done is to liberally sandwich them in salt. Treated this way steer hides will realize 9½ cents a pound in Montreal unbranded; if branded 2 cents less. A steer hide will weigh 60 pounds, which is equivalent to $5.70 in Montreal. It would cost a little over 30 cents to take it there. There is money in this, gentlemen.—Regina Leader.

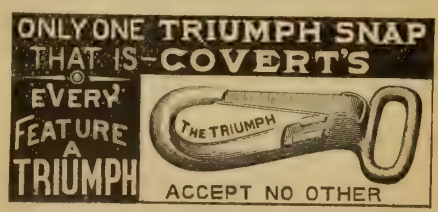
The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



Our Triumph and Bolt Snaps take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Theile & Quack

ELBERFELD, GERMANY

Manufacturers and Exporters of High Class

HARDWARE

CUTLERY AND ENAMELLED IRONWARE.

Ask for goods marked Theile & Quack.

LAMPLOUGH & McNAUGHTON

Canadian Agents

Temple Building, Montreal.

THE ONE THING NEEDFUL.

A wild-eyed drummer stepped within
A certain merchant's store;
The drummer hummed a little air,
And looked the wareroom o'er;
He softly set his grip aside,
And quickly checked a joke,
For all was still as chilly death,
No sound the stillness woke.

He saw there, standing half asleep,
The clerks on either side,
And far within the office rail
The merchant's form he spied;
He put his full yard smile in place,
And sallied up the store;
"Good morning, sir," he gaily said,
"You're looking just as yore!"

The merchant lifted up his head,
And showed his visage sour;
"Young man, you'll pardon me," he said,
"This is my busy hour!
I've bills to pay, and money's tight,
And trade is very poor;
You want to sell, but I shan't buy,
Of that you may be sure!

My stock is well supplied with goods,
My clerks are all in place;
My neighbors do a rushing trade,
But I'm not in the race!
Of course, you don't expect that I
Will order what won't sell;
What is there, pray, that I've not got—
Not even you can tell!"

The drummer glanced along the stock,
'Twas full as it could hold;
"Dear sir," he said, "I hate to have
You think me over bold;
But there's one vital thing you lack
To prove you great and wise"—
"And that?"—the merchant eager cried—
"The nerve to advertise!"

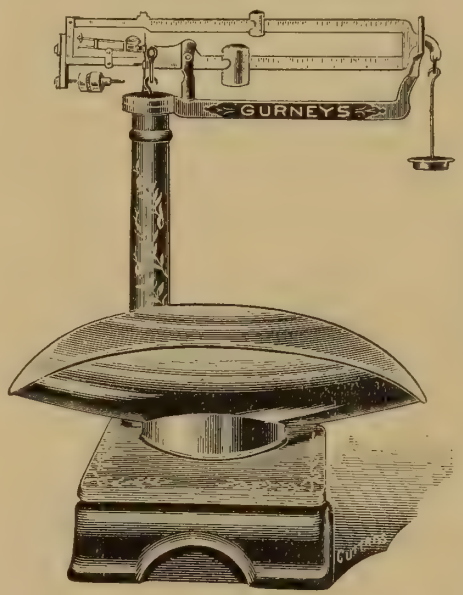
—L. LEINAD.

REPORT ON WELSH TIN PLATES.

United States Consul Howell, at Cardiff, Wales, has recently forwarded a report on the tin plate trade of his district to the State Department. According to this report the value of the total exports of tin plate from Great Britain to the United States during the calendar year 1894 amounted to $13,348,930, which was $2,742,997 less than the total for 1893 and $4,421,992 less than the total for 1892. The consul remarks that the year 1894 was a wretched one on the whole for the Welsh tin plate trade. He also comments on the disappointment felt by the Welsh manufacturers on the absence of ill effect on the American tin plate works from the reduction of duty under the Wilson bill. Speaking of the effect of American competition on the demand for Welsh tin plates, the consul reports that, excepting plates for packing oil, practically the whole American demand is for lighter gauges, down to as low as 85 pounds per box of 112 sheets, 14 x 20, instead of the former standard of 108 pounds. This change, he says, is regarded as likely to be permanent. Probably the most serious feature of the year's trading, he adds, has been the seriously diminishing call for terne plates from the United States the American works being equal to supplying almost the whole of that important trade. He also reports a marked falling off in all kinds of charcoal tins, but especially in the highly finished kinds.

UNIQUE AND SIMPLE SCALE.

A unique and yet simple device is to be found in a counter scale which has recently been put on the market by the Gurney Scale Co., of Hamilton. Heretofore, in scales of this character, in order to obtain a balance, to allow for weight of scoop placed on the platform, it was necessary to adjust the poise with the fingers, to do which was often forgotten. In this new scale an automatic scoop balance is attached which makes it impossible for a mistake to be made, a correct balance being secured the moment the scoop is placed on the platform. This is accomplished by the ball on the back end of the beam automatically rolling to the right the instant the scoop touches the platform. The scale has nickel-plated beam, poises, and scoop balance. The beam is double and marked on both sides. The capacity of the scale is 210 lbs. by ounce, and the size of platform 14 inches long by 11 inches wide. The scale should prove popular.



DOMINION COUNTER SCALE.

AN INCREASED DUTY.

In the tariff changes brought down in the Budget speech, the only item of interest to the hardware and paint trade was clause 152. This now reads:

Paints and colors ground in spirits, and all spirit varnishes and lacquers, $1.12½ per gallon.

AN APPRECIATIVE READER.

W. W. Bennett, of I. W. Bennett & Son, hardware dealers and tinsmiths, Gananoque, Ont., visited Toronto on business during the early part of the week. He called at the office of THE HARDWARE MERCHANT and thanked the editor for the many valuable pointers he had gotten from this journal, of which he is a constant reader. "These pointers," said he "have been worth a great deal of money to me." Mr. Bennett added that it was partly on the advice of THE HARDWARE MERCHANT that he, some time ago, introduced a bicycle department into his business. He now does a good trade in "wheels," and is not at all sorry he took them up as a side line.

PERSONAL MENTION.

Wm. Ough, stove and hardware dealer, Aurora, Ont., was in Toronto this week on business.

Wm. C. Shaw, Kleinburg, Ont., was in Toronto the other day stocking up in stoves and hardware lines.

Ed. J. Whyte, western representative for H. S. Howland, Sons & Co., has again resumed his route after a short illness.

B. Greening, of the B. Greening Wire Co., Hamilton, was in Toronto on business this week.

A. A. McMichael, Montreal, vice-president of the James Robertson Co. (Ltd.), is in Toronto visiting that branch of the company.

VITRIFIED PAVING BRICKS.

The Ontario Paving Brick Co. is the name of a newly chartered manufacturing concern, of which A. E. Kemp is president, and S. G. Beatty, secretary-treasurer. The capital stock of the company is placed at $50,000. A factory belonging to C. R. S. Dinnick, at Toronto Junction, Ont., was taken over, but destroyed by fire some days ago. A new building will at once be erected, and a splendid plant has already been ordered. The factory, it is estimated, will turn out 50,000 vitrified bricks per day. These bricks, the company are confident, will become very popular for pavements, and the officers are sure of success, as this line is made nowhere else in Canada.

TORONTO BOARD OF TRADE.

The Toronto Board of Trade will petition the Government for a one-cent city postal rate.

It was decided to arrange a conference with the Montreal Board of Trade, with a view to making a recommendation to the Government regarding the proposed appointment of Customs experts.

WOMEN IN ROLLING MILLS.

A PITTSBURGH man sends the following to The Metal Worker: Let me call your attention to the following article, clipped from a Pittsburgh paper, which the writer has been informed is correct in its details: "The employment of women as operatives in tin plate mills in America has proved a success in the large new plant of the Monongahela Tin Plate Company at South Fifteenth street. Two weeks ago Mrs. Hattie Williams, of South Fourteenth street, came to the manager of the Monongahela mill and asked for work because her husband was ill and could not support the family. Mrs. Williams was put to work separating plates as they came from the rolls, and so proficient was she that five young girls were given her as assistants and she was made forewoman of that department. It is said that the company now propose to put 100 girls and women at work in the mill within the next few weeks in several departments now run by men. Mrs. Williams said that she had worked in the tin plate mills of Wales for ten years before coming to this country. In the Swansea mills women form a part of the operating force. A manager of the South Side mill said that women had proved very effective for the work. Mrs. Williams is being paid $1.65 per day, while her husband, a laborer, is earning $1 a day. To earn $1.50 a day the women in the separating department must handle six tons of iron daily.

"Among the things that are cursing our country at the present day is the adoption of foreign fashions and the customs of old, effete countries beyond the seas. It is seen in all grades of society and all branches of business. I will only allude to one, which is a disgrace to our republican ideas, and particularly to the high esteem in which we hold woman. We in this country claim to have reached a higher plane of civilization in the elevation and culture of woman. The point is this: The employment of women in our rolling mills, where the black sheets are made for tinning; women as openers of the packs after being sheared to size with leather aprons and hand leathers on, working side by side with men and boys who are rollers, doublers, matchers and shearers, and who are generally of coarse feeling, and vulgar in conversation. Shame! Shame!! And yet this is being done by some of our tin plate mills. There is one department of the manufacture of tin plates in which women might be employed, and yet I do not approve of that. In the finishing department of bright plates, women and girls could be employed and be kept separate from the men. I trust that our manufacturers will not contribute to bring our women down to the level of the poor oppressed women of Wales."

IT DISSOLVED THE MAN.

The Engineer, London, says an instance of the great dissolving power of sulphuric acid is furnished by an accident which recently occured in the chemical factories in Mulhouse, Alsace. An operative was blown up into the air, and fell into a trough filled about 3 feet deep with sulphuric acid, the temperature of which was found to be 91 deg. C. ten hours after the accident. The death of the man was only proved by the discovery of his caoutchouc respirator, muzzle, two porcelain buttons, and other insoluble articles. Everything else had chemically combined with the acid.

A STRIKE OF STEEL WORKERS.

A special from Joliet, Ill., says: "The switchmen, engineers and firemen and ingot men of the Illinois Steel Works in this city are on strike for higher wages, with nearly 1,500 men out. The ingot men, who were receiving $1.50 for twelve hours' work, want $1.80, the engineers want their wages raised from $2.32 to $2.68, the firemen, who are getting $1.50, demand $1.66, and the switchmen want a raise to $1.80 from $1.50. The repair shop, blast furnaces, machine shops, foundries, blacksmith and boiler shops and carpenter shops are all in operation, but it is expected the entire plant will have to close by the latter part of the week."

Handsomely Ornamented

OXFORD

Quick Working

Gas Stoves and Ranges

WITH OUR 1895 IMPROVEMENTS

ARE UNEQUALLED



Immense Water Heaters.

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

Send for Illustrated Catalogue and Price List.

EVOLUTION OF THE WIRE ROPE.

THE wire rope has been steadily making its way into new and varied forms of service since its entering the field as a competitor of its hempen predecessor, says Age of Steel. In many of these new uses, it has demonstrated its special merits and superiority. The rigididity that in the earlier stages of its manufacture was a serious obstacle to its more general use, has been overcome by the progress made in the making of iron and steel, resulting in a flexibility, making it easier to handle and more directly applicable where such a quality is necessary. The substitution of steel for iron has largely helped to bring about the desired results, which with new methods of grouping the wires has secured the necessary association of strength and flexibility. In the rigging equipment of ships and in hawsers used for towing purposes, the wire rope is to be found in the commercial and war-marine of all nations. This in itself has developed an enormous industry that bids fair to keep itself in permanent activity, and to increase rather than diminish. Its use n cable lines and like forms of transport added largely to its use. In elevated service it has a widening field of use, an in aerial tramways it has been indispensable in most of such enterprises. Where there are natural obstacles in the way of transporting freight, as in mountainous districts or over streams not easily bridged, the aerial tramway is an absolute necessity and is doing service in all parts of the world. Other forms of use, as in mines and docks, can be readily understood, while its easy and economical service in haulage on large producing plants has secured it considerable favor. In this age of wire it absorbs a large amount of the now enormous product, and is seemingly destined to enlarge its demand as its advantages are more widely known.

PLUMBERS AS ELECTRICIANS.

THE use of lead pipes for inclosing electric wires, says Sanitary Plumber, in both overhead and underground work, has been rapidly increasing of late, and has now assumed such proportions, especially in the large cities, that quite a number of lead workmen find employment in the art of joining the conduits during the installation of telephonic and other electrical systems. In addition to the work of laying and joining these conduits, extensive work is necessary in preparing them, and no little attention required to maintain them after they are placed. To do this work with pecuniary advantage to those promoting it, a plumber should, in addition to his knowledge of lead work, at least understand the elementary principles of electric work. In fact, the knowledge of electric work is considered so important that a company had rather employ an electrician who has mastered the art of joint-wiping and kindred operations sufficient to join conduits himself, without the aid of a plumber, than to employ a plumber who assumes to be able to join the wires without the aid of an electrician.

No little rivalry has developed between the men of these professions in years past, and many are the quiet jokes which one class have enjoyed at the expense of the other; the electrician often ending up with both fingers and conduit burned, and the plumber quite as often making nice joints over wires which he had inadvertently short circuited, either with other wires or with the wall of the conduit itself. In spite of the difficulties to be overcome in gaining a practical knowledge of either plumbing or electrical work, as an adjunct to one's legitimate business, the superior inducements offered to men who can successfully combine the two lines of work has resulted in producing a distinct class of mechanics known as electrical plumbers. The number of electrical plumbers is small, it is true, but they are a distinct class, and one in which will be found a few of the men most susceptible to improvement afforded by their respective professions.

NICKEL STAIR CORNERS.

One fad in household economy of time and patience, remarks Industrial World, and one which does not appeal in vain to the appreciation of home æsthetics, is a triangular and concave wedge of nickel, fitting into the corners of the stair steps. These do not tarnish, requiring no rubbing, except an occasional touch of the dusting cloth, and forever banishing that bugbear of busy housemaids, dusty step corners, and in this day of the increasing multiplicity of things to be cared for, the advent of this bright and cleanly substitute for a daily half hour of vigorous energy is to be hailed by both mistress and maid as no trivial lessener of worry and labor.

BRITISH EXPORTS AND IMPORTS.

The exports of iron and steel from Great Britain to all countries in the first three months of 1895 amounted to 530,248 gross tons, against 531,974 tons in the corresponding period of 1894, and 609,676 tons in the corresponding period of 1893. To the United States alone the exports in the first three months of 1895 amounted 68,087 tons, against 58,466 tons in the corresponding period of 1894, and 106,064 tons in the corresponding period of 1893. Of tin plates the States imported 60,570 tons in the first quarter of 1895, against 48,616 tons in the first quarter of 1894, and 75,022 tons in the first quarter of 1893. The imports of iron ore into Great Britain from Spain in the first quarter of 1895 amounted to 794,793 tons, against 963,352 tons in the same quarter of 1894, and 1,015,584 tons in the same quarter of 1893.—Bulletin of the American Iron and Steel Association.

INTEGRITY AND TRUSTINESS.

THE salary value of a man is measured by two virtues or characteristics—his ability and his integrity. While ability may be as varied in its extent and accomplishments as is the work which it seeks to achieve, integrity stands always the same, a virtue that may be possessed by any man, be he rich or poor, educated or without the simplest rudiments that go to make up what we call an education. And yet what do we mean by integrity? The word certainly appeals to us as being more comprehensive then mere honesty. It is at least interesting to note its derivation, which we find to be from the Latin word integer, meaning whole, and the signification still holds, for certainly the man of integrity is one who is whole in honesty. That is, his very being is honest; he is upright because it is—as he has made it—his nature to be upright. We can never think of a man possessing integrity merely for what he can get out of it, as we may consider one who is honest merely because it is the best policy and whom we may believe would be dishonest if it served his purpose better. One feels, however, that when integrity is attributed to a man his interests are made those of his employer, because he is trying his level best to do as he would be done by, and his intentions are honest as well as his deeds. Such a man, who can always be trusted, is the last one that an employer wishes to part with, for this virtue may even cover some failings in ability.

There is, however, a curious phase of what is sometimes called integrity that cannot justly bear the name. It is that wherein a man, sincerely honest in his motives, unintentionally tells untruths. He may be questioned as to whether his work is complete or whether things can be done so and so, and his answer, made without sufficient thought, may prove upon investigation to be incorrect. A continuance of this practice soon results in his being considered untrustworthy. One is never sure that a job left to such a man will be completed according to instructions. Not that the man intends to shirk or deceive, but that he is heedless, although intentionally honest. Appropriating anything that was not his own or loafing in his employer's time might be the last thing he would think of doing, and yet he cannot be considered a man of integrity, for in other things his word is not to be taken implicitly. Such a failing is almost worse than mere lack of ability. At all events, it prevents a man from ever occupying a position of responsibility, and is a retarding influence which should be overcome at all hazards. For it is not beyond the power of any man to break up such a habit—for such it is, in fact—and cause himself to be trusted and honored by his employer.

The Customs Department of the Dominion has decided that pig aluminum is dutiable at the rate of 20 per cent.

OPPORTUNITIES FOR SUCCESS.

WILLIAM MATHEWS, LL.D., author of "Getting On in the World," says, in an interesting article in The Golden Rule :

It is a common complaint in these days that there are no good opportunities now, such as there once were, to make money. Competition, men tell you, is so keen that the profits of business are small, while the risks of loss are many and large. To do a profitable business requires not only more brains, but a larger capital and intenser activity than ever before. Trade tends to concentration in fewer and fewer hands. The great houses are continually absorbing the small ones, or, by underselling them, driving them into bankruptcy. For every clerkship there are hundreds of applicants, which reduces wages so low that a young man who wishes to go into business by and by for himself can barely live, without laying up a dollar.

Now, while there is a certain amount of truth in this, we believe it to be enormously exaggerated. We think we could show, had we space, that for a man who is abreast with the age, and has mastered the latest and best modes of doing business, the present is in many respects the best time in the world's history to win an independence or a fortune. Instead, however, of showing the truth of this opinion, we will tell an anecdote.

About fifty years ago, we were chatting in a hotel in Maine with a shrewd old retired merchant over 80 years of ago, who, beginning life a poor boy in a village in Kennebec County, Maine, had accumulated from $800,000 to $1,000,000—a sum equal, probably, to more than twice as much to-day.

"People," said the old man, "are always complaining that there are no chances now to make money. Thirty years ago, they tell you, there were plenty of such chances ; and, had you lived at that time, you would have heard the same croakings. I remember well that people then said that the days for acquiring fortunes had gone by — that the time for making money was just after the revolution ; and I have no doubt that during this last period there were plenty of unsuccessful men who asserted that there was no profit in business—that the lucky men were those who lived a generation earlier. And so you might go back a hundred years, or more, and always you would hear from many persons the same despairing. Now, the fact is, Mr. Mathews," continued he, after pausing a moment to take a pinch of snuff, "that all times are good for making money, if you only know how ; and if you don't know how all times are bad."

"But, Mr. G——," said we "suppose that a young man is a clerk in a store in Boston, with a salary of only $200 a year, and he has to pay $5 a week for his clothes and board ; how is he to lay up any money? How is he to get a start in life, or find capital to go into any business for himself?"

"I don't undertake," replied the old man, in his shrill, low voice," to say how it can be done ; I only say that, if he has a will to do it, it will be done. But, instead of arguing the matter, I will tell you a story.

"About fifty years ago there was a poor boy in Maine, whose father, once independent, had lost most of his property by indorsing notes for friends, and lived in a log house. The boy used to pick strawberries and other fruits, and carry them two miles to a country village, where he sold them at 3 cents a quart.

"One day a firm of traders, thinking he had a turn for business, asked him how he would like to be one of their clerks. His eyes sparkled at the proposal, and on his saying that he would like the place, he was taken into the store. His salary for the first seven years was $40 a year and board. For the next two years he received $100 a year and his board. At the end of the nine years' clerkship his employers took him into co-partnership. How much money do you suppose he had at that time laid up?"

"Why," we replied, "if he had resembled some clerks that are employed to-day, he probably, if he could have got credit for such a sum, would have been about $1,500 in debt."

"Well," said the old merchant, in a tone of triumph, "that is precisely the sum which he had laid up in clean cash. And now if you don't believe the story, I will tell you who the boy was. He was your own father, and I was one of the firm that employed him as clerk and finally took him into co-partnership."

Surprised at this revelation, and conscious that we had been floored by an argumentum ad hominem, we were silent for a few minutes, and then added : "But the whole of the clerk's salary, Mr. G——, for the nine years, put at compound interest, wouldn't have amounted to the $1,500 which you say he had hoarded."

"O," was the reply, "he kept his money turning over, of course. He fished at night in the Kennebec—caught and sold salmon, and dickered with the farmers, etc., etc. But he never neglected his employers' business. He was my partner for thirty years, and the only one I did not lose money by."

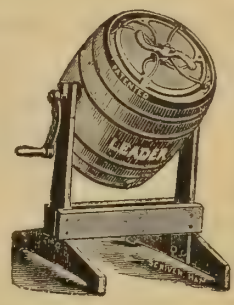
Long & Co., general merchants, Orono have sold out to Nash & Lawrie.

Mr. Ferguson, of Stratford, has started a branch store in New Hamburg. It will be run on a cash basis.

Edward McLaughlin has succeeded to the proprietorship of the general business of James Playfair & Co., Sturgeon Bay.

Advertising pays when you perform what you promise.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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HAMILTON, ONTARIO
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RAMSAY'S
Furniture Varnish
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Inside Varnish
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In Handy Cans
IS THE PROPER LINE.

A. RAMSAY & SON
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H. BOKER & CO.
Razors
And
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Lead for Highest Quality.
Trade Mark
Dealers who cannot find what they want with their wholesale friends will please apply to P O. Box 366, Montreal, for information.

NONE GENUINE WITHOUT THIS BRAND



STAMPED IN HEAD OF EVERY PACKAGE

BADLY PACKED SHEEP SHEARS.

COMPLAINTS are made by foreign importers of English-made sheep shears that these goods are badly put up and packed, and reach the importer and dealers in a very unsatisfactory condition, frequently with the points broken off and otherwise unsaleable. One retail dealer complains that "a large percentage" reach him with one or both points broken from ⅛ in. to ½ in. from the end, and this evil appears to be one of comparatively recent occurrence, as the dealer in question adds that "he does not remember in 20 years seeing a pair of the older makers' with bad points," but the goods he has been buying for four years past "are more or less imperfect in this respect." The trouble seems to be with the paper cap tied over the blades. This is not sufficiently firm to keep in place, and works loose, allowing the points to separate. "The result is that each point is exposed alone to any weight that may come upon it." Another defect resulting from the same cause is that where the blades cross "there is sure to be found a nick, and when a purchaser picks up the shears and works them he finds this imperfection instanter." Purchasers, adds the same dealer, are particular about the sheep shears they buy, and no article is examined and criticised so closely, and he has to grind down broken points and hone nicks out of edges till he is "very tired of it." It is just possible, we may say, that British manufacturers might find it advisable to put an end to complaints of that character by finding a better method of putting up sheep shears, for it is not wise to rely too confidently upon quality alone, even though the foreign buyer, as in this case, has only words of praise. When a customer says he does not like to drop an article because it is so good in all respects but one, it is very possible that one defect may come to override the advantages in his opinion, and someone who cures the defect and makes almost as good an article stands a pretty good chance of getting his trade.—Hardwareman.

LATEST THING IN UNICYCLES.

E. C. Higley, an inventor of Boston, Mass., has produced a unicycle weighing but 54 pounds, and which, it is said, can be successfully ridden in a circle and guided at will, without falling. The new machine was recently tried in Boston in the presence of a large number of cycling experts. It was demonstrated that it could be readily driven in a 40-foot circle. As described in Bearings, the wheel is of aluminum, and stands seven feet three inches high. It consists of an outside rim which carries a huge pneumatic tire. In the middle is a smaller wheel just about big enough for a man to crawl through, and these two concentric wheels are connected with strong steel spokes. In the centre of the inner wheel is a saddle and handle bar. A double gearing operates the unicycle, both rims of which revolve about the rider. The power is applied by friction. There are no teeth which engage. The pedals have the usual ball bearings, and the entire thing moves easily and without much friction. The wheel is steered by the changing of the centre of gravity of the rider's body. When he wants to go round a corner, he leans out toward the corner and the wheel answers readily, being very sensitive. The wheel will not be used very extensively probably, as it is such a huge affair that it would scare a horse out of its wits. Its inventor does not claim any advantages for it over the Safety now in general use, but he does claim that he has produced a unicycle which can be ridden, guided and stopped at will. He says that he could put them on the market for $150.

THE VALUE OF VIM.

The Rev. Dr. John Hall, speaking of the value of "vim," mentioned three kinds which all young people especially should seek and cultivate:

"There is a physical 'vim,' which is not to be despised. A vigorous body is an important instrument for life-work. All proper means towards acquiring and retaining bodily capacity for effort are to be employed. In the pure country air, and with the regular, simple habits of country life, vigorous bodies often develop without much thought or care.

"Open air, moderate exercise, regular habits, healthy food, regularly and moderately taken, adequate sleep and abstinence from tobacco, and emphatically in its cheap cigarette form, and from intoxicants; these are the means to be used for obtaining, through God's blessing, and for preserving the physical 'vim' that will enable one to bear the burdens—physical and mental—of life. We say 'mental,' for a weak body tells, all too often, on the mind, producing depression, despondency and discouragement, and tempting to the use of artificial means for temporary invigoration.

"Turning to mental 'vim,' we are led to think of clear judgment, power of concentration, and ability to persevere. We all know what is implied in 'weak-minded' as a descriptive word. To discriminate between the reality and the 'sham,' to look for and get the evidence on which an opinion rests, to weigh it and get to a sound and fixed conviction—this is the first form of intellectual vigor.

"There are some who are ready and acute, but their minds are 'here and there and everywhere,' when they should be fixed on one thing. To put all one's force into a thing that has to be done is a great step towards success. Some know a little of everything, but nothing thoroughly, and so some can run over a wide area, but they lack concentration. You fire a gun, and the smoke expands, and the sound travels around, but it is the bullet that represents the force in the matter. He who can put all his faculties into the work he has undertaken for the time, has an important help to success.

"And the power of holding on is a valuable element in 'vim.' 'Unstable as water,' which a breath of air ruffles, and a slight change of position puts into motion; the fickle, superficial, fluent, flimsy youth will not come to much. 'I have undertaken this deliberately; I'm bound to go through with it'—this is the final element in mental 'vim.'

"You have more than a body, more than a brain. You have an immortal nature, adapted and intended to note the difference between right and wrong. Moral elements are all around, and the Creator of you and me sees all, controls all, and sooner or later deals judicially with all. So we have to learn to discriminate, and to act on our convictions in the highest and deepest things.

"Here now is the verdict of the Divine Spirit through Daniel, 'The people that do know their God shall be strong.' They think of His will, and try to do it; of what He hates, and they try to shun it. Their judgments are directed; their forces are concentrated; they have the single eye; and they have the strongest reason for holding on to the end. Such become 'strong in the Lord.'

"One more divine word let me bring to you from the apostle John. He was old when he wrote, but he never lost his interest in the young. 'I have written unto you young men, because ye are strong, and the word of God abideth in you.' They had 'vim.'"

STAVING OFF A CREDITOR.

I like to hear the instances of boldness and originality in meeting the demands of exacting creditors, and when there is a dry humor in the turn of expressions the conditions of the superiority in the advantages of the parties are reversed, and the "hard eyed lender" is, for the time, made subordinate to the "pale lender," says a writer in The Boston Post. It is seldom that a lawyer has imagination enough to advise a client to assume a humorous attitude towards the demands of a creditor, and the following example here in Boston is the more interesting on that account. In that case the client had received a bullying letter, closing with the remark, "Unless the ballance of your account is settled at once I shall proceed to extremities." The lawyer smiled as he read the letter, and suggested to his client that there was a good chance of making a hit at the writer's expense. "Write him," he added, as follows: "Will you tell me what authority you have for spelling balance with two Ls?"

FLUCTUATIONS IN HEMP.

THE notion that prices in silver-using countries have remained unchanged, and that all changes in prices are referable to the valuation of silver, receives a rude shock from the reply of Mr. Henry W. Peabody to Gen. Francis A. Walker before the Boston Commercial Club, which has just been issued in pamphlet form, and is a very conclusive argument adverse to the bimetalists from the point of view of a merchant and shipowner engaged in commerce with more than one silver-using country. He traverses the whole field of Gen. Walker's argument, but the paragraph to which we now call attention relates to the price of hemp, which Mr. Peabody's firm has been importing from the Phillippine Islands. Gold is there unknown. "From 1873 to 1880," Mr. Peabody says, "the price of this fibre continued steady at an average of about 6½ Mexican dollars per picul; in 1880 the price advanced to $8¼, and in 1887 to 1888 to $17, and has recently fallen to about $6⅜." The explanation, he says, is that "the first rise was occasioned by the stimulus to consumption by the invention of the twine-binder for wheat; the later rise by the formation and operations of the National Cordage Company. During the period the production of hemp more than doubled, and as recently the consumption demand has slackened, the supply is excessive, and the price has fallen to a very low point."

Here is the fact of a great advance in the silver price of a staple commodity, and also of its fall. The variations end very near where they began over twenty years ago. Is anyone going to cite the price of hemp in the Philippine Islands in 1873 and 1895 as evidence that prices in silver have remained unchanged, and that the decline of prices in gold-using countries must therefore be attributed to an appreciation of the value of gold?

Here is not only a demonstration of the fact that silver prices fluctuate, but a complete and reasonable explanation of the fact, without regard to the coinage question. The alleged appreciation of gold could not possibly account for the advance in the price of hemp to $17. The prices of wheat are juggled with in the same way; the prices twenty years ago and at the present time are offered as evidence that they have been controlled by the decline in silver. Were the decline constant, it has not kept close enough to the decline in silver to make out the case claimed, but, in fact, the decline has not been constant; there have in the meantime been marked advances in price. In wheat, as in hemp, a complete explanation which fits the facts may be found in the operation of commercial forces quite irrespective of, and not consistent with, the change in the relative values of the precious metals.—N.Y. Journal of Commerce.

Binder Twine

Twine Specialties

Blue Ribbon, Maple Leaf, Beaver, Red Cap and cheaper twines.

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Iron, Steel and Metal Merchants and Manufacturers' Agents.

Close Import Prices on all kinds of

Iron, Steel, Wire, etc. **CUTLERY** A Specialty.

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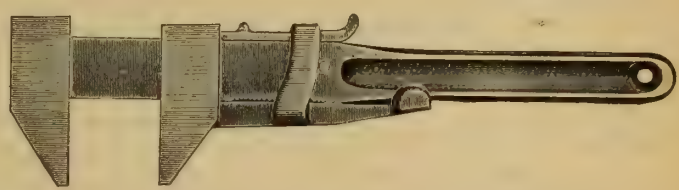
Manufacturers of the Well Known

"HAMMER BRAND"

Calcined Plaster and **Patent Rock Wall Plaster.**

HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Toronto Silver Plate Co. TORONTO S.P. COMPANY

WE MAKE

PEWTER BEER MUGS

IN 1-2 PINT, 1 PINT, 1 QUART SIZES.
IN SEVERAL PATTERNS.



Factories and Salesrooms

KING STREET WEST

Toronto, Can.

E. G. GOODERHAM,
Manager and Sec.-Treas.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

IN THE case of John B. Rose & Co., iron and metal merchants, Montreal, a consent of abandonment has been filed.

Aaron Poyaner, smallwares, Montreal, has assigned.

A. Lemieux, general store, l'Islet, Que., has assigned.

D. A. Lamay, general store, Lardeau, B.C., has assigned.

George A. Jenkins, general store, Carman, Man., has assigned.

Henry Filsinger, tinsmith, Mildmay, Ont., has assigned to Fred. Filsinger.

The creditors of Aaron Poyaner, smallwares, Montreal, have been called together.

Anna Ball, furniture and undertaker, Dashwood, Ont., has assigned to Joseph Snell.

The creditors of C. & M. Mills, general store, Iroquois, Ont., have been called together.

King, Leakey & Co., general store, Calgary, N.W.T., have assigned to Geo. C. King.

Jean St. Pierre, general store, St. Gideon, Que., is offering to compromise at 25c. on the dollar.

The creditors of L. W. J. Payment, general store, Grand Freniere, Que., have been called together.

H. B. White, general store, etc., Centreville, N.B., is offering to compromise at 20c. on the dollar.

There is a demand of assignment on Neron Basil, general store, St. Jerome, Chicoutimi Co., Que.

Adelard Raymond, general store, St. Stanislas De Kotska, Que., has compromised at 25c. on the dollar.

The stock of D. H. Ferguson, general store, Gagetown, N.B., has been taken possession of under bill of sale.

Louis Napoleon Dagenais and Dame Julie Mainville, widow of Joseph Dagenais, have been registered proprietors of L. N. Dagenais & Co., general merchants, Montreal.

PARTNERSHIPS FORMED AND DISSOLVED.

J. B. A. Payette & Co., traders, Montreal, have dissolved.

Morin & Cormiere is the name of a new Montreal furniture firm.

The Montreal Roofing Co. have obtained a charter of incorporation.

The Self-Lubricating Carriage Axle Co., Montreal, have dissolved.

J. L. Fenn & Co., general store, Baysville, Ont., have been succeeded by Fenn, Anderson & Co.

Archange R. Julie Terreau, Roch Terreau and Louis Terreau have been registered proprietors of Terreau & Racine, founders, Quebec.

G. Dujardin & Co., traders, Montreal, have dissolved. G. Dujardin continues.

The Light, Heat and Power Company of Lindsay, Lindsay, Ont., are applying for a charter.

McClung & Bell, general store, Newcastle, Ont., have dissolved. Thomas McClung continues.

P. Cormiere & Son, furniture, Montreal, have dissolved. George Cormiere has started in business.

Topp & Anderson, general store, Bracebridge, Ont., have dissolved, and the business is continued by Fenn, Anderson & Co.

R. W. Richardson and Webster P. Keith have entered into partnership as Richardson & Keith, general store and lumber, Hartland, N.B.

Chas. F. Archambault and Lyman C. Laurie have been registered proprietors of the Montreal Trunk and Bag Manufacturing Co., Montreal.

SALES MADE AND PENDING.

O. W. Huff, harness, Frankford, Ont., has sold out to R. McMurray.

W. M. Langton, hardware, Nanaimo, B.C., has sold his Union, B.C., business.

J. B. Poirer's furniture stock, at St. Scholastique, Que., is to be sold by auction.

The stock of E. McDonald & Son, general store, Ripley, Ont., has been sold.

Mrs. J. E. Paradis, general store, Frampton, Que., is offering her business for sale.

The assets of Gervais, Hudon & Co., pianos, Quebec, are to be sold at auction.

The Blenheim Lumber Co., Blenheim, Ont., have sold out to Smith & Henderson.

The assignee of L. and E. Hart, general store, Guysboro', N.S., advertises the stock for sale by tender.

The stock, etc., of R. Shields, general store, Phelpston, Ont., is advertised for sale by auction on May 15.

J. M. Roach, hardware and produce, etc., Arthur, Ont., has sold out his hardware business to W. H. Gillrie.

The stock, etc., of Kent & Co., general store, Orangeville, Ont., is advertised for sale by auction on May 15.

CHANGES.

F. X. Marson has started a hardware business at Montreal.

Albert Sheppard is commencing the piano business at Montreal.

Alma J. Swalwell has been registered proprietress of R. Ready & Co., lumber, Montreal.

H. L. Debeck, hardware, New Westminster, B.C., has been succeeded by W. A. Cunningham.

FIRES.

Wright & Cunningham, machinists and foundry, St. Catharines, Ont., have been burned out. Loss, $10,000; insured for $4,000.

W. F. Ritchie, general store, Gelert, Ont., has been burned out.

J. P. Ross, general store, Exeter, Ont., has been partially burned out.

L. R. McGregor, last maker, Montreal, has been partially burned out.

James Richardson, brick and tile maker, Kerrwood, Ont., has been burned out.

The Dominion Art Woodwork Co., Toronto Junction, Ont., has been burned out partially.

Norman McAskill, general store, Framboise, N.S., has been burned out. No insurance.

G. W. Boyer, general store and tanner, Victoria Corner, N.B., has been burned out. Insured for $600.

DEATHS.

F. X. Dupuy, of Alex. Dupuy & Co., lumber, Montreal, is dead.

AN OPINION ON METALS.

In the iron and steel trades actual results are hardly in accord with sensational reports that have appeared in print of late The late advance in prices of coke is not realized, nor does it appear that the claim of better prices for Southern pig iron is fully warranted. Quotations have been raised by some companies, but chiefly by those whose current output is taken up in making deliveries on contracts effected thirty or sixty days ago at very low prices. Orders to a considerable amount have been placed for beams and other structural steel in this and western markets, and cast-iron pipe orders have been quite heavy also. There is some improvement in railroad patronage. More orders for rails and fastenings have been placed. In prices for finished iron and steel there have been no changes whatever and competition in all lines is still very keen.

In the minor metals a sharp advance in prices of copper is the prominent feature, but the higher quotations were made by producers who had little stock to sell. There is a certain amount of manipulation of prices also, with which Boston mining stock operators are identified. The consumption of copper is heavy, particularly for electrical purposes, and much larger in this country and in Europe than it was a year ago. Speculation in pig tin has been fairly active and prices have ruled higher during the week. Consumption in this country was larger last month than in March, but stocks in dealers' hands increased. The strength of the market is due largely to manipulation by speculators, who are carrying the bulk of supply. Tin plate business has improved. Larger purchases have been made of cokes for future delivery and prices are a shade higher.—N. Y. Journal of Commerce.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before. Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER, ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices. 298 St. James St. MONTREAL



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon



"DANGLER" Gas Stoves

They never fail to give the most entire satisfaction.

They have the cheapest, quickest and most satisfactory water heating system ever devised.

They possess every modern improvement tending to the increase of safety, economy and durability.

Write for Illustrated Price List and Catalogue . . . . .

McDonald & Willson

MANUFACTURERS AND IMPORTERS OF **GAS** Stoves and Fixtures

187 Yonge St., Toronto

RETAILERS AND FIRE INSURANCE.

There was a large attendance of merchants and others connected with the retail trade of the city at the meeting of the Retail Association held in Delmonico hall last night. Mr. R. T. Riley and Mr. Jas. Ashdown, both leading promoters of the new local fire insurance company, were present for the purpose of explaining the nature of the project. Mr. Riley addressed the meeting at length, going fully into details, and urged upon the retailers the importance of supporting a home company and assisting in keeping a portion of the $2,500,000 now annually sent out of the country in premiums. Mr. Ashdown made a few remarks on the subject, and the meeting then endorsed the scheme and gave assurances of hearty support from members of the Retail Association.

The regular business of the association was then proceeded with. The Membership Committee reported thirty-five new members enrolled during the past week.

The Early Closing Committee reported some infractions of the early closing by-law in the north end, and it was decided to notify the police, and ask them to take action accordingly.

After some other business of an internal nature had been transacted the meeting adjourned.

The association has now a membership of 200.—Free Press, Winnipeg.

THE RIGHT KIND OF PANIC.

I heard a suggestive remark the other day in Philadelphia, from a leading manufacturer, says a writer in Hardware Reporter, St. Louis. "We are going to have a panic," he said. I looked at him with my whole face resolved into an interrogation mark. "But it will be of the right kind," he answered in explanation. "Goods are scarce, prices are moving up, business conditions are improving and buyers are more actively in the market. Yes, there will be a panic unless I am very much mistaken, but it will be about like the kind that people indulge in when they want something or other and can't get it—they'll rush after it and make other people lots of trouble." Further questioning on my part brought out the expressed belief that the present scarcity of stock in all branches of the iron trade, including even specialties, would of itself inspire a much larger demand when the facts in the case became fully recognized, and that the resulting rush for goods would first help business and then advance prices. I believe that this is a correct view of the case. Candidly, there isn't any other way of looking at it, excepting from the standpoint of the growlers and howlers, and I am glad to say that these gentry's opinions are so far below par in the markets just now that no one who can see a dollar in front of him will take any stock in what they say.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

26 Wellington St. East. TORONTO

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

IRWIN'S

CANADIAN CUSTOMS TARIFF

— AND —

ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables(Sterling) Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercia lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

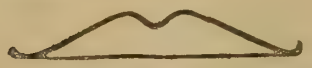
SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, May 11, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb. ingots, per lb.	0 16½ 0 17
Straits	0 16½ 0 17

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.
I.C., usual sizes	85 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X	7 70
Raven & P. D. Grades	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.X.X.X., "	6 75 7 00
D.C., 12½x17	3 50 3 75
D.X	4 50 4 75
D.X.X	5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates Terne.

Dean or J. G. Grade	
I.C., 20x28, 112 sheets	6 50 6 75
I.X., Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06 0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06¼ 0 06½
" 26 "	0 06¾ 0 07
" 28 "	0 07¼ 0 07½

Iron and Steel.

	Base	Price,
Common Bar, per 100 lbs		1 80
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	2 25	2 30
Hoop "	2 20	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10¼
3-inch	0 13½

Steel Boiler Plate.

¼ inch	2 45
⅜ "	2 35
¾ " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 15
Half polished	2 25
All bright	2 50 2 85

Iron Pipe.

Wrought, 70 to 70 and 5 p. c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars' Best and Queen's Head

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05¼

Gordon Crown—

16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04¾
28 "	0 04¾	0 05

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain

Proof Coil, 3-16 in., per 100 lbs	5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz. yards	0 13 0 50
Jack chain, double, per doz. yards	0 15
Jack chain, brass, single, per doz. yards	0 20 0 10

Copper.

Ingot.

English B. S., ton lots	0 10	0 10½
Lake Superior	0 10	0 10½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE. Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb		0 19
Spun, per lb		0 23

Wire.

Pure, in coils		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 02⅞	0 03
Domestic, per lb		0 02¾
Bar, 1 lb		0 04½
Sheets, 2½ lbs. sq. ft., by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE. Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony

Cookson's, per lb	0 10 0 10½
Other makes, per lb	0 09½ 0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	84 25
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00
Second qualities, per gallon	0 90
Barn (in bbls.)	0 80 0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt		2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 13½	0 14
" " 100 lb. drums	0 12	0 12½
Burnt Sienna, pure, per lb		0 08½
" Umber, " "		0 05
do. pure		0 08
Drop Black, pure		0 09
Chrome Yellows, pure		0 12
" " lemon pure, 8 lb. tins, per lb		0 19
Chrome Greens, pure, per lb.		0 12
Golden Ochre		0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal		0 69
Extra "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine, p.g		0 85
No. 1 Carriage, per gal		1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 05
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 25

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 54
Boiled, per gal	0 56	0 57

Turpentine.

(In bbls.)

5-Barrel lots		0 44
1 " "		0 45

Castor Oil.

Best, per lb	0 06¼ 0 07¼

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear		0 09

Liquid Glue F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 45

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 35 and 40 per cent.

Belting.

Agricultural, 55 per cent.
No. 1, leather, discount 47½ per cent.
Standard, 37½ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 70, 10, 5 to 75 per cent.
Tire, dis. ,60 to 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 70 to 70 and 10 per cent.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 65 to 70 and 5 to 65 and 5 p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 75 per cent.
Loose Pins, dis. 70 and 10 to 75 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 50 and 5 to 50 and 10 p. c.
Plate, dis. 50 and 5 to 50 and 10.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 per cent.
Canadian dis. 35 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47$^3_4$ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 60 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0 30

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair .. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 to 70 and 5 per cent.
Heavy, per lb ..... 0 03 3-5 0 04$^3_4$
Screw hook and hinge—
6 to 10 in., per lb ..... 0 03$^7_8$ 0 04
12 in. up, per lb ..... 0 02$^7_8$ 0 03
Per doz. set.
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring 1 35 1 40
" Shepard's Samson 1 75 1 90

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 40 and 5 to 40 and 10 per cent,
Wrought Hooks and Staples, Amer., dis. 80 to 80 and 10 per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 60 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett.
Hay knives, spear point, L or T handle, 52½ p.c. dis.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	2 90	7 50

Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—		
Basis—50 to 60 dy		2 10
40 dy		2 15
30 dy		2 20
20, 16, aud 12 dy		2 25
10 dy		2 30
8 and 9 dy		2 35
6 and 7 dy		2 50
2. American pattern only—		
From 4 to 5 dy		2 60
3 dy (lath)		3 10
3. Canada pattern only—		
From 4 to 5 dy		2 60
3 dy (lath)		3 10
3 dy, A.P. fine		3 70

Car lots 10c. less.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75, 10, and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75, 10, and 5 per cent. from new list, and in 1-lb. papers 75 and 10 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto)	0 14	0 15
Carbon safety "	0 17	0 18
Canada w. w. "	0 20	0 22
American w. w. "	0 00	0 25
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ p.c.
Bailey's Victor, 15 to 17½ p.c.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	0 01¾	0 01¾
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, "	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ p.c. revised list.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 50 per cent.
Iron " dis. 55 and 10 per cent.
Tinned and black rivets, 55 and 10 per cent.
Burrs, iron, 50 and 10 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	8¼
¼, 5-16, ⅜ in	6	8¾
Cotton	11	12
Russia Deep Sea	12¾	13½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per lb	0 01½	0 01⅝

SAWS.

Crosscut, McMillan & Haynes, per ft.	0 40	0 70
"Empire," McMillan&Haynes, per ft.	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft.	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	10 75

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinish, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 26

WROUGHT SPIKES.

Discount, 20 to 25 p.c.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized, per lb	0 03	0 03¼

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 " "		4 80

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 35 p.c.
Cut carpet, blued, gimp, dis. 60 p.c.
" tinned, dis. 70 p.c.
Swedes' iron, blued or tinned, dis. 50 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, dis. 62½ p.c.
" tacks, 45 p.c.
Clout nails, dis. 60 to 67½ p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails, dis. 60 to 65 p.c.
Trunk Tacks, dis. 57½ per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 62½ per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 15 to 35 per cent. discount.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	5 00

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized, 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 per cent. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06

Clothes Line Wire, 19 gauge,

per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	2 87½
Galvanized, 4 barb, 4 and 6 inches apart	2 87½
Galvanized, plain twist, all delv'd	2 87½
"Lock Barb," 4 point	2 87½
" Glidden, 2 point	2 87½
Galvanized Barb, "Lyman," 2 to 4 points	0 04½
Steel Staples	2 87½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme. 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	2 00

R. C. LeVESCONTE

LATE OF

Millar, Riddell & LeVesconte

BARRISTER, SOLICITOR, NOTARY,

ETC.

The Janes Buildings,

75 YONGE ST., TORONTO

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As its name implies it is full of ideas for the retail hardware merchant.
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Sole makers of the

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PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



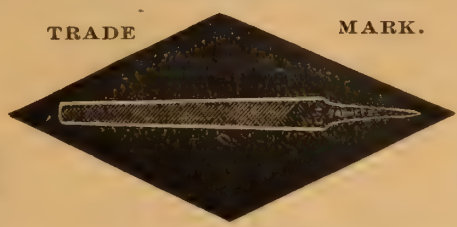
You can make no mistake by placing your order fo Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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BLACK DIAMOND FILE WORKS

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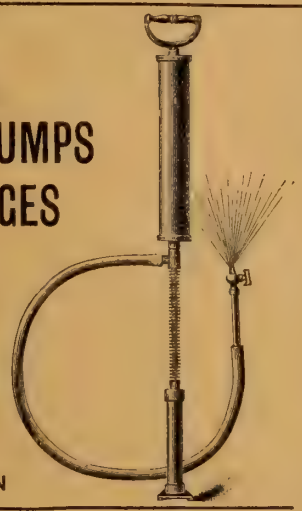
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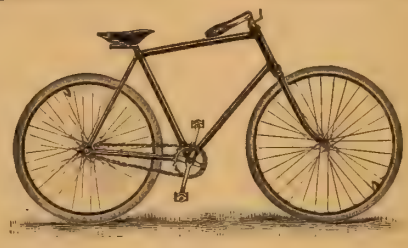
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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, MAY 18, 1895. No. 20.



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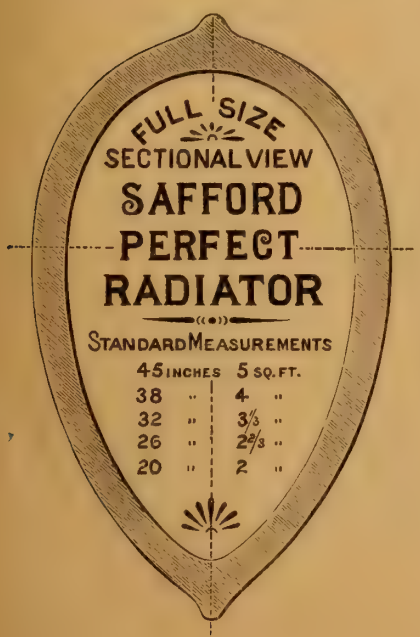
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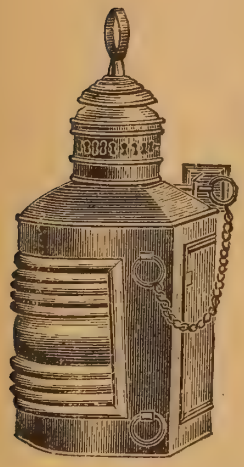
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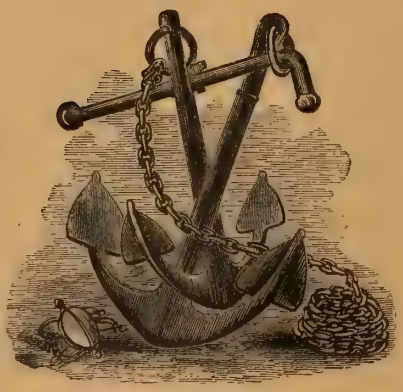
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LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE
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Have You Seen Our Cat-alogue

It's a Daisy!

For 1895



Sent in exchange for your name.

THE TORONTO STEEL-CLAD BATH AND METAL COMPANY LTD.

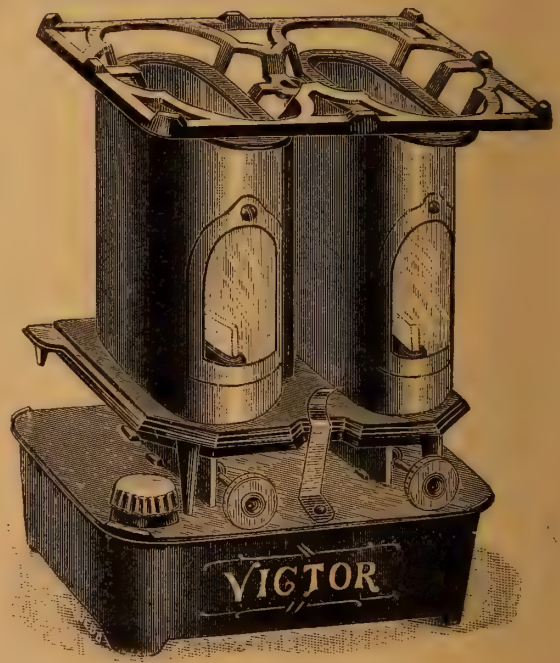
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Latest Improvements for 1895.

Victor
Iron Bottom.

Daisy
Tin Bottom.



One, two and three Burners, Ovens and Extension Tops.
Finish first-class. No smoke, no smell, but lots of heat.

Kemp Manufacturing Company
TORONTO.

. . HARDWARE . .

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VII. TORONTO AND MONTREAL, MAY 18, 1895 No. 20

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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and
TRADE JOURNAL PUBLISHERS.

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Canadian Government Offices,
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R. Hargreaves, Manager.
John Cameron, General Subscription Agent.

ADVERTISERS TAKE NOTE

In future all copy for change of advertisement must be in our hands not later than 5 o'clock on Thursdays in order to ensure insertion the same week. There will be no exception to this rule.

THE GATE TO THE TRADE.

THE idea our ar ist has conceived for the design of our Trade Revival Number is as appropriate as it is unique.

Recognizing in the first place that THE HARDWARE AND METAL MERCHANT is the gateway to the hardware and metal trade of Canada, he concluded that a design emphasizing this fact in the special edition would be most appropriate.

He accordingly sketched a massive iron gate, inscribing in a sign above it the words: "The Gate to the Canadian Hardware and Metal Trade." On the sign he has perched our never-sleeping owl, while on the gate proper is the name of the paper: "THE HARDWARE AND METAL MERCHANT."

The gate is embossed in gold, and the background is black. The stone wall on either side of the gate is done in natural colors. The effect is most striking.

As a gateway through which the advertiser can reach the buyer there is no question regarding the utility of the Trade Revival Number.

An effort will be made to place a copy in the hands of every member of the trade in Canada.

But in addition to quantity the number will possess quality. We remember no hardware paper either in Europe or America that contained as much information of value to the trade as will the forthcoming Trade Revival Number of THE HARDWARE AND METAL MERCHANT.

Consequently the number will be preserved by those into whose hands it falls. The importance of this to advertisers is obvious.

Advertisers have only a few days in which to get in copy.

BOUNTIES ON CANADIAN PIG IRON

A return has just been brought down in Parliament showing the quantity of pig iron made in Canada during the past year, and the amount of bonus paid upon it:

Company.	Tons.	Bounty Paid.
New Glasgow Iron Company	25,231	$50,462
Londonderry Company	10,570	21,140
Canada Furnace Company, Three Rivers	7,557	15,114
Pictou, N.S., Iron Company	1,720	3,440
J. McDougall & Co, Drummondville	1,445	2,890
Totals	46,523	$93,046

Readers of THE HARDWARE AND METAL MERCHANT will be interested in comparing this with the production in previous years, as seen in the following table specially prepared for this paper:

	Tons.	Bonus.
1883	29,388	$44,089
1884	25,769	38,654
1885	26,179	39,269
1886	39,717	59,576
1887	22,209	33,314
1888	24,822	37,233
1889	24,373	25,697
1890	20,153	20,153
1891	30,289	30,294
1892	35,368	67,590
1893	60,033	120,070
1894	46,523	93,046

THE KINGSTON IRON FURNACE.

The city of Kingston, THE HARDWARE AND METAL MERCHANT is glad to see, is taking to heart the warnings given from time to time in these columns regarding the proposed bonus to smelting works there.

A delegation appointed at a joint meeting of representatives of the Board of Trade and the City Council will proceed to Youngstown, Ohio., and Pittsburgh, Pa., to inquire into the financial resources of the capitalists who are asking Kingston for a bonus. The delegates are empowered to appoint an expert to examine the plant proposed to be put in by the company. This was one of the points pressed upon the city by THE HARDWARE AND METAL MERCHANT, and is a very vital one.

The Kingstonians should now be careful about the selection of an expert. The unfortunate experience of a North-Western Ontario town should guide them. In this case, just as in Kingston, aid was promised to an outside company who were to start a manufactory. An expert was chosen to see that the plant was a good one. He reported favorably. After the concern had been started, and the bonus paid, the factory ceased operations. Investigation showed the plant unsuitable and the concern an impossibility. But the promoters and the expert had, by this time, moved to other scenes, and the town had its experience as the only asset.

Kingston should see that its industry is on a solid basis, because if the iron industry is bonused on any other than a sound and paying foundation, the experiment would be bound to fail. This paper knows nothing personally about the promoters—never even heard of them before—but it knows of some similar experiments by other promoters, and it is for this reason that the matter has been referred to again and again.

GOOD ROADS AND BICYCLES.

CENTRES in which the "bicycle craze" most abounds are those in which the streets and surrounding country roads are most favorable for "wheeling."

Obviously, then, hardware merchants—for they are gradually going into the handling of bicycles and bicycle sundries—should lend all the influence they possess to the improvement of the streets and roads in their several districts.

The bicycle fever appears to develop in proportion as the streets and pavements become of the more modern and permanent type. Chicago, Toronto and other places that might be mentioned, are illustrations of this.

In Toronto to-day the demand for bicycles is so active that manufacturers, it is said,

cannot supply the low-grade wheels fast enough to satisfy it.

Bicycles are no longer purely instruments of amusement. They have become a necessity to business, and as wheels become cheaper the utility of the wheel for other than amusement will become more generally recognized.

Well-paved streets and good roads will help materially to develop that era, and hardware merchants and dealers in bicycles can help along better roads and streets by agitating for them.

EXCITEMENT IN PARIS GREEN.

NOT for many a long day has the situation in Paris green been so excited as it is at the moment. The cause is a sudden realization of the fact that a shortage obtains all over the continent.

The consumption in Canada is from 350 to 400 tons a year, and the capacity of the two manufacturing concerns there are in the Dominion is equal to about those figures.

In our issue of February 2 last we intimated that, for two distinct reasons, there would probably be less English Paris green imported into this country during the ensuing season than formerly. The experience has proved such to be the case. We know of one firm that has been a fairly large importer in past years that this season did not import a pound, although it is true it has a small quantity left over from last season.

Notwithstanding, however, the expectation that there would be less English Paris green imported than usual, the Canadian manufacturers do not appear to have made their full complement, the low prices obtaining having discouraged them from doing so.

Last year, it will be remembered, a great deal of Paris green was shipped from Canada into the United States. This spring the same thing has been going on to a more or less extent, much better prices being obtainable there than in this country. We know that at least one large jobbing house in Ontario has been catering to this trade, and it is said that from the Lower Provinces shipments have been going across the border.

Whatever truth there may be in this latter contention, it is beyond question that the dealers down there are short. This is borne out by telegrams which have been received in Toronto within the last few days, asking for five and ten ton lots.

In the west jobbers have also been carrying light stocks, for the same reason, that the manufacturers were cautious in producing.

It is said that in the United States there is also a shortage.

When apprised of the situation, the Canadian manufacturers naturally took steps to increase their output; but a new difficulty was then encountered: there was a shortage in some of the raw materials. Arsenic, for instance, is cleaned out of the New York market. A telegram bearing date of the 15th inst. was shown a representative of THE HARDWARE MERCHANT, stating that the only car on spot had that day been purchased by the Toronto manufacturer of Paris green.

The price of arsenic and blue stone, both ingredients used in making Paris green, is higher. That of the former has doubled within a short time.

The next shipment of arsenic is not due in New York till about the middle of June, which would mean that none of it could arrive in Toronto till probably the beginning of July. Owing to the restrictions placed upon the carrying of arsenic by the regular ocean liners, the article is carried by sailing vessels. Owing to its unhealthy nature the manufacture of Paris green discontinues as soon as the warm weather sets in.

Although there is some talk of Paris green being imported from the United States, yet the Canadian manufacturers appear to be masters of the situation. The Ontario manufacturer advanced prices 8c. per lb. on Thursday, or about 80 per cent. The jobbers do not appear to have fixed a price since the change. They talk of 21 to 22c., and some venture the opinion that 30c. may yet be touched. The market is so excited at the moment that it is impossible to fathom it.

It is now too late to import from Great Britain, and as to whether it can be imported from the United States there seems to be a difference of opinion. In this connection it will be interesting to give the price of Paris green as quoted in N.Y. Journal of Commerce of Wednesday last:

Paris green: In casks, 20c.; in kegs, 20½c.; in kits, 22c; in smaller packages, 22 to 26½c.

On these prices, however, rebates are given. Here they are: 3c. per lb. on 10,000 to 20,000 lbs, 2c. on 5,000 to 10,000 lbs., 1c. on 2,000 to 5,000 lbs., ½c. on 1,000 to 2,000 lbs., ½c. on 500 to 1,000 lbs., purchased during the season.

The Canadian duty on Paris green is 10 per cent., and then there is, of course, the freight besides.

A LAWYER'S BUNGLING.

IF fresh proof were wanted of the unwisdom of passing the national administration of affairs over to lawyers almost entirely, we have it in the purchase of rifles by Canada for the militia. The late Minister of Militia, Hon. J. C. Patterson, was — like the new Minister, Mr. Dickey — a lawyer. No doubt, in this business transaction he did the best he could, but, being a lawyer, and knowing little or nothing about the merits of the business affair entrusted to him, he made a complete botch of it. This is what Mr. Dickey, the new Minister, said at Ottawa, May 8, regarding the failure of the new Martini-Metford rifles to come up to expectations:

"The Dominion Government made an agreement with the Home Government to take a certain number of these rifles, and when they came out here it was found that the barrel was much heavier than had been anticipated by our authorities in making the purchase, but an examination of the correspondence which led to the contract satisfied me that the Home Government had been absolutely in good faith in the matter, that the rifle they supplied to us was exactly what they had contracted to deliver to us, and that the good faith of Canada required that it should carry out that purchase and take the rifles and pay for them. I felt that if any class in the country would resent anything like bad faith towards the military authorities of the Mother Country on the purchase of rifles, that class would be the riflemen of Canada. If we made a bad bargain, we should be men enough to stand by it and pay what that bargain would cost us."

No doubt we must pay the piper. Canada will not repudiate a just debt, especially one to the Mother Country. But it is hard that we should be out thousands of dollars in hard cash, simply because Mr. Patterson didn't know his business, or rather our business, for transacting which we paid him $8,000 per year. This contrasts strongly with the successful management of business men in the Government, like Hon. Clarke Wallace and Hon. John Haggart. Mr. Patterson's bungling only accentuates what has been said in these columns about the necessity of having more men with commercial training and experience in our Governments. How long would we business men stave off bankruptcy if we continued to make wretchedly bad bargains like this wasteful purchase of useless rifles?

THE JUTE SEIZURES.

On Friday morning the Exchequer Court held a session in Montreal in order to determine what quantity of jute had been imported by the Dominion Bag Co., the Canada Jute Co., and the Consumers' Cordage Co., since the new tariff placing a duty upon jute which had been cropped came into effect.

The Crown was represented by Mr. Hogg, Q.C., of Ottawa, the Dominion Bag Co. by D. McMaster, Q.C., and F. S. Maclennan, Q. C., while A. D. Taylor and J. S. Buchan appeared for the Canada Jute Co. and R. D. McGibbon, Q C., for the Consumers' Cordage Co.

For the latter company Mr. McGibbon made declaration that no jute which had been cropped had been imported since the new tariff came into force.

For the Dominion Bag Co., Mr. McMaster applied for a postponement of the reference on the ground that it had been impossible to procure any new evidence since the trial as to whether the jute had been cropped or not, and also on account of the absence of material witnesses. Mr. Taylor, on behalf of the Canada Jute Co., joined in this application and the case was adjourned sine die and is not likely to come up again until September.

U. S. EXPORTS.

IMPORTS into the United States during March aggregated $69,291,533, against $66,031,689 the same month last year. The exports of domestic goods were $63,617,390, against $68,529,342 in March, 1894.

Among the items in the imports to show increases were animals, manufactures of cotton, earthen, stone and chinaware, glass and glassware, hides and skins, unmanufactured rubber and gutta-percha, manufactures of iron and steel, leather and manufactures of, rice, oils, seeds, manufactures of silk, tin in bars, blocks, etc.; wood and manufactures of, unmanufactured wools, manufactures of wools. A feature of the imports was a falling off in sugar, molasses and coffee of over $12,500,000 worth, and an increase in manufactured and unmanufactured wools of $5,304 756 worth.

In the exports, among the items showing decreases were animals, breadstuffs, oils, provisions, spirits, manufactures of copper. The items showing increase were agricultural implements, copper ore, iron and steel and manufactures of.

AGAINST DEPARTMENT STORES.

The London (Eng.) Sun complains that while the great Army and Navy Stores in London pay an immense dividend to the stockholders, the employes are not fairly treated.

The Sun says: "This huge establishment is honeycombed with discontent; the big dividends are being earned by gross injustice to a large section of the employes, and the men are being degraded by a system of military discipline which is as needless and useless as it is merciless."

The grievances are summed up under the following five headings: (1) Promiscuous searching of employes; (2) espionage indoors and "shadowing" out; (3) summary dismissal without reason assigned; (4) reduction of wages of old employes; (5) administration of the provident fund.

PRIVATE DETECTIVE AGENCIES.

Private detective agencies are possible of being made valuable adjuncts to business. Some of them too often are blackmailing institutions. Obviously, then, under proper control, their office is to be commended rather than condemned.

To secure the desideratum is the object of a bill now before the House of Commons at Ottawa.

This bill provides that when a number of persons associate for the purpose of forming a detective or secret service business for pay, a sworn statement shall be filed with the Secretary of State giving the names of the members thereof, together with the style of firm. Then, thirty days later, a ten-thousand-dollar bond must be deposited with the same Minister of the Crown as a guarantee of the faithful performance of the duties prescribed in the Act, while upon this bond are to be endorsed the oaths demanded of those who are to engage in the detective business. A new bond and certificate is demanded every 25 years, while both these are to be forthcoming every time a new member enters the association.

Those engaging as detectives without having complied with the regulations are liable to both fine and imprisonment.

The bill appears to be a step in the right direction, and if it becomes law persons engaging in the private detective business will require to have both reputation and money, in both of which some so-called detective agencies are lacking.

UNITED STATES FIGURES STILL INACCURATE.

The United States official figures have always been faulty in recording the amount of goods exported by the republic to Canada. The Washington statisticians, to remedy this, used to copy our trade and navigation returns giving Canadian imports from the States, thus admitting their superior accuracy. Our figures always showed Canada to be an immensely better customer of the States than their own figures admitted. Two years ago Congress passed a law compelling the register of shipments by rail to Canada, hitherto neglected.

The latest Washington returns covering the fiscal year 1894 show an increase of $14,000,000 in exports to Canada over 1893. The new law is thus proving partly satisfactory, but not wholly, because the American figures are still $6,000,000 short of the Canadian record for the same period. Canada, therefore, does not get credit for the whole of her purchases from Uncle Sam, and Hon. George Brown found in 1874, when he tried to get Congress to accept his reciprocity treaty, that the Americans were utterly ignorant of the value to them of the Canadian market.

SHORTER TERMS OF CREDIT.

The Hardware Section of the Montreal Board of Trade is moving for shorter terms of credit, and is trying to induce the trade in other parts of Canada to join them.

Mr. MacMaster, of the Montreal Rolling Mills, interviewed the leading jobbers of Ontario this week, and the majority were strongly in favor of the proposition.

There are a few firms who do not fall in with the idea, but Mr. MacMaster thinks these gentlemen will support the movement when they find the majority of the dealers favor it.

MONEY AND STOCKS.

C. P. R. continues to gather strength. On Tuesday it sold up to 53½. This is an advance of 1¾ to 2 per cent. on sales of a week before. Continued increase in the earnings seems to be the principal reason for the appreciation.

* * *

Bank stocks keep fairly steady, although there are fewer transactions than a week ago.

* * *

Insurance companies' losses are not so heavy as they were, and, as is usual, they are expected to be lighter from now until the end of the year than they have been during the past four or five months. There is a better feeling in insurance stock as a consequence.

* * *

Call loans are unchanged at 4½ per cent., and there is not much doing. In Montreal the money market is firmer, owing to the natural tendency of the banks to husband their funds towards the close of the financial year.

* * *

Stock of the new local insurance company in Winnipeg is being snapped up. Already nearly $200,000 has been subscribed in that city alone, and it is the intention to invite merchants from Portage la Prairie, Brandon, and other towns to join.

* * *

"The general feeling," remarked a broker, referring to the stock market, "is that prices will slacken off, and that it will be a little duller—unless something unforeseen occurs."

* * *

The Chicago and New York markets have all been strong, and there is a good deal of speculation going on among Torontonians.

* * *

The United States gold reserve gained about 3½ millions in one day last week. This was the largest increase since February. The reserve now amounts to nearly $96,000,000.

* * *

Some changes have recently been made in the directorates of a couple of banks. James Scott has been elected a director of the Standard, and R. D. Ferry, of Toronto, and Dalton Elliott, of Peterboro', have been appointed to seats on the Ontario Bank Board. A gentleman who knew whereof he spoke intimated to me that there would be a change in the policy and management of the Ontario Bank as a result of the infusion of new blood into the directorate of that institution.

* * *

Commercial Cable took a weak turn on Monday, but it appeared to be recovering at the time of writing.

ARGUROS.

DROPS FROM THE EDITOR'S PEN.

Business without system is like a vessel without a rudder.

* * *

Jealousy is the "green-eyed monster" in business as well as in love.

* * *

These warm spring days are fructifying the cause of early closing.

* * *

There is one thing that every man has—an excuse for being late to business.

* * *

There's nothing like leather, sure enough, these days—for appreciating in value.

* * *

An elevator-building epoch has developed in Manitoba. Thirty new elevators alone will be erected this year.

* * *

A well written and attractively arranged "ad.," planted in a good medium, will bring forth fruit in due season.

* * *

The man who says that advertising does not pay is twin brother to the man who avers that medicines do not heal.

* * *

Procrastination is the rock which has caused more business men to founder than any other evil that menaces trade.

* * *

United States congressmen already have an elastic conscience, and now some of them are seeking an elastic currency.

* * *

Union is not strength when the several parts composing the whole are aggregations of soreheads, pessimists and cranks.

* * *

Quality and not size is what should be the young business man's first concern. The largest apples are not always the best.

* * *

"Comfort" does not rhyme with "cash," but it is a cold fact in prose that cash brings comfort, which is, after all, the poetry most of us crave after.

* * *

Statisticians claim that the per capita consumption of bread in Great Britain is decreasing, while that of meat is increasing. Let us see, did not an orator once remark: "Gentlemen, what made England great? Why, beef, beer and the Bible." There was no mention of bread there.

* * *

While politicians at Ottawa are devoting their time to picking holes in the armor of their opponents the business of the country is allowed to lie on the shelf. This is what comes of sending so many men to Parliament whose business is political and whose concern is self and party.

* * *

The parliamentary pressmen who last week took a tour of the Eddy mills at Hull were doubtless more Eddy fied than at any time during the session.

* * *

"Don't let up on the departmental stores," advises a contemporary. That's right. Keep pegging away at new ideas to counteract the influence of the department stores. That is the best kind of "not let up."

GLASS SUITS.

Decisions have been rendered at Montreal by Mr. Justice Malhiot in the actions taken against the steamer Glengoil by Pilkington Brothers and by the Toronto Plate Glass Importing Company, for damages caused by the breakage of two shipments of glass made from Antwerp to Montreal in the summer of 1893. The actions were brought upon the ground that the goods were improperly and inefficiently stowed by the master and crew of the ship, and that owing to the inefficient stowage the glass received injuries during the voyage, and when it arrived here a large quantity of it was found to be broken. Defendants endeavored to get rid of liability by showing that the ship was chartered to the Columbia line for that voyage, and that the contract to carry the goods was made with the agents of the Columbia line and not with the owners of the vessel. Defendants also pleaded that the stowage was good, and that the damage was caused by tempestuous weather. Judge Malhiot found that both these contentions were unfounded, and that the defendants, as the owners of the ship, were liable for the damage to the plaintiff's goods, which was caused by the careless manner in which the glass was stowed. Judgment was rendered for Pilkington Brothers for the sum of $1,960, and for the Toronto Plate Glass Importing Company for the sum of $2,150.

A FOUNDRY MUDDLE.

A press dispatch from Whitby reads: "The sale of the foundry property to Wm. Brown is turning out most unsatisfactory. Brown's proposition to pay $1,800 in three instalments, being acted upon by the sheriff as assignee for the Mowat Manufacturing Company, placed Brown in possession as sheriff's agent, which enabled him to carry on business till the arrangements between him and the town could be completed. The town authorities closing the bargain, Brown refused to pay the sheriff's costs which he incurred in declaring the Mowat Manufacturing Company insolvent. The town take the stand that whoever engaged the sheriff as assignee must have guaranteed his expenses and must pay him. The town has also been asked and has refused to pay a bill from the law firm of Dow & McGillivray, and Brown has refused to pay even the first instalment of $600 till matters are settled. It is claimed that Brown has stated he will not carry on the foundry any longer than will enable him to work off his present stock, and if he can get the use of the building for a month or so will vacate the premises."

BRITISH PIG IRON.

The production of pig iron in Great Britain during 1894 shows a large increase over the output during 1892 and 1893, being 534,904 tons in excess of the latter year. The greatest increase is in the Cleveland district, where the output was 239,235 tons greater than in 1893. The only heavy decline is noted in Scotland, where the production decreased 128,253 tons in 1894. South Staffordshire, Shropshire and North Wales also show a slight decrease, but all other districts have increased.

The output of various classes of iron in tons of 2,240 lbs. was as follows:

Forge and foundry, 3,583,459; hematite, 3,409,717; spiegel and ferro, 92,806; basic, 278,763; total 1894, 7,364,745; 1893, 6,829,-841.

The number of furnaces in and out of blast during 1893 and 1894 was as follows:

1893			1894		
In.	Out.	Total.	In.	Out.	Total.
310	385	695	323 11-13	374 2-13	698

A noticeable feature of the trade is the large increase in stocks at the close of 1894, amounting in all to 1,043,178 tons, as against 868,730 tons at the close of 1893. The greater part of this increase is in the Cleveland district, though all districts excepting Scotland and North and South Wales show greater or less increase in their holdings.

Comparing these figures with the United States production, it is noted that the American output, which was 9,157,000 tons in 1892, declined to 7,124,502 tons in 1893, and 6,657,388 tons in 1894, so that during the past year, for the first time since 1889, the output of the republic has been less than that of Great Britain. The latter stocks were, however, but 597,688 tons, or 11.9 per cent. of the output, while the British stocks were almost twice as much, and amount to 14.1 per cent. of the production.

DEDICATION OF TOMBSTONE.

On Sunday last, May 12th, at the Jewish cemetery, Pape avenue, Toronto, the handsome tombstone which has been erected to mark the last resting place of the late Emanuel Samuel, was dedicated with prayers by the Rev. A. Lazarus, assisted by Rev. Mr. Solomon. The dedication was witnessed by a few near relatives and friends, among whom was Mr. Jacob Samuel, of London, Eng., only brother of the deceased.

MODERN CHARIOTS.

A PROMINENT manufacturer of machinery, says The American Artisan, in a moment of post-prandial effervescence the other day, made the statement that the time is coming when a shop will make nothing but thirty-inch pulleys, six-inch face, with two-inch hole in hub, and when a telegram comes saying, "Send me six by express," they will know just what to send, as they make nothing else.

This is, of course, an extreme case given for the sake of a rhetorical effect, but it exemplifies the great differentiation of the processes of production that is constantly in progress. The day of the "30-in. 6-in.-face-2-in.-hole-in-hub-pulley" is very far distant, but the specialization of to-day is wonderful compared to that of yesterday. In olden times the king who wanted 1,000 chariots of war set 500 men to work and each man toiled until he had two complete chariots.

That chariot order is handled different nowadays. Those same 500 men work at it, but the handiwork of each of the 500 appears in every chariot. Why, nowadays six of these workers devote all their attention to the whiffle-trees of the chariots alone. One man selects the pieces of wood the spokes are made from; another man does nothing but oil the axles before the wheels are put on; while another but fashions the bolts that fasten the spokes to the hub. We don't make war chariots now, they are out of date, but if we did is not this the line we would take in this day and generation? Both old and new methods have advantanges. According to the old way we had a number of complete chariot builders, now we haven't any.

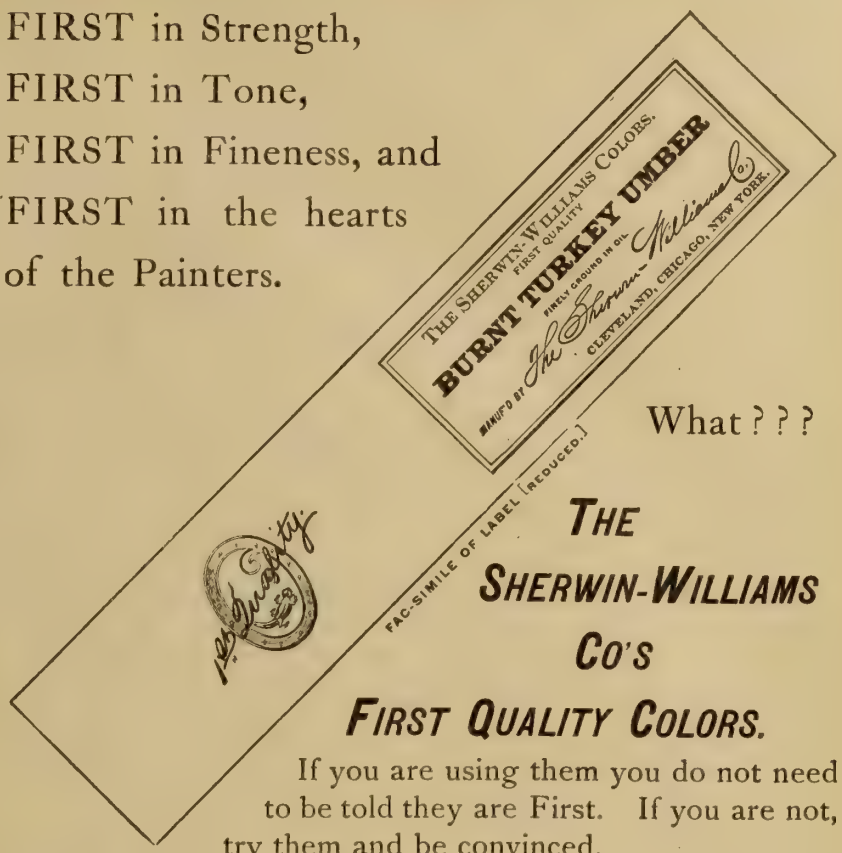
Suppose the man-who-paints-the-left-half-of-the-warrior's-crest-on-the-chariot were cast away on a desert isle, could he make a chariot? Not at all. He would not only fail in this, but he couldn't even paint a complete warrior's crest on it—but when it came to the left half of the said crest, why he could paint that ten times as well and in one-tenth the time taken by the old all-round chariot builder.

Under the new regime the work gains at the expense of the men. Your old-time chariot builder was sure of occupation as long as there was a sufficient demand for chariots. Nowadays the man who drives the bolts fastening the body of the chariot to the axle holds his job by a precarious tenure.

Suppose a genius comes along and shows that the bodies and axles of chariots can be fastened together better by cement than by bolts, what happens? All the bolt fasteners are thrown out of occupation. They can hardly adapt themselves to any other branch of chariot building, for every subdivision of the same is as much a distinct trade as chariot building itself was at one time, and until they can find some new notch these people are but pariahs ostracized from the industrial world.

We have spoken of labor bereft of its occupation—how about capital? Here are a firm that have spent their earnings in the installation of new and expensive machinery to make pins at a billionth of a cent a gross cheaper than their competitors. In scarcely a month inventive genius makes a machine that cuts the cost of pin manufacturing five-billionths of a cent a gross. This concern has to buy new machinery or go to the wall—for will not their competitors using this latest machinery cut prices five-billionths of a gross, which reduction they cannot meet unless they, too, get new machinery? Their recently new machinery is so much scrap iron, is it not? The capital placed in it is so much money thrown to the birds, is it not? We have instanced these individual cases where specialization has worked injuries. But what are its evils compared to the marvelous impetus it gives to the productive capacity of the world? To specialization we owe much of our wonderfully increased comfort; and, reverting to our illustration of the chariot, it is at once apparent that a system that enables fifty men doing specialized work to make 1,000 chariots better and in a shorter time than 500 did formerly is a distinct boon to the human race.

FIRST in Strength,
FIRST in Tone,
FIRST in Fineness, and
FIRST in the hearts
of the Painters.



What???

THE SHERWIN-WILLIAMS CO'S
FIRST QUALITY COLORS.

If you are using them you do not need to be told they are First. If you are not, try them and be convinced.

SOLD BY

The Wholesale Agents for Canada

Walter H. Cottingham & Co. Finest Paints and Varnishes **Montreal.**

THREE RIVERS COMPANY REORGANIZED.

Letters patent have been issued incorporating Antoine Aime Charlebois, gentleman, and Alphonse Charlebois, contractor, of Quebec; W. Duncan, of Three Rivers, mechanical engineer, and Hector McRae, merchant, and George Duval, barrister, both of Ottawa, by the name of "The Three Rivers Iron Works Company," with a capital of $100,000.

This new company now owns the industry started seven or eight years ago by Count de Lavallee, representing a syndicate of Belgian capitalists. At the outset the product was gas and water pipes of iron up to 6 and 8 inches. The enterprise did not fare well, and the city of Three Rivers had a claim of $30,000 against the concern on account of a municipal bonus which had been voted. The works lay idle for some time, and were finally bought at auction for a small price by Mr. Gagnon, of Three Rivers, who finally passed it over to Mr. Charlebois, the well-known contractor, who is the moneyed man of the concern. Mr. Duncan is the practical member of the company. Its capital does not seem very large for the business to be carried on. New plant is being put in, and the company proposes to make cast-iron pipe up to 14 and 16 inches, and foundry castings as well.

HAMILTON TRADE GOSSIP.

THE Toronto, Hamilton and Buffalo railway will be opened some time next week, it is expected.

There is some difference of opinion regarding the extent of damage done by frosts in this district. One gentleman told me that grapes, peaches and early apples had suffered badly. B. R. Nelles, the well-known fruit man of Grimsby, told a friend of mine that in his part of the country the grapes and everything else were all right. I hear that in the neighborhood of Simcoe much damage was done.

The F. F. Dalley Company are putting a new stove polish, in paste form, on the market. It is in a deep box, to avoid the possibility of drying, and is named the "Gem."

The Kay Electrical Manufacturing Co., the new proprietors of the Kay Electric Works, James street, have put in some new machinery in their factory, and have decided to branch out into the making of transformers and alternating machinery for lighting purposes. There are said to be more Kay machines running in Toronto, Hamilton, St. Catharines, Guelph, and London than of any other makes.

Hamilton manufacturers and merchants are anticipating great things to accrue when the Radial road is in operation. "The road," remarked a merchant to me, "will take in such places as Waterloo, Galt, and Berlin, with a branch to Guelph. In these places Toronto merchants have now got a pretty good grasp. But wait till this Radial road is open. A good deal of the trade that now goes to the 'Queen City' will then come to the 'Ambitious City.'"

"Trade indications are much better than a week ago," remarked a metal man to me on Wednesday, "and I think we shall see an improvement in every branch of the trade before long."

A good many gasaline stoves were sold by Hamilton retailers during the recent hot spell, but the demand has fallen off during the last few days.

The scarcity of low-grade bicycles in Toronto has resulted in one firm here finding a customer for sixteen machines in the "Queen City."

Bar iron has advanced 5c. per 100 lbs., being now quoted at the base price of $1.60 to $1.65, either from stock or the mill. Sheet zinc is higher in the primary markets.

"Trade seems to be encouraging all along the line," said Mr. Hope, of A. Hope & Co., to me on Wednesday. "We have received a telegram to-day announcing advancing markets in the States. Quotations have been withdrawn on iron pipe, due to increasing demand, increased cost of raw material and advance in wages. We have had four years of the down grade, and I think we are now on the up grade."

Business in metals here is very firm. There is an increased demand all along the line. Stocks have been small all over, and now people will be forced to buy, which naturally means that higher prices will follow. W. L. E.

BALFOUR ON ADVERTISING.

AT a dinner given by the London Newspaper Society last week, the Right Hon. A. J. Balfour made the following noteworthy assertion: "In my judgment, all the machinery used in communicating information to the public is not of really more importance to the community at large than the power of the people to communicate by advertisement and bring the buyer and the seller together and give them the machinery for communicating their wishes to one another."

The British people have been rather slower than the Americans and Canadians in seeing the advantage of the newspaper as an advertising medium. In the average British journal there is little attempt made to display the advertisements to make them catch the eye, and the announcements are made in the driest and most matter-of-fact manner. Nevertheless it has been discovered by the British merchant that the newspaper brings the buyer and seller together, and the advertising patronage of the better class of British journals is immense.

In Canada wonderful improvement has been made in advertising during the last few years. Merchants have learned how to write attractive, snappy advertisements that arrest the attention of the most careless turner-over of newspapers, and the result is that the newspaper is now looked upon by the up-to-date merchant as being a first necessity to his business. A few years ago the average advertisement stood all the year round, and read something like this:

"John Smith, dealer in dry goods, hardware, crockery, boots and shoes, ready-made clothing, hats and caps, glass, cutlery, lime, salt, nails, fish, pork and general groceries, begs to announce to his numerous customers in Hamilton and vicinity that he has just opened a large and varied stock of new goods, which he proposes to sell cheap for cash or country produce. Give him a call before purchasing elsewhere."

Look at the bright, crisp, readable advertisements in this issue of The Spectator, and see the difference. And the difference between the advertisement of to-day and that of a few years ago is not all in the writing of it. Then the intelligent compositor set his advertisement according to a hard and fast set of rules which resulted in something that he considered to be "well balanced" and typographically perfect, but in which there was nothing striking to catch the eye. Now the compositor ignores all the old rules and seeks for effect. The result is that the advertisement is of much more value to the advertiser.—Hamilton Spectator.

NEW MACHINE SHOP.

The recent amalgamation of the A. R. Williams machinery works of Toronto, and the Canada Machinery and Supply Company, Brantford, Ont., will result shortly in the erection by the new company of a large new factory building, and salesrooms for the accommodation of their increased business. The new factory will be erected in the rear of the present Esplanade machine shop of A. R. Williams. It will be five stories high, with a frontage on Front street of 75 feet, and a depth of 150 feet. It will be fitted up with the most modern appliances for handling large stocks of machinery and machine supplies. The new structure will stand almost opposite the Queen's hotel.

UNIFORMITY IN TRADE MARKS.

Col. Denison, M.P., proposes to move in the House of Commons that the Canadian Government take advantage of the International Convention to promote industrial prosperity. Great Britain joined this convention in 1884 Queensland in 1885, New Zealand in 1894. Its design is to protect inventors and merchants, by securing uniform legislation in reference to patents, trade marks, designs, etc.

The Finance Committee of the Winnipeg City Council have received two tenders for Winnipeg local improvement debentures, one from O'Hara & Co., Toronto, for $37,315 of fifteen-year debentures at 107.36, and the other from Hanson Bros., Montreal, for $54,203 of seven-year debentures at 103.55. These are the highest prices ever obtained.

Works: St. Helens, England
PILKINGTON BROS.
LIMITED
MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.
Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

Spray Pumps *Garden Syringes*
Garden and Border Shears
Rakes, Hoes, Spades, Shovels
Spading and Manure Forks, etc., etc.
SHEEP SHEARS

H. S. HOWLAND, SONS & CO.
Wholesale Hardware Merchants, . . . TORONTO
The "Graham" Cut and Wire Nails are the Best.

THE FATEFUL FROST.

Advices from the leading Canadian fruit d stricts go to show that more or less damage has been done by the untimely frosts of the past few days. Telegrams from some quarters say that everything is gone, while from other points comes the encouraging news that the frost has done no harm, but, as a matter of fact, it is yet impossible to ascertain the amount of damage suffered by the crops. The worst feature of the frost is that it followed a period of spring weather unusually fine for this period of the year, which had forced all vegetation ahead at an unnaturally rapid rate, so that it was in a delicate stage of growth. On the other hand, it is considered fortunate that the frost has been followed immediately by a period of cold, wet weather. A hot sun rising the morning after Jack Frost's visit would have withered and shrivelled the bitten blossoms and shoots to nothing, whereas the cold drizzle which fell instead has braced many of the delicate buds and plants, so that they have taken a new lease of life. Strawberries, cherries, early-planted tomato plants and early vegetables generally have been most seriously hurt. It is hard to say anything definite as yet regards the effects of the frost on peaches, grapes and the larger fruits in the Niagara district.

IRON AND STEEL SITUATION.

Dun's Review thus summarizes the iron and steel situation of last week: "The output of iron still exceeds the consumption, but has fallen 1,578 tons weekly in April, to 156,554 May 1. Bessemer pig has been raised to $10.90 at Pittsburg, and the general demand for finished products does not equal the recent output, but is distinctly increasing, bars and sheets selling more largely, though structural specifications are disappointingly slow. The most noteworthy gain is in orders for steel rails, 30,000 tons for the Pennsylvania, and 50,000 for a western road. Coke production still lessens, 6,732 tons for the week and 36,356, or 23 per cent., in the past three weeks. Tin has been raised to 14.4c, and copper to 10⅛ by increasing demand."

HARLEY MALLEABLE PROCESS.

In a note to The Iron Trade Review concerning the process he is developing for the production of malleable iron without the time and expense now required for annealing, Geo. Harley, of Springfield, O., says that his plans are not fully matured. He adds: "I have been experimenting with a small furnace and have had the best results. My iron is strong and tough, will bend but not break, and can be worked in the blacksmith's forge like wrought iron. I am putting up a large furnace to melt six tons an hour, and if I get where I expect, it will change the whole system of melting iron. My invention does away with much hand labor and accomplishes the result at small cost. Castings made by it are stronger, sounder and more reliable than malleable castings, and can be produced at less cost than grey iron castings. They can be made of any size up to several tons, and uniformly have strong iron." A company has been incorporated under the laws of West Virginia, with minimum capital of $10,000 and maximum capital of $1,000,000, to take hold of the process commercially.

Now for EXCELSIOR
POTATO BUG KILLER
Sure Extermination. Nothing to Equal It.
Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West *Toronto*

NEW CORPORATIONS.

LETTERS patent have been issued incorporating Alfred N. Thompson, registrar; Charles H. Kathan, trader; Sidney Stevens, banker; Michael F. Hackett, advocate; Charles H. McClintock, gentleman; John L. House, gentleman; George H. House, nurseryman; Charles H. Gordon, trader; Charles A. Jenkins, trader, all of the township of Stanstead; George F. Terrill, of the township of Ascot, farmer; George H. Bradford, printer; Samuel F. Morley, bank accountant; Harriet D. Johnson, widow; Richard Smith, machinist, and James S. Mitchell, merchant, of Sherbrooke, and John M. Adams, publisher, and George A. Hall, machinist, of Portland, Maine, for the manufacture and sale of mowing machines and other agricultural implements and machinery, by the name of "The Hall Mowing Machine Company of Canada," with a capital stock of $100,000.

Letters patent have been issued incorporating George Van Felson, Louis Bruneau, Arthur Picard, Bernard Leonard, Thos. Davidson, Walter J. Ray and David Watson, of Quebec, merchants, for the purpose of carrying on the business of manufacturers and dealers in sporting goods and general hardware and other business pertaining thereto and also that of manufacturers' agents, by the name of "The V. & B. Sporting Goods Company," with a capital stock of $20,000.

COLLECTING BAD DEBTS.

The retail merchants of Montreal are about to organize a monster petition to the Government asking for a change in the law affecting the collection of small debts by legal process. St. James and St. Catharine streets have already been canvassed, and the nucleus of a campaign fund has been subscribed. The chief ground of complaint is, that no matter whether the debt be large or small the delays of the system make it almost impossible for a merchant to get judgment within a year after entering suit. What the retailers want is the adoption of the Ontario Division Court system, under which a case can be speedily decided. The procedure there gives the judge the right to order the defendant to pay so much a week according to his capacity, and should he fail to do so and also fail to give a satisfactory reason for his disobedience then he is held guilty of contempt, and can be sent to jail at the option of the court. The machinery is simple, and the Montreal retailers say it can be worked there just as well as in Ontario. A meeting to organize an executive committee and arrange for the signing of the petitions will be held this week. It is proposed to take in the entire province, and merchants in Quebec, Sherbrooke and other important cities will be asked to join the movement. The wholesalers, many of whom have been seen already and have expressed their sympathy with the idea, will be expected to lend a helping hand to see this desired change become law.

BIG BRIDGE CONTRACT.

The Canadian Bridge Co. has secured a bridge-building contract involving $250,000. When the Atlantic and Lake Superior Railway signed the contract with W. G. Reed & Co. for the construction of all that portion of their railway that remains unfinished between Chaudiere Junction and Yamaska, everything was included except the ironwork of the necessary bridges. These are somewhat numerous, and include one over the St. Francis, between St. Francois du Lac and Pierreville, of 1,900 feet in length, with an average span of 120 feet and a height above river bottom of 60 feet; a deck bridge at Nicolet over the Nicolet River, 600 feet in length and 120 feet span, with facilities for vehicular traffic; and also one at Becancour which measures, with approaches, some 1,300 feet. Besides these, there are several of lesser importance, of which the principal are those across the Gentilly River, River du Chene, and the Chaudiere River. The Canadian Bridge Co. will build all these structures.

CHEAPER BY HALF.

The McClary Manufacturing Co, who report an immense trade this spring in refrigerators, ice cream freezers and oil stoves, recently made a trial shipment of a lot of these and other goods from their London, Ont., factories to Toronto, via Port Stanley, on one of the new line of merchant steamers plying between that port and Toronto. Unfortunately, owing to a break in the Welland Canal, the boat was a few days late in arriving, but taking everything into consideration the McClary Co. seem well satisfied. They are surprised indeed at the exceedingly low rate at which their goods were transported. The freight by boat amounted to just two-thirds of that they formerly paid by rail, so they state. This shipment by water was only a trial one, but it is probable that a great quantity of their consignments will henceforth move by that route.

ELECTRICITY FOR QUEBEC.

Mr. Beemer, representing a syndicate, appeared before the Roads Committee of the Quebec City Council on Friday, and made definite proposals for a complete electric car service through the principal streets of the city and St. Roch's, with connections running up a couple of hills, Palace and Cote d'Abraham, the whole to be connected with the Quebec, Montmorency and Charlevoix Railway, running to Montmorency and La Bonne St. Anne. Mr. Beemer offers to pay for the right of the streets after three years from date of contract, 3 per cent. on gross receipts for two years and 4 per cent. for the balance of thirty years of the franchise.

SMALL OLIVE OIL CROP.

The British Consul at Patras, Greece, reports that the olive oil crop of 1893 having been very abundant, was, as usual, followed by a small crop in 1894. Formerly large quantities of olive oil used to be exported from the Morea to all parts of the Levant; but of late years, owing to the increase of population, and to the ruthless cutting-down of olive groves to make way for currant vineyards, the produce of the Morea barely suffices for local consumption. One cargo, consisting of 110 tons of 1893 oil, costing £23 10s per ton, f.o.b., was shipped last year to Liverpool. This trade is increasing annually, but is confined almost entirely to shipments to the United States and the Levant. The large black olive, produced near Salona, in the groves under Parnassus, simply salted, is much esteemed in the east as a condiment, but there is no demand whatever for this article in the United Kingdom, where the taste runs on the French or Spanish green olive.



Chains

Trace, Halter, Tie-out, Post, Heal, and Cow Ties, Tie Weights and Evener Chains, etc.

COIL—SEVEN SIZES.



WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. HANSON, Agent.

THE CANADIAN LUMBER TRADE.

THE Mississippi Valley Lumberman says: "The extent of the lumber traffic of the British provinces with the United States is a matter which enters largely into the affairs of the American lumbermen along the line from Maine to the Pacific, and especially does this traffic affect the business of the producers of white pine in Michigan, Wisconsin and Minnesota. A careful study of the official figures is presented our readers all along the line for the quarter ending Dec. 31, 1894. From these figures it would seem that we are annually buying some $12,000,000 worth of lumber from the provinces, and that the bulk of all this lumber is sluiced across the line into the central belt of states supplied by the white pine of the three states.

"The following shows the value of the imports and the ports of shipment of lumber, logs, etc.: Vancouver, B.C., $18,182; Halifax, N.S., $6,303.66; Moncton, N.B., $93,844.52; St. John, $345,897.56; St. Stephen, N.B., $94,502; Windsor, N.S., $47,024; Woodstock, N.B., $27,481.70; Yarmouth, N.S., $32,598.69; Amherstburg, Ont., $5,369.95; Belleville, Ont, $165,790.29; Brockville, Ont., $811; Chatham, Ont., $47,697.29; Clifton, Ont., $396; Collingwood, Ont., $84,636.66; Fort Erie, Ont., $3,960; Goderich, Ont., $135; Hamilton, Ont., $10,730; Kingston, Ont., $14,127; London, Ont., $2,858.85; Morrisburg, Ont., $774.20; Orillia, Ont., $83,050.63; Ottawa, Ont., $682,134.50; Palmerston, Ont., $25,524 44; Port Hope, Ont., $4,702.56; Port Rowan, Ont., $573 50; Port Sarnia, Ont., $5,439.41; Port Stanley and St. Thomas, $24,496; Prescott, Ont., $435; St. Ste. Marie, Ont., $50,761.13; Stanford, Ont., $41,573.38; Toronto, Ont., $63,808.50; Wallaceburg, Ont., $55,229.90; Windsor, Ont., $49,790.33; Coaticook, Que, $8,968; Gaspe Basin, Que., $8,433 60; Montreal, Que., $132,681.74; Quebec, Que., $72,674.38; Sherbrooke, Que., $101,487; St. Hyacinthe, Que., $48,189 48; St. Johns, Que., $29,174 41; Stanbridge, Que., $16,028.29; Three Rivers, Que., $153,292.10. Total, $2,661,374.55."

A NEW USE FOR STEEL.

The announcement that steel is being substituted for wood in grain elevator construction, will be received with surprise in the steel trade, says Age of Steel. Yet that is precisely what is being done, although very quietly, and in a sufficient number of instances, too, to show that the change to steel is not experimental, but decisive, and based on considerations of advantage in the use of the metal.

The first and most potent of these rests in the fire-proof qualities of steel, as compared with wood, whereby all expenses for insurance are entirely got rid of. The second has reference to cheapness of construction, where storage for 1,000,000 or more bushels of grain is to be provided. For smaller storage capacity than that named the wood elevator is somewhat cheaper to construct, but more expensive when the item of insurance is figured in, according to the estimates we have seen.

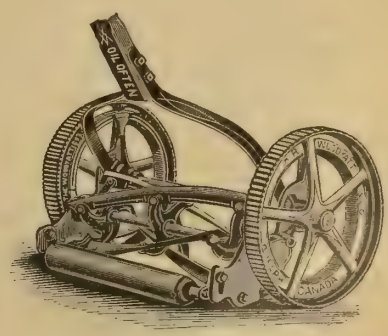
One reason for the comparative moderate cost with steel is that no new departure in construction is involved. The substitution of steel signifies merely a new, though greatly enlarged, application of the time-honored tank system of storage; so boiler and tank makers generally can take up the work without any special study or preparation whatever.

Besides, the field is a very extensive one, as we have intimated. An idea of the prospective consumption of steel in this direction may be had when it is stated that in two or three 100,000 bushel plants which we now know to be building, two tons of steel will be used to every 1,000 bushels of storage, or about 200 tons in each of the plants referred to. In smaller storage equipment—as, for instance, at country mills, where tanks for from 10,000 to 20,000 or 25,000 bushels are likely to be in great demand, owing to the irregularity of grain receipts, lack of storage capacity, and high rates of insurance—the consumption of steel will be proportionately larger to elevator capacity.

EVERY PART OF THE WOODYATT

LAWN MOWER

Is made from the best material possible to be got.



EVERY MOWER IS FULLY WARRANTED

Sold by all the Wholesale Trade of Canada.

W. C. LATIMER.

BY W. L. E.

TWELVE years ago there landed in Canada a bright Irish lad, brimming over with honest ambition and well fortified with pluck and energy. His name was W. C. Latimer, the subject of this sketch, and now a prosperous merchant in Creemore, Simcoe County, Ontario.

"Willie," for that is how his friends familiarly address him, got his initiatory business lessons in Draperstown, County Derry, Ireland. This was in 1877, when he was nearly 14 years of age, and he was apprenticed for 5 years to Henry Leacock, a general merchant of that town. After spending nearly 6 years in Mr. Leacock's employ, he resolved to see Canada, arriving in this country in the fall of 1883.

His first employer in Canada was W. L. Coulter, Avening, now of Creemore, with whom he remained about eighteen months. Then he secured a situation with John Sharp, of Cannington, one of the shrewdest and oldest business men in Ontario. Here it was that Mr. Latimer got what may be termed his high school training in business. It was while he was with Mr. Sharp that I became acquainted with him. He was a quiet, unassuming fellow whom everybody got to like, but he had a goal and was steadily aiming for it. In business hours he studied to please his employers' customers, and after business hours he studied to fit himself for the business career he had mapped out for himself. While too many young men of his age were wasting their evenings, friend "Willie" was working out the mysteries of bookkeeping and business ethics generally, or reading, or — "tell it not in Gath," negotiating a life partnership with a certain estimable young lady of the town. And he was successful, too.

He was sixteen months in the employ of Mr. Sharp, and then he returned to Avening, to again enter the employ of W. L. Coulter, which he left nine months later to accept a situation with George Lawrence, of Creemore. It was while he was in the latter's employ that Mr. Latimer left one day for Cannington and returned with the young lady—Miss Holmes—of that place, whose heart he had won during his sojourn there.

After clerking nine years with Mr. Lawrence, he, together with his brother-in-law, J. J. Holmes, now of Beaverton, purchased the stock and good will of his employer. This business he still carries on, Mr. Holmes having retired a year or two later to begin business for himself in Beaverton.

It is a principle with Mr. Latimer never to misrepresent an article. He sells it for what, to the best of his knowledge, it really is. He gives personal attention to the details of his business, and is ever on the alert to grasp opportunities for the extension of trade. His books he watches as carefully as a mariner does his compass, and he balances them at regular intervals. Living above his income he would as soon think of doing as flying.

Mr. Latimer takes a lively interest in local field sports, and is a member of a couple of benevolent secret societies.



W. C. LATIMER.

FISH OR MINERAL?

"That, sir, is composed of fish oil and dir," said Mr. J H. Hardi g, of St. John, N.B, to a reporter of The Montreal Star, holding out for inspection what appeared to be a dark brown stone, not unlike a piece of coal. "It is what is known as cannelite shale, and is native in Albert County, New Brunswick."

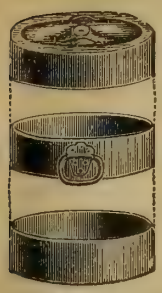
The speaker, Mr. Harding, who for 24 years was agent of Marine and Fisheries of his province, and who was lately superannuated, is a well-known authority on all subjects regarding mines and mining.

Dive ted of a great deal of intricate geological data, the history and theory regarding this cannelite shale is both unique and interesting. The deposits are located at Baltimore, Albert County. In general appearance and formation the shale greatly resembles coal, lying in seams and measures which vary in thickness from four-and-one-half to twenty-one feet, and are about two miles in length. There are five seams or veins, and it is estimated that they contain over 160,000,000 tons, of which 9,000,000 tons is above ground. In general appearance the cannelite resembles anthracite coal, having the same grain and polished surface, though brown in color. It is brittle, but unlike coal, is capable of being cut with a knife. Its specific gravity is about one-half that of coal, and in small pieces will float upon water. The composition of this mineral is fish-oil and earth, which the action and changes of the ages have worked upon. Eminent geologists are authority for the statement that the strip where these cannelite measures now are was a long narrow lake, densely inhabited by fish. An upheaval took place by which the two shores of the lake were brought together, squeezing the fish into a compact mass the size and shape of the present veins. Into this substance came a certain amount of earth, which intermingled and in turn petrified into its present shape. In support of this theory any amount of petrified fish can now be found upon the edges of these strata of cannelite, and a great many specimens have been secured, which are perfect in every particular.

As far back as thirty years ago Mr. Harding produced paraffine oil from this shale. Over 100,000 gallons of crude oil were manufactured and sold in Boston, where it brought 36 cents per gallon. This industry, however, became unprofitable when the oil wells of Pennsylvania were opened. When ignited the cannelite burns with a strong, intense flame, so intense, in fact, that it is desirable that it should be mixed with ordinary coal.

CARRYING DISTINCT LINES.

A case is reported, says Hardware Reporter, where the two members of a firm dealing in hardware and furniture found that the combination of goods was not profitable. They concluded to separate, dividing the separate lines, and each one starting a distinct business on his own account. The time since their separation has not been sufficient to determine the extent of the benefits derived from the change, yet it is safe to say that the two owners are mutually satisfied and will congratulate themselves on having taken a step that was dictated by self-interest and common sense. There are communities where stores carrying only one line of goods cannot be maintained with benefit. In such cases the carrying of a miscellaneous line is a necessity. But when the community can and will support a store carrying distinct lines, there is no reason why mixed goods should not be divided.


BROAD HOOP

The Broad Hoop Pattern

Milk Can Trimmings have our patent bottom hoop which has a great many advantages over others.

No unnecessary weight
No raw edge to make splinters of wagon floors

Clean and strong, Order early,
We can make immediate shipments . . . . .


IRON CLAD

THE THOS. DAVIDSON MFG. CO. LTD. — MONTREAL

SITUATION IN COPPER.

REPORTS from Lake Superior district, says Metal Market Report, indicate that in that district, at least, there is great activity amongst the miners. Old mining claims are again shortly to come to the fore as producers, and companies now on the producing list are to increase their product by improved machinery methods. So far as many of the Lake companies are concerned they certainly do not need higher prices in order to live, as may be seen by the dividend declared last year, and their reports, which showed the average selling price of the year to be but a little over 9½ cents. To read the reports which are circulated in Boston among traders in copper stocks should be enough to convince anyone that copper at 10 cents is a bonanza for the shareholders of the average company. When we examine the enormous advances in the copper stock in Boston Stock Exchange we commence to wonder whether it does not pay some interested parties to purchase a few hundred thousand pounds of Lake at 10 or 10¼ cents per pound, when by so doing they can advance the value of their speculative holdings 5 points or so per day. Watch the Boston stock market when the manipulators of the metal have sold their stocks ; we shall commence to hear stories of increased production, falling off in demand, cutting of prices daily more doleful, then copper and copper stocks will fall with a dull thud from those dizzy heights yet to be reached in the mind of the speculator. One of the Boston papers, in an enthusiastic article on copper and copper stocks, after prophesying Lake at 11 or 12 cents a pound, and copper stocks from $10 to $15 per share higher, winds up with the statement, "Nothing before like the present movement has been seen since the days of the French syndicate." Truly this Bee has a sting in his tail ; beware of the fate of Secretan.

Exports of copper from the United States during the nine months ending with March were, according to the Bureau of Statistics' report, as follows :

	1895.	1894.
Ore—	Tons.	Tons.
United Kingdom	6,679	21,995
Germany	89	1,016
Total	6,768	23,611
Ingots, bars, etc.—	Pounds.	Pounds.
United Kingdom	40,830,121	55,625,681
Germany	11,153,573	19,932,186
France	17,486,161	14,751,381
Other Europe	40,768,190	55,966,205
British N. America	202,916	433,168
Mexico	150,586	121,548
West Indies	.....	21,052
Other countries	5,900	11,208
Total	110,586,547	157,862,879

KINGSTON ENTERPRISE.

G. A. Kirkpatrick, says a Kingston, Ont., dispatch, has been in Chicago. He went there for the purpose of negotiating with a German firm, manufacturers of electrical machinery, in respect to locating their Canadian agency in Kingston, as they have had some idea for two years of establishing an agency in Canada. Mr. Kirkpatrick wants to transfer the locomotive works to the firm. Mr. Leigh, superintendent of the locomotive works, was summoned by a telegram to Chicago, in order that the negotiations might be considered. He has returned, but will say nothing.

A BOARD OF EXPERTS.

Halifax merchants complain of want of uniformity in the application of the tariff. On Wednesday Mr. Kenny presented a petition in the House of Commons from them praying for the establishment of a Board of Experts, such as THE HARDWARE MERCHANT has repeatedly urged, with power to deal with all questions and disputes between the collectors of Customs and the importers as to rates of duty and classification. They suggest that the board consist of five members, who shall represent the following trades : 1, dry goods ; 2, hardware, oils, paints, etc.; 3, drugs, chemicals, fancy goods, stationery, jewellery; 4, groceries, provisions and fruits ; 5, leather shoe findings. The petitioners point out that such a board has been for some years in operation in the United States, and believe that a similar provision would relieve Canadian importers of serious disabilities from the lack of uniformity in administering the tariff.

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.
Orders filled the same day as received.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL May 17, 1895.

HARDWARE.

TRADE in general hardware circles has not been quite so active since our last report. Considering the activity that has prevailed for over four weeks back, however, this is not surprising, and no great dissatisfaction is expressed thereat by the trade generally. Still, a fair volume of business is to note in most of the leading lines. Wire meets with a fair enquiry, and the same can be said of rope, wire nails, tacks, lawn mowers, gardening supplies, cutlery, screen doors and blinds, and cement. On the other hand, cut nails, horse nails, horse-shoes, chain, churns, etc., are quiet. Payments are unsatisfactory — to many — and this has continued to be the chief depressing feature this spring, for, otherwise, the conditions have been encouraging.

WIRE—There has been a fair demand for wire for fencing purposes, and quite a few car lots of barbed wire have also been moving since our last. Discounts are the same —60 days, or 2 per cent. off 30 days, prepaid freight on 500 lbs. and over, 18 extra on lighter spools than 75 lbs. each.

ROPE—There has been a good, active jobbing enquiry for cordage at steady prices. We quote:· Sisal, 5¾ to 6¾c.; manilla, 8 to 9c, and deep sea line, 14 to 15c.

CUT NAILS—There is only a moderate degree of activity to note in cut nails. The base price is $2.10 per package for Montreal and Ontario points, freight charges prepaid on 10-keg lots to points where the freight does not exceed 25c. per 100 lbs, rebate of 10c. per keg on car lots.

WIRE NAILS—There is a good jobbing demand for wire nails of the staple description. Discounts are: 75, 10 and 5, except on 1-lb. papers, which are 75 and 10 per cent.

HORSE NAILS—There is no change in these, business ruling quiet. The discount is 60 per cent. off.

TACKS—The jobbing trade in tacks has been satisfactory on the whole, but shows a tendency to slacken. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—Continues quiet and unchanged, as noted last week.

CLOTHES WRINGERS—Quiet and unchanged.

CHURNS—Business in these is on a diminished basis this week.

WARE—Ware of all kinds has continued to move out well in a jobbing way.

ICE CREAM FREEZERS—There is still a good enquiry for these in small lots.

PLUMBERS' SUPPLIES—Quiet and featureless.

TOOLS—Gardening and harvesting tools, such as lawn mowers, rakes, etc., continue quite active in a jobbing way. In other tools there is nothing special to note.

CUTLERY—There is a good fair demand for cutlery, both pocket and table stock, in assortments.

WIRE CLOTH—All goods of this description are in good enquiry, and the tone is firm.

LEATHER BELTING—No change to note since the advance noted last week, and demand is fair.

CEMENT—There has been a good active demand for cement, both for prompt and future shipment, since our last. Quotations here are now all made ex ship, and range from $1.90 to $2 on English to $1.80 to $1.90 on Belgian.

FIREBRICKS—There is a good demand for firebricks, with sales of round lots at $15 to $21, as to brand.

METALS.

The heavy iron and metal market has shown rather more activity in some lines, but on the whole the situation is not very lively. There has been more enquiry for domestic pig and bar iron, but tin plate, metals, etc., continue on the dull side.

PIG IRON—There has been rather more enquiry for Nova Scotia pig during the week, and quite a few good sized lots have changed hands at $15.75 to $16. Very little Scotch pig is arriving, and nothing is doing in it ex store. We quote: Summerlee, $20; Eglinton, $19; Carnbrae, $18.50, and Nova Scotia brands, $15.75 to $16.

BAR IRON—There has been rather more enquiry for bar iron since our last and several round lots have changed hands at $1.55. The tone is easy at a range of $1.55 to $1.60 according to quantity.

TIN PLATES—There is no change in the spot situation of these. Stocks are ample, demand moderate, and prices easy at $2.50 to $2.75 for coke tin and $3.25 to $3.75 for charcoal.

TERNE PLATES.—There is a fair jobbing call for these, but the volume of trade is small. We quote at $5.75 to $6.

CANADA PLATES—There is no activity to note one way or the other. We quote $1.95 to $2.

Refrigerators

This year we are making two lines, and they are better than ever.

Hardwood, with Natural Finish Highly Polished. Lined with Galvanized Iron. Movable Shelves. Easily Cleaned. Good Hardware Trimmings.

GRADE A.	Height.	Width.	Depth.	List Price.
No. 1	41	28	19	$23 00
2	41	40	21	28 00
3	53	46	21	37 00

GRADE B.	Height.	Width.	Depth.	List Price.
1	47	28	18	17 00
2	38	38	20	21 00
3	44	42	20	25 00

Nos. 2 and 3 of Grade B have Sideboard High Shelf. Discount. . . . .

McCLARY MFG. CO. - - London, Toronto, Montreal Winnipeg, Vancouver.

MONTREAL MARKETS—Continued

SHEET IRON—Rules rather easier in feeling, and we hear of sales of some round lots this week at $2. The range however still runs up and we quote $2 to $2.20.

IRON AND LEAD PIPE—Only a moderate demand is to note for either of these lines.

INGOT TIN—There is a rather firm feeling in tin, though business is quiet around 16c.

LEAD—No further change is to note in this metal, and we repeat $3 to $3.25 as the range.

SPELTER—Continues steady and unchanged at $4.25 to $4.50, for we doubt if the inside would be shaded.

SHEET ZINC—There is no change to report, and we quote $4 50 to $4.75.

ANTIMONY—There is a moderate enquiry for this metal at 9½ to 10c.

HOOPS AND BANDS—Trade is of a satisfactory jobbing character at $2 to $2.10, as to quality, for imported, and $1.85 for domestic.

GALVANIZED IRON—The demand for galvanized iron is fair in a jobbing way. We quote: No. 28 Queen's Head, 4 to 4¼c.; Morewood, 5 to 6c.; tinned sheets, coke, No. 24, 5¼ to 5½c.; No. 26, 6 to 6¼c., with the usual extras.

COPPER—The copper market is quiet but steady, at 9¾ to 10½c., as to grade and quantity.

SHEET COPPER—Jobbers here are rather firmer on this line, now asking 16c. as the inside price, with 22c. as the outside.

PAINTS AND OILS.

This branch of trade has ruled fairly satisfactory. There is good demand in a jobbing way for leads. Values are steady on all lines, as noted last week, with the exception of seal oil.

LEADS—A good active jobbing trade is doing in these. We quote: Choice brands white lead, Government standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL—There has been no change in this line, though advices continue on the easy side. We quote: Raw, 55 to 56c.; boiled, 58 to 59c.

SEAL OIL—Nothing is doing in new crop yet. Old stock is easier, at 37 to 40c.

COD OIL—The inside on cod oil is unchanged at 37½c, but we hear of jobbing lots changing hands at 40c, which is rather lower.

CASTOR OIL—Advices are very strong on this oil, but we quote 5¾ to 6½c.

TURPENTINE—No further change has transpired in turpentine, which is steady at 47c.

RESINS—Dark resins are scarce and wanted. Prices all round are steady. We quote: Resins $2.50 to $5.00, as to brand; coal tar, $3 50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

The glass market is steady and fairly active in a jobbing way. We quote: $1.15 to $1.20 for first, and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

There is a fair business in heavy chemicals of all kinds. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

This market has ruled dull and unchanged. We quote: Canadian refined at 15¾c. in shed, and 17c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 19½c. in car lots and 20½c for smaller quantities.

ICE CREAM FREEZERS

Ice Chippers and Tongs
Lemon Squeezers

LARGE VARIETY

M. & L. SAMUEL, BENJAMIN & CO.

WHOLESALE HARDWARE MERCHANTS

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

....Toronto

MONTREAL MARKETS—Continued

Water white, 20¾c. in car lots and 21¾c in small lots.

HIDES.

The hide market rules firm, and prices are well maintained at the advance noted last week. We quote: No. 1, 9c.; No. 2, 8c., and No. 3, 7c.; calfskins, 8c.; sheepskins, 75c.

TALLOW.

The tallow market is quiet and steady at 5 to 5½c., as to quality.

WOOL.

The wool market rules quiet and firm. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 25 to 31c; Canada pulled wool, 20 to 21½c. for supers and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 9 to 11c.

ASHES.

The ashes market has taken a rather sudden sway since our last report. Pots are meeting an improved demand for export and prices have stiffened 5c. all round, the range now being: First pots, $4.10; second, $3 75 to $3 80. Pearls on the other hand have taken a regular slump, sales being made last week at $3 65, and they are freely offered at this figure at this writing.

MONTREAL TRADE NOTES.

All quotations on cement here are now made ex ship—that is, without cartage charges.

The arrivals of firebricks since the opening of navigation have been 181,000—61,000 last week and 120,000 this.

There have been practically no cargo lots of Scotch pig iron received as yet this spring. Last year it was being quoted ex wharf long before this.

W. H. Cottingham & Co. call attention to the well-known merits of the Sherwin-Williams colors, for which they are the sole Canadian agents.

The first receipts of cement last week were 1,700 barrels English and 2,500 Belgian. This week the receipts were 8,215 English and 4,300 casks Belgian.

TORONTO MARKETS.

TORONTO, May 17, 1895.

HARDWARE.

TRADE is much about the same as a week ago, and there have been no material changes in prices. The demand for fence and barb wire is not as good as it was, and the activity noted last week in rope is still further improved, if anything. Both cut and horse nails have developed a little brisker movement. The demand for churns appears to be pretty well satisfied. Some difficulty has been experienced in supplying the demand for garden syringes and spray pumps. Business in lawn mowers continues fairly good. A scarcity is reported in some brands of garden hose. Harvest tools continue to sell well. On the whole the outlook continues to improve.

WIRE—Trade has fallen off, both in ordinary fence and barb wire. This may be accounted for from the fact that large quantities had been previously purchased, which would last for some time. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs. and over, with 18c. extra on spools lighter than 75 lbs. each

ROPE—This has been going out quite freely, orders that had been booked a month or two now being forwarded. Shipments are about equally divided between sisal and manilla. We quote: Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Trade remains steady, although only a few carload lots are changing hands. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on ten-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—These are going out more freely than cut nails, but very few of the orders exceed ten keg lots. Discounts are 75, 10 and 5 per cent., except on 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Orders are coming in more freely, but there does not appear to be any special demand for any particular line. Discounts, 60 per cent. off list for "P.B.," "M." and "C."

TACKS—The improvement noted has been maintained, and business is now characterized as lively. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent; leathered carpet tacks, 35 per cent.; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent.; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

COIL CHAIN—Trade continues quiet and featureless.

CLOTHES WRINGERS—Much as before. We quote: $27 to $27.50 per doz.

CHURNS—Trade is quiet, a great many of the dealers having received their supplies during April. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

WARE—While there seems to be a good demand for Peerless ware, stocks are somewhat low. There is very little doing in white ware.

SPRING SPECIALTIES—Jobbers have found it somewhat difficult to supply the demand for garden syringes and spray pumps. Demand is good for horse rakes, horse pokes and garden tools.

LAWN MOWERS—The demand seems to continue chiefly for the Guelph high wheel, which is going out freely, and jobbers have been compelled to triplicate orders.

RUBBER GARDEN HOSE—A scarcity of "Lion" and "Phenix" brands is reported. Other brands are not in as active demand, and can, consequently, be more readily supplied. The quantity of hose disposed of so far this season has exceeded anticipations. Discounts: "Lion," 70 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE CREAM FREEZERS—These are going out more freely, some nice orders having been received during the week. The "Gem" is still quoted at a discount of 60 per cent.

PLUMBERS' SUPPLIES—Trade remains much as before.

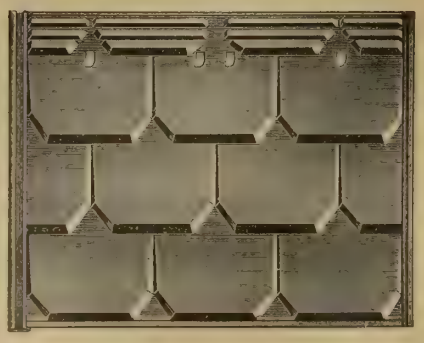
HARVEST TOOLS—Are still going out well, and, with a few exceptions, jobbers have been in a position to make prompt shipment.

CUTLERY—No new features have developed, trade still being moderate.

POULTRY NETTING—Trade continues fair. Discounts are steady at the recent change, namely, 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—There has been a scarcity during the past week,

Beware of Worthless Imitations.



We also manufacture EMBOSSED STEEL CEILING.

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers
METALLIC ROOFING CO., LTD.
84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

MARKETS—Continued

and a large number of back orders have been made for American doors and windows. Fresh lots will, however, arrive in a few days, when these will be filled. We quote windows at $3.40 to $4 15 per dozen, and doors at $9.88.

GREEN WIRE CLOTH—Is going out freely at unchanged prices. Price, $1.85 per 100 square feet ; terms, 4 months or 3 per cent. off 30 days.

PLASTER PARIS—Trade continues fair. We quote : New Brunswick, $1.10 ; Paris, $1.75 per bbl.

LEATHER BELTING—Demand continues much about the same as a week ago. Discounts, 40, 45 and 55 per cent. off the list for "Extra," "Standard" and No. 1.

TAR, ETC.—Business continues dull. We quote : Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4 50 per bbl.; XXX refined coal tar in quart tins, $1 per doz ; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins ; pine pitch, $2 75 per bbl.

CEMENT, ETC.—The arrivals of imported cement are large, and prices are a little lower. Trade is quiet. We quote : Portland cement (English), $2.60 to $2 90 per bbl. for best grades ; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.35 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote : Scotch firebrick, $3.50 per 100 ; Scotch fireclay, $1 per 100 lbs.

METALS.

The general tendency in metals appears to be towards better prices. The manufacturers in the United States have withdrawn prices on iron pipe. Ingot tin is dearer and a material advance has taken place in copper. Bar iron is firmer, and pig lead and solder are quoted higher.

PIG IRON—The market during the past week has been neither active nor particularly quiet. No very large orders have been on the carpet, business running chiefly to carload and 100-ton lots, with a fair sprinkling of 500-ton transactions. Prices have been firm and without change, except a slight increase on kinds that required the use of Bessemer ores. We quote on the cash basis f. o. b. cars Toronto in bond : No. 1 Foundry strong coke iron, Lake Superior ore, $13.00 ; No. 2 Foundry strong coke iron, Lake Superior ore, $12.50 ; Jackson County silvery No. 1, $15 75 ; Lake Superior charcoal, $15.00; Southern soft, No. 1, $12.00 ; Southern soft, No. 2, $11.75.

BAR IRON—There has been quite an improvement in the volume of trade, although orders are not large. Base price is firm at $1.60 to $1.65.

SHEET STEEL — Demand has not increased during the week, but trade is steady. We quote : 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2 65; 22 to 24, $2.85 ; 26, $3.10.

SHEET IRON—Demand continues to improve. Price is unchanged at 5¾c. for 24 gauge in case lots.

LEAD PIPE—Demand continues good. We quote : Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots ; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

PIG LEAD—An advance has taken place, although there is not a great deal moving. Prices are now held at 3c for ton lots and 3¼c for small lots.

GALVANIZED IRON—Quite a number of import orders have been received this week At the same time large quantities are being delivered throughout the country against orders placed some months ago. We quote : 28 gauge Gordon Crown and Queen's Head at $4.20 for large lots, and $4.25 for ordinary lots.

INGOT TIN—Quite an advance has taken place in this article, jobbers now holding. Lamb and Flag and Straits firm at 17½c in ton lots and 18c in small lots.

INGOT COPPER—An appreciation in price is also to be noted in this article. Ton lots are now held at 10¾c, and smaller quantities at 11c.

IRON PIPE—Trade has been fairly satisfactory, some good shipments having been made during the week. Some of the manufacturers in the United States have withdrawn prices.

SHEET COPPER—Trade has been quiet excepting in braziers' sheets. Prices have been advanced to 15½ to 16c for tinned and 14 to 14½c for plain.

SHEET BRASS—Trade is fairly active at 20 to 30c per lb.

SHEET ZINC—Trade continues fairly brisk for small lots. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS —Business keeps moderately good. We quote : Galvanized, 30 gal., $5.75; 35 gal., $6 75 ; 40 gal., $7.75; coppered, $16.20 to $20, according to size. American, 30 gal., $6.50 ; 35 gal., $7.50 ; 40 gal., $9 50.

BOILER TUBES—Much as before. We quote : 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Demand is principally for the better qualities. Stocks are rather low. We quote: Coke, 14 to 20 gauge at $3 ; for sizes, 15 to 25c. per box basis more ; "I.C." charcoal, $3.25 to $3.50.

SOIL PIPE—Quietness still obtains. We quote : 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—Demand has again fallen off for this article. "I.C." is unchanged at $6.

HOOPS AND BANDS—Are still going out freely at the old base price of $2.10.

ZINC SPELTER—Owing to absence of the imported article in the hands of jobbers quite a few shipments of the domestic have been made. We quote : Domestic, 3⅜ to 3½c.; imported at 3⅞ to 4c.

CANADA PLATES—While a few shipments are being made from stock, most of the attention is now being devoted to import orders for fall delivery. We quote : Half-polished at $2.25 to $2.35, according to quantity ; 60-sheet boxes, 10c. per box advance ; 75-sheet boxes, 25c. advance over 52's ; 20 x 28, $2.50.

SOLDER—Owing to the advance in the price of the raw material, figures for solder have been raised to 12 to 13½c., according to quality and quantity.

ANTIMONY—Trade is quiet and featureless, at 10 to 10½c.

GLASS.

The glass trade may be said to have somewhat improved. Considerable Double Diamond is going out now. Business in fancy glass is fair, but plate is dull. Prices are unchanged.

PAINTS AND OILS.

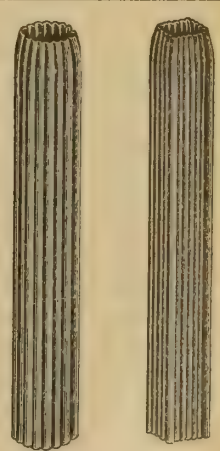
Business on the whole is about the same as last week, although the bad weather has interfered with country sales to a great extent. The feature of the market is the bullish attitude of some jobbers on paris green.

WHITE LEAD—The demand has fallen off somewhat since last week, and grinders have been enabled to catch up with the orders. Prices remain unchanged. We quote : Domestic, 4¼c. per lb.; English, 5¾ to 6c.

PUTTY—The demand is hardly as good as it was last week, but prices remain firm at last week's quotations, viz.: $1.75 to $1.85 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—For a review of the situation in paris green, see our special article in

Pedlar's Patent Corrugated Expanding Conductor Pipe



Made in 8 or 10 foot lengths, without a cross seam.

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Will not burst when full of Ice.

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another column. Prices are said to be liable to go up several points within a few days. Meantime, last week's quotations stand. We quote: English, 100-lb. drums, 13c.; 1-lb. packages, 15c. Canadian, 100-lb. drums, 12 to 12½c.; 50-lb. drums, 12½ to 13c.; 1-lb. packages, 13½ to 14c.

PREPARED PAINTS—Trade is improving considerably, and orders are coming in more freely, both as regards size and number. Price is unchanged at $1 for pure.

LINSEED OIL—Oil is not as scarce as it was, but stocks are still light, and prices firm. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—Is again slightly easier in the south, but no change is reported locally in prices. Dealers say that the present prospects are that 45c. (for single barrels, f.o.b., Toronto, net 30 days) will remain the ruling price all summer.

VARNISHES—Are now going out rather freely, shellac selling especially well.

CASTOR OIL—The market remains about the same, and prices are still maintained locally, in spite of the higher cost of future stocks. Spring shipments are not all in yet, and this leaves the market a little bare. We quote: Cases, 6 to 6¼c.; tins, 7 to 7½c.

OLD MATERIAL.

A fair trade is being done at unchanged quotations. Prices are: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2¾ to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.; old rubber, $3.50 per 100 lbs.

SEEDS.

With trade in clovers and grasses now practically over, the market is quite lifeless, and there is no actual business to report. Prices unchanged and nominal. We quote: Red clover, $6.15 to $6.50; alsike, $4.20 to $6; timothy, $2.90 to $3.50 per bushel. The foregoing are jobbers' prices to the trade.

HIDES, SKINS, WOOL AND TALLOW

HIDES—Are in good demand and bring better prices. We quote: Green hides, No. 1, 7c.; No. 2, 6½c. Cured sell for 8c.

SHEEPSKINS—Not so plentiful, at $1 to $1.10, an advance of 10c. over last week.

CALFSKINS—Are in good supply and find a ready sale at prices quoted: 7c. for No. 1 and 5c. for No. 2.

TALLOW—Continues dull, jobbers quoting 5 to 5½c., and selling at ½c. higher.

WOOL—There is no Canadian fleece on the market, and it is expected that new wool will open at from 17 to 18c. There are no changes in pulled wools, supers being quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Crude remains firm in the States and at Petrolea, and the markets for refined oils are steady. As most branches of trade are pretty well supplied, business is likely to be quiet for some time. Prices will remain quiet, it is thought. We quote, in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 17 to 18c.; carbon safety, 19 to 19½c.; Canadian water white, 19 to 19½c.; American water white, 23 to 24c.; photogene, 24 to 25c.

MARKET NOTES.

Ingot copper, sheet copper, ingot tin, and solder are all quoted higher.

M. & L Samuel, Benjamin & Co. have another carload of screen doors and windows arriving in a few days.

The Metallic Roofing Co. are making large contract shipments for points in Nova Scotia and the Northwest.

H. S. Howland, Sons & Co. have just received a fresh lot of "Perfection" horse clippers, and can now fill all back orders.

The Toronto Radiator Manufacturing Company have secured the contract for the heating of the county buildings at Brantford.

The Toronto Radiator Manufacturing Company are shipping their radiators to heat the British Columbia Parliament buildings.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of "O & C" table cutlery, among which are a number of new lines.

Sanderson Pearcy & Co. report that all their import orders of glass have been shipped from Montreal, and should be in the hands of the purchasers within a few days.

UNITED STATES MARKETS.

NEW YORK, May 17, 1895.

PIG TIN—Late on Monday private sales were made of five ton lots of Straits tin at 15.25c net cash. Yesterday there was some realizing by the "bull" interest, and with it, pressure by the bears that brought about a reaction to the basis of 15c for May delivery. No great amount of tin was sold. The market weakened under the influence of bear pressure, lack of support from the prominent "bulls" and weaker London advices. Out-of-town trade was only fair and purchases by consumers were represented as having been on a moderate scale. Both classes of buyers seem to be influenced by the idea that prices have been rushed up too rapidly whatever the speculative sentiment or the statistical position may be. On 'Change sales were recorded of 10 tons June delivery at 15.10c; 10 tons July at 15.05c; 5 tons spot at 15.10c; 25 tons May at 15c.

COPPER—Lake Superior ingot was sold to a fair extent at 10½c for early delivery. That price was subsequently bid and rumor had it that a little business was done at as high as 10⅝c. Prices for electrolytic have been raised to 10¼ to 10⅜c and casting stock is now held at 10¼c also. It is doubtful, however, if business has been done at these figures, except perhaps in what may be termed retail lots. The strength of the market is due chiefly to holding off by producers pending the outcome of heavy speculation and good consumptive business that has been going on in the English market for about a week past.

PIG LEAD—Prices were held very stiffly at the advance established on Monday, or say the basis of 3.15 to 3.20c. for common Western, prompt or near future delivery. Business was less active, however, and negotiation was more on the routine type, showing only faint traces of speculative interest, although London cables quoted an advance to £10 2s. 6d. for soft Spanish, and interior home market advices came strong.

SPELTER—Demand was very fair, although not as spirited as on Monday, and, along with moderate offering, served to hold prices very stiff. On good Western brands 3.45 to 3.50c. were considered as being close figures. On the brands least popular among the trade in this vicinity 3.40c. was apparently an inside rate. London cable quoted an advance to £15 for good merchant brands.

ANTIMONY—There is only a moderate business, and prices are barely steady at 7c. for Hallett's, 7⅞ to 8c. for Cookson's and 6⅞c. for Japanese.

TIN PLATE—The market was not as brisk as it was on Monday, orders for future deliveries having been on a comparatively moderate scale, while purchases were only fair. Prices are steady all along the line.

IRON AND STEEL—There is a broad buying interest among the railroad companies, and a number of orders have been placed. Eastern mills have secured probably 10,000 tons since the middle of last week. It is understood that the Illinois Steel Company booked 12,000 tons to go to British Columbia, besides some smaller lots. In fish plates a large business was done at 1c. at mill and 1.10 to 1.15c. delivered. Spikes were also sold quite freely, and 1.50c. is now considered a close price. Light section rails are stiffer at $22 to $22.50 at mill for 25 to 40-pound and girder rails have hardened to $24 at mill.

Some good sales have been made of old iron rails, including one block recently of 3,000 tons, understood to have gone at $12 there. A fair amount of export enquiry still

prevails, but higher rates of freight stand in the way of business. Other old material is in very fair demand and prices throughout are firm.

There was no distinctly new feature in the pig iron market. Prices are firm as quoted yesterday, and there is still a very fair amount of business passing.

EXPANSION OF CAST IRON IN SOLIDIFYING.

THE following paper was read by E. D. Estrada, M.E., at a recent meeting of Pennsylvania engineers :

The question whether cast iron expands or contracts in passing from the liquid to the solid state, has been under discussion for a number of years. In 1874 Robert Mallett communicated to the Royal Society the results of his experiments on this subject, and concluded that contraction, and not expansion, as had been alleged, occurred in the change of state. While it is not the purpose of the writer to enter into a minute discussion of the experiments of others, it will be proper to call attention to the uncertainties involved in Mr. Mallett's method, his object being to determine the specific gravity of liquid iron and compare it with that of the same iron when solid. To do this he proceeded as follows : After having determined the capacity of a circular vessel of wrought iron, it was filled with molten iron, additions being made from time to time as required by the expansion of the vessel. After being left to cool for three days, the wrought iron case was removed and the cast iron found to weigh 647.18 lbs. The capacity of the vessel, when at its highest temperature, was estimated to be 2,691.77 cubic inches, and since the molten iron supposed to have occupied this space weighed 647.18 pounds, the specific gravity of the molten iron was found to be 6.65. The specific gravity of samples taken from the casting was found to be 7.17.

A determination of the capacity of a vessel such as used by Mr. Mallett, at the temperature which he assumed (2,400 deg. F.) cannot be made with any degree of accuracy, because, while it may have been possible to determine the rate of increase in the capacity of the vessel within a very low and small range of temperature, it does not follow that the same rate would have applied to equal differences of temperature within the assumed range. Supposing that the temperature of the liquid iron when poured in the vessel was in reality 2,400 degrees F., and that its volume was 2691.77 cubic inches, due allowance should have been made for the contraction of the liquid, before reaching the temperature of solidification.

It may be interesting to mention here the fact that, according to Daniel and others, cast iron solidifies at about 2,786 degrees F. Further, if 7.17 represents the specific gravity of the samples taken from the casting after it had been cooling for three days, these figures could not represent the specific gravity of the same samples, if taken immediately after solidification, as in that event the specific gravity undoubtedly should have been less, since the iron contracted in cooling from the temperature of solidification to that of the atmosphere.

It is not in a spirit of ridicule that the writer criticises Mr. Mallett's method, but because his conclusions are considered as proof positive that cast iron contracts in passing from the liquid to the solid state.

In 1879-80 Mr. Wrightson, in a paper read before the Iron and Steel Institute of Great Britain, proved to the satisfaction of such men as Dr. Siemens, Sir Lowthian Bell, Mr. J. E. Stead, and several others, that cast iron increased in volume in the passage from the liquid to the solid state. Mr. Wrightson evidently did not succeed in convincing everybody, since a few years after his paper was read, Mr. Charles Markham read a paper before the Institute, and his conclusions were directly opposite to those arrived at by Mr. Wrightson. However, during the discussion which followed the reading of Mr. Markham's paper, it was clearly shown that Mr. Markham's methods were incorrect, in so much that had the expansion occurred, the fact could not have been determined by his observation.

The descriptions of several other experiments have come under the notice of the writer, but in every case either the difference in the physical condition of the iron when at the atmospheric temperature and at the temperature of solidification has been entirely ignored, or the determination of the volume of a given quantity of iron, when liquid and when solid, has been inaccurately made. It matters not how small or how large the increase of volume is. The important point is to determine whether there is or is not an increase. That done, there is an end to the question. What benefits may be derived by a knowledge of the fact, or to what practical use such knowledge may be put, is beyond the power of anyone to predict.

In the experiments here described, it will be noticed that no attention has been paid to the percentage of increase in volume. The trials were made merely to ascertain whether increase or decrease of volume takes place in the passage from the liquid to the solid state. A wrought iron tube was placed in the centre of a flask, and then surrounded by molten iron. When the tube became red-hot, it was filled flush with liquid iron from a hand ladle. Immediately after the tube had been filled, the upper surface of the iron in the tube was chilled by means of some waste previously soaked in cold water. Soon after this operation, molten metal began to ooze from the top of the tude, solidifying quite readily.

A similar tube, heated to a temperature of about 150 degrees F. was placed near the flask and filled within about one inch from the top with liquid iron from the same ladle as the first one. Water was poured in the cavity at the top. The results obtained in this case were the same as those in the previous one, but not to such a marked degree. The same trial was made by pouring liquid iron in a tube previously heated to a light cherry red, and then allowing the tube and its contents to cool under atmospheric conditions. Two days after the experiments were made, the tubes were cut longitudinally, and it was found that the castings in the tube placed outside of the flask were practically solid throughout, and the one placed in the flask had large cavities near the centre, and several small ones near the surface. [The specimens were presented for inspection].

Notice that the castings in the tubes which were hot before the iron was poured do not exhibit any signs of shrinkage, while the casting in the cold tube does so. Notice, also, that the large cavities in one of the tubes are not due to the gases generated. A volume of gas with a pressure sufficiently high to raise the liquid above it, would not leave the surface of the cavities as they are found. It is evident that the volume of the iron in either tube was smaller while in the liquid than in the solid state. This being granted, we must admit that expansion takes place at the moment of solidification.

At the present time the popular opinion among foundrymen, engineers, chemists, etc., is that a contraction takes place. A writer on cast iron has lately expressed his opinion on the subject as follows : "The question has been raised, whether cast iron expands at the instant of solidification. There is no such instant. Each crystal forms alone and shrinks on itself, and even if it did expand, it is not until such crystals are numerous enough to form a rigid shell, that the casting can shrink, and any expansion of the crystal could not affect the whole casting. Cold cast iron floats upon fluid metal, because it has not become wetted by the fluid."

The fact is that the metal does not float until it has become wetted, for if a solid piece of cast iron is placed in a ladle containing liquid iron, it will sink and remain wholly immersed for some time and then rise to the surface.

DAVIES BROS. ASSIGN.

Davies Bros. furniture and upholstery, Toronto, have assigned to the book-keeper, J. A. Sinclair. The cause of the failure is said to be an arrearage of some $3,000 rent and the failure of a western Ontario firm recently, which let them in for $1,700. This amount, though, has been partially paid off, and the Molson's bank holds notes for the balance. Davies Bros. expect to settle their difficulties in a day or two and again resume business.

TRADE CHAT.

CONSIDERABLE interest is being taken in the approaching Territorial Fair at Regina, and prospects are excellent for its success.

Dennis Keliher, contractor, Guelph, is dead.

The total cordage required for a first rate man-of-war weighs about 80 tons, and exceeds $5,000 in value.

The C. P. R. station at MacLeod, N.W.T., was entered by burglars on Saturday night and about $1,000 secured.

At Hamilton work has been recommenced on the iron smelting works building and blast furnaces, after a standstill of about three months.

Ed. Meyers, under arrest in Detroit for robbing Richardson's hardware store at Windsor, Ont., and other Essex places, will be extradited.

The Waterous Engine Works Co. of Brantford, Ont., have practically decided to build their new premises on Market street, opposite the Massey-Harris Co.

The Ontario Forge and Bolt Works, at Swansea, which have been in liquidation with E. R. C. Clarkson as liquidator, have been sold to John Pennel for $120,000.

Fred. J. Grant has elected a trial by jury on the charge of stealing a bicycle from Johnston & Bodkin's store in Delaware. He was committed to the June sessions.

The premises lately occupied by J. G. Bottomly, Tilsonburg, as a liquor store are being put into shape for Foster & Hobbs, who will move their hardware stock into them.

Fire on Thursday destroyed the warerooms of L. O. Neilly & Co., agricultural implements, etc., Aylesford, N.S. The Massey-Harris Co., of Toronto, lost some goods stored in the building. The loss was $8,000.

The 95 feet smokestack at the Wallaceburg Glass Works was successfully raised on Friday. The City Council formally confirmed the by-law pledging the town to take stock to the amount of $15,000 in the enterprise.

A force of men are at work remodelling No. 219 Talbot street west, St. Thomas, which James Acheson, hardware merchant, has recently purchased and occupied. Mr. Acheson will have one of the best appointed hardware establishments in the province.

Work on the Oshawa electric railway has been commenced. The work of construction is being done by Mr. Hartnell, of Ottawa, and Messrs. Aharn & Sopher, Ottawa, will equip the road. It is the intention of the company to have the whole line in operation by the 1st of July.

The annual statement of the Bank of Montreal has just been published and shows a decrease of net profits of about $100,000 For the year ending April 30, 1894, the profits were $1,313,269; for 1895, $1,210,430. The profit and loss account for 1894 was $804,715.96; for 1895, $815,152.77.

The "gold fever" in the Rainy Lake district of Canada is assuming enormous proportions. Eight small sections of land in that country were sold two or three days ago for something over $250,000, with no mines opened on any of them. The purchasers were Americans, who are making arrangements for the immediate development of their property.

I. W. Martin, of the Gurney-Tilden Co, has returned from a business trip to Rat Portage. He reports that the lake town is prettier than ever this season, and active preparations are in progress for the opening of navigation.

Windsor City and Essex County will build a joint office building. It will be located in Windsor and will cost $50,000. Windsor will bear $30,000 of the cost of erection, and Essex County $20,000. Windsor will provide a site and will light and heat the building.

Ben. W. Baker writes from New Zealand to a friend in Regina: "You ask how I like New Zealand. Don't like it at all. No business, no work, no money. In fact, nothing covers the ground fully. I will be glad to come back in the near future to a land like our Canadian Nor'west. It beats New Zealand hollow."

Mr. Sleeman, of Guelph, has been quietly completing arrangements for the construction of the street railway of his city. He has closed a contract with Mr. Geo. Baker, formerly of Hamilton and a member of the Wentworth County Council, but now representing the Illinois Steel Company, of Chicago, for the supply of four miles of steel rails.

The report comes from Deer River, the western terminus of the Duluth and Winnipeg, that the railroad company is preparing to build extensive sidetracks there. As there could be no other use for them, says a Duluth paper, it is believed to presage the early extension of the road, the new tracks being used for handling building materials.

The only law in force to-day regulating the running of bicycles in the city of Winnipeg, is one passed in 1882 which contains an astounding clause prohibiting the riding of bicycles and tricycles upon the sidewalks or on the streets of the city. A change has long been desired, for the law is never obeyed, and so the Council has appointed a committee to take the matter up.

PERSONAL MENTION.

Wm. Smaill, manager of the Canadian Horse Nail Co., of Montreal, was in Toronto this week. He is reconnoitering the Canadian trade from east to west. He spoke encouragingly of the hardware trade, and was of opinion that the only thing that would prevent a good fall trade would be the failure of the crops.

NOVELTY IN SHIP-BUILDING.

A novelty in ship-building, which is announced in the English technical press, is the Bell-Rockliffe system of ship plating, which is said to be attracting great interest in maritime circles on the other side. After years of study the inventor decided that in connection with the structural work of ships "packing" ought to be unnecessary. A ship "packed" in the usual way, he argued, carries about with it several hundred pieces of useless iron and steel, adding many tons to the weight. Moreover, these pieces make needful longer rivets, driven obliquely through three layers of iron, where short rivets through two plates would have been sufficient. The Bell-Rockliffe system so shapes the plates that they will fit closely to the ship's side while overlapping the edges of the inside strakes. The plates, in fact, are so shaped to the positions they are to occupy that they leave no vacant spaces to be filled by pieces of iron. The greater compactness of the vessel, secured by fitting the outside strakes closely to the frame, is claimed to be an additional aid to stability. There is less useless material to carry, and in that and in the finer lines secured under this system increased speed is rendered possible. The Bell-Rockcliffe system is now successfully used in one or more of the recently built steamers launched in the north of England.

COPPER COMBINE.

The London (England) Daily News says, it is understood that an agreement has been virtually arrived at with the representatives of American mines, by which the export of copper in the United States in 1895 will be restricted to a certain fixed amount, which is somewhat below the exports of 1894. A per centage reduction is being made on the European output. The details of the agreement are to be ratified at the monthly meeting of the producers next week.

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HALIFAX TRADE CHAT.

IT IS understood that the Acadia iron mines, Londonderry, N.S., will have a new manager shortly, Mr. Leckie devoting his whole attention to his iron mines at Torbrook and his proposed works in New Brunswick.

At the time the grain elevator and wharves at Halifax were destroyed by fire, a lot of hardware was lost. It was recently recovered by divers and sold at auction. Steel plates sold for $1 per 100 lbs.; bar iron from 75c. to $1.25; shafting, $1.25; steel tubing, 45c. per foot; and water pipe, 4 inch, 17c. per foot.

The Truro, N.S., News says: Twenty 15-ton coal hoppers, built in Detroit, Mich., for the Dominion Coal Co., arrived here Tuesday; 18 out of the 20 cars had their brakes badly broken, it is said, on account of inferior material. These cars were built in competition with Rhodes, Curry & Co., Amherst, and because of their delapidated condition on their arrival, it is probable that the Coal Co. will place future orders with our home firms.

NEW COMPANIES.

N. K. Laflamme, A. C. Hanson, G. T. Warren, Trenholme Dickson and Henry Joseph, all of Montreal, are applying for incorporation as The Canadian Mining and Development Company, for the purpose of purchasing and operating phosphate and mica mines and properties. The proposed capital of the concern is $100,000.

The Windsor Salt Co. is seeking incorporation, with a proposed capital stock of $200,000. The applicants are: Sir Wm. C. Van Horne, Montreal; Thos. H. McGraw, Poughkeepsie, N. Y.; Thos. Craney, Bay City, Mich.; E. G. Henderson, Windsor, Ont., and Robt. F. Sutherland, of the same place.

NITRATE OF SODA.

The fortnight's arrivals of nitrate of soda for Europe reach about 70,000 tons, of which about 46,000 tons called for order. In the early part of the fortnight values collapsed in Hamburg to the equivalent of under 7s. 9d. on the spot, but the heavy deliveries during the first fortnight of April, and the moderate estimate of April shipments, reducing considerably the excess in visible supply, led to a steadier tone. About 12,000 tons of off coast steamer and sailing vessel cargoes are reported to have changed hands at 7s. 10½d. to 8s. 1d. per cwt. In due cargoes business at 7s. 10d. to 8s. per cwt., as in size and quality, has been reported, in March-May shipment at the equivalent of 7s. 10½d. to 8s., and in summer and autumn shipment at 8s. to 8s. 3d. per cwt. The close is steady, with rather more buyers in the distant positions. Cable quotations are: Cost 5s. 4d. to 5s. 7d. per quintal; Exchange, 16¼d., and freights firmer at about 23s. 9d. per ton, with about 35,000 tons register disengaged spot tonnage. The estimate of shipments in April is 47,000 tons to Europe, and 7,000 tons to the United States, with 50,000 and 5,000 tons respectively loading at end of April. The deliveries from European ports during the first fortnight of April reached about 84,000 tons in Continental and 15,000 in United Kingdom ports, against 50,000 and 15,000 tons for the same fortnight last year. Stocks on 15th instant were about 50,000 and 25,000 tons, against 45,000 tons last year. About 75,000 tons of arrivals direct and off-coast have since augmented supply, so that deliveries for second half of April may also exceed last year's, and to a large extent make up for the short deliveries in January and February. — British Trade Journal.

SHIP-BUILDING IN CANADA.

The report of the Minister of Marine and Fisheries, just laid before Parliament, shows that the total number of wrecks in Canadian waters during the last fiscal year was 86, representing a loss of ten lives and $322,225. The value of the registered tonnage of Canada is $26,088,720. Last year 326 vessels, having a tonnage of 21,243 tons, were built in Canada. There are now on the registry books of the Dominion 7,245 vessels, representing 869,462 tons. The shipping of Canada is thus larger in number than it has been for ten years, and smaller in tonnage.

Handsomely Ornamented

OXFORD

Quick Working

Gas Stoves and Ranges



Immense Water Heaters.

WITH OUR 1895 IMPROVEMENTS

ARE UNEQUALLED

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

Send for Illustrated Catalogue and Price List.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

SINCE the 15th day of April pig iron has advanced $1.05 a ton, and those in touch with the market are inclined to think it may go up another $1 or $1.50 yet. The steady advances are the results of the increased cost of raw material, the high cost of labor and the existing low stocks. The pig iron furnaces are all low, and iron generally seems so scarce that big American iron dealers and manufacturers are refusing to sell at present prices. The head of a large Toronto steam-fitting house the other day received a telegram from a big American pipe works company, saying that all quotations had been withdrawn. The advance within the past few days on steam fitting (both malleable and cast iron) has been 7½ per cent.

Some foundrymen and other manufacturers of iron goods anticipated the present situation and bought large stocks ahead. These are in luck and some of them are buying yet. One Toronto concern alone purchased 1,000 tons of pig iron as late as Thursday.

The retailers and jobbers of steam-fitting appliances have nearly all got the worst of it, however. Very few of them seem to have been aware beforehand of the present advances in the market, and consequently they must pay current prices, if they can get their orders filled at all.

* * *

Another feature of the metal market that will affect plumbers, steam-heaters and gas-fitters is the recent rise in copper. This metal has gone up ½c. The inevitable result must be an appreciable advance in brass goods. Most of the big dealers recognize this, and, though prices remain stationary as yet, they are very independent about making sales just at present. They think they can get better prices by holding on.

* * *

TORONTO MASTER PLUMBERS.

At the last regular semi-monthly meeting of the Master Plumbers' Association of Toronto, held in Association hall, three new members were admitted, making the total membership of the local body 70. The whole session was spent in revising the retail price list in accordance with the recent reductions in the cost of plumbers' materials.

* * *

ST. JOHN MEN ORGANIZING.

A number of the master plumbers of St. John, N.B., since the receipt of the circular letter sent out by W. J. Burroughes, of the Toronto association, have banded together with a view to organizing. They have written Mr. Burroughes for instructions, and he has sent them a copy of the by-laws of the local association, with instructions concerning the election of officers, the striking of committees, etc.

* * *

The master plumbers of Hamilton, Ont., as stated before, are the only tradesmen of any considerable town who have not responded to the circular concerning organization sent out by the Toronto association. It is likely that a deputation of Toronto plumbers will shortly journey forth to the town at the head of the lake, and see what is the matter with the men who manipulate lead pipes 'neath the shadow of the mountain.

* * *

The assets of Barsalou & Whitehall, plumbers, Brockville, Ont., are advertised for sale by tender.

Belanger & Bosse, plumbers, St. Cunegonde, Que., have dissolved.

* * *

The Corporation of Collingwood, Ont., invites tenders until Tuesday, the 21st inst., for supplying the following cast iron water pipe and special castings: 3,000 ft. 4-inch pipe, 1,200 ft. 6-inch, 100 ft. 12-inch, with flexible joints, the 4-inch and 6-inch pipe to weigh 20 and 30 lbs. per foot respectively; also for 7 fire hydrants and 3 4 inch and 1 6-inch valve. Address James Guilfoyle, chairman Waterworks Committee.

* * *

The following tenders were received by the Kingston (Ont.) Council for iron piping for waterworks extension: Canada Pipe Foundry, Montreal, $29 50 per ton; Drummond McCaul Pipe Foundry Co., Montreal, $30.50 per ton; St. Lawrence Foundry Co., Toronto, $29 per ton; J. Muckleston, $29.75 per ton; Charles D. Chown (for Clindenning & Co., of Montreal), $28.50 per ton. The contract for 20 tons was given to the St. Lawrence Foundry Co.

* * *

COULDN'T BE FOOLED.

Here's a story from The Boston Traveler: In one of our suburbs a few Sundays ago the priest of one of the churches announced that a collection would be taken up to defray the cost of coal for heating the church. Everybody chipped in but Tim—well, never mind his other name—who gave a sly wink as the plate was presented to him, but nothing else. The priest noticed Tim's dereliction, but surmised he might have left his money at home. Not quite enough money having been realized, a similar contribution was levied the following Sunday. As before, everyone gave but Tim, who looked mighty sly, and the priest wondered thereat. Meeting Tim after the service, he took him to task for his conduct. "Now, Tim, why didn't you give something, if only a penny?" "Faith, father, I'm on to yez." "Tim!" "Yes, father." "What do you mean?" "Oh, nothing. Just that I'm on to yez; that's all." "Tim, your words are disrespectful, and require an explanation. What do you mean?" "Oh, faith, father, a-thryin' to pull the wool over me eyes. A-thryin' to make us believe yez wants the money to buy coal to heat the church, and yer riverence knows its heated by steam."

* * *

SOME QUESTIONS.

In view of the fact that there is some talk of the master plumbers of Canada now organizing, throwing in their lot with the Master Plumbers' Association of the United States, it is interesting to note that the following are some of the topics upon which essays will be read at the coming convention of that body to be held in Philadelphia next month:

Is the association of supply houses beneficial to the master plumbers of the country? If not, how can it be made beneficial?

What are the abuses that have been developed in the master plumbers' organization? What is the remedy?

Should not the master plumber decline to bid as a subcontractor? Should he not insist that the plumbing be reserved from the general contract?

To what extent may municipal legislation be relied upon to enhance the standing of the master plumber? Is it not in some cases a bolster and an endorsement to the unworthy!

Would not the interest of the master plumber be served by an agreement that master plumbers should not handle tools?

What should be the qualifications of a member of a master plumbers' organization? In other words, is it sufficient that a candidate shall be competent to wipe a joint?

UNCHANGED ASSESSMENT.

The village of Rockland, Ont., furnishes an instance of unchanged assessment which some municipalities might find convenient. Rockland is near Ottawa, and contains the mills of W. C. Edwards, M.P., the lumber millionaire, who, with his employes, practically control the place. Sometimes the assessment will be unchanged for four or five years. This is not strictly in accordance with the assessment law, which provides for regular assessments, and once objection was raised to the validity of the voters' list on this account, but it is convenient and seems to do no injustice.

William McNally & Co, importers and dealers in cement, firebricks, etc., report an active demand for cement, and orders from all over the country coming in freely, they having already booked 15,000 barrels of cement, principally on western account for present and future delivery. They report sales for the past week of 3,000 barrels of Belgium brand and two lots of 1,800 barrels of English, all for western account, at about quotations. They have also booked orders this week for 115,000 firebricks at prices ranging from $15 to $21 per 1,000, as to brand.

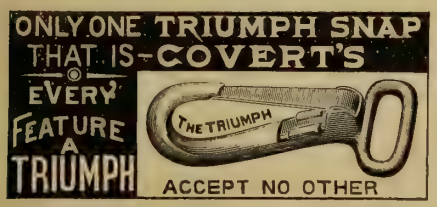
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Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

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Our Triumph and Bolt Snaps take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

A good way to tell if a fireproof safe is reliable is to surround it with a $10,000 fire.

Every one of **Taylor's** which has been tried that way has been found to be **all right!**

PIG IRON PRODUCTION.

IN ITS monthly review The Iron Age says: "The May furnace reports show a declining tendency in pig iron production, which, however, is principally due to labor disturbances, which may or may not be temporary in their effect. Stocks display a moderate falling off, which indicates that consumption has overtaken production.

"On May 1 the active furnace plants, grouped according to fuel, possessed the following weekly capacity, in gross tons:

Fuel.	Capacity Per Week. Tons.
Anthracite	21,800
Coke	130,372
Charcoal	4,382
Total May 1	156,554
Total April 1	158,132
Decrease	1,578

"The weekly product of all the furnaces on May 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross Tons.
May 1, 1895	...	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	90,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551

"The position of stocks, sold and unsold, as reported to us May 1, was as follows, the same furnaces being represented as in former months. It does not, however, include the stocks of the large steel companies:

Stocks.	March 1. Tons.	April 1. Tons.	May 1. Tons
Anthracite pig	106,915	106,864	107,916
Coke pig	446,038	456,198	438,574
Charcoal pig	234,319	230,427	221,725
Total	787,292	793,489	768,245

ADVANCE IN HARDWARE.

Representatives from various firms of hardware jobbers throughout the State of New York held a meeting at the Butterfield House, Utica, on Thursday last. They considered the recent advance in iron and steel, and voted to advance the market price of goods 10 per cent. The organization is known as the New York State Hardware Jobbers' Association, and some of the largest firms in the state were represented.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

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THE **UNIVERSAL VARNISH**

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

John Wilson's

BUTCHER KNIVES

AND STEELS,

Farriers' and Shoe Knives

are the Best in the World.

TRADE ◇ MARK.

Parties not being able to procure them from their wholesale friends will please communicate with P. O. Box 366 Montreal.

NONE GENUINE WITHOUT THIS BRAND



STAMPED IN HEAD OF EVERY PACKAGE

THE SALE OF TIN GOODS.

AMONGST the varied departments of an ironmonger's business, says a writer in Ironmongery, perhaps there is no class of articles the trade in which has altered during the last few years so much as tin goods. In an old-fashioned ironmonger's shop it was always found that one of the chief characteristics of the stock was tin goods. All over the ceiling we were in the habit of seeing tin cans, bottles, saucepans, and so on, hung all in rows; and in the shop itself were found large fixtures devoted to this branch. The arrangement of a modern shop is now so very different. In place of the fixtures for tin goods, oftentimes very dusty and dirty-looking, it is found that these are relegated to some back warehouse, and few shops are to be found in towns of any size with these articles still hanging from the ceiling. The show of the common stocks of tin goods has almost gone from our first-rate and medium class businesses. Why has the trade altered? We may ask ourselves with advantage the question; but can we wonder that when we have removed it from our smarter shops and placed our stock in some obscure corner that the trade has altered somewhat. There was a time when strong and heavy utensils, all made of tin, were practically the only things procurable by the medium-class housewife. Copper and brass goods were too expensive, and only used by the rich, and tin saucepans, kettles, cans, roasting-tins, dutch ovens, bread tins, cake tins, etc., and many other kitchen requisites in good medium quality goods, were in every-day demand. The cheap "sixpenny" sale shops for tin goods have been the means of introducing a class of goods that may be summed up as rubbish. These will, perhaps, last for a time, but soon they wear out and become useless. Still, they sell; and so prevent the ironmonger from making up and selling a better class of really serviceable goods. These cheap shops are found in every provincial town, and the goods they put on the market are supplemented by a similar class of article sold by the tea shops, or, oftener still, given away by them. Such shops and such practices are certainly not unknown in London. In the country districts the same thing goes on by the vans and hawkers' carts, which go from door to door in every village, pushing their temptingly cheap-priced wares made up for the purpose in the cheap tin goods factories; all these causes have lessened the legitimate sale of good and substantial tin goods.

As regards home-made tin goods, and the regular well-made block-tin articles that are all so well known to every ironmonger, I feel bound to say that the sale of these has decreased, and I have no doubt that manufacturers will feel themselves bound to confess the truth; at the same time whilst the bright and polished tin goods have decreased, and the output of them for kitchen utensils has diminished, new developments and fresh branches of the trade have opened up. A few years ago, with the exception of a few canisters painted blue, and tin trunks grained oak, and baths painted white and oak outside, there were few, if any, general japanned goods sold. Now this section has undoubtedly increased tenfold in sales during recent years, and as shops have been rebuilt or remodelled, and the old class of tin goods banished, so in proportion has the accommodation increased for bright and attractive japanned tin goods. The introduction of enamels, and the free use of the new art shades of coloring, have done wonders in this line. We have beautiful and artistic flower jardinieres, pedestals, reed jars, stands, gaily decorated in selling styles and colors. Trays, formerly so sombre in black and gilt hues, are now brilliant in greens, blues, and reds, some of them even bright with old gold and canary color, to say nothing of other decorations. Baths in smart art colors, and toilet cans to match. Toilet sets have not only been altered in color, but in shape; indeed most curious are some of the new designs. Taken as a whole, I am inclined to think the aggregate output of goods of the manufacture of tin or japan notwithstanding, and almost because the change I have referred to, has undoubtedly increased; and that the money value turned over by ironmongers alone is greater than ever. At the same time the sale of kitchen or domestic tin goods has, as I have said, declined both in home-made and in "bought" articles. In the farming and agricultural districts, too, tin goods have decreased; dairy goods are not used so extensively owing to the decline in most districts of the farming interests. Again, the introduction of new and improved cheese making, and other dairy appliances, have all had a tendency to diminish the "home-made" goods formerly needed.

Now, the result of this retrospect on the subject, and what indeed is to us all the most important part of the whole matter is, can we increase the sale of tin goods? If we can do this, we shall be gainers; not only shall we gain upon our present returns, but we shall gain upon the former higher standard of our sales of tinware; for, as we have seen, new goods have been introduced, and the sale of them has, or ought to have, brought up the returns, and compensated ironmongers for the loss of sale of tin goods, which were formerly used in place of the newer improvements. There are still many goods made exclusively in tin, for domestic use, and I think we can add to our sales by a suitable display of them. As I have mentioned, in modern shops the old shelves full of tin goods are removed, and tin goods are placed in a less prominent place. Now, what is wanted is a revival of the trade by an occasional special window display of really good saleable articles, all clean, and in good condition, and well ticketed; and, say, a table arranged full of goods of this type kept in the shop where it can be seen. I noticed an ironmonger a few months ago doing a capital trade in tinware, by placing a table in the doorway covered with jelly moulds, patty pans, tart pans, and numerous sundry articles of a similar nature. He appeared to be driving a smart trade in the goods, and I have no doubt such efforts do good, not only at the time, but lead to future trade. We do not want to allow this branch of our trade further to drift into other hands, and if we are to keep it, why then we must make special efforts.

THE O. J. C. MEET.

As the spring days fly by, that event looked forward to for months by so many Canadians—the Ontario Jockey Club meet—approaches closer and closer. Already the stables and tracks at the Woodbine show signs of life, and horses and horsemen from all parts of the country are gradually concentrating towards Toronto. And while the men of our land devoted to the greatest of sports are preparing themselves for five days of solid enjoyment, the ladies are engaged in arranging elegant costumes, that they may appear in their fairest plumes when the beautiful, nervous candidates for the Queen's Plate draw up in line for the great annual struggle of the Canadian turf.

The O. J. C. meet, by bringing in great crowds of people to Toronto, always benefits all lines of city trade, while the trade of outside places is often affected for the better by the preparatory purchases of pilgrims to the grand stand which overlooks Ashbridge's bay. The meet opens on May 21, and the last event will be run on Saturday, May 25.

INSOLVENCY LAWS.

"I am opposed to an insolvent law," said J. P. Whitney, M.P.P. for Dundas county in the Ontario Legislature, to HARDWARE MERCHANT yesterday. "It would be a good thing for lawyers, no doubt, and as I am one perhaps I should not object. But retail merchants ought to know exactly what it means to them. Take a typical case: A young man will get $500 or so together, will go to the city and get a stock mostly on credit. A country store will be started, and the young man, perhaps through inexperience, perhaps knowing that he has the Act to protect him in future operations, will grow careless, and then a breakdown ensues. His stock is taken into the neighboring town and sold off next door to the honest and hard working merchant, who is often ruined by this slaughter process, and driven himself into the Insolvent Court. Thus, the result of the working of this law is to bring grist to its mill and keep itself going. Yes, the lawyers and ass gnees will do well under this law, but the rest of the community will not."

OBTAINING SMOOTH CASTINGS.

THE following was read at the Convention of Stove Manufacturers held recently in Chicago :

The question of how to obtain the smoothest face on castings is one that is not as easily answered as most foundrymen would like. There are many things to contend with which are preplexing even to the most experienced. To get a facing that is perfectly fire-proof is almost impossible, owing to the nature of some iron and sand.

I have used iron that would (if improperly mixed) cut the best facing on the market, causing it to be condemned by those who thought themselves thoroughly acquainted with the business, when at the same time the fault did not lie with the facing, but with the man not knowing how to mix his iron. Then, again, I have seen foremen at sea with facings by reason of their sand being too open, not having enough body in it to hold the facings, being so open that both facings and sand would cut (or roll) before the iron, giving the castings a dirty appearance, as though so many worms had gone over the fence.

A moderately close sand and a proper mixture of the iron will turn out a better looking casting with a medium facing than first-class facing, poor sand and badly mixed iron will do, the latter having a great deal to do in producing a smooth face on castings. A foundryman had far better trust to experience than to knowledge gained from agents in regard to iron, sand or facing, or, in fact, anything in the business.

I prefer a good lead facing for first dressing, that is moderately pure—I say moderately, because it is impossible to get pure lead, it being mixed more or less with silica, iron, lime, alumina, etc., and also adulterated by the manufacturer. In second dressing, good charcoal, with a small proportion of good soapstone, ground together, will make a good return facing. The soapstone has a tendency to prevent charcoal from cutting, giving the casting a lighter and smoother appearance.

Some foundrymen use lime, others cement. Both are bad elements, and in either case will give the casting a rough appearance, but at the same time will stop the facing from cutting to some extent. I have used wheat, bean and pea flour with good results by shaking on after the mold is finished. The glutinous substance in the flour both moistens and binds the facing, preventing it from cutting, leaving no bad effects, rough casting or bad marks, such as lime or cement will leave. Hard iron or iron improperly mixed will spoil a good facing. This is the cause in most cases. Get this right and the facing will be an easy matter to overcome. Iron should be mixed by analysis. Get a mixture that will give strength, face and color. Careful mixing will correct evils that are often supposed to be in the facing or sand.

I am a believer in both drying and bolting sand. There is so much vegetable matter in it that it sometimes works great injury to the face of a casting and should be taken out of it, as far as possible. But the question arises, will it pay ?

By the system that most foundries work under, large quantities of sand are thrown into the gangway by the riddling process. In some cases it is wasted ; others use it for the cupola bottom in place of new sand, and in my opinion it makes a better bottom ; for, being mixed with the burned sand of gates and castings, it is rendered more open, allowing the gases to escape more freely than does new sand. My experience in drying sand is to place a quantity of heavy cast plates over flues in sand room, level with floor, put a moderate fire under them, throw sand over them and keep turning the sand to prevent burning. When dry, either roll or grind it ; then screen it so as to get as much vegetable matter out of it as possible. This greatly assists in making a smooth face, also prevents loss of both sand and castings. Most of the loam and clay in the sand, after being dried or ground, passes through the riddle and is not wasted.

At the meeting of the Grand Trunk Board at London on the 10th inst, Sir Charles Rivers Wilson was unanimously elected president, and Joseph Price was made vice-president.

WHO DEAL IN ASHES ?

H. Gilbert, Mansfield, Ont.—Please give me the addresses of some dealers in ashes in Toronto or Montrea', and much oblige.

[Reply : We know of no dealers in Toronto, but in Montreal H Dobell & Co. and J. C. Sinton & Co. are about the only buyers. If any of our readers know of any others they will kindly let us hear from them.—THE EDITOR.]

POLICE AND EARLY CLOSING.

The Early Closing Committee of the Winnipeg Retailers' Association have interviewed the chief of police with a view to securing the stricter enforcement of the early-closing by-law.

A BAND CHALLENGE.

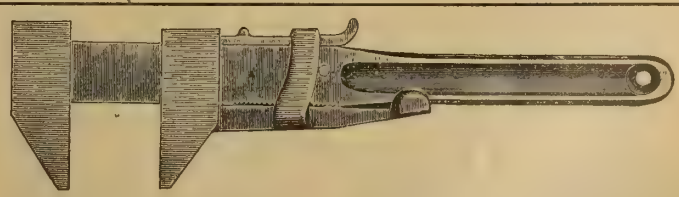
The band of the E. B. Eddy Co., of Hull, Que., has issued a challenge to any civilian non-professional band in Canada to a musical contest for $500 and the title of "champions of Canada." The mentioned sum will be placed in the Jacques Cartier Bank, Hull, on receipt of the first intimation of the acceptance of the challenge by any band. The chief terms of the challenge are these :

The competition shall be held in Ottawa. No musician shall be allowed to play with any band who has not been a member thereof for at least three months previous to the date upon which this challenge is issued. A committee to be named by the bands interested shall fix the rules to govern this competition and appoint one or more judges. No entry for this competition shall be considered unless accompanied by an accepted cheque made to the order of the Jacques-Cartier Bank, Hull, for fifty dollars ($50) as a deposit guarantee. This deposit shall be forfeited if the band on whose behalf it is made fails, within the proper time, to deposit the balance of the stake.

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc. CUTLERY A Specialty.
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Calcined Plaster and
Patent Rock Wall Plaster.
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The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

An insolvency declaration has been applied for in the case of S. O. Steele, furniture, St. John's, Newfoundland.

Ewen Morrison, lumber, Victoria, B.C., has assigned.

Moise Duguay, general store, Gentilly, Que., has assigned.

L. Rubinowitz, general store, Vancouver, B.C., has assigned.

J. A. M. Davignon, general store, Farnham, has assigned.

A. Daoust, Jr., general store, Ste. Timothe, Que., has assigned.

Davies Bros., furniture, Toronto, have assigned to J. A. Sinclair, Toronto.

C. & M. Mills, general store, Iroquois, Ont., are offering to compromise.

Harry R. Angus, crockery, Hamilton, Ont., has assigned to J. W. Murton.

F. X. Simard, general store, Ste. Anne De La Pocatiere, Que., is asking an extension.

Andre Fauvelle, pedlar, Rigaud, Que., is offering to compromise at 25c. on the dollar.

A. Lemieux, general store, L'Islet, Que., is offering to compromise at 50c on the dollar.

The creditors of J. B. Rose & Co., iron and metal merchants, Montreal, will meet on May 22.

Peter Thibeadeau, general store, Rogersville, N.B., is offering to compromise at 25c on the dollar.

There is a demand of assignment in the case of J. A. M. Davignon, general store, Farnham, Que.

Jules Lamoureux, Jr., trader, St. Sebastien, Que., has assigned. Creditors will meet on May 18.

In the case of Beaudry & Frere, traders, Longueuil, Que., there is a demand of assignment. Creditors will meet on May 25.

PARTNERSHIPS FORMED AND DISSOLVED.

Paradis & Co., traders, Etchmen, Que., have dissolved.

Deslongchamp & Co., traders, Montreal, have dissolved.

W. O. Whiting & Co., general store, Bala, Ont., have dissolved.

Blain & Johnston, carriage makers, Toronto, have dissolved.

L. N. Dagenais & Co., general merchants, Montreal, have dissolved.

S. A. Moore & Son, marble works, Belleville, Ont., have dissolved.

Mitchell, Monty & Co., general store, Granby, Que., have dissolved.

Thos. Wood Ness, Norman Westwood McLaren and Chas. Bate have been registered proprietors of Ness, McLaren & Bate, electrical supplies, Montreal.

The Disney & Devlin Mfg. Co., of Hanover, Ont., have obtained a charter.

W. F. Wrighton, hides, Sarnia, Ont., has admitted A. A. Matthews as a partner.

E. D. R. Phillips, general store, Bath, N.B., has admitted E. W. Seeley as partner under the style of Phillips, Seeley & Co.

McDonald & Pearsall, furniture, Kingsville, Ont., have dissolved. C. Pearsall continues.

The Three Rivers Iron Works Co., Three Rivers, Que., have been incorporated by charter.

The Hall Mowing Machine Co. of Canada, Sherbrooke, Que., has been incorporated by charter.

Edouard and Stanislas Mercier have been registered proprietors of Mercier & Frere, traders, Levis, Que.

Francois H. Racine and David Mercier have been registered proprietors of Racine & Mercier, lumber, Quebec.

Treffie Hamelin and Alfred Cadorette have been registered proprietors of Hamelin & Cadorette, tinsmiths, Three Rivers, Que.

Kenneth McLeod, Geo. Wallace, jr., and Edward H. Hawthorne have been registered proprietors of McLeod, Hawthorne & Co., Montreal.

SALES MADE AND PENDING.

Jas. A. Mosher, general store, Brooklyn, N.S., has sold out.

R. J. Hewitt, harness, Brighton, Ont., advertises to sell out.

A. Leullier, general store, Keewatin, Ont., has advertised his business for sale.

The assets of P. Laberge, general store, Yamachiche, Que., are to be sold.

L. Laberge & Co., saw mill, St. Faustin, Que., have sold out to A. Bell & Co.

Perry & Co., lime and stone, Stonewall, B.C., have sold out to Musgrove & Co.

John Gilmour, furniture, Fergus, Ont., has sold out to R. L. Adolphe & Co.

R. H. Benson & Co., general store, Markdale, Ont., have sold out their liquor business.

Philip Young, general store, Mount Elgin, Ont., is selling out and removing to Burgessville.

The stock of A. J. Gravel, general store, Louisville, Que., has been sold at 60c on the dollar.

C. J. Page, hardware, etc., Welland, Ont., has sold out to James O'Neal and Wm. Hobin.

Bennett & Co., general store, Tilsonburg, Ont., advertise that they are going out of business.

J. B. Poirier's furniture stock at St. Scholastique, Que., has been sold at 38c on the dollar.

The stock of M. Dwyer & Co., furniture, Port Arthur, Ont., has been advertised for sale by auction.

G. E. Walker, furniture and undertaking, Norwich, Ont., has sold out the undertaking business to B. Addison.

The assets of L. W. J. Paymen, general store, Grande Frenier, Que., are to be sold on May 27.

The stock of Gervais, Hudon & Co., sewing machines and pianos, Quebec, Que., is advertised for sale on June 4.

CHANGES.

James Thompson is starting a general store at Douglas, Ont.

J. G. Davidson, general store, Lachute, Que., has removed to Fitzroy Harbor.

Jas. Spence has started in business as a general storekeeper at Roberval, Que.

Rauma's general store at Wellington, B.C., has been taken over by Mattson & Rauma.

Jessie J. (Mrs. D.) McKay, general store, Lansdowne, N.S., has removed to Little Glace Bay.

Alex. Therien has been registered proprietor of Therien & Frere, general store, St. Remi, Que.

FIRES.

Judd Bros.' sawmill at Lake Megantic, Que., has been burned, at a loss of $5,000. No insurance.

S. A. Wabb, general store, French River, Ont., has been burned out. T. O. Anderson, Toronto, has been appointed trustee to receive the insurance moneys.

Fire early on Wednesday morning did $20,000 damage to the Langmuir Trunk Manufacturing Company's premises, 800 to 820 King street west, Toronto. The loss was fully covered by insurance. The flames are supposed to be of incendiary origin.

ENGLAND DOES NOT GET ALL.

Although the British are supposed to be the predominant partner in Egypt, says British Trade Journal, it does not appear, as we have pointed out before, that the position confers any very great benefit upon our commercial classes. A recent report from Cairo by Lord Cromer furnishes details of the purchases made in 1894 by the Egyptian State railways. From the list given it appears that the total value of such purchases was £373,920. Of this about £120,000 were spent in England, chiefly for steel rails; £107,000 in Belgium, principally for locomotives, and £103,000 in France, principally for bridges. Turkey supplied nearly £40,000 worth of wooden sleepers, and Germany about £5,000 worth of iron bars and plates, steel tyres and files. Italy supplied stationery to the value of £10,000. No one can, after this, say that the Egyptian railways are being worked exclusively in the interests of British manufacturers.

FOR IRON FENCING
BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto
Agents Wanted.



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES
OF EVERY KIND

At lower prices than ever before.
Only best steel used.
Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

FORRESTER'S
Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.
Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.
298 St. James St. MONTREAL



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon



"DANGLER"
Gas Stoves

They never fail to give the most entire satisfaction.

They have the cheapest, quickest and most satisfactory water heating system ever devised.

They possess every modern improvement tending to the increase of safety, economy and durability.

Write for Illustrated Price List and Catalogue . . . . .

McDonald & Willson
MANUFACTURERS AND IMPORTERS OF GAS Stoves and Fixtures
187 Yonge St., Toronto

THE WORLD'S GOLD PRODUCTION.

THE Washington correspondent of The N. Y. Journal of Commerce says: The figures of the gold production of the United States during the calendar year 1894 have been subjected to a considerable change in the process of verification by the Bureau of the Mint. The production for the United States will probably not exceed forty million dollars, instead of the $42,000,000 or $43,000,000 which has heretofore been estimated. The figures of the world's production, however, remain at about $170,000,000, as gains in South Africa and other sections have made up for the reduced estimate in the United States.

The difference between the final figures for the United States and those which have been previously announced is due principally to the consumption of foreign gold at American refineries, which has not been reported in the statistics of imports.

Most of this gold has come from Mexico, and the failure to include it in the import statistics is due to the fact that an export duty is levied by the Mexican Government. This has resulted in the introduction of the gold through other than the regular official channels by a process considered by some akin to smuggling. Careful inquiry by the Mint Bureau leads to the belief that about $2,700,000 in Mexican gold was worked up in American refineries during 1894, while the imports officially reported were only $700,000. These figures are likely to prove of interest to the Mexican Government, and it is probable that no obstacle will be thrown by the refiners in the way of the breaking up of smuggling.

A total production of $40,000,000 in the United States during 1894 will show a gain of about 11 per cent. over the production of 1893, which was $35,955,000.

ORDERS FOR RAILROAD MATERIAL

The iron trade, says New York Journal of Commerce, finds much encouragement in the attitude of the railroads as buyers. Some of them, either on actual increase of earnings or the assurance of a larger income, are placing orders. Evidences of the first signs of a movement so important are cropping up in several directions. Good orders are being placed for steel rails. The Pennsylvania has contracted for 30,000 tons, and in the west the business of one large concern in moderate contracts foots up between 50,000 and 60,000 tons. Some good orders for cars have also come out, among them 1,000 from the Reading, 2,100 from the Missouri, Kansas and Texas, 1,000 from the Columbus and Hocking Valley and 500 from the Choctaw, Oakland and Gulf. A number of roads have also ordered quite a number of bridges and are becoming more active in the repair shops, overhauling side-tracked rolling stock.

Clarkson & Cross
ACCOUNTANTS . . .
Established 1864.
ONTARIO BANK CHAMBERS, SCOTT STREET
TORONTO.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

IRWIN'S
CANADIAN CUSTOMS TARIFF
— AND —
ONTARIO COMMERCIAL LAW, 1894.

This edition has had the advantage of revision by experts, and is the most accurate and complete Tariff published. Besides containing the Latest Tariff Changes, Departmental Rulings, Foreign Money Tables (Sterling) Francs, Marks, Florins of Austria, Florins of the Netherlands, Metres into Yards, Kilos into lbs., etc.), there has been added a Resume of Commercial Law of Ontario, prepared by the most eminent firm of commercia lawyers in our country. This book is **up-to-date**, and will be mailed upon receipt of price—**FIFTY CENTS.**

The McLean Publishing Company, Toronto.

Blacksmiths' Tools.
"JARDINE"
. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & CO.
HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, May 18, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag	
56 and 28 lb. ingots, per lb.	0 16½ 0 17
Straits	0 16½ 0 17

Tin Plates.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley.	
I.C., usual sizes	85 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X	7 70
Raven & P. D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½x17	3 50 3 75
D.X	4 50 4 75
D.X.X	5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel	
I.C., usual sizes	3 10 3 25
I.C., special sizes	3 25 3 35

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	6 50 6 75
I.X., Terne Tin	8 75 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	0 06 0 06¾
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	0 06¼ 0 06½
" 26 "	0 06¾ 0 07
" 28 "	0 07¼ 0 07½

Iron and Steel.

	Base Price.
Common Bar, per 100 lbs	1 80
Refined " "	2 35 2 65
Horse Shoe "	2 60 2 75
Band " "	2 25 2 30
Hoop " "	2 20 2 25
Swedish "	4 00 4 25
Sleigh Shoe Steel "	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet, per lb	0 10½ 0 11
Tank Plates, 1-5 and thicker.	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	0 10¼
3-inch	0 13½

Steel Boiler Plate.

¼ inch	2 45
½ "	2 35
¾ " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
Half polished	2 25
All bright	2 50 2 85

Iron Pipe.

Wrought, 70 to 70 and 5 p. c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars' Best and Queen's Head	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
Gordon Crown—		
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04½	0 04¾
28 " "	0 04¾	0 05

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain

Proof Coil, 3-16 in., per 100 lbs	5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz. yards	0 13 0 50
Jack chain, double, per doz. yards	0 15
Jack chain, brass, single, per doz. yards	0 20 0 10

Copper.

Ingot.

English B. S., ton lots	0 10 0 10½
Lake Superior	0 10 0 10½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20 0 22
" round and square 1 to 2 inches	0 18 0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14 0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½ 0 16½

NOTE. Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16 0 17
" 35 to 45 " "	0 04½ 0 15½
" 50 lb. and above, "	0 14 0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 19
Spun, per lb	0 23

Wire.

Pure, in coils	
From 1 to 20 gauge	0 23 0 26
From 20 gauge up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	0 23 0 26
Sheets, hard-rolled, 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 03⅞ 0 04
Domestic "	0 03½ 0 03¾

Zinc Sheet.

5 cwt. casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 02⅞ 0 03
Domestic, per lb	0 02¾
Bar, 1 lb	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼ 0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10 0 10½
Other makes, per lb	0 09½ 0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00
Second qualities, per gallon	0 90
Barn (in bbls.)	0 80 0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	2 75
Yellow Ochre (Royal), per cwt	1 10 1 15
Venetian Red (best), per cwt.	1 80 1 90
English Oxides, per cwt	3 00 3 25
American Oxides, per cwt	1 25 1 90
Canadian Oxides, per cwt	1 25 1 90
Paris Green, per lb	0 13½ 0 14
" " 100 lb. drums	0 12 0 12½
Burnt Sienna, pure, per lb	0 08½
" Umber, " "	0 05
do. pure	0 08
Drop Black, pure	0 09
Chrome Yellows, pure	0 12
" lemon pure, 8 lb. tins, per lb	0 19
Chrome Greens, pure, per lb.	0 12
Golden Ochre	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	0 69
Extra " "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine, p.g	0 85
No. 1 Carriage, per gal	1 30
Gold Size Japan, "	1 00 1 20
Pure Orange Shellac	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	0 53 0 54
Boiled, per gal	0 56 0 57

Turpentine.

(In bbls,)

5-Barrel lots	0 44
1 " "	0 45

Castor Oil.

Best, per lb	0 06¼ 0 07¼

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue.

(In bbls.)

Common	0 07¾ 0 08
French Medal	0 09¼ 0 09½
Cabinet, sheet	0 11 0 12
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 18
Coopers	0 19 0 20
A1 clear	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 45

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen ... 13 00 20 00
Adjustable Stearn's, each ... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 35 and 40 per cent.

Belting.

Agricultural, 55 per cent.
No. 1, leather, discount 47½ per cent.
Standard, 37½ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis. 70, 10, 5 to 75 per cent.
Tire, dis. 60 to 60 and 10 per cent.
Stove, dis. 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 70 to 70 and 10 per cent.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 65 to 70 and 5 to 65 and 5 p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 75 per cent.
Loose Pins, dis. 70 and 10 to 75 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 50 and 5 to 50 and 10 p. c.
Plate, dis. 50 and 5 to 50 and 10.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 per cent.
Canadian, dis. 35 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 60 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0 30

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 to 70 and 5 per cent.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... 0 03⅞ 0 04
12 in. up, per lb..... 0 02⅞ 0 03
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 35 1 40
" Shepard's Samson..... 1 75 1 90

HOES.

Garden, Mortar, etc., dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 40 and 5 to 40 and 10 per cent,
Wrought Hooks and Staples, Amer., dis. 80 to 80 and 10 per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 60 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz..... 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett.
Hay knives, spear point, L or T handle, 52½ p.c. dis.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern	
Basis—50 to 60 dy	2 10
40 dy	2 15
30 dy	2 20
20, 16, and 12 dy	2 25
10 dy	2 30
8 and 9 dy	2 35
6 and 7 dy	2 50
2. American pattern only	
From 4 to 5 dy	2 60
3 dy (lath)	3 10
3. Canada pattern only	
From 4 to 5 dy	2 60
3 dy (lath)	3 10
3 dy, A.P. fine	3 70

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75, 10, and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and mou'ding nails, 75, 10, and 5 per cent. from new list, and in 1-lb. papers 75 and 10 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto)	0 14	0 15
Carbon safety "	0 17	0 18
Canada w. w. "	0 20	0 22
American w. w. "	0 00	0 25
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ p.c.
Bailey's Victor, 15 to 17½ p.c.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	0 01¾	0 01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¼
Sliding door, "	0 03¼	0 03½
Lanes, "	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ p.c. revised list.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 50 per cent.
Iron " dis. 55 and 10 per cent.
Tinned and black rivets, 55 and 10 per cent.
Burrs, iron, 50 and 10 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	8¼
¼, 5-16, ⅜ in	6	8¾
Cotton	11	12
Russia Deep Sea	12¾	13½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per lb	0 01½	0 01¾

SAWS.

Crosscut, McMillan & Haynes, per ft	0 40	0 70
"Empire," McMillan&Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	10 75

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinish, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 26

WROUGHT SPIKES.

Discount, 20 to 25 p.c.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized, per lb	0 03	0 03¼

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 " "		4 80

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 35 p.c.
Cut carpet, blued, gimp, dis. 60 p.c.
" tinned, dis. 70 p.c.
Swedes' iron, blued or tinned, dis. 50 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, dis. 62½ p.c.
" tacks, 45 p.c.
Clout nails, dis. 60 to 67½ p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails, dis. 60 to 65 p.c.
Trunk Tacks, dis. 57½ per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 62½ per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 15 to 35 per cent. discount.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	5 00

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized, 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 per cent. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	2 87½
Galvanized, 4 barb, 4 and 6 inches apart	2 87½
Galvanized, plain twist, all delv'd	2 87½
"Lock Barb," 4 point	2 87½
" Glidden, 2 point	2 87½
Galvanized Barb, "Lyman," 2 to 4 points	0 04½
Steel Staples	2 87½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.		
Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	2

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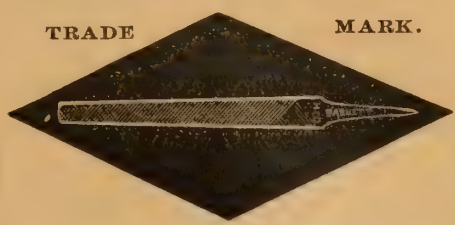
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TRADE MARK.



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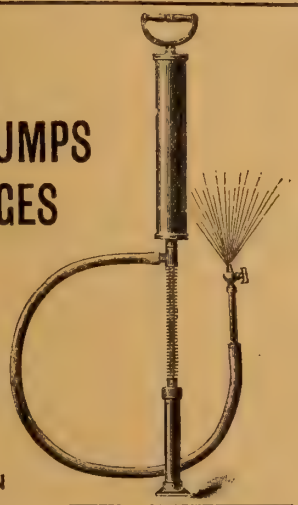
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Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

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—Longfellow.

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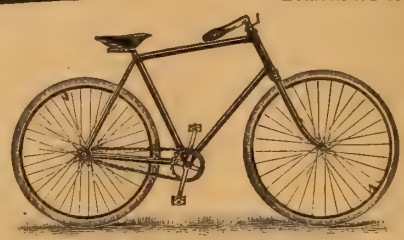
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LEAD FOR LOW PRICES — QUALITY — FINISH

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Parts, Fittings, Pneumatic Tyres, etc. Supplied.

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BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

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TORONTO, ONT.

The James Robertson Co.

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HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, MAY 25, 1895. No. 21.

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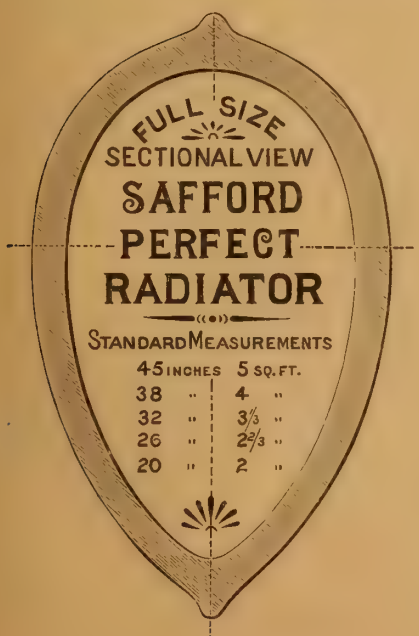
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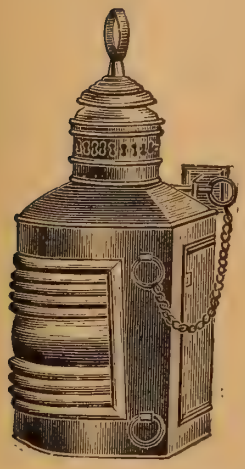
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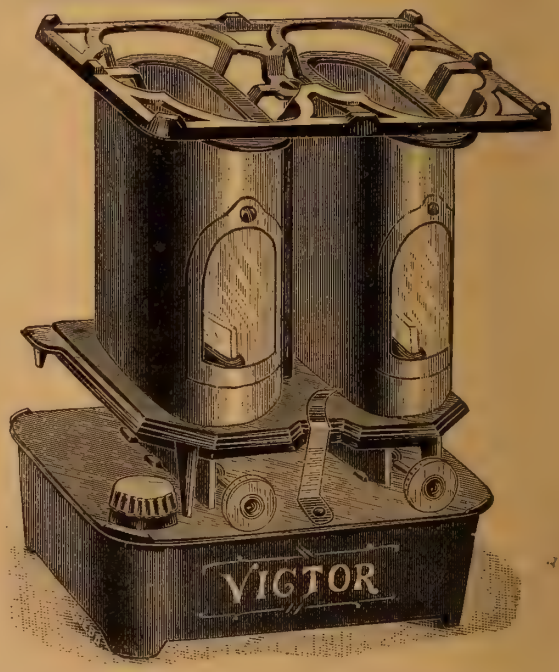
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Published Weekly. $2.00 a Year.

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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ADVERTISERS TAKE NOTE

In future all copy for change of advertisement must be in our hands not later than 5 o'clock on Thursdays in order to ensure insertion the same week. There will be no exception to this rule.

THE NEW RULING ON SCYTHES.

NEVER in the history of the country has the Customs Department been conducted in such a business-like manner as it has since Hon. Clarke Wallace became its head. But, like all mortals, he makes mistakes sometimes, or at least his department does, and he is, of course, responsible for what it does.

The latest error into which the department fell was when it sent Mr. Hawthorne, of the Welland Vale Manufacturing Co., to the United States to ascertain whether scythes that were being sold to Canadian importers were below the prices at which the same articles were being sold to wholesale houses in the United States.

The error was not in sending a commissioner. The department was acting under statutory authority. The error was in selecting Mr. Hawthorne as the commissioner. He is a member of a firm of Canadian scythe manufacturers. Consequently, no matter how fair he might try to be in making a report, he would naturally have a more or less prejudiced mind to begin with. It is natural that the home manufacturer should desire to keep out the products of his foreign competitor.

Whatever Mr. Hawthorne's qualifications may be, the trade feel very sore that he should have been the man selected for this special mission. In a word, they have no confidence him. And because it is upon his representations that the department has seen fit to add 30 per cent. to the face value of the manufacturers' invoices they feel doubly aggrieved.

Importers whom THE HARDWARE AND METAL MERCHANT have canvassed regarding the matter assert that the scythes they have been importing were not bought at a price less than the figures obtaining in the United States, and they possess affidavits in support of their contention. The ruling of the department they term an outrage.

We are informed that the new ruling will mean the addition of, on an average, about one dollar per dozen to the cost of scythes imported into the country.

This, if the contention of the importers be true, is indeed an unjust tax upon the people who purchase these scythes.

It was asserted to a representative of this journal that the Welland Vale Co. was two years ago, at any rate, selling scythes in Sheffield and other British centres at lower prices than they were getting for the same kind of goods in Canada.

The Customs Department cannot be too careful in selecting its men for such important missions as that upon which Mr. Hawthorne was deputed. The necessity for this was made apparent on Wednesday last, when a letter was read from a manufacturer in the United States in the hearing of THE HARDWARE AND METAL MERCHANT, in which it was stated that recently, in conversation with a Canadian Customs official—whose name was not mentioned—the latter said that while English scythes were at present coming into Canada at a lower price than the American, he would make out such a case to his Government as would tend to cause importers in Canada to turn their attention to the United States article.

Hereafter, if it is desirable to know whether slaughtered goods are being brought into Canada, it would be well for the Customs Department to depute a regular appraiser in whom both it and the trade have implicit confidence.

SHOULD CONSULT BUSINESS MEN.

THE great majority of business men favor the union of Newfoundland with Canada. We reach this conclusion through numerous private expressions of opinion made to THE CANADIAN GROCER by leading business men, through letters to the daily papers, and published interviews.

The proper time to accomplish union is now. If the present opportunity is allowed to slip by, the Island's debt will grow larger with time, and when the next negotiation takes place—for union is inevitable some day—a bigger price will have to be paid.

The whole question is emphatically a business issue. The opinion of the commercial community should rule in the matter. Are they not infinitely better judges than the dozen lawyers who form the Ministry, and the dozen lawyers who lead the Opposition?

Steps should be taken to get at the real sentiment of the country. This is not an issue of party politics, and should be kept free from them.

Steps should be taken at once, by means of a popular vote, either in the form of a plebiscite or a referendum, to get at the popular wishes on this particular point. If Parliament rejects this mode of testing national opinion, a commission of business men to examine the position and resources of Newfoundland and report upon the wisdom of paying a larger sum as a commercial transaction, might be appointed. If a commission, so constituted as to carry weight with business men, were chosen, and it reported favorably, any Government could safely act, and justify itself before the country for adding $15,000,000 to the public debt.

If, on sound commercial grounds, there is valid objection to union on a costlier basis than that involved in Canada's present offer we ought to know it definitely. No other obstacle than a business reason should be allowed to interpose.

It will be a lasting reproach to any Canadian Administration which lags behind public opinion in so important a matter and is not fully fortified with proof that the business interests of Canada are unalterably opposed to union on a more expensive basis than ten millions.

CANADA'S APRIL FOREIGN TRADE.

THAT trade in the Dominion is reviving is clear from the evidences adduced from more than one source. There is this week to hand the official report of Canada's foreign trade for the month of April, and its evidence is corroborative of what has been apparent to every observing man for some weeks.

The subjoined table gives the imports entered for home consumption during April last, together with the same month in 1894:

ARTICLE.	APRIL, 1895.	APRIL, 1894.
Iron and steel, and manufactures of -		
" Band, hoop, sheet and plate	$45,207	$43,354
" Bar iron and railway bars	17,868	19,527
" Cutlery, hardware, tools and implements	136,991	130,563
" Machines, machinery and engines, including locomotives	137,260	142,499
" Pig iron, Kentledge and scraps	35,378	48,801
" Stoves and castings	15,606	18,895
" Tubing	41,332	33,491
" All other manufactures of iron and steel	167,847	198,262
Total	$597,489	$645,392
Metals and manufactures of	24,372	27,437
" Iron and steel, all other	86,757	38,313
" Tin and zinc	181,803	129,634
" Other	16,584	9,212
Total	$309,516	$204,596

Other lines appertaining to hardware and allied trades:

Lead and manufactures of	$16,610	$22,633
Brass and manufactures of	26,115	23,192
Bicycles, tricycles, velocipedes, and parts of	87,668	74,632
Cars railway and tram	3,625	11,954
Coal—bituminous	164,972	230,599
" anthracite	175,625	190,196
Copper and manufactures of	11,801	6,938
Bottles, jars, gaslight shades, etc	44,812	38,323
Window glass	28,759	13,682
Plate glass	5,888	14,527
Gunpowder and explosive substances	6,978	7,577
Gutta percha, manufactures of	32,329	41,591
Sisal, manilla and hemp, undressed	129,518	126,671
Paints and oils	41,654	32,134
Wood, manufactures of	44,028	74,125
Oils, mineral and products of	36,846	28,914
Flaxseed or linseed, raw or boiled	31,284	24,604
Oils, vegetable	10,079	9,770
Hides and skins	212,092	134,967
Broom corn	4,848	17,702
General imports		
Total dutiable goods	4,848,156	4,919,852
" free goods	4,026,937	3,135,214
Coin and bullion	34,703	96,163
Total	$8,909,796	$8,151,229

The above figures are gratifying, showing as they do an increasing consumptive demand in the country. The increase during the past month compared with April, 1894, was about 8½ per cent. in value, which is made all the more satisfactory from the fact that prices are lower than they were a year ago. This fact would easily account for a falling off in value of a little over 7 per cent. in "iron and steel and manufactures of." But the most gratifying feature is the increase by over 30 per cent. in the imports of "metals and manufactures of." Grouping iron and metals and manufactures of both, we imported $57,000 worth more in April, 1895, than for the same period a year ago. And people are only buying because it is necessary that they should.

Turning to the exports, further food for gratification is found, showing as they do that we are selling more as well as buying more than a year ago. Here is the table, with comparisons to prove it:

ARTICLES.	1895.	1894.	1893.
Produce of the mine	$888,460	$502,085	$384,131
" " fisheries	330,440	298,814	341,270
" " forest	933,452	814,554	1,174,973
Animals and their produce	1,211,504	652,608	678,745
Agricultural products	422,996	463,647	621,254
Manufactures	552,179	609,919	605,111
Miscellaneous	11,452	11,173	11,721
Total	$4,350,484	$3,352,800	$3,817,205

GOVERNMENT CEMENT CONTRACTS

There were some big Government contracts for supplies of cement for canal work closed in Montreal on Wednesday last. The successful tenderers were Bellhouse, Dillon & Co., who secured the contract to supply 25,000 casks of Belgian cement.

The price for the goods is $1.94, which is apparently higher than the ruling market figure. As a matter of fact, however, it is not, for the cement has to be put up in casks of a special size, 400 lbs., and delivered for the price stipulated in the tender.

The figure, therefore, is about equivalent to $1.85 laid down on the wharf in Montreal.

WILL BE NO BOARD OF EXPERTS.

IT IS not the intention of the Government to comply with the petitions of the various Boards of Trade to appoint a Dominion Board of Appraisers, but instead they will adopt a plan suggested in these columns some time ago.

The appraisers of the future will be experts if the business men in the Cabinet can carry out their programme.

At present appraisers are appointed, not because they have any special ability, but because they have rendered some service to the party. It is no wonder, therefore, that their decisions are sometimes peculiar.

It is now proposed that all these officials shall be experts in their various departments: When a vacancy occurs applicants will have to submit to a stiff examination, and only those who pass will be considered. Then the one having the most influence will get the appointment.

The Government would inspire still greater confidence if they would appoint the candidate passing the best examination. Previous business experience should also count.

We are not yet informed how the Department propose to conduct the examinations. It is to be hoped that they will follow the system used in the grain, flour, hides, and such trades. The examiners who test a candidate's knowledge in these departments are selected by the Boards of Trade from among the members of that particular trade. The result has been that in every case competent men have been found, and men, too, who enjoy the confidence of the trade.

It is not improbable that the present appraisers all over Canada will have to submit to this examination, and incompetent men thus weeded out.

These appraisers will form a Dominion Board, and when there is a difference of opinion on any point, the views of each appraiser will be obtained by correspondence, and an intelligent decision will be arrived at with practically no expense to the country. The plan proposed by some Boards of Trade would involve an expense of many thousands annually, and the work would not be as efficiently done.

PARIS GREEN IN MONTREAL.

The market for Paris green in Montreal has been a very excited one this week owing to the facts pointed out in THE HARDWARE AND METAL MERCHANT last week.

None of the Montreal jobbers are by any means well supplied, for they have been calculating on securing supplies as they wanted them from the two firms who manufacture the article in Canada.

When this journal informed them of the position of affairs there was a regular scurry, for, as few of them had taken any trouble about importing, there was, and still is, a good chance of their being left without stock

Naturally, the market advanced sharply, the rise since the date of last writing being equivalent to 25 per cent. higher prices.

A week ago orders were filled for Paris green at 12c. To-day 16c. has been refused except for round lots in bulk, and 17c. is the idea for jobbing lots, or an advance of 4 to 5c. per lb., and they are pointing higher, as the price in the United States is 25c. per lb.

Only one or two firms in Montreal have any shipments of English Paris green on the way. These were booked some time ago, but the quantity is small, so that, even allowing for all changes, etc., with the conditions as they now are the importers stand to pocket a handsome margin.

PETROLEUM WEAK IN MONTREAL.

There has been another sharp and general drop in the price of petroleum at Montreal. The decline was established on Wednesday, when several carloads of Canadian were settled at 14¾c., or a decline of 1c. per gallon.

This concession on the part of sellers was compelled by the fact that American was offered by the carload at 18c., a decline of 1¼c., and the figure was too close to that of the domestic article to suit.

At present the market is weak at the decline, Canadian jobbing freely at 16c., in any quantity, and American at 19c.

LOWER POSTAGE WANTED.

THE Boards of Trade are asking the Government to reduce the postage on city letters to 1c. The Montreal Board has sent forward a very strong letter on this subject.

The chances are that it will be shelved, as nearly all matters brought to the attention of the Government by Boards of Trade are.

Business men, as a rule, do not figure in a Government's calculations, and little attention is paid to their petitions, even when they take the Government by the throat to enforce their demands.

On the other hand, let a deputation of "walking delegates" from a trades union go to Ottawa and anything they ask is given them at once.

Private companies will deliver letters in any part of the leading cities at 50 to 80c. a hundred, and they make money at it. Business men ask the Government, which should do it very much cheaper, to make the rate $1 per hundred, and they answer they would lose money.

If the present Postmaster-General cannot pay expenses with a rate 25 per cent. higher than a private company makes money on we should get a man who can.

That is the way a business house would deal with an employe.

UNBUSINESSLIKE LEGISLATION.

THE provision in the new tariff that all goods passed on the Friday previous to the time the Budget was brought down are subject to the new duties is hard to understand. It is in effect making the new tariff retroactive, for before they were submitted to the House the duties were, by this curious provision, actually in force.

If the authorities at Ottawa insist on enforcing this very unbusinesslike principle, they might just as logically enact that duties are to be collected on all goods passed a week or a month ahead of the date the Budget was submitted to the House.

The one is quite as unreasonable as the other. In the case in point it does a glaring injustice to several honest merchants in Montreal, and possibly in other places as well.

It is not surprising that the Montreal Board of Trade passed strong resolutions protesting against the clause, and it is to be hoped that they will have an influence in inducing the Government to remedy it.

Under the curious provisions of the new tariff, Controller Wallace had no option in the matter, his duty being simply to enforce the law.

The same cannot be said for the Minister who framed the bill, and it only emphasizes the fact that a department o such vital interest to the business world should be in the hands of a banker or business man conversant with all the aspects of the situation, and not a schoolmaster.

This is not intended as a reflection on Mr. Foster personally, for he is an able man and would make a very capable Minister of Education, but to impress upon the Government the necessity of filling such positions as this with men whose previous training fits them for it. There are men in the party who have had this training, and they should be given these Cabinet appointments.

As the Government stands to-day there are but three departmental heads filled by trained men. Mr. Wallace, Controller of Customs, is a successful general storekeeper; Mr. Haggart, Railways and Canals, is a large mill owner and extensive lumber man, who has shown his ability in his management of the Intercolonial, and Sir Hibbert Tupper, Minister of Justice, a very clever lawyer, whose only fault is that he knows it; but a few years' experience and a "turn down" or two, such as he has had recently, will not do him any harm. On a pinch, Mr. Ives, Minister of Trade and Commerce, might pass as an experienced business man; though a lawyer, he has been for many years a director in several companies, but he has yet to show that the department over which he has control has done any real service to the business interests of the country.

PARIS GREEN.

The situation in Paris green remains rather tight. Stocks are still, as last week, considered rather short, and jobbers do not seem anxious to sell. It is claimed by the American manufacturers that they do not derive any benefit from the recent advances, as they are all sold up to July. A good deal of complaint is heard from those who did not send in their orders till they knew what the price would be. Consequently, their orders are being turned down, or only a small proportion of them are booked for delivery as soon as they can be reached. Prices of green are likely to be maintained, for, according to The New York Oil, Paint and Drug Reporter, the price of arsenic has advanced 5 per cent. over the figures of last week, or 25 per cent. in all.

COLONIAL GOODS IN ENGLAND.

The Department of Trade and Commerce calls attention to two bills which the Imperial Parliament is being asked to enact. They would, if they became law, have an important bearing upon Canadian trade as well as all the foreign trade of Great Britain. One of the measures proposes that no foreign or colonial goods shall be imported into the United Kingdom which do not bear a definite indication of the country in which such goods are made or produced. Every purchaser must, under the proposed law, be made aware that such goods have been imported and are not of home produce. The second measure contemplates the establishment of a system of inspection to ensure that the purchasing public shall not be deceived in the matter of imported meats It proposes that the butcher who sells imported meats must have a conspicuous sign to that effect, and the meat must be labelled in large letters, "foreign meat." The framers of the measure evidently have the material interests of the British farmers in view, since they concede that the carcases of animals that are fattened and killed in the United Kingdom may be classed as British meat. The proposed restrictions will not come into force until January 1, 1896. They are of an amazingly protectionist nature for a free trade country like Great Britain.

EARLY CLOSING IN WINNIPEG.

According to The Manitoba Free Press, the early closing fight is now on in Winnipeg in earnest. Two merchants who have violated the recent legal enactment regarding the hours during which a retail store may be kept open, were some days ago summoned before a magistrate. These are Simon Ripstein and G. Frankfurter. The information against them was read, charging in effect that they kept open their establishments on North Main street for the transaction of business after the hour of seven in the evening, contrary to the provisions of the early closing by-law. A plea of not guilty was entered, Mr. Howden, of Hagel & Howden, appearing for the defence, and Mr. Isaac Campbell, Q.C., for the prosecution. Mr. Campbell asked that the technical objections that the day on which the information was laid was not a holiday, or a day preceding a holiday, be waived, and this was consented to by Mr. Howden. By consent an enlargement of the case was granted.

It is understood to be the intention to make test cases of these two. Mr. Ripstein will enter the plea that having an auctioneer's license he does not come under the provisions of the by-law, and, of course, all the city auctioneers are interested in this unexpected defence. There will be a series of objections in addition. One of these will be that a sufficient number of merchants did not sign the early closing petitions, and another that the by-law is ultra vires in that it interferes with trade and commerce, and could only be passed by the Dominion Parliament.

Be patient, kind and attentive to children; they grow up to be men and women, and may become purchasers.

DROPS FROM THE EDITOR'S PEN.

This cold weather gives one the blues.

* * *

If Jack Frost cannot eat fruit he can kill it effectively.

* * *

Attention to business details brings ducats to the dealer.

* * *

An advertisement is like a kind word: Its influence is ever at work.

* * *

It is the bright advertisement that pays; the dull is about as profitable as a dead horse.

* * *

Usually men who know a "whole lot" about politics are dunces in business matters.

* * *

The cold snap is killing more than fruit blossoms: it is nipping budding spring poets.

* * *

Advertisements lasso more customers than most people ever dream of, much more conceive of.

* * *

Merchants who advertise in class trade journals are marksmen that hit the bullseye every time.

* * *

Men who live within their income may not become millionaires, but they seldom become mendicants.

* * *

A contemporary discourses upon natural hot water. There are some people who naturally are always in hot water.

* * *

British imports from Canada during April were valued at £167,512, against £164,852 for the same month last year. For the four months ending April last the imports were £551,702, compared with £494,757 the corresponding period last year. This is satisfactory to Canada.

* * *

A lawyer at the head of governmental departments where a business man ought to be is as a round peg in a square hole.

* * *

Merchants who can win the favor of children need not fear about winning the patronage of the parents. "Love me, love my dog."

* * *

He who acknowledges an error makes more friends by his confession than he did enemies by his mistake. A man is always respected.

* * *

Out of 3,352 mercantile steamers that passed through the Suez Canal last year, not one belonged to the United States. Behold how the mighty have fallen. Great Britain, of whose ships 2,394 passed through the canal, evidently is not in much danger of being dispossessed of the premiership of the sea by the United States—or any other nation, for that matter.

* * *

With an individual in relatively the same financial plight as Newfoundland, there would be no question regarding the inevitable result.

* * *

Young clerks with small wages find it easy to get married, but discover it is hard to make both ends meet when house-keeping begins in earnest.

* * *

It must not be premised that the Frenchmen who propose to dig deep enough into the earth to find fire contemplate opening up a direct route to Hades.

* * *

The Fire Fiend appears to have transferred his headquarters from Toronto to Halifax. The "Queen City" is evidently too cold just now for his warm nature.

* * *

The increase of $6,000 in the earnings of the C. P. R. for the second week in May, compared with the same period a year ago, is another evidence of the revival of trade in Canada.

* * *

The Grand Trunk's new broom would sweep much more effectively were it wielded in Canada instead of on the other side of the Atlantic. True reform in the affairs of the Grand Trunk will begin when its headquarters are on the scene of operations.

* * *

Still thrusting and parrying over theories and fads are the champions of the respective parties instead of legislating upon matters of commercial value to the country.

* * *

The wish was evidently father to the thought when certain Toronto daily journals circulated the report that the "Queen City" was to be made the headquarters in Canada of the Grand Trunk railway system.

* * *

The merchant who did not reef his sails during the hard times squall and was overturned, is now kicking himself as he sees those skimming along under favorable breezes who did what he neglected to do.

Count de Bouthillier, of St. Matthias, P.Q., has returned home. He reports gratifying success in connection with the St. John's Stone Chinaware Company. A French porcelain company, with an immense capital, are anxious to extend their manufacturing operations to Canada, and are well disposed to take up the potteries.

SELF-HARDENING STEEL.

THERE is great diversity in the material which is offered as tool steel, says B. F. Spalding in Age of Steel. Some of it will harden well, and will soften proportionately to the color tests as the hues on the brightened piece magically change with the increment of heat from pale straw to yellow, brown, pink, red, purple, blue, and so on to the greenish blue that precedes the glow of light which marks the departure of the last vestiges of hardening temper. This is the genuine carbon steel. There are, however, other kinds of steel which occupy a place which carbon steel will not fill. These are what are known as self-hardening steels.

In doing certain operations with cutting tools on iron and steel they are subjected to such excessive strain that heat is necessarily engendered to such a degree that it would soon destroy the efficacy of a tool made of carbon steel. It would produce in t just that degree of softness that would—with the pressure and motion—just fulfil the conditions of cold welding, and the particles of the substance of the tool would unite with those of the substance acted upon, with the result of tearing away the substance of the point of the tool and destroying its cutting ability.

Self-hardening steel is a kind of steel which is hard when in its normal state, as it cools naturally in the atmosphere. It is not necessary to quench it in water or to cool it rapidly from a red heat in any manner. It becomes soft enough to be shaped into simple forms when heated red hot. It is of a nature which will not endure a white heat, and it is at a much higher temperature at a white heat than wrought iron is when it is equally luminous. It throws a dark red spark from the emery wheel when there is much carbon in its composition.

The employment of self-hardening steel is rapidly extending. Wherever it is used it overcomes in a short time the prejudice which its use generally meets. Tool dressers are not favorably disposed towards it at the start, because it is very hard to work into shape upon the anvil, and nothing whatever can be done in the way of cutting or bending it when it is cold. After the tool comes back to be dressed over, there is some danger that defects may disclose themselves upon reheating.

There is a number of different steel manufacturers who make special effort to produce a first-class self-hardening steel, and the rivalry among them is leading to its more general employment in new directions. It is so perfectly adapted for the performance of some of the most trying mechanical operations that it wins favor and occupies the field to the exclusion of steel which will temper. There is much difference in the value of the different brands.

TRADE CHAT.

WEST & PEACHY have received the contract for a new thirty-five horse power boiler for the Delhi Canning Company.

Tin mining is England's oldest industry.

Thamesville will adopt electric lighting.

Mr. T. H. Ley has sold his business in Aylmer.

Redditch, England, makes 700,000,000 needles a week.

New Hamburg is prospering. It has only one empty store.

Petrolia expects to experience a building boom this spring.

Leamington borrowed $16,000 to construct natural gas works.

The work of constructing the Oshawa Electric Railway has begun.

The population of Arnprior is 3,711, an increase of 466 over that of last year.

The town of Orangeville is about to invest in a waterworks system to cost $45,000.

Seventeen thousand cars passed through the Sarnia tunnel during the month of April.

Peterborough has now a population of 10,835, an increase of 167 during the past year.

Arthur M. Wellington, author of The New York Engineering News, died on Thursday night.

William Devine has opened a bicycle repair shop, corner Talbot and Southwick streets, St. Thomas.

Irwin & Geldart, brass manufacturers, York street, London, Ont., are running their factory every night till nine o'clock.

The newest puncture proof band for use on cycles is made of strips of whalebone inserted between the air tube and the outer cover.

The Boards of Trade of Vancouver and New Westminster have joined in the request for the appointment of a board of Customs experts.

It is estimated that about 350,000,000 feet of Canadian pine will be floated down the lakes to the Saginaw, Mich., mills during the present season.

General Passenger Agent McNicoll denies the report from Chicago that a boycott had been inaugurated against the C.P.R. by the Trunk Lines Association.

Owing to the extreme range of the Lee-Metford rifle used by the Imperial troops, vessels have been warned to keep 3,000 yards away from the stop butts at Halifax.

Mr. John S. Dennis, chief inspector of the survey branch of the Interior Department, leaves Ottawa this week with a staff to commence an irrigation survey in the south Alberta district.

Mr. Sydney Sykes, who has been representing two large Philadelphia wholesale firms on the road, has opened up a local office and sample rooms in the Glenora building, Montreal.

The contract for the new holder for the St. Thomas Gas Company has been awarded to Kerr-Murray Manufacturing Company, of Fort Wayne, and for machinery, boilers, etc., to Mr. Whitlow, of Woodstock.

The General Mining Association has gone one better in the shipping of coal into sailing vessels. They advertise to ship 200 tons a day into sailing craft. This will give our coasters 300 tons daily, at least, to depend upon.—Sydney, C.B., Reporter

At a recent meeting of the licensed trades association of Halifax, N.S., it was decided to fight the "screen law" to the bitter end, and a committee was appointed to procure counsel and go ahead with the test case.

West Selkirk, Man., is to have a new station, and the citizens are jubilant at the prospects of having the old box car out on the prairie exchanged for a new station, near the business portion of the town.

The first Manitoba crop report for the season will be issued on June 1. It will show that the increased acreage this year is much larger than the average increase of past years. In fact, farmers in some parts of the province will find a difficulty in harvesting the grain if the crop is large.

Louis Edworthy, a Hamilton pattern-maker, after 18 or 20 years of experimenting, is said to have completed a machine that will throw 90 per cent. of the moulders of the country out of work. One machine run by a 20 horse-power engine and men to pour in will do the work of 200 moulders.

The London Street Railway Company will adopt a new idea in building additions to the bridges they propose to cross. Instead of extending the abutments they will sink steel cylinders filled with cement and erect the bridge extensions on them. Engineer Keating recommended this idea, claiming that the work would be perfectly safe and durable.

The Forbes drainage scheme, one of the greatest engineering feats that has ever been performed in Western Ontario, has been completed, and 8,000 acres of land in Tilbury East that but a couple of years ago was nothing but marsh, is to-day as fine land as could be wished for. There are eight miles of main drains, each twenty-seven feet wide, and the job cost nearly $65,000.

The project of bridging the Detroit river at Windsor has received the assent of the Railway Committee of the House of Commons. The bridge must be commenced within five years, and finished within seven. It will be a cantilever, with a drawbridge in the centre, having a span of 1,000 feet. The drawbridge will be forty five feet above the level of the river, and during the season of navigation will be left open except when required by passing trains. It was originally the intention of the company to build a tunnel, but it has been found that the railways and traveling public prefer a bridge, consequently the tunnel idea has been abandoned. The Washington authorities must give their consent before the work goes on.

By all appearances the Regina Council are going to have a hard time collecting any income tax this year. Town Clerk Secord received yesterday fifty appeals against the tax. The average citizen of Regina does not take very kindly to having his income taxed, when he already pays taxes on his property. This is the first year that the Council have assessed incomes, and it will probably be the last.—Winnipeg Free Press

At last Friday's meeting of the provisional directors of the Guelph Rolling Mills, it was stated that all the stock had been subscribed and it was decided to proceed at once with the incorporation of the Company. The directors have two options for sites, and as soon as they make a decision work on the buildings will be begun. It is expected the buildings will be commenced in a week or ten days. Arrangements have been concluded for the purchase of an engine. A call of 20 per cent. on the subscribed stock has been made, payable on June 15th.

Regarding the present agitation of the silver question, The Detroit Tribune makes the following ingenious and characteristically American suggestion for solving the difficulty of keeping both gold and silver in circulation. It suggests the coinage of a composite dollar, about the size of a silver half dollar, to be composed of a mixture of gold and silver, in the proper proportions as to the parity of value. The theory is that the depreciation of one metal must always be exactly made up by the enhancement in value of the other.

Nesbitt & Gauld, Hamilton, have issued a writ on behalf of Mr. E. W. Nesbitt, of Woodstock, against Messrs. James Sharp, Burke's Falls; Wm. Carmichael and Wm. Gibson, Powassan, for $2,000 damages for the alleged wrongful conversion of trees in the timber limits on South River, Parry Sound district, and for an injunction restraining the defendants from cutting timber or dealing in timber already cut in that locality. The plaintiff holds the right to the limits from the Ontario Government.

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MANUFACTURERS OF
Polished Plate
AND
Window Glass
Bevelled Plate
and Mirrors
Rolled Plate, Ornamental Cathedral, etc.

Depots: Busby Lane, Montreal.
Mercer Street, Toronto.

BICYCLES AND THEIR PRICES.

THE movement of bicycles this season has assumed such wide proportions that many of the manufacturers find it difficult, if not impossible, to keep up with their orders, says Hardware Reporter, St Louis. One case is reported where a factory has a double force of men at work, and is running every hour of the twenty-four, but is unable to make prompt shipments in all instances, and is compelled to decline farther contracts. Many other factories are undoubtedly in the same position, judging from the reports received by the jobbing houses and agents here, and it is apparent that the demand exceeds the immediate possibility of supply. The rush is so great that lower grade wheels are at times accepted in the place of those originally ordered but which could not be shipped in time, and one instance is noted where six hundred wheels of this kind were substituted on a single contract.

This being the situation, why is it that so many hardware dealers persist in cutting prices on their bicycles when the list price can be obtained under ordinary circumstances? There is one condition under which a cut can be logically made. A great many wheels are sold on the time payment or instalment plan, and generally in accordance with the list. Cash buyers are entitled to better figures, and there is some justification for the dealer who gives cash a preference over credit. But when wheels are sold on the same basis—as to terms of sale for instance, when A and B pay cash and A buys the same wheel for less money than is paid by B—the difference in favor of one buyer is apt to affect the dealer's future trade with B and his acquaintances, should the fact ever leak out, as it almost invariably does. It has been well said that one wheel sells another. This is a well understood trade principle and applies with special force to bicycles. But if the dealer has fallen into the habit of cutting, or gives a lower price to some favored customer, the sale of the second wheel through the influence of the first must be made at the same low price or not at all. There is but little reason for price cutting when the movement is so heavy that the demand cannot be immediately filled, and certainly none whatever if the practice leads to a demoralization of the business, as it has a tendency of doing.

WELL WORTH THE MONEY.

I once answered an advertisement which offered, in return for five shillings, to send an infallible remedy for the habit of leaving one's umbrella behind in offices and in vehicles of every description, says a well-known writer. As a money maker that advertiser was a distinct genius, for in response to my application, and in return for my money, I received a printed slip about four inches by three in size, with the picture of a man alighting from a cab with an open umbrella, which had stuck fast in the door. Below the picture, which, it was explained, was purposely drawn out of perspective, were a few lines explaining that if a man would once impress the picture on his mind he would think of it every time he left a cab or bus, and would be prevented thereby from leaving his umbrella behind. I was in such a rage at being swindled, as I thought, that the incident and illustration both became photographed in my mind's eye, and, to do the advertiser justice, that five shillings has certainly saved me a large amount a year in umbrellas.

TAXES ON PLANT IN HAMILTON.

Unless the Council passes a resolution on the subject, owners of plant and machinery will not be relieved from the obligation to pay general taxes on that class of property. If it is the intention to continue this exemption, a by-law will be necessary, as a resolution is effective only during the year in which it is passed.

The assessors will have to put this class of property on the rolls hereafter, because it is liable to taxation for school rates, from which the Council has no power to exempt it. The aldermen may defer until next year the question of its continued exemption from other taxes.

ENAMELLED SIGNS.

Dorken Bros. & Co., Montreal, have just had a supply of lithographed tin signs made, to advertise Boker's cutlery and tools. The work is about the neatest and most attractive of any that has been turned out by the Thomas Davidson Co., Montreal, and that is saying a good deal.

A REMOVAL.

Oliver G. Anderson, manufacturer, of Walkerton, Ont., has purchased the furniture factory and business of the James Hay Co., Ltd., and will clese his factory at Walkerton and remove his own business to Woodstock, Ont. Negotiations for the transfer have been pending for some time, and through the untiring efforts of the local Board of Trade, have been brought to a successful termination. Mr. Anderson will at once take possession.

NEW ELEVATORS.

The Ogilvie Milling Co. has decided on erecting eleven new elevators throughout Manitoba, the work to be commenced next week. Several additions will also be built to old elevators at different points, and it is estimated that more than $75,000 will be spent. The stations at which new buildings will be erected are: Carman, Holland, Cypress, Methuen, Virden, Winkler, Hamiota, Oak River, Pettipiece, Emerson, and Neepawa.

PARIS GREEN is
Sure Death



WRITE US FOR PRICES

Pure Paris Green

WE HAVE A GOOD STOCK OF

Berger's Genuine Deep Shade In all size Packages.

Also . . . .

Canadian Government Standard Green

As prices are likely to be very much higher you will do well to secure your supply at once.

WALTER H. COTTINGHAM & CO.

Largest dealers in Paris Green in Canada.

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Spray Pumps *Garden Syringes*
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Rakes, Hoes, Spades, Shovels
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SHEEP SHEARS

H. S. HOWLAND, SONS & CO.
Wholesale Hardware Merchants, . . . TORONTO

The "Graham" Cut and Wire Nails are the Best.

NOVA SCOTIA MINING NOTES.

The coal trade in Cape Berton has hardly commenced yet. Sydney harbor is clear of ice, but prevailing easterly winds have driven the ice inshore, preventing access by steamer. The six steamers of the Dominion Coal Co. and the barges have been refitted and are ready for work. The pier of the General Mining Association is being raised, and will, it is expected, be ready in a few days. An explosion of gas in the new pit of the Dominion Coal Co. killed two men, but did not injure the pit.

The amalgamation details of the union of the steel company and the New Glasgow Iron Co. are being effected. The Charcoal Iron Co. is preparing for a campaign.

In gold mining, matters are brighter than last month. In the Renfrew district the Pictou Development Co. is said to have sold out to American capitalists for $75,000. The property is yielding rich ore and is locally considered valuable.

In Pictou County work continues dull at the collieries and the same may be said of Springhill and the Joggins, in Cumberland County. The Canadian Geological Survey will explore for the continuation of the Springhill seams to the westward during the summer.

In Sherbrooke Mr. Jas. A. Fraser is building a new mill, and work is being done by the Stellarton Co. and others. At Stormont work continues steadily, the March returns showing 197 oz. from 800 tons of rock. The Brookfield mine, Queen's County, returns 292 oz. from 690 tons. The Fifteen Mile Stream yield is about the same. A chlorination plant is being erected at Gold River, Lunenburg County. No new discoveries of importance have been noted this season, except that of some rich ore at Sutherland River, Pictou County, details of which are not yet at hand.—Mining and Engineering Journal.

Be methodical and punctual. Method is the very hinge of business, and there is "no method without punctuality."

BIG FIRE DOWN EAST.

Fire on Sunday destroyed the Intercolonial Railway terminal wharf at Richmond, N.S., causing a loss of about $250,000. Since the destruction of the Deep Water Terminus some months ago, the railway has been depending on the facilities afforded by the Richmond property, and its destruction will greatly hinder shipping for some time. The wharf was 1,000 feet long, on which were built an extensive coal trestle and two freight sheds. Fifty-six head of cattle owned by J. A. Leaman & Co. were cremated, and twenty freight cars were burned. The coaling of ocean steamships will have to be done in the stream for the present, as this and the Deep Water Terminus fire have destroyed all such facilities.

Being Federal property, there was no insurance. Leaman's loss will be about $5,000. There are indications of incendiarism.

PARIS GREEN Guaranteed ABSOLUTELY PURE
Lowest Prices Given
Address, S. PEARCY & CO.
61, 63, and 65 Adelaide Street West, Toronto, CANADA
SAMPLES FURNISHED ON APPLICATION

Now for EXCELSIOR
POTATO BUG KILLER
Sure Extermination. Nothing to Equal It.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West *Toronto*

NOVA SCOTIA COAL PROSPECTS.

THE coal mining men of Nova Scotia have reason to congratulate themselves on the outlook for the coming season. The history of the trade in 1894, with its increased production, is but a faint forecast of still further prosperity in the future.

The coal sent out of the province finds its market either in the St. Lawrence ports or in those of New England, and in each direction the wedge is opening a road for the enterprising capitalist.

Regarding the St. Lawrence trade, the coals of Western Pennsylvania and Ohio have hitherto held the bulk of the trade in the Upper Provinces owing to their favorable geographical situation, and assisted by low freights granted by the American railroad companies, who were not slow to appreciate the truth of the old business adage of "small profits and quick returns," and it has long been a common bye-word, justified more, however, by laziness and inactivity on our part than by any real existing difficulty, that it was useless for our Cape Breton coal to seek a St. Lawrence market. This fallacy received a knock back last year, however, thanks to the big strike in the States. During that cessation of work, Cape Breton coal obtained a firm hold in the market, and work was prosperous with us. When the American strike ended, our local grumblers (unfortunately, we have a lot of them) made the prediction that our St. Lawrence trade would fall back to its old figure, but, much to their disgust, no doubt, it has done nothing of the sort. In fact, the aforementioned thin edge of the wedge has been inserted, and it will take our friends across the line a long time to re-win their former standing as purveyors for the coal trade in that part of Canada.

The reason for such a success in Cape Breton is not difficult to find. It has not been gained by any increased mark of favor from our Upper Canadian consumers, but is the direct result of consolidation at the mines, efficient management, and the introduction of the latest improvements in machinery and labor-saving devices.

Our competitor in the New England markets is the coal from Pocahontas, West Virginia. There are 48 collieries in the Flat Top fields of the Bluefields region, and the aggregate production of these mines has, until recently, been disposed of by the various operators to the Norfolk and Western Railroad Company and some other lines, for about 75 cents per ton f.o.b. at the mines. These railroad companies carried the coal to seaboard, and sold it there at figures which gave them a freight rate of 90 cents.

In 1894, when the big strike occurred in Pennsylvania and other states, the Pocahontas miners kept at work, and these railroad companies reaped a rich harvest. In spite of this, however, the Norfolk and Western has gone into the hands of a receiver, and the Legislature has passed a law forbidding carrying companies from dealing in coal.

When a receiver was appointed the first thing he demanded was an increase in the freight rates. He declines to carry coal unless the railroad company gets 65 per cent. of the selling price of the coal at tidewater. This is equal to about $1.25 per ton, or an increase of 35 cents on former rates, and leaves the operator with only 63 cents per ton at the mine. The mine owners claim they cannot produce coal at this price, and they have been obliged therefore to reduce wages. Such reduction has not, however, been accepted by the miners, who have struck against it, and by latest advices we are informed that 40 out of the 48 mines are at present shut.

This is a pretty kettle of fish. The miners only get 75 cents for a 2½ ton car of coal, or equal to 30 cents a ton. This they say is too low, and we do not gainsay it. The operators are offered 63 cents for their coal, and they complain that it is an unprofitable figure. The carrying company insist that an advance of 35 cents is necessary on freight to make the traffic profitable, and the only way out of it, as far as we can see, is to raise the price of Pocahontas coal in Boston to a figure which will make the business a legitimate one.

Here is the second horn of the dilemma, and between them we ought to profit.—Colliery Guardian.

ESTIMATES ON HEATING.

FAULT, remarks Hardware Reporter, is often found with furnaces because they do not perform the work that is expected of them. They either do not give out a sufficient amount of heat or the supply is irregular and cannot be depended upon, or else they consume too much fuel in proportion to the evolved heat, or there is some other difficulty in their operation which was not considered when they were first installed. The blame is, therefore, laid upon the furnace, and possibly upon the dealer or agent who put it in. It may be truthfully said that the blame too frequently belongs to the one who installed it, even when he has put his conscience and his trade credit into his work. He has not been sufficiently careful in his estimates or has failed in some other essential respect, with the result that the furnace is called upon to render a service beyond its capacity and for which it was not intended.

In the opinion of all heating experts—and they are growing in number every day—the power of any heating apparatus depends very largely on the area of the grate, or, speaking more directly, on the ability of the furnace to burn whatever fuel may be used. Fuel consumption is necessary in order to produce heat, and since the quantity burned must be proportionate to the space to be heated the grate area must also be graduated to the amount of fuel to be consumed. The heating surface should be proportionate to the size of the grate, and the best engineering authorities agree that there should be at least 30 feet of heating surface for every foot of grate surface. The greater the ratio, the greater the economy of fuel, as a natural sequence. This is a matter that concerns the manufacturer primarily, but is of first interest to the dealer in determining the size of the furnace and the grate to be used for any special purpose.

The result arrived at by all furnace manufacturers who are alive to the advancement of their own affairs and that of their trade is to heat the largest possible volume of air with a given amount of fuel, and with this fact once established it does not take a very scientific mind or a deep research into the subject to see that the greater the proportion of fire surface in the total amount of heating surface the better will be the results that are obtained. It is on the same principle that a small furnace will not heat a large house.



FIVE REASONS

WHY you should advertise in the . . .

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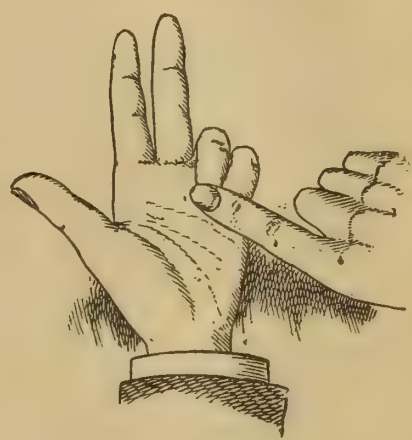
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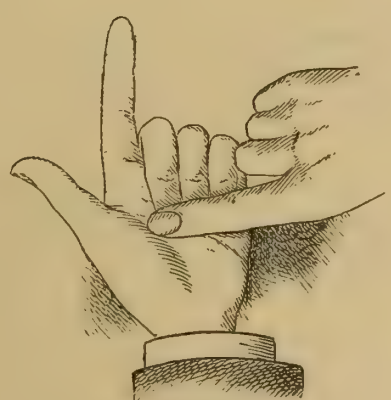
ONE

Because it is one of the hardest things in business to make people know you have just what they want.



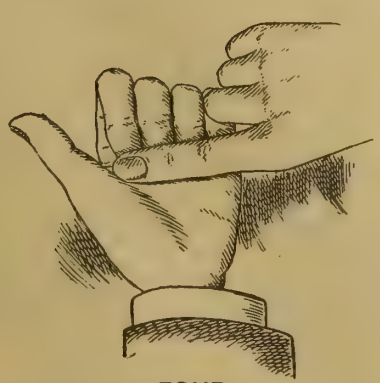
TWO

This journal is read by everybody who is anybody in your line of business.



THREE

You should blow your horn and ride over somebody, or somebody will ride over you.



FOUR

The dealer may be out of town when your traveler calls, but he has THE HARDWARE MERCHANT in his pocket; or he may be located out of the way; but we get there.

Last Day

For Copy **MAY 30**



FIVE

Keeping everlastingly at it brings success.

DON'T MIX BUSINESS AND POLITICS.

THE debate in Parliament upon the scythe importation question was an unfortunate illustration of the folly of mixing up business and politics The matter was a dispute between importers of scythes and the Customs Department. It should properly have been divested of every particle of political denunciation. It could have been strongly and clearly put without the introduction of party issues.

Yet what happened? The debate was begun by Sir Richard Cartwright in his bitterest style. The question was brought up under the form of a motion to adjourn the House—a method only adopted in exceptional cases as a means of embarrassing the Government and taking them at a disadvantage. The attack being upon the Customs Department, the Controller had to reply on the spur of the moment. In fact, Mr. Wallace, in his answer, complained of having no previous intimation of any intention to raise the question. He was, therefore, without evidence or documents to explain the position of the department, and his reply was necessarily meagre and off-hand. This is no way to dispose of business questions.

Then, again, the attack was conducted mainly by Sir Richard Cartwright and Mr. Charlton—two members of the Opposition who pride themselves upon their robust partisanship. The editor of this journal was present during the debate, and was impressed, as other listeners were, by the evident desire to raise a party cry and "show up the enemy." The speakers knew little of the real merits of the important subject they had brought up, and instead of pointing out the serious injustice to the importers involved in the affair, made the appointment of an interested person—"a tool of the manufacturers" —the chief grievance. In consequence, the delays borne by the importers, and the annoyance of their customers in having to wait for goods pending the settlement of the dispute, were allowed to drop into the background while two contending factions played battledor and shuttlecock for the edification of the party hacks on both sides.

What an impudent contempt of business interests this sort of thing is! Between the anxiety of the Government to defend themselves, and the zeal of the Opposition to score one against their opponents, the business man who has a real grievance and a substantial interest at stake is given the go-by. How long must we tolerate this preposterous conduct?

PLUMBERS TO ORGANIZE.

The Montreal Master Plumbers' Association are energetically promoting the work of Dominion organization. A special committee of the association, with full power to act, is now engaged in arranging the preliminaries. Invitations have been sent out to the various associations in Ontario, the Maritime Provinces and Quebec to send delegates to a meeting in Montreal June 6, when national organization will be effected and a delegate sent to the Philadelphia gathering of the United States' Association. A motion stands on the notice paper of that meeting favoring international affiliation, and it is expected that the Canadian branches now called on to federate will do their share in carrying out the idea.

MONEY AND STOCKS.

COMMERCIAL Cable is about the most interesting stock on the list at the moment, further strength having developed during the week. The increased earnings have helped the bullish feeling, but the by no means least factor is the anticipated increase in the dividend, due July next. There is some talk of the dividend being raised to 8 per cent., which would be an increase of 1 per cent. Some doubt, however, is entertained that the appreciation will be as much as that. Commercial Cable sold in Toronto on Wednesday at 154⅝ to 155, and in Montreal at 155, a gain of 4 per cent. over previous transactions.

* * *

A weaker feeling has developed in bank stocks. Commerce, which led in the advance, now appears to be leading in the decline.

* * *

On account of the large dividends going out June 1, and the large amount of money that will be required for the purpose, the banks are still loaning sparingly.

* * *

The payment of its first dividend (1½ per cent.) by the Toronto Railway Co. has caused its stock to develop considerable strength, although there was a little easing off on Wednesday.

* * *

Call loans are much as before at 4½ per cent. Some of the banks have been calling in funds.

* * *

If we only knew. A friend of mine might have bought a bunch of Duluth stock at one time upon which he could have to-day realized a clear $6,000, but he did not buy.

* * *

The better tone of affairs generally on this continent is inducing freer buying by European investors of American stocks. Last week in New York 100,000 shares were purchased on this account.

* * *

Foreign exchange was unsettled and weak in New York last week. The decline was a natural one, caused by the large offerings of security bills made against shipments of stocks and bonds to London. It is currently estimated that the sales of such exchange the past ten days have reached at least $12,000,000, and the offerings of security bills at the close were largely in excess of the demand from remitters for merchandise, which has not increased recently.

ARGUROS.

STILL WORKING FOR LOWER DUTIES.

The proprietors of the rolling mills and other concerns using scrap iron who waited on the Government some months ago to ask for a reduction in duties, a report of which appeared in these columns at the time, are again considering the matter. Their previous meetings were held in secret, but the announcement of their visit to Ottawa published exclusively in THE HARDWARE AND METAL MERCHANT gave the iron makers a tip, and they in turn brought counter influence to bear.

It was effective, for when the tariff was brought down no changes in iron duties were made. It is not likely their renewed efforts will meet with any greater success. Both political parties are wedded to the policy of protecting and developing the iron industry.

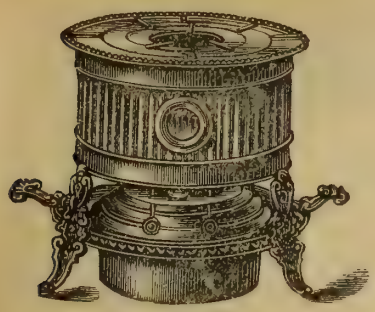
The Dominion Government give a large duty and a bonus, while the Liberal Government of Ontario pay a bonus and say that if the amount they have already voted is not sufficient to place the industry on a sound foundation, they will increase it.

It will be seen, therefore, that the country is in no humor to encourage the use of foreign scrap. The tendency seems to be more in favor of further protective duties if necessary.

The Toronto Radiator Manufacturing Co. have obtained permission from the Toronto City Council to unload pig iron for their factory at the Dufferin street wharf.

The Port Perry Standard says: "It is well known that Portland cement is becoming a very dear article, and that it is indispensable in the construction of our canals. At Chalk Lake, we are informed, a few miles from here, there is all the material required to make this cement, and in quantities, too, sufficient to supply the whole continent for the next fifty years."

There has been a rush for areas at the mines office for gold areas at Mile Lake Brook, N.S., a valuable find having been made there, and 250 areas have been taken up. This find is about a mile north-west of the location of the find at Isaac's Harbor River made last year and which turned out good. About 2,000 areas thereabouts were taken up.


GERMAN

OIL STOVES

German American and
French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

THE NECESSITY OF THINKING.

I WAS talking with a young man this week, says "Eli," in The Commercial Bulletin and Northwest Trade, who holds a responsible position with a railway company, and he made this remark :

"Most men are content with having a few crumbs from the rich man's table, but I want to dine with the folks, and I'm going to."

There is a world of meaning in that sentence. The great weakness of young business men to-day, in store and out of it, is that they are too contented, or to put it in another way, too ambitionless. Look the field over and see for yourself how many there are who have made no headway in the world after working five years. What does this indicate? It indicates that young business men are not thinking, and in consequence they are not progressing, and, I may add, old men are not thinking either. One of the most foolish things a young business man can do is to settle down and not think. The world moves by thinking.

Does anyone suppose Edison discovered the secrets of electricity without thinking? Does anyone suppose that Edison stopped work at 6 o'clock—a ten-hour day—and played during the evening? Does anyone suppose that great results come by chance? Let us not deceive ourselves. Great results, or results in any form, come as the result of work, or as the result of no work. Business men must think if they will rise. But all cannot think, you say. This may be true in its large sense, but all can think a little, and that little may be the turning point of their life.

When the decree had gone forth in the kingdom of Ahasuerus that the Jews were to be banished on a certain day in the future, and Queen Esther, only a young girl, had set about the work of securing some favor for her people, a most important thing happened. King Ahasuerus could not sleep one night. What did he do? He thought. What was the result? The fate of the Jewish nation turned on that hour of thought. Great things come from thinking. The fate of nations is bound up in an hour of thought. History has proved it. Great inventions are bound up in thought. History has proved it. Then it pays to think.

What are you going to do about it, young man? Are you going to settle down and draw $12 a week salary for the balance of your life, or are you going to think out a plan for yourself? The matter lies with you for solution, so don't make ready to lay it on the Government in the future because you did not succeed. The Government provides you with the greatest opportunity ; there are schools and freedom within proper restraint; if you can't work out a future for yourself, the fault is with you and not with the Government. There are a good many "walking delegates" around the country to-day who are grumbling because someone else is comfortable and they are not. The fault is their own. They believed in an hour system, and on the strike of the gong they stopped work. No man succeeds on that basis, because no man can succeed and stop work on the minute. Success comes from doing more than you are hired to do.

There isn't a member of a labor organization who works according to schedule who is not a machine rather than an individual. No machine can make advancement, because it is fettered by rules. We don't want labor unions that provide a limit for a man's energy. We want the freedom of the man so that he can develop all the power that is in him. I say this with the greatest respect for the working man, but with no respect for the system that fetters him. Just as long as a man ties himself down to the behest of a "walking delegate," just so long will that man fail to rise. Advancement is contrary to the theory of the organization that prescribes the limits within which we must walk.

The Cobban Manufacturing Co. and the Toronto City Council have not yet come to terms regarding the proposed lease of a factory site on the Esplanade.

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.
Orders filled the same day as received.

MARKETS AND MARKET NOTES

MONTREAL MARKETS

MONTREAL May 23, 1895.

HARDWARE.

THERE has been no special change in the general hardware position, trade continuing much the same. Cut and horse nails are rather more active, though the volume of trade is not large as yet. Wire is steady, while there is a good enquiry for cordage. Manilla rules rather easier, and prices are lower. A fairly good trade is doing in garden implements, such as sprays, hose, lawn mowers, etc. Harvest tools also continue to sell well. In shelf goods the volume of trade continues quiet and the same can be said of other goods of this character. Values all round are firm in tone, notably so on all American staple lines, and while trade at present, as a whole, is of moderate volume, the belief is that as soon as the really warm weather comes along buyers will take more courage. Payments might be better than they are.

WIRE—Business is quiet in wire, with the volume of trade lighter, if anything. Discounts are the same—60 days, or 2 per cent. off 30 days, prepaid freight on 500 lbs. and over, 18 extra on lighter spools than 75 lbs each.

ROPE—There has been a good, active trade in rope. Since our last easier prices have been established on Manilla, sales of 7-16 and upwards having been made at 8 to 8½c., while smaller sizes are quoted from 8½ to 9c Sisal is unchanged at 5½ to 6c., and deep sea line, 14 to 15c.

CUT NAILS—There has been a fairly good trade doing in cut nails at steady prices. The base price is $2.10 per package for Montreal and Ontario points, freight charges prepaid on 10-keg lots to points where the freight does not exceed 25c. per 100 lbs, rebate of 10c. per keg on car lots.

WIRE NAILS—There is a good jobbing trade doing in these in jobbing lots. Discounts are : 75, 10 and 5, except on 1-lb. papers, which are 75 and 10 per cent.

HORSE NAILS—There is a good demand for assortments of horse nails. Discounts unchanged from 60 per cent. off.

TACKS—An active jobbing trade is to note in tacks during the week. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent ; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent ; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

CHAIN—Featureless and unchanged.

WARE—A good jobbing demand is experienced for Peerless ware. Other kinds are quiet.

ICE CREAM FREEZERS—A brisk jobbing trade is to report in these at steady prices.

PLUMBERS' SUPPLIES—Little, if any, change to report.

TOOLS—Gardening tools of all kinds, lawn mowers, hose sprinklers, etc., are quite active, and orders have increased a trifle this week for harvesting implements of all descriptions.

CUTLERY—There is a steady but moderate trade doing in both pocket and table cutlery.

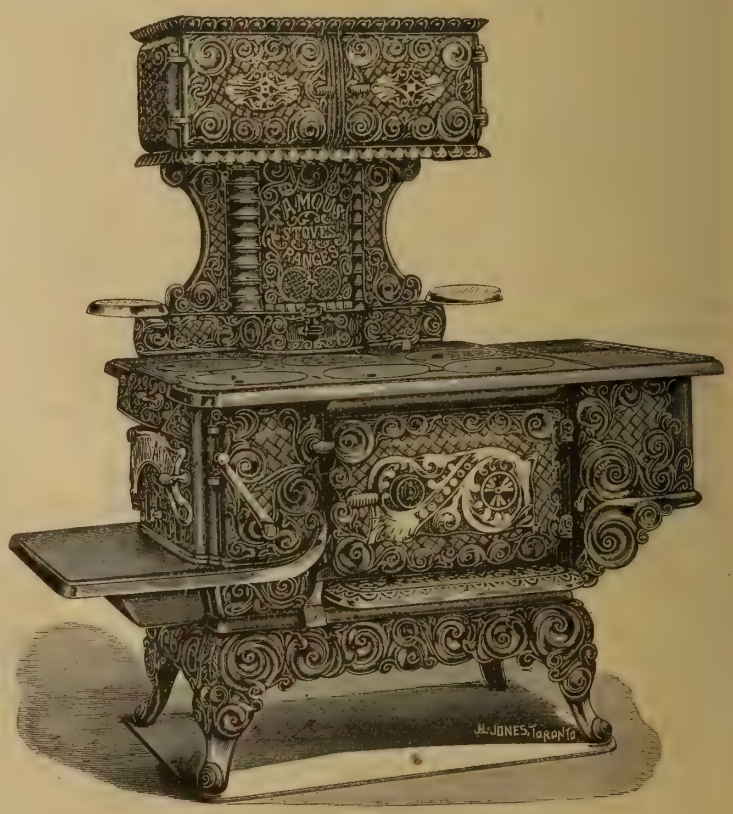
WIRE CLOTH—Screen doors and blinds

To The Stove Trade

Are you aware of the great variety of lines we manufacture? Our lines are so varied that, with the control of our stoves for a district, the dealer **is independent.**

We have, this year, in our Famous Active Ranges and Stoves, the finest line of one design ever made in Canada.

WE SELL ONLY TO THE REGULAR STOVE TRADE, AND WILL PROTECT ALL DEALERS IN THE TERRITORY THEY CONTROL. WE WILL NOT SUPPLY GOODS TO BE SENT INTO ANOTHER AGENT'S TERRITORY.



THE McCLARY MFG. CO. - London, Toronto, Montreal, Winnipeg, Vancouver.

MONTREAL MARKETS—Continued

continue in good demand, as does also wire cloth.

LEATHER BELTING—There is no change to note, business ruling fairly active.

CEMENT—The demand for cement continues active, and some large contracts have been put through. We quote: English $2, and Belgian $1.90 upwards.

FIREBRICKS—There has been an active demand for firebricks during the week, on the basis of $15 to $21 per 1,000, as to brand.

METALS.

The heavy iron and metal market, so far as the spot situation is concerned, does not furnish much change. Advices from abroad are firm on all lines, but especially on ingot tin, spelter, lead and copper. Buyers, however, though they have been operating a little more freely, are not putting through any extensive deals, but simply providing for wants a little way ahead. This remark applies to almost every line.

PIG IRON—This market rules steady, and some round lots of Canadian have been put through at quotations, while Summerlee has sold ex yard at the appended prices. We quote: Summerlee, $20; Eglinton, $19; Carnbrae, $18.50, and Nova Scotia brands, $15 75 to $16.

BAR IRON—The feeling on bar iron is firmer, but no quotable change is yet to note here, for round lots can still be had at $1.55. No small quantities, however, are available as formerly at this price, and for business in a regular way we quote $1 60.

TIN PLATES—Primary advices on tin plate are rather firmer in tone and the fact is having its influence on holders here. The feeling is rather stronger in consequence and holders are asking $2.70 as the price to-day for cokes. This is a pretty sharp advance on previous rates for round lots and we quote $2.20 to $2.95 as a range.

TERNE PLATES—There is no change in ternes, which are held steady at $5.75 to $6.

CANADA PLATES—These are not specially active, but they share in the firmness of tin plates. Still we know that jobbing business has been done at $2 this week, but quote $2 to $2.05 as the range.

SHEET IRON—There is a fair trade doing in sheet iron at steady prices, $2 to $2.20.

IRON AND LEAD PIPE—Continues much the same, with a moderate trade doing. Discounts are unchanged.

INGOT TIN—Cables on this metal have been very firm for the past ten days, and though business here is quiet, spot prices have been influenced. Holders are now asking 1½c. more than last week, 17½c. now being the quotation.

LEAD—This line also rules strong in its tendency, though business is quiet, and, except for a large lot, a buyer would have difficulty in buying cheaper than $3.10, and we quote $3 to $3 30, as to quantity.

SPELTER—There has been a firmer feeling in spelter also since our last, and prices are firmly held at $4.50.

SHEET ZINC—A quiet jobbing trade is doing at $4.50 to $4.75.

ANTIMONY—Meets a moderate call and rules firmer at 10c.

HOOPS AND BANDS—There is a good jobbing enquiry and prices are firmer in tone, at $2 to $2.15 on English and $1.80 to $1.90 on domestic.

GALVANIZED IRON—There are quite a few import orders coming to hand and prices rule firm in tone.

COPPER—The copper market exhibits a firmer tendency, the inside price now being 10½c. for ordinary business.

SHEET COPPER—Prices are well maintained on sheet copper, at 16 to 25c., as to grade.

PAINTS AND OILS.

There has been more activity to note in this branch, all lines exhibiting more life. Leads, oils and glass are firm in tone, the most noticeable feature of the week being the activity in Paris green.

LEADS—There has been increased activity in a jobbing sense in these. We quote: Choice brands white lead, Government

ICE CREAM FREEZERS

Ice Chippers and Tongs
Lemon Squeezers

LARGE VARIETY

M. & L. SAMUEL, BENJAMIN & CO.

WHOLESALE HARDWARE MERCHANTS

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

.... Toronto

MONTREAL MARKETS—Continued

standard, $4.75; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL—This oil is scarce and firmly held at 56c. for raw and 59c. for boiled.

SEAL OIL—No change to report, and our range of 37 to 40c. is repeated.

COD OIL—Rules stronger on account of light stocks. We quote 40c.

CASTOR OIL—Is scarce and firmly held at 6½ to 7c.

SHELLAC—There has been an advance in the gum of over 20 per cent, at primary markets. This, of course, will affect all grades of varnishes.

PARIS GREEN—There has been a sharp advance in prices, and supplies here are not equal to the demand.

GLUE—The glue market in the States has advanced over 25 to 30 per cent., and in the natural course of things this market should soon follow.

TURPENTINE—The turpentine market continues much as it was. We quote 47c.

RESINS—There is no change in these to report. We quote: Resins $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

The glass market is more active, there being an improved enquiry, and though we still quote $1.15 as the inside figure, holders are not very much disposed now to make sales at these figures. We quote: First break, $1.15 to $1.20; second, $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

The heavy chemical market is fairly active and steady. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2.75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

There has been a decline of 1c. in the petroleum market since our last. The demand for refined here is very limited at present, and business is quiet. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American petroleum is quoted at 18c. in car lots, and 19c for smaller quantities.

HIDES.

Lambskins are higher at 20c. each, and two lots of 1,000 each have been imported from England, as they were bought cheaper in that market. Other kinds are nominal, as they cannot be quoted.

TALLOW.

The tallow market is steady. Sales were made to-day at 5½c.

WOOL.

The wool market is firm. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 25 to 31c; Canada pulled wool, 20 to 21½c. for supers and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 9 to 11c.

ASHES.

There has been a fair business doing in ashes, at steady prices. We quote: Firsts, $4.10; seconds, $3.75 to $3.80.

MONTREAL TRADE NOTES.

There has been a decline in price of manilla rope of ½ to 1c. since last week.

The sharp advance in the price of copper abroad has had the effect of hardening values on blue stone materially.

Cables note an advance of 20 per cent. in shellac gum at primary points. Varnishes are apt to be affected by this advance.

W. H. Cottingham & Co. have a consignment of Berger's English paris green on the Brazilian, which arrived in Montreal this week. They have other lots on the way.

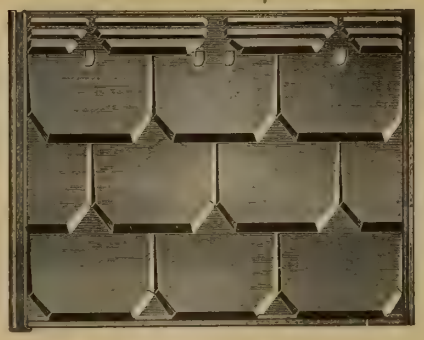
A. C. Leslie & Co. note some large import orders for "Queen's Head" galvanized iron at an advance on previous contracts, and they expect a greater rise to take place.

Cables to houses here state that ingot tin, after advancing £4 per ton, has receded £2 per ton. The same cables state that spelter is fully 20s. higher.

The peculiar scarcity of hides was exemplified this week, when a Quebec house imported 1,000 lambskins, and a St. Hyacinthe house another lot of 1,000 from England, paying equivalent to 20c. for them.

What China needs
To remove the tarnish,
Is a few dabs more
Of Japan varnish.

Beware of Worthless Imitations.



We also manufacture **EMBOSSED STEEL CEILING.**

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers
METALLIC ROOFING CO., LTD.
84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

TORONTO MARKETS

TORONTO, May 23, 1895.

HARDWARE.

NOTWITHSTANDING that a holiday intervenes this week, trade exhibits rather more activity than it did at time of last review. Orders for general hardware and tinware have been coming in quite freely. Trade in cut nails continues of lighter dimensions than in wire nails. A turn for the better is to be noted in the demand for barb wire, and there is still a good deal of ordinary fence wire going out. Sporting goods are at last beginning to show some signs of improvement. Country customers will, no doubt, be glad to learn that glass is arriving a great deal earlier than has been usual in past seasons, and quite a number of deliveries are now being made. It is to be noticed that a great deal more double-diamond is being imported than formerly.

WIRE—There is a continued steady demand for ordinary fence wire, and increased sales are to be noted in barb wire. A better movement is also to be noted in truss wire. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs. and over, with 18c. extra on spools lighter than 75 lbs. each.

ROPE—Trade is not as good as it has been, although there is still a steady demand. We quote: Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS — Trade remains steady. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on ten-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—The improvement in trade last week has been maintained, orders now going out freely. Discounts are 75, 10 and 5 per cent., except on 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—Trade remains much about the same as last week. Discounts,

MARKETS—Continued

60 per cent. off list for "P.B.," "M." and "C."

TACKS—A fair business is still reported. Discounts: B. B. B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B. B. B., cut tacks (in bulk or dozens), 52½ per cent.; gimp, 50 per cent; leathered carpet tacks, 35 per cent.; copper, clout and slating, 62½ per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1⅛ and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67½ per cent.; do., 1⅛ and longer, 60 per cent.; patent brads, 50 per cent.; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37½ per cent.

COIL CHAIN—Trade continues quiet and featureless.

CLOTHES WRINGERS—Much as before. We quote: $27 to $27.50 per doz.

CHURNS—While orders are steadily coming in, they are only of a sorting up character. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

WARE—Peerless ware is in good demand, but white ware is quiet.

SPRING SPECIALTIES—The demand for garden syringes and spray pumps is falling off, most dealers having been supplied. Horsespokes are still in demand.

LAWN MOWERS—Trade is quite active. An occasional enquiry is heard for last year's patterns, but it does not amount to much. Discount 30 and 12½ per cent. off the list.

RUBBER GARDEN HOSE—The difficulty of procuring the "Phœnix" and "Lion" brands appears to be as great as ever. Manufacturers seem to be behind with their orders. Discounts: "Lion," 70 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE CREAM FREEZERS—Are in good demand, and it is expected they will continue to be so for some time to come. Discount on the "Gem" 60 per cent.

PLUMBERS' SUPPLIES—There is no change in the situation, trade being quiet.

HARVEST TOOLS—Orders are still numerous.

CUTLERY—Business continues in much the same condition as it has for the past few weeks.

SPORTING GOODS—An increased demand has developed for ammunition, but guns and rifles continue quiet.

GARDEN TOOLS—Demand has increased during the week, and in general is satisfactory.

POULTRY NETTING—Has been going out well, although stocks are now sufficiently large to supply the demand. Discounts are steady at the recent change, namely, 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—While fresh shipments have been received there is still a scarcity to be noted. We quote windows at $3.40 to $4 15 per dozen and doors at $9.88.

GREEN WIRE CLOTH—Continues in good demand. Price, $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

LEATHER BELTING—Demand continues much about the same as a week ago. Discounts, 40, 45 and 55 per cent. off the list for "Extra," "Standard" and No. 1.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4 50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

CEMENT, ETC.—The arrivals of imported cement are large, and prices are a little lower. Trade is quiet. We quote: Portland cement (English), $2.60 to $2 90 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.35 per bbl.

FIREBRICK, ETC.—Quiet and unchanged, We quote: Scotch firebrick, $3.50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The tin and copper markets are a little easier, although no quotable change has been made on the local market. A continued improvement is to be noted for bar iron.

PIG IRON—There is not much doing outside the American kinds, and for the little that has been done in Nova Scotian no figures are procurable. Nominally we quote: No. 1 domestic, $18; No. 2, $17.50; No. 4, for pipe making, $14.30.

BAR IRON—Orders are coming in a little better, but they are principally for small quantities. Very few carloads have changed hands, although enquiries for some have been received. We quote at the base price of $1.65.

SHEET STEEL—A quiet steady trade is to be reported. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3 10.

SHEET IRON—There has been quite a nice demand during the week, although orders have not been as large as usual. Price is unchanged at 5¾c. for 24 gauge in case lots.

LEAD PIPE—Business continues much the same as a week ago, being fairly good. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

PIG LEAD—Quite a few good orders have been received during the week at the advanced price noted in last issue. We quote: 3c for ton lots and 3¼c for small lots. There has been a slight reaction in the outside markets.

GALVANIZED IRON—Trade in this line is quite satisfactory at the moment. Large quantities have been delivered on through bills and shipments from stock are also good. We quote: 28 gauge Gordon Crown and Queen's Head at $4.20 for large lots, and $4.25 for ordinary lots.

INGOT TIN—Trade has been quite active in this line, and prices are being held at last week's quotations, namely: Lamb and Flag and Straits at 17½c. in ton lots and 18c. in small lots. Outside markets a little easier.

INGOT COPPER—While the market is a little easier, no reduction has taken place. Ton lots are now held at 10¾c., and smaller quantities at 11c.

IRON PIPE—Large quantities have been going out both in black and galvanized, but it is nearly altogether on country account.

SHEET COPPER—Some nice import orders have been booked during the week, but shipments from stock are in small lots only. Prices are unchanged at 15½ to 16c. for tinned and 14 to 14½c for plain.

SHEET BRASS—Trade is fairly active at 20 to 30c per lb.

SHEET ZINC—Trade continues fairly brisk for small lots. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

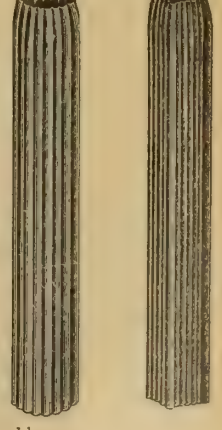
HOT WATER BOILERS—Business keeps moderately good. We quote: Galvanized, 30 gal., $5 75; 35 gal., $6 75; 40 gal., $7.75; coppered, $16.20 to $20, according

Pedlar's Patent Corrugated Expanding Conductor Pipe

Made in 8 or 10 foot lengths, without a cross seam.

Cheap as a Common Round Pipe.

Will not burst when full of Ice.



Manufactured by

The Pedlar Metal Roofing Co.

OSHAWA, ONT.

Separate Catalogues of Roofing, Siding Ceiling sent on application.

MARKETS—Continued

to size. American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9 50.

BOILER TUBES—Much as before. We quote: 1¼ inch, 7c.; 1½ inch, 7¼c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES — While shipments from stock are not large at the moment, except in 20 x 28, "I C" and "I X," quite a number of orders are being booked for import. We quote: Coke, 14 to 20 gauge at $3; for sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.25 to $3.50.

SOIL PIPE—Business is still quiet. We quote: 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—Stocks have again been replenished in a number of different brands, but trade is not as good as it was. "I.C." is unchanged at $6.

HOOPS AND BANDS—Trade remains active, some nice orders having been received during the week. Base price is unchanged at $2.10.

ZINC SPELTER—A good deal of domestic is still going out, owing to the scarcity of imported. We quote: Domestic, 3⅜ to 3½c.; imported at 3⅞ to 4c.

CANADA PLATES—The chief attention is still being devoted to the import business. We quote: Half-polished at $2.25 to $2.35, according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—The advance noted a week ago has not materially altered the amount of business done, orders coming in quite freely.

ANTIMONY—Continues quiet and featureless at 10 to 10½c. per lb.

GLASS.

Glass is very high in Belgium. Further advices recently received show that glass is difficult to get, and that those who have any stock in hand and manufacturers whose works are now running are asking a high price for their goods. While present prices may not be maintained, it is apparent that the low prices that have prevailed for the past year or two will not be reached again in a hurry. Prices here have not changed, each jobber seeming to be afraid to raise his figures. In quarters, however, it is asserted that an attempt will be made to bring about a meeting of jobbers in order to have a better understanding on this point. As the demand is not very great, and as import orders are arriving almost daily, the trade is not likely to be very large during the next few months. Trade in fancy goods is improving a little, while plate glass is quiet.

OLD MATERIAL.

Trade is fair. Following are the prices being paid to small dealers by jobbers: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 2¾ to 3¼c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.; old rubber, $3.50 per 100 lbs.

PAINTS AND OILS.

Business on the whole is improved, despite the cold weather, and is fairly up to the general standard of trade for this season of the year.

WHITE LEAD—There is a better demand, and the market is still rather bare. Prices are unchanged. We quote: Domestic, 4¼c. per lb.; English, 5¾ to 6c.

PUTTY—Very little is being sold, but prices are unchanged. We quote: $1.75 to $1.85 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—The conditions of last week continue. Paris green is scarce and nobody seems anxious to sell. General quotations range from 18 to 22c.

PREPARED PAINTS—Trade is good, and $1 is still being asked for a pure article.

LINSEED OIL—There is plenty in the market and prices remain at last week's figures. We quote: 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—Has within a week declined 1c. in the south and risen ¾c., and prices here are 44 and 45c.

VARNISHES—No change in the situation.

CASTOR OIL—The market is a little firmer and not so much is now heard of the expected low quotations spoken of some weeks ago. We quote: Cases, 6 to 6¼c.; tins, 7 to 7½c.

SEEDS.

The season is practically over, and no trade is being done. The jobbers' prices quoted are merely nominal. We quote: Red clover, $6.15 to $6.50; alsike, $4.20 to $6; timothy, $2.90 to $3.50 per bushel

HIDES, SKINS, WOOL AND TALLOW

HIDES—Are scarce and in good demand. Prices for cured are purely nominal. We quote greens thus: No. 1, 8c.; No. 2, 7c.

SHEEPSKINS—Not so plentiful, at $1 to $1.25, an advance of 10c. over last week.

CALFSKINS—Are in good supply and find a ready sale at prices quoted: 7c. for No. 1 and 5c. for No. 2.

TALLOW—Continues dull, jobbers quoting 5 to 5½c., and selling at ½c. higher.

WOOL—There is no Canadian fleece on the market, and it is expected that new wool will open at from 17 to 18c. There are no changes in pulled wools, supers being quoted at 19 to 21c., and extras at 21 to 22c.

PETROLEUM.

Oils seem to have steadied down after their activity of a while ago. No changes in the situation are reported this week. We quote, in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 17 to 18c.; carbon safety, 19 to 19½c.; Canadian water white, 19 to 19½c.; American water white, 23 to 24c.; photogene, 24 to 25c.

MARKET NOTES.

Francis Frost & Co. have just received a fresh car of turpentine.

Boyd & Co., Huntingdon, write: "Although trade is reviving, collections are slow With present prospects we are looking forward to a good season's trade in hay presses and bale ties."

The Toronto Metallic Roofing Co. wish through these columns to ask the indulgence of their patrons, as they are working night and day to keep up with the numerous orders that have come in.

Sanderson Pearcy & Co. are receiving large orders for Paris green from all parts of Canada and the United States, north, south, east and west. They are this season handling about 100 tons of the green, and expect to make a pot of money out of it.

UNITED STATES MARKETS.

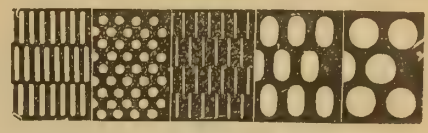
NEW YORK, May 23, 1895.

PIG TIN—Speculation was exceedingly tame. Regular operators manifested no interest apart from closing out old deals and depressing values as much as circumstances would admit. In other words, the tendency was more bearish than in the other direction, and lower London cables had a certain amount of influence. The out-of-town jobbing trade and business with consumers was generally referred to as having been very quiet. Spot lots of Straits were sold at 14 85c. net cash from store. There was a rumor of 14.80c. having been accepted. Lots ex steamer Mississippi were offered at 14.75c., May contract at the same rate, and distant futures at 14.70c. On 'Change 10 tons were sold at 14.70c. for August delivery. Singapore cable quoted the parity of £67 5s. c.i.f. London.

COPPER—A very good business is being effected in a quiet way, chiefly Lake Superior and electrolytic sorts, for late summer and early autumn delivery. Particulars as to quantity are not divulged, but the information given would indicate that home consumers have liberally anticipated their probable wants, and that some lots have been taken for export. Sellers are firm, at 10.50 to 10.60c. for Lake Superior, and 10.35 to 10.50c. for electrolytic. Casting stock is relatively cheaper, and quoted at 10.00 to 10.25c., according to brand and quantity, with only fair business passing.

PIG LEAD—A good amount of buying interest was manifested, but results in the way of actual business were unimportant. As far as reported little was done outside of carload lots, mostly at 3.25 to 3.27½c. There were a number of offers of 3.20 to

Perforated Metals



STEEL COPPER
IRON ZINC
BRASS TIN
For all purposes.

Manufactured by

The B. Greening Wire Co., Ltd.

HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

We issue a Special Catalogue for this line with full size cuts of perforations. Write for Catalogue.

to 3.12½c on round lots, all of which were refused, and offers of 3.05c in Chicago were also turned down. London cable quoted £10 5s for soft Spanish.

SPELTER—Local buyers have been doing very little the past few days, but Baltimore and Philadelphia have sent a number of orders and those, along with direct purchases from other quarters, have kept the primary market firm. Eastern deliveries are consequently maintained at about 3.50 to 3.55c for standard brands. London cable was £14 17s 6d.

ANTIMONY — Distribution is fair, but prices are barely steady at 7⅞ to 8c. for Cookson's, 7 to 7⅛c. for Hallett's and 6⅞c. for Japanese, ex store.

TIN PLATE—A very fair amount of business is passing, but buyers seem still partial to conservative action, and the volume of business is hardly up to what might be expected at this season. A good deal of the western and some southern canning trade is being supplied by American manufacturers, who meet foreign quotations, and occasionally go a shade lower.

IRON AND STEEL—Thus far this week the reports as to business have generally been tamer than those of the preceding one, and indicate a halt in the buying of both finished productions and crude material. Prices are, however, fairly well maintained in most departments and quite firm in some.

PERSONAL MENTION.

Mr. J. Samuel, of Samuel, Sons & Benjamin, London, England, who has been in Toronto the past two months, arranging the estate left by his deceased brother, Mr. E. Samuel, of M. & L. Samuel, Benjamin & Co., Toronto, left for England on Tuesday last.

Mr. Nelson, representing Lockwood Bros. cutlers, Sheffield, Eng., was in Toronto this week. Mr. Nelson visits Canada about twice a year.

BELLEVILLE GOLD MINES.

American capitalists are at Belleville, Ont., testing one hundred tons of gold-bearing rock mined on the Consolidated Gold Mining Co.'s property in Marmora. The vein is known to be rich in gold, but the ore is of so refractory a character that all attempts on a large scale hitherto made to separate the precious metal from its matrix have resulted in loss. That the gold was there, however, was conclusively demonstrated by the fact that parties who worked over the tailings by hand process averaged $10 per day. In the present instance the rock will be taken to Malone and there crushed and worked over by Mr. Lawson, M.E., who will put it through the chlorination process. This process was tried on these ores several years ago, but failed, it is now believed, because of unskilful work or carelessness as to important details. The result of this experiment, which will have a very important, if not vital, influence on the gold mining industry of this region, will be watched with the greatest interest.

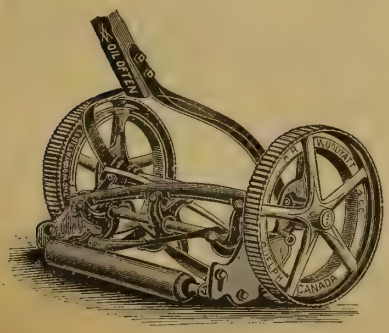
A FAT BERTH.

It is said that the grain inspector at Port Arthur, who is paid by fees, makes about $20,000 a year. Besides this, the talk in the trade is that he has about $10,000 a year from other sources. All the grain he examines is Manitoban. Is not this a very heavy tax on our enterprising but struggling young province? The matter will probably be enquired about by Parliament, but the present inspector is understood to have a good friend at court.

CLOSE SEASON FOR BASS.

An order-in-Council has been passed, of special interest to fishermen. At present the close season in Ontario and Quebec for bass ends on the 30th of June. It has been determined that hereafter the close season shall terminate on June 15. This will give the fishermen fifteen days more fishing. The reason for the change is that the department has satisfied itself that the spawning of the fish is earlier in the year than it was considered to be when the first-named date was fixed.

The Woodyatt Lawn Mower



Gives Every Satisfaction to Jobber, Dealer and User

Sold by all the Wholesale Trade

Manufactured by

A. R. WOODYATT & CO.

GUELPH, CANADA

WHY WIRE IS PUT UP IN 63-LB. BUNDLES.

ONE of the obscure questions connected with wire, says Iron Age, is as to the reason for its being put up in 63-lb. bundles. There is, we believe, no satisfactory answer, the origin of the practice being involved in obscurity. The following advices in regard to the matter, for which we are indebted to S. Barnett, Worcester, Mass., who is exceptionally well informed concerning all matters connected with wire, will be of interest.

Putting up wire in bundles of 63 pounds is a custom adopted by wire manufacturers from the English wire trade as a standard customary weight for a bundle of market wire or wire which is sold to the hardware trade for retailing.

An odd number of pounds like this for the weight of a bundle of wire, which is not an aliquot part of a stone or hundredweight or of 100 pounds or a ton, would have been abandoned before this only it has been a happy average weight to make up a bundle of wire of several pieces, in the same lengths as they come from the wire block, and a convenient weight to handle for both seller and buyer, but there is no good reason today why any wire should be put up in 63 pound bundles. Fifty or 100 pounds would be a more useful standard. Manufacturers prefer, when practicable, to sell in catch weight bundles, which occasions no waste in cutting one length of wire to make exact weight. There are, however, several advantages in having exactly the same weight for each bundle, especially for carload lots, as in case of loss of wire in transit, or of dispute in regard to weights between buyer and seller, if the number of bundles is known the weight can be estimated, and if the weight is known the number of bundles can be estimated. On catch weight bundles of wire, weighed up in small lots for a carload and billed on the aggregate weight, and the wire weighed in the same way when received by the buyer, it seldom happens that two weighers will get the same total weight. It is also an advantage to the manufacturer who works the wire up into goods to give each of his workmen a bundle of the same weight each time, and simplifies the accounts he may keep of the amount of wire used.

The question of the origin of this custom on market wire has been brought up frequently among wire workers, but never satisfactorily answered.

By referring to the Standard Dictionary under "Weight" in the table of current weights in use throughout the world and historic weights, you will notice that the British bushel of the value of 14-25 hundredweight is represented by 63 pounds as the weight of a bushel of wheat, and I conjecture that whoever introduced the custom of using this weight for a bundle of market wire used this bushel weight as a basis. It was the custom in the United States 40 years ago to put up market wire in 63 pound bundles, and it was also imported from England in the same way.

From inquiries made here I understand that the large wire mills in England over 20 years ago were accustomed to put up market wire in bundles of 63 pounds, fence wire in 112-pound bundles (1 hundredweight), and fine sizes of wire in stones of 12 pounds. A stone ranged all the way from 12 to 16 pounds, and I am told that a stone of wire is 12 pounds in England the same as in the United States.

In Yorkshire, England, for many years it was the custom for the small wire drawer to buy his card wire from the large manufacturer at No. 19 size, annealed, in 63 pound bundles, and draw it down to the finer sizes, and resell in bundles of one stone each.

J. P. Bedson, in his paper on "Iron and Steel," read at the August, 1893, meeting of the Iron and Steel Institute, in England, said, in regard to market wire, that at Warrington, in 1840, the system of having the wire drawer make up his wire ready for the customer was abandoned, "and the work of wire drawing was subdivided between annealers, cleaners, drawers and warehousemen. So much was this appreciated that the wire was not only well received, but as a 'market wire' secured a better price in those days."

Other varieties of iron and steel wire are also put up according to customs established by different users. Netting wire has been sold to the trade for so many years in bundles of one stone each that it is now generally known as stone wire, although the netting manufacturers prefer it in catch weight bundles of 15 to 18 pounds each, and not to have a skein of this fine size of wire broken to make exact weight.

Card wire is put up in bundles of 60 pounds each, called a "bow," but the card maker uses a coil of only 4 or 5 pounds at a time.

Music wire is preferred by the piano string maker in 1 pound coils, as the workman cannot use a larger coil without getting it tangled, this wire being very springy, but the trade who supply the string makers can use 5-pound coils conveniently.

Coppered or furniture spring wire is most frequently put up in 100 pound bundles, but also in smaller bundles, and catch weights.

Telegraph wire is ordered by the telegraph companies by the mile, as 100 miles or 1,000 miles, but it is put up for shipment in catch weight bundles varying from 50 to 130 pounds. For instance: 1 mile of No. 8 Birmingham gauge wire would weigh 378 pounds. This would be shipped in three bundles of about 130 pounds each. One mile of No. 14 would weigh 95 pounds, for which one bundle would be shipped weighing within a few pounds of this weight. Copper trolley wire is shipped in mile lengths on large reels made specially for this use.

Fine sizes of wire are very often put up in bundles of 1 stone each, also in catch weights. Fence wire is put up in bundles of 100 pounds each, for convenience of handling, shipping, and estimating on carload lots.

PROVERBS FOR ADVERTISERS.

The tramp has an extensive circulation, but he is a poor advertising medium.

A good advertisement is like the merchant's ships—it bringeth abundance from afar.

He that payeth for advertisements with goods is a fool, for he raiseth up competition in his own market.

Every wise man advertiseth, but a fool speculateth on the Stock Exchange.

He that trusteth in a large circulation shall be wealthy, but he that believeth in cheap rates shall be busted.

The smallest circulation hath oft the loudest tongue.

A big advertiser leaveth an inheritance to his children's children's children.

A small advertisement is better than a bad traveler.

There is no worse robber than a journal that does not circulate.—Exchange.

AUTOMATIC WOOD TURNER.

There has recently been brought out in the United States, according to The Hub, a wood turning appliance which has the singular advantage of automatically producing newel posts, balusters, porch columns, chair legs, table legs, billiard table legs, columns and pilasters for cabinet work, etc., in square, octagon, hectagon, pentagon or circular forms, or in one-half round and one-half square patterns, or in any design or combination of designs or style, without the use of hand work. By this patent system, in a single operation, most elaborate and complicated patterns can be produced at a less cost than that of the common round variety. In fact, the machine covers the entire field of wood turnery, including concave and convex forms. The turning in circular shapes was known to our ancestors, but the turning in angular form by a cheap process is a novelty. It is remarkable that it is capable of working quite as easily, and at the same speed, hard woods, such as oak, box, or ebony, as those of softer grain. Even for making round articles, this machine seems able to turn out double the quantity of that of any other in the same time.

Mr. Clarke Wallace stated in the House on Monday, May 20, that collectors of Customs are not allowed to act as brokers in Custom houses except along the Northwestern borders, and there they are not allowed to charge for that service.

HARDWARE AND SHAKESPEARE.

THE sad-eyed Thespian who was temporarily out of a job, leaned against the sunny side of the City Hall, and held to the lapel of a Hardware reporter, as he disposed of Shakesperian lore at ten knots to the hour.

"Did it ever strike you, me son, that the immortal Bard of Avon knew something about the hardware trade?"

"I have never looked into it," said the reporter; "can you find anything of his that will bring the American retailer and jobber into mutual ——"

"None of the sordid views of your trade, me boy. Let us approach the theme from the poetical side. In every play we find evidences of his knowledge of your trade."

"For instance——"?

"For instance, hear Iago speak of 'Bells in your parlors;' hear Touchstone talk of 'As the ox hath its bow, sir, the horse its curb, and the falcon her bells.' Boyet in Love's Labor Lost says that mocking tongues

> Are as keen
> As is the razor's edge invisible,
> Cutting a smaller hair than may be seen.

"Cassius talks of 'strong links of iron,' Of traps, Polonius says. 'Ay! springes to catch woodcocks.' It was Shakespeare who created the expression 'Dead as a door nail.' In Henry IV. we hear the king talk of 'A watchcase or common 'larum bell.' In Macbeth:

> Go bid thy mistress, when my drink is ready
> She strikes upon the bell.

"In the Taming of the Screw we read:

> In ivory coffers I have stuffed my crowns,
> In Cypress chests my arras, counterpoints,
> Pewter and brass, and all things that belong
> To house or housekeeping.

"Is that all?" asked the reporter, edging away.

"All! I could qoute you for the hour, me gentle boy. In one place you find mention of 'a pewterer's hammer;' again, 'a brazen candlestick;' a 'gate of steel' and 'joints of steel;' and 'like a rib of steel to make strength stronger;' 'pins and poking sticks of steel;' 'the necessary bits and curbs for headstrong steeds;' and again: "His man with scissors nicks him like a fool.' Oh, there is no end to them. In Trolius and Cressida is the line: 'And buckled in a waist most fathomless.' We read of spurs, hammered iron, a crow-bar, chains, bolts, wire, the testing of iron, of spoons, mattocks, a pickaxe, hinges——"

"What was the list on these?" asked the reporter eagerly.

"Of hobnails, doornails, a fire shovel; a poker comes into A Winter's Ta'e; knives and forks; buckets and riveting hammers. In other places——"

But the reporter had made his escape safely.—N.Y. Hardware.

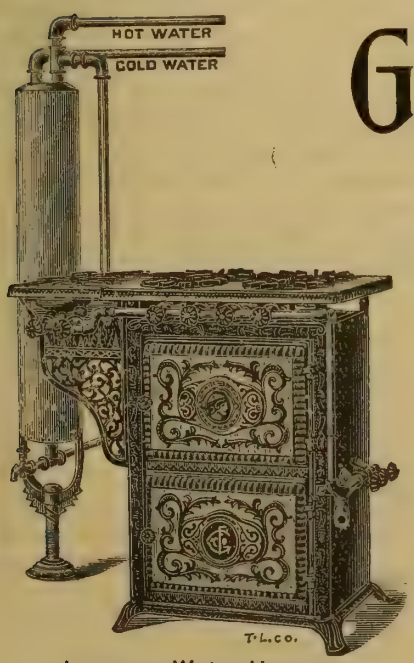
GAS AND STEAM ENGINES.

Referring to the discussion of the gas-engine question, says an exchange, a prominent engineer remarked in conversation that he failed to see why the gas engine and the steam engine should not be compounded, so to speak. He put the case something in this manner: In the gas engine one of the problems is to keep the cylinder reasonably cool, and in the steam engine to keep the cylinder hot. Now, suppose we have a gas engine running and jacket its cylinder with water, which is then used for boiler-feed water, thus saving the heat which is now thrown away. Then take the exhaust from the gas engine through the jacket of the steam cylinder, and, if necessary, as it probably would be, add a heating chamber for the steam to pass through just before reaching the cylinder, so that more heating surface could be employed. Two such engines adapted to each other would probably mean a relatively small gas engine and a steam engine large enough to carry all the load in case the gas engine refused to work for any reason, and, arranged in this way, each would supplement the other so far as the proper distribution of heat is concerned. The proposition is a novel one, and there is a chance to do some thinking over it. Possibly someone may be so situated as to make it easy to try the plan and let us know the results.

Handsomely Ornamented

OXFORD Gas Stoves and Ranges

Quick Working



Immense Water Heaters.

WITH OUR 1895 IMPROVEMENTS ARE UNEQUALLED

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

Send for Illustrated Catalogue and Price List.

THE MANUFACTURE OF LIGHT.

THE following is a digest of a paper read in Montreal last week by Prof. Cox before the Royal Society. The title was "Unsolved Problems in the Manufacture of Light."

After referring to the time-honored sources of light—the candle, oil lamp, gas, Auer light, and the limelight—and showing that each consisted in heating something till it was incandescent, the lecturer pointed out that none of these gave an efficiency of more than one per cent., the only scientific systems of combustion being the Auer light and the limelight. The modern method of electric lighting dated from Sir Humphrey Davy's first production of the arc, with a battery of 2,000 cells. The current thus produced was still ample to heat refractory substances to incandescence, but as zinc and acid were many times as expensive as coal and air the light could not come into practical use until the invention of the dynamo forty years afterwards. With the dynamo the modern system was complete, and consisted of three stages—the steam engine, the dynamo, and the lamp. The purpose of the lecture was to show that in the steam engine and the lamp there is still an enormous waste. After pointing out that light was not created but was produced by the conversion of energy, and explaining the nature of energy as stored up in coal, Prof. Cox dealt with the three stages in detail. "The conversion of the coal-energy into mechanical energy," he said, "is of course effected by the steam engine, but in practice not more than from 7 to 16 per cent. of the energy stored in the coal can be extracted by the steam engine, and theoretical considerations fix an absolute limit to the perfection of the steam engine, showing that we can never hope to convert so much as 30 per cent. of the energy of coal by any form of heat engine. This is one unsolved problem in the manufacture of light—unsolved but still capable of solution if some means of extracting energy from coal otherwise than by heat and more like the methods used in burning zinc in a battery, can be discovered. At present we are recklessly wasting our coal supplies, and posterity will have a serious grievance against us for squandering these priceless stores.

"In the second stage of the process, the dynamo, though so recently invented, is already nearly perfect, and scarcely any energy is lost in its conversion by the dynamo into an electrical current. We reach the third stage, that is, the lamp, with some 7 per cent. of the original energy still available." The lecturer here showed a number of interesting experiments to prove that the only form of energy useful in producing vision consisted of a short series of very minute waves, ranging from the forty-thousandth to the sixty-thousandth of an inch in length, and that to produce these our only means at present was to heat the molecules of some substance, whereby we were compelled to waste the greater part of our efforts in producing heat, which was worse than useless, before we obtained the luminous rays. "Here then," said Prof. Cox, "is the second unsolved problem, since even in the incandescent lamp and the arc lamp not more than from 3 to 5 per cent. of the energy supplied is converted into light. Thus, of the original store in the coal less than three parts in a thousand ultimately became useful. In the last six years, however, some hint of means to overcome this difficulty has been obtained from the proof by Maxwell and Hertz that light is only an electric radiation. Could we produce electric oscillations of a sufficient rapidity we might discard the molecules of matter and directly manufacture light without their intervention. To effect this we must be able to produce oscillations at the rate of five hundred billions per second. Tessler has produced them in thousands and millions per second, and Crookes has shown how by means of high vacui to raise many bodies to brilliant fluorescence at a small expense of energy." Illustrations of these processes having been given, the lecturer continued: "These are hints towards a solution of the problem, but no solution as yet. Prof. Langley states that the Cuban firefly sends the whole of its energy upon the visual rays without wasting any upon heat, and is some four hundred times more efficient as a light producer than the electric arc, and even ten times more efficient than the sun in this respect. Thus, while at present we have no solution of these important problems we have reason to hope that in the not distant future one may be obtained, and the human inventor may not be put to shame by his insect rival."

SUEZ CANAL TRAFFIC IN 1894.

During the year 1894 the number of vessels passing through the Suez Canal was 3,352, being 10 in excesss of the preceding year, and the receipts from tolls amounted almost to $15,000,000. The number of ships using the canal in 1874—twenty years ago—was only 1,264. These figures, compared with those of the present day, show how completely the canal has revolutionized the channel of traffic between the far East and Europe. The largest business year the canal has ever had was in 1891, when 4,206 steamers passed through. The application of electric light to marine purposes is now so general that nearly 95 per cent. of the vessels using the canal last year were enabled to steam at night. Not one mercantile ship flying the United States flag entered the canal last year, although many cargoes destined for America passed through in British ships. The following is given by the U. S. Consul at Cairo, as the nationality, number of steamers, net tonnage and traffic receipts during 1894:

Nationality.	Steamers.	Tonnage, net.	Traffic receipts.
American	5	3,001 71	$4,826
Austrian	78	178,998 64	340,200
British	2,394	6,009,902 98	10,948,074
Dutch	188	352,451 28	653,400
French	184	463,430 93	891,380
German	294	624,555 18	1,139,985
Italian	63	119,084 96	200,681
Norwegian	40	65,862 71	117,833
Russian	35	77,421 38	162,938
Spanish	28	82,269 52	157,534
Turkish	33	39,395 56	107,492
Japanese	6	12,103 56	22,790
Portuguese	2	672 29	1,217
Egyptian	1	810 28	1,468
Guatemalan	1	145 02	263
Total	3,352	8,039,105 97	14,770,018

BENEFIT OF SMALL DEALERS.

The small store, with its single proprietor coming in close contact and sympathy with two or three employes, remains a natural factor in human and municipal life, writes Artemus Ward in American Grocer. Mutual failings are borne with; the employer seeks to instruct and elevate the employe, and the employe develops a condition of loyalty towards his employer by reason of the more direct contact. The shopkeeper cherishes his rights as a citizen regarding the street, the pavement, gas, sanitary rules, the police, protection against fire and robbery, and all the other privileges of citizenship. His power over his employes is not beyond reason, nor is his relation to the municipality exaggerated in its importance.

With the great owner of the department store the case is very different. Personal sympathy is largely out of the question; personal contact a very remote thing. He owns the policeman on the corner, and dictates terms to the firemen who approach his building. His relation to his employes is not a paternal one; it is that of an autocrat. His relation to the officials of the community is so commanding that they often sell or surrender their right to him.

The bulk of Parliament's time during the past week has been taken up with the Budget debate, which still continues.

Geo. Leary, Canadian immigration agent in Ireland, reports in favor of Canadian steamships calling at Irish ports. At the Royal Dublin Agricultural Show lately the only exhibits of Canadian goods were some agricultural implements from the Massey Co., a Peterborough canoe, and a road cart. No Manitoba wheat goes direct to Ireland, and very little indirectly, although raising wheat has been abandoned in Ireland. The mills grind foreign wheat, and the flour on the market chiefly consists of United States brands. The agent says: "Should any future Canadian exhibit be made here, it would be well to show flour in the sack, and be able to quote prices, rates of shipments, and the names of good mills and operators."

PRODUCTION OF ORE AND IRON.

THE shipments of iron ore from the Lake Superior mines in 1894, according to the Bulletin for the American Iron and Steel Association, amounted to 7,748,932 gross tons, against 6,060,492 tons in 1893, an increase of 1,688,440 tons. Imports of iron ore in 1894 amounted to 167,307 gross tons, against 526,951 tons in 1893, a decrease of 359,644 tons. The imports in 1894 were the smallest since 1878.

The production of pig iron in the United States in 1894 was 6,657,388 tons, against 7,124,502 tons in 1893, a decrease of 467,114 tons. The production of pig iron in the first half of 1894 was 2,717,983 tons, and in the last half of 1894 it was 3,939,405 tons. Of the total production in 1894 only 222,422 tons were made with charcoal and only 120,075 tons were made with anthracite alone. Of the total production 3,808,567 tons, or over 57 per cent. were of Bessemer quality. In 1893 the Bessemer pig iron produced was about 50 per cent. of the total production. The imports of pig iron in 1894 amounted to 15,582 gross tons, which was the smallest annual importation of which we have any record.

The largest annual production of pig iron in the United States was in 1890, when it amounted to 9,202,703 gross tons. In 1892 the next largest production was attained, namely, 9,157,000 tons.

The production of Bessemer steel ingots in the United States in 1894 was 3,571,313 gross tons, against 3,215,686 tons in 1893, an increase of 355,627 tons. Of the total production in 1894, 1,664,954 tons were produced in the first half of the year and 1,906,359 tons in the second half. The largest production of Bessemer steel ingots yet attained in this country was in 1892, when 4,168,435 tons were made.

The production of open-hearth steel ingots and direct castings in the United States in 1894 was 784,936 gross tons, against 737,890 tons in 1893, an increase of 47,046 tons.

The production of crucible steel ingots in the United States in 1894 was 51,702 gross tons, against 63,613 tons in 1893, a decrease of 11,911 tons.

The production of all kinds of rails in the United States in 1894 was 1,021,772 gross tons, against 1,136,458 tons in 1893, a decrease of 114,686 tons. Included in the above total of rails produced in 1894 were 157,457 tons of street and electric rails, against a similar production in 1893 of 133,423 tons, showing an increase in 1894 of 24,034 tons.

The production of all kinds of rails in the United States reached its maximum in 1887, when 2,139,640 gross tons were made.

The production of iron and steel structural shapes in the United States in 1894, not including plate girders, was 505,901 gross tons, against 387,307 tons in 1893 and 453,957 tons in 1892.

The production of plate and sheet iron and steel in the United States in 1894, excluding nail plate, and also excluding skelp, iron and steel, amounted to 682,900 gross tons, against 674,345 tons in 1893 and 751,460 tons in 1892.

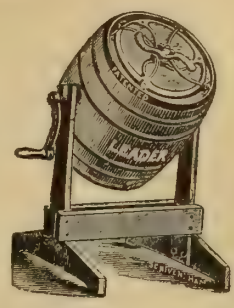
The production of wire rods in the United States in 1894 was 673,402 gross tons, against 537,272 tons in 1893 and 627,829 tons in 1892.

The production of wire nails in the United States in 1894 was 5,681,801 kegs of 100 pounds, against 5,095,945 kegs in 1893, an increase of 585,856 kegs. The production of cut nails and cut spikes in 1894 was 2,425,060 kegs, against 3,048,933 kegs in 1893, a decrease of 623,873 kegs.

BETTER BASIS OF PRICES.

The Iron Trade Review of last week said: Probably no week of the year has done more to establish a new basis for iron and steel prices than the one just ending. The advance of blast furnace wages in the Shenango Valley nearly to the 1892 level, with a 10 per cent. increase at several Pittsburg furnaces coming in its train, was followed by the sensational stroke of the Carnegie Steel Co. in adding 10 per cent to the pay of all its men, though its contract with them would continue through the year the scale fixed January 1. The pace thus set will hardly be disregarded elsewhere, and added labor cost will be made up by higher prices on products. In spite of repeated assertions that advances in prices could only be sustained by a marked expansion in the demand for finished product, the market has been demonstrating week by week that the lifting power is being supplied at the other end. Coke workers' wages and coke prices were put up in advance of any improvement in the market for furnace and foundry products. Then Bessemer ore prices went up in advance of a better pig iron out look. Certain steel works and rolling mill workers at Pittsburg have been given more pay in advance of a proportionate market improvement. Events would indicate that the various advances have been the cause rather than the result, thus the market is gradually coming into a condition which theoretically should have preceded the various steps to higher ground. With current pig iron production at the rate of 8,000,000 tons a year and stocks somewhat reduced in April, there is evidence that iron is going into consumption at a rate nearly 200 per cent. faster than in '93. In the pas week a special cause has helped the market for Bessemer pig. Buying in the valleys and at Pittsburg for shipment to Chicago in anticipation of a long strike brought the price to $10.75 at valley furnaces.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

FRANK T. ALLAN, general store, Duart, Ont., has assigned to Henry Watson, Clearville, Ont.

J. Almoure, general store, New Denver, B.C., has assigned.

Louis Philbert, hardware, Que., has made a voluntary assignment.

A. Curry, trader, Jack Fish Bay, Ont., has assigned to J. G. Ullock.

Campbell & Hutchinson, general store, Harwich, Ont., have assigned to E. H. Ridley.

Gaumond & Co., general store, St. Anne de la Perade, Que., have made a voluntary, assignment.

Jos. Pelletier & Fils, general store, St. Jean Port Joli, Que., have assigned to Pelletier, Paradis & Jobin.

C. & S. Goggin, general store, saw and grist mill, Elgin, N.B., are offering to compromise at 33⅓c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED

The Tilbury Peninsular Gas & Oil Co., Tilbury Centre, Ont., is applying for a charter.

Lacerte & Frere, general store, Yamachiche, Que., have dissolved. Ernest Lacerte continues.

Lea Proulx, wife of J. Bte. Deslongchamps and Maria Bella Paquette have been registered proprietors of Proulx & Co., traders, Montreal.

Beamer & Ryan, fruit machine makers, Brampton, Ont., have dissolved.

Casey & Johnston, undertakers, Moncton, N.B., have dissolved. Robt. Casey retires.

The Fairchild Vehicle and Machinery Co., Winnipeg, Man., have been incorporated.

Gardner & Owens, hardware, Rapid City, Ont., have dissolved. Edgar Gardner continues.

Bradfield Bros. & Co., hardware, Morrisburg, Ont., have dissolved. Succeeded by C. & H. H. Bradfield.

Thibaudeau & Bourdon, lumber, Montreal, have dissolved. Martial Thibaudeau continues, style unchanged.

Hormisdas Hamel and John Douglas Goodwill have been registered proprietors of the Enterprise Wood Manufacturing Co. Waterloo, Que.

The Providence Gold Mining Company of Norland (Ltd.) has been incorporated with a capital stock of $40,000 in dollar shares, the incorporators being C. Tomlinson, G. Arnold, H. Arnold, T. W. Rye, John Rye, all of East Gwillimbury.

The Lundy's Lane Electric Street Railway Company has been incorporated, with a capital stock of $50,000 in $100 shares, the promoters being H. C. Symmes, J. A. Lowell, J. G. Cadham, G. R. Symmes, all of Niagara Falls, and H. D. Symmes, of St. Catharines.

SALES MADE AND PENDING.

John Dennison, tinsmith, Maynooth, Ont., has sold out.

The effects of Evan Morrison, lumber, Victoria, B.C., are for sale.

Jesse Beard, cooper, Barrie, Ont., is advertising his business for sale.

McVey & Doherty, general store, Memrabcook, N. B., are selling out.

The stock of Kent & Co., general store, Orangeville, Ont., has been sold.

The stock of R. Shields, general store, Phelpston, Ont., has been sold.

The assets of A. Poyaner, smallwares, Montreal, are to be sold by auction.

J. L. Mader, general store, Atwood, Ont., has sold out, to give possession on June 15.

The stock, etc., of Henry Cohen, furniture and stoves, Toronto, is to be sold by auction.

Richard Southby, general store, Dodgis Cove, B. C., has sold out to W. J. McKenzie.

The stock of P. Laberge, general store, Yamachiche, Que., has been sold at 62c on the dollar.

The stock of Jas. Dinsmore, general store, Stonefield, Que., has been sold at 25c. on the dollar.

CHANGES.

Charles Gillies, saddler, Holstein, Ont., is giving up business.

R. C. Berry, general store, Wellington, B.C., is giving up business.

Watts & Trott, boat builders, Vancouver, B.C., have given up business.

The Canada Wire Mattrass Co., Toronto Junction, Ont., is removing to Montreal.

A. B. Noble, hardware, Shelburne, Ont., has been succeeded by A. B. Noble & Co.

W. Delahay, general store, Balmoral, Man., has been succeeded by J. A. Frayne & Co.

The Canada Switch Manufacturing Co., Montreal, are applying for supplementary letters of incorporation.

Moody & Sutherland, Selkirk West, Manitoba, are adding a flour and feed to their present hardware business.

FIRES.

A. J. Creighton, furniture, Owen Sound, has been burned out.

The Golden Lumber Co., Golden, B.C., have suffered a loss by fire.

John R. Graham, general store, Cape George, N.S., has been burned out. Insured for $2,800.

DEATHS.

C. H. Peters, tanner, hay and grain, St. John, N.B., is dead.

E. Bourque, of E. Bourque & Son, tanners, Fox Creek, N.B., is dead.

CANADIAN TRADE WITH AFRICA.

Mr. Alex. W. Murdoch, the well-known colonial agent, of Toronto, is in Montreal engaged in promoting trade relations between Canada and South Africa. Mr. Murdoch informed a reporter that he had received great encouragement from a large number of leading manufacturers, as well as from the Boards of Trade of Montreal and Ottawa. Mr. Murdoch will remain in Montreal until next week, when he will go to Ottawa to confer with the Government and to address the Ottawa Board of Trade.

"The prospects for trade between Canada and South Africa are splendid," he said. "In fact I regard them as more favorable than with any other colony in the British Empire. The total imports of South Africa increased from £3,304,132 in 1886 to £9,128,164 in 1891. The greatest increases were in machinery, furniture, hardware, cottons, fuel, leather and metals. There is not a single item on the whole list of imports that Canada cannot export to advantage, and a wonderful field will be open to Canadian enterprise through the direct steamship facilities which are being provided. Two vessels have been offered with a view to experimental trips from a Canadian port direct to Cape Town, and banking facilities are being arranged whereby people can value shipments conveniently. We have also received many overtures from representatives in various parts of South Africa offering to undertake the Canadian agencies, and expressing themselves as favorable to the Canadian trade."

A MODEST (?) REQUEST.

EDITOR HARDWARE,—I know you always like to hear the latest, and I think you are aware that some people credit traveling salesmen with having more than their share of "concentrated" or "unadulterated" "gall." But I think the following incident will deprive them of this enviable (?) record:

In an issue of THE HARDWARE MERCHANT of some few weeks past an article appeared in reference to wrought iron ranges that were being sold by pedlars through the country at the nominal price of $69, for which notes were given by purchasers payable 1st of May, the "pedlar" glibly saying at time of purchase, "that if purchasers were shy of cash" at maturity of note, two years time could be had for the "asking," without interest.

The 1st of May told a different tale, and, being in a section then where these goods were freely sold, and calling on a customer, I was greeted thus: "Say, Mac., what do you think? There was a man in here this morning to whom I couldn't sell a $30 range to save my neck, yet he bought a $69 range last fall; to-day is the 1st of May, and he wants me to 'back' his note for $69 at the bank!"

Do you think the "record" is broken, HARDWARE?

SCOTT MACKERROW.

TIN PLATE IN EUROPE.

ADVANCE sheets of Consular Reports not yet put in the usual monthly form, give some interesting information concerning the manufacture of tin plate in Europe, says Age of Steel. These reports are in response to instructions given by the Department of State, and cover seven interrogatories relating to processes of manufacture, persons employed, and rates of wages. Taking these reports as they stand in order of publication, it is stated that Austria produces an excellent quality of tin plate, the process of manufacture differing from that of Welsh manufacturers.

The cost of producing 100 kilograms or 220 46 pounds of tin plate exclusive of iron is $4,664. In the matter of cost, the tin plate manufacturer in Austria finds it difficult to compete with the Welsh producer, who has special advantages in the proximity of ore and coal and their relative abundance and cheapness. It is claimed in this report that according to competent judges, the Austrian product is superior to the British, having a thicker coating of tin, but lacking in polish or brilliance. Its use in roofing has been displaced by the more general use of zinc plates.

In Belgium the last tin plate factory closed in 1875. Its decadence and extinction as an industry, in spite of a heavy impost upon the foreign product, dated from the enlarged scale of production entered into by British makers. Tin plate, however, is being supplanted in the mechanic arts by other material. An authority quoted says: "It is no longer employed for roofing or guttering, and enameled iron has superseded it in the manufacture of household and kitchen utensils. Canning is practically unknown; it is even said that fruit is sold to England in crates and brought back in porcelain. Vegetables from France come in tin, but this is giving place to glass."

The tin plate industry in France includes several important iron and steel works engaged in its manufacture. Iron and steel sheets are used, the former produced from scraps of puddled iron of good quality and used for tin plates of the second grade, and the latter from soft steel produced by the Thomas and Gilchrist process or in the Siemens-Martin furnaces.

The reports from Germany, both as to the nature of the processes in use and statistics of cost and wages, are thorough and complete. The Teuton is systematic in all he does, and if elaborate in methods, is a practical expert in making the best use of such in a thrifty and profitable manner.

Six firms are concerned in the manufacture of tin plate, five of which are associated in a trust or syndicate. Their approximate annual product is placed at 550,000 boxes, most of which is consumed in Germany. British tin is, however, heavily imported, the imports from that source in 1893 being 4,614.8 metric tons. The imports of block tin in 1893 totalized at 10,537.6 tons, of which 5,506 were from British sources, 3,097 from Holland, 1,194 from the Dutch Indies, and the remainder tonnage from Belgium and Austria-Hungary. The sheets used for tin plates are of mild steel. The operatives in a plant turning out annually about 8,000 tons of tin plate and numbering about 480 men, boys, and girls, are distributed as follows: Rolling and shears, five men at $1.90, $1.54, $1.19, and 47 cents; acid dipping, two men at 83 cents; annealing, three men at 83 cents, three boys at 47 cents, and three girls at 34.7 cents; dressing, five boys and five girls at 34 cents; coating, six men, two at $1.42, two at $1.19, and two at 71 cents; packing, four men at $1.19 per shift.

In regard to Russia the reports show that no sheets for the tin plate industry are manufactured in the Russian Empire. Sheets are imported from Wales and simply coated in Russian factories.

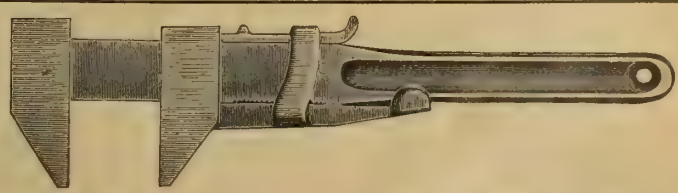
Altogether these reports are of considerable interest as bearing on tin plate and related industries in Europe.

HOW TO ADVERTISE CYCLES.

In selling cycles, says a hardwareman who has tried them, it pays to advertise them, it pays to advertise them well. Taboo theatre programmes, guide books and side schemes, if necessary, but use liberal space in the local newspapers. It will be found profitable to spend from 10 to 25 per cent. of the net bicycle profits in advertising. Change the copy every issue, even if at the expense of the allotted seven or eight hours of sleep. See that the advertisements are well displayed, and that the special names of the machines handled are emphasized. Observe holidays by having special appropriate matter. Get people talking about you and your bicycles. Don't be afraid of overdoing the matter, it will aid in selling machines. Two very valuable aids to publicity are display in the front window and a judicious distribution of the printed matter furnished by the manufacturers of the cycles. Any of the manufacturers will furnish supplies of catalogues, and one of these carried home and perused will often convince a prospective purchaser of the merits of the machine, and inform him on points that the salesman neglected to mention. It is also important to keep on good terms with the persons who have bought cycles, for a satisfied rider is a continual sub-agent working without pay, and his word goes a long way with others who contemplate buying, but know little about bicycles, and wish to profit by the rider's experience. The salesman should be handy with tools, and be able to make slight repairs and alterations, and thus help inexperienced purchasers to keep their machines in order. It will assist in keeping the purchasers pleased, and will redound to the dealer's credit.

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PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

One of Winnipeg's striking plumbers has made this statement regarding the trouble in the trade in that city: "Our rate of wages heretofore has been 40c. per hour for ten hours' work, or a total of $4 per day; our demand now is for $4 per day for nine hours' work, which is a fraction over 44c. per hour. The demand is not for 50c. an hour as stated. The plumbers of Winnipeg do not average more than $250 a year, for they do not obtain more than three months' work. Some, of course, obtain more; others less, but that is the average."

* * *

DEPARTMENTAL STORES.

"Never trouble trouble till trouble troubles you," is, we think, a good motto to follow, but The Plumbers' Trade Journal does not seem to think so. Talking on a subject which, however interesting to other retailers it may be, can hardly as yet be looked upon as immediately affecting plumbers, this journal says: "Department stores are a menace to both the gas fixture and plumbing trades. Sufficient unto the day is the evil thereof, consequently we will refrain from considering such a future as large dry goods and combined department stores selling plumbing material, but we do know of many in large cities that handle complete lines of gas and electric fixtures. Their prices of $2.98, $3.24, $4.49 and $5.74 are undeniable inducements for sales. Then they can greatly undersell the plumbing or other tradesman's establishment that does not carry an immense stock of anything and everything. Is there any remedy for this? Is there any means by which the trade can be protected?"

* * *

STEAM PLANTS.

Having had charge of steam plants of various sizes for the last fifteen years, says a writer in The American Miller, feel encouraged to offer a few suggestions on the care of boilers. Pure water is one of the rarest of natural products; even that falling from the clouds in the form of rain or snow in countries which are inhabited is found to be more or less impure. Water taken from wells in a country where the underlying rock is of granite probably comes nearest to purity of any used for the production of power, containing little or no scale-forming matter. But in all localities where limestone in its many varieties form the bedrock the water is said to be hard, and contains appreciable quantities of lime, and probably magnesia, which forms a scale of such hardness that the sharpest tools are needed to remove it. While the removal of scale is quite difficult when it has accumulated to a considerable thickness, its prevention is not a matter of as great difficulty as is commonly supposed.

The water which is in use in the plant where I have had charge for nearly ten years contains about 16 grains per gallon of those solid matters recognized as "incrusting" or scale-forming, i.e., bicarbonate of lime and magnesia, with traces of the oxides of iron and aluminum. During my time here the thickness of scale on the boilers has not increased. We use a heater for every two boilers, but these scarcely raise the water to the boiling point. The water is heated enough, however, so that a good deal of scale is deposited in the heaters and along the feed pipes to the boilers.

The boilers are blown off and thoroughly washed out every two weeks, and no trouble has ever been had from scale in them. The heaters are frequently partially blown off, the scum settling chamber or pan daily, and the cold chamber once a week. It is quite proper for a boilermaker when examining a plant to recommend the addition of a mud drum, if there is none; but in every instance when I have asked if they could show cleaner boilers, even where a mud drum was used, they have been forced to give a reluctant negative.

Only one drawback has been found in the use of heaters so far. It is a hard and disagreeable job to clean out the heaters during our summer shut-down, while the feed pipes have to be taken down and renewed every two or three years. To obviate this difficulty, beginning when the heaters were newly cleaned out last fall, we have been putting about a gallon of compound into each heater when the boilers connected with it are washed out. While this has not been in use long enough for me to say for certain that it is a profitable investment, the ease with which the feed pump performs its duties and the little trouble we are having with the feed valves, etc., impresses me very favorably.

In regard to the claim made by some makers of boiler compounds (and reiterated by Mr. Tompkins in the April issue of The American Miller), that an effective compound can be made only after an analysis of the water which is in use, it would seem only necessary to point out that the incrusting solids in all waters are largely the same, consisting, as they do, of carbonates and sulphates of lime and magnesia. As the action of a boiler compound is to convert these phosphates so that they shall remain in suspension, or if deposited remain as a soft mud instead of hardening into scale, it would seem that a compound successful in one place would be so in another, although a difference in the other constituents might allow of a more economical admixture to obtain the same results.

That other than chemical agencies may be of use for preventing and removing scale is shown by the fact that many have been quite successful in using potatoes, kerosene oil, barks of various kinds of trees, and even wheat and rye bran, sugar and molasses. That some of these may have a chemical action on some of the ingredients of the scale on the boilers where used is possible, but their principal effect is probably that of coating the inside of the boiler with a substance like the starch of the potatoes and bran, which to a certain extent prevents the adhesion of the deposited matter to the shell and allows it to be blown out.

The success of Mr. Tompkins' plan of rain water purification might be possible in a rainy time, and where only one boiler was used to a large extent of roof, but it would have been a total failure in this part of the world for the last nine months from lack of the rain water. There are few engineers, too, who would like to blow their boiler off on Friday, or any other night, and immediately fill it up with cold water to repeat the operation on Monday night. If the supply of rain water could be secured, it would seem to be a much better way to fill the boiler with it after washing out, and then using it right along until it was all used up, instead of blowing it off to be wasted. In cases where the exhaust steam is used for heating, much pure water already warmed may be saved by piping the return back toward the boiler room, care being taken to separate the oil before the water is again pumped into the boilers. By this method not only would the boiler be cleaned and some fuel thereby saved, but there would be a greater economy on account of the heat which the purified water already contained.

* * *

THE MODEL FOREMAN.

I would like, writes Samuel A. Heins in The Metal Worker, to say a few words on the management of plumbing work and workmen. There is a great deal in managing workmen. In the first place, the foreman should be a first-class mechanic and high up in sanitation. Some foremen are naturally fitted for this position. They have a genius for it; it comes to them by nature. With others it is difficult, their natural temperaments are against them; they are perhaps too self conscious, a defect leading them, on the slightest occasion, to take offence; or they are liable to abstraction, which is another defect, preventing them from having their eyes open and taking a wide view. He must not be an absent minded man. A foreman may possess more intellect, be a deeper thinker and have greater experience than his more successful brother, but lack the knack or tact of the other. While with some to manage men is a natural instinct, with others it is an art to be learned. Happily that art can be acquired, and in a less or greater degree all foremen should study to acquire it. Indeed,

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it is indispensable to success in the position he holds. The ability to manage men and the exercise of it smooths the thorny path of management. The wheels of the machinery run with less noise and friction; there are fewer back lashes to endanger the cogs and throw the pinions of life out of gear.

A judicious mixture of firmness, fairness and urbanity is needful for success in managing men. To be fair while you are firm secures confidence in your judgment and in your character for straightforwardness. One can be firm without bluster; urbanity is not a sign of weakness, and it sugars the pill of command. Our greatest generals have been men of quiet demeanor, not given to superciliousness. The order to do a thing should be given with a due sense and knowledge or belief that the person ordered is likely to perform the duty imposed upon him. An unreasonable order secures its own defeat, and it is more discreditable to the person in command than to the servant.

A bond of sympathy should unite the manager and his workmen and it is the foreman who must weave it. Sympathy may well flow downward like water, but it also rises as water does when the tide is coming in. When the waters meet there is peace and a great stillness and a full sense of satisfaction. Where there is indifference the sympathetic waters recede and there is a barren strand littered with a noxious growth that poisons the air.

A QUESTION OF COMBUSTION.

Neither ordinary live steam nor "superheated" steam, says an English exchange, will heat a pipe thick and strong enough to convey it to a degree sufficient to produce a fire on wood, however dry. It will not even set charcoal aglow or in a blaze. But dry charcoal, when the heat is removed from it, being nearly pure carbon, will absorb oxygen from the air under favorable conditions so rapidly as to produce active combustion—that is, a glow or a blaze. The process of the origin of a fire from a steam-pipe is: The heat from a steam pipe will, in the course of time, char, or, as the chemists say, carbonize wood in contact or close to it. When this charring process extends to any depth in the wood it presents a surface full of fissures and cracks, thus exposing a large section to the action of the air. This process of charring drives the oxygen out of the charred portion and keeps it out while the heat is kept up. When the heat is removed the charcoal reabsorbs oxygen from the air, and if this action is rapid enough in a dry atmosphere, combustion is the result. This explains why fires in steam plants and buildings heated by steam that originate from steam pipes always occur after the pipes have cooled, generally during the night.

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ST. JOHN, NEW BRUNSWICK
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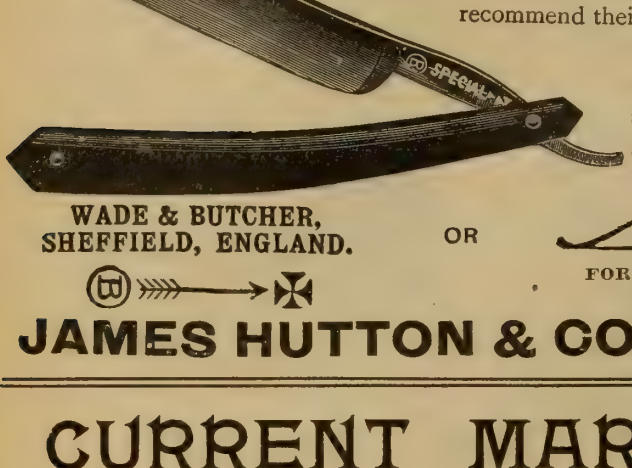


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CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

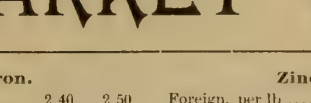
BLACKSMITHS' TOOLS.
"JARDINE"
Tire Upsetter
SALES SHOW A LARGE INCREASE EVERY SEASON.
A. B. Jardine & Co.,
HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, May 23, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16¼	0 17
Straits	0 16½	0 17

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.X	....	7 70
Raven & P. D. Grades		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 50	6 75
I.X., Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06¼	0 06½
" 26 "	0 06¾	0 07
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price.
Common Bar, per 100 lbs	....	1 80
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	2 25	2 30
Hoop " "	2 20	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
5/16 "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, 70 to 70 and 5 p. c.
Galvanized, 50 to 50 and 5 p. c.
Cast. soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams Mars' Best and Queen's Head	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05¼
Gordon Crown—		
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04½	0 04¾
28 "	0 04¾	0 05

NOTE. Cheaper grades about ¼ cent per pound less.

Chain

Proof Coil, 3-16 in., per 100 lbs	5 00
" ¼ " "	4 38
" 5-16 " "	3 50
" ⅜ " "	....
" 7-16 " "	3 15
" ½ " "	3 00
" 9-16 " "	2 90
" ⅝ " "	2 85
" ¾ " "	2 75
Trace, per doz. pairs	3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz. yards	0 13 0 50
Jack chain, double, per doz. yards	0 15 ....
Jack chain, brass, single, per doz. yards	0 20 0 10

Copper.

Ingot.

English B. S., ton lots	0 10	0 10½
Lake Superior	0 10	0 10½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 19
Spun, per lb	....	0 23

Wire.

Pure, in coils		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 02⅞	0 03
Domestic, per lb	....	0 02¾
Bar, 1 lb.	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE. Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE. Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros.' Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 13½	0 14
" " 100 lb. drums	0 12	0 12½
Burnt Sienna, pure, per lb.	....	0 08½
" Umber, " "	....	0 05
do. pure	....	0 08
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 12
" " lemon pure, 8 lb. tins, per lb	....	0 19
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 54
Boiled, per gal	0 56	0 57

Turpentine.

(In bbls,)

5-Barrel lots	....	0 44
1 " "	....	0 45

Castor Oil.

Best, per lb	0 06¼	0 07¼

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 45

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 35 and 40 per cent.

Belting.

Agricultural, 55 per cent.
No. 1, leather, discount 47½ per cent.
Standard, 37½ per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Ermine, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 70, 10, 5 to 75 per cent.
Tire, dis. ,60 to 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 70 to 70 and 10 per cent.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 65 to 70 and 5 to 65 and 5 p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 75 per cent.
Loose Pins, dis. 70 and 10 to 75 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 50 and 5 to 50 and 10 p. c.
Plate, dis. 50 and 5 to 50 and 10.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 per cent.
Canadian. dis. 35 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis, per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0 30

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 to 70 and 5 per cent.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge
6 to 10 in., per lb..... 0 03¾ 0 04
12 in. up, per lb..... 0 02⅞ 0 03

	Per doz. set.	
Screw, Eureka.....	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring.....	1 35	1 40
" Shepard's Samson.....	1 75	1 90

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 40 and 5 to 40 and 10 per cent,
Wrought Hooks and Staples, Amer., dis. 80 to 80 and 10 per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 60 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett.
Hay knives, spear point, L or T handle, 52½ p.c. dis.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern
   Basis—50 to 60 dy..... 2 10
   40 dy..... 2 15
   30 dy..... 2 20
   20, 16, and 12 dy..... 2 25
   10 dy..... 2 30
   8 and 9 dy..... 2 35
   6 and 7 dy..... 2 50
2. American pattern only—
   From 4 to 5 dy..... 2 60
   3 dy (lath)..... 3 0
3. Canada pattern only—
   From 4 to 5 dy..... 2 60
   3 dy (lath)..... 3 10
   3 dy, A.P. fine..... 3 70
   Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75, 10, and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75, 10, and 5 per cent. from new list, and in 1-lb. papers 75 and 10 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 14 0 15
Carbon safety " 0 17 0 18
Canada w. w. " 0 20 0 22
American w. w. " 0 00 0 25
S. r. seal, per gal..... 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 42½ to 45 p.c.
Miscellaneous, dis. 15 to 17½ p.c.
Bailey's Victor, 15 to 17½ p.c.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz..... 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per 100 lbs..... 0 01¾ 0 01⅞
Tins, lbs..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03¾
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ p.c. revised list.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 50 per cent.
Iron " dis. 55 and 10 per cent.
Tinned and black rivets, 55 and 10 per cent.
Burrs, iron, 50 and 10 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	8¼
¼, 5-16, ⅜ in	6	8¾
Cotton	11	12
Russia Deep Sea	12¾	13½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per lb..... 0 01½ 0 01⅝

SAWS.

Crosscut, McMillan & Haynes, per ft..... 0 40 0 70
"Empire," McMillan&Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz..... 0 00 7 50

SCALES.

Standard Manufacturing Co., 60 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 0 00 10 75

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinish, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
Acme..... 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 26

WROUGHT SPIKES.

Discount, 20 to 25 p.c.

SPOKE SHAVES.

Wood, English..... 1 80 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross..... 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 80 and 5 to 80 and 7½ p.c.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized, per lb.... 0 03 0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb..... 0 25 0 50
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... 3 50 5 00
Grind. per ton..... 15 00 18 00

TACKS, BRADS, ETC.

Leather carpet, 35 p.c.
Cut carpet, blued, gimp, dis. 60 p.c.
" tinned, dis. 70 p.c.
Swedes' iron, blued or tinned, dis. 50 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, dis. 62½ p.c.
" tacks, 45 p.c.
Clout nails, dis. 60 to 67½ p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails, dis. 60 to 65 p.c.
Trunk Tacks, dis. 57½ per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 62½ per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 p. c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 15 to 35 per cent. discount.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60 5 00

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb..... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55
Binding, Blue Ribbon..... 0 06¾ 0 07¼
" Red Cap..... 0 06¼ 0 06½
" Prison..... .... 0 00
Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized, 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 per cent. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05¾ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart..... 2 87½
Galvanized, 4 barb, 4 and 6 inches apart..... 2 87½
Galvanized, plain twist, all delv'd.... 2 87½
"Lock Barb," 4 point..... 2 87½
" Glidden, 2 point 2 87½
Galvanized Barb, "Lyman," 2 to 4 points..... 0 04½
Steel Staples..... 2 87½
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz..... 1 25 2

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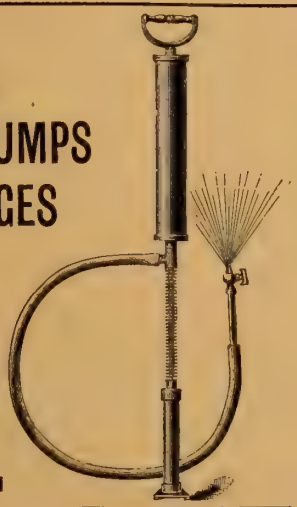
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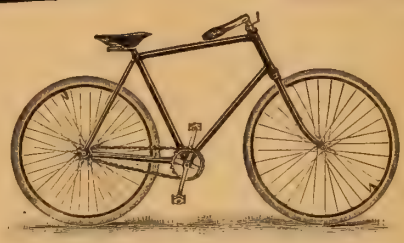
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By moving screw back a circular spray is again obtained. The Arc is made as represented by cut, in brass, handsomely finished and nickel plated.

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OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White), "Kinkproof," (Wire Bound), "Antimony," (Red), "Lion," "King," "Leader," "Fairy," (Cotton).

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HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, JUNE 8, 1895. No. 22.

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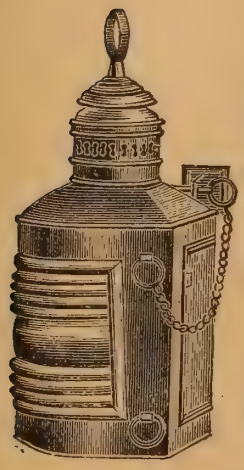
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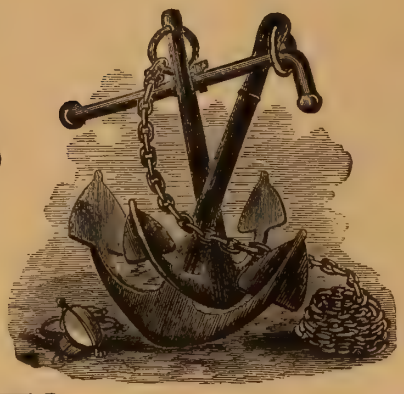
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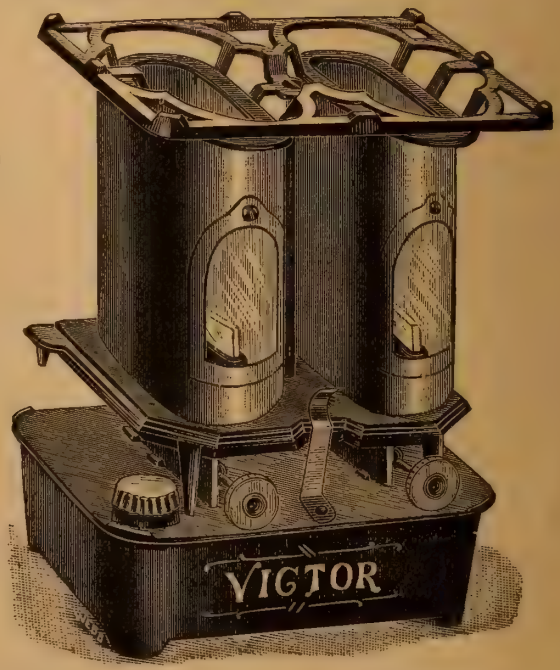
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Latest Improvements for 1895.

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Iron Bottom.

Daisy
Tin Bottom.



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Finish first-class. No smoke, no smell, but lots of heat.

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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED, SHEET AND SPUN METAL TRADES.

Published Weekly. $2.00 a Year.

Vol. VII. TORONTO AND MONTREAL, JUNE 8, 1895 No. 22

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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R. Hargreaves, Manager.
John Cameron, General Subscription Agent.

ADVERTISERS TAKE NOTE

In future all copy for change of advertisement must be in our hands not later than 5 o'clock on Thursdays in order to ensure insertion the same week. There will be no exception to this rule.

THE SCYTHE QUESTION.

WORD comes from Ottawa that Hon. Mr Wallace has taken up the scythe question again. This is gratifying, and seems to indicate that the confidence business men have in him is not misplaced, and that he rises above politics and endeavors to do his duty regardless of how it may affect the party. There are other ministers about whom we would like to make the same remarks.

In St. John, N.B., where some of the houses bring in a different make of scythe the same iniquitous ruling as to the prices at which they must be entered also applies, and the trade there express their intention of fighting the matter to the bitter end in the courts. One firm writes THE HARDWARE AND METAL MERCHANT that they themselves are willing to pay half the legal expenses of carrying the matter to the Exchequer Court, but it is to be hoped this will not be necessary.

The Welland Vale Co. are wishing they were well out of the whole thing. In the long run they will probably be the greater sufferers, for many of the jobbers feel very sore. As stated last week, they do not mind paying one or even two hundred per cent. duty if that is necessary and advisible, to develop a domestic industry, but they strongly object to being unjustly treated as they are under the "Hawthorne Tariff," as it is now called.

It has not yet come out how they worked the Government to secure the appointment of Mr. Hawthorne, but some of the trade say that it was part of a scheme in which several manufacturers were interested. By it they hoped to secure a complete monopoly of the trade in their particular lines in Canada by causing such valuations to be made as would effectually exclude foreign goods. Most hardware men believe in protection but strongly oppose a monopoly.

We have heard much of the enormous profits made by the Welland Vale Co. and its branches, and it appears they have fared much better under the National Policy than most other concerns. In fact, they are said to be "rolling in wealth," but of this we have no knowledge, save that their reports show that they have a cash surplus nearly as great as their entire capital.

Manufacturing concerns that pay little more than running expenses and a fair dividend these days are considered well off.

CAUGHT SHORT ON TACKS.

The very sudden decision of the tack manufacturers this week to advance the price of tacks came like a thunder clap. Nearly all the jobbers had allowed their stocks to run down low, expecting no change until the end of the month, when the quarterly meetings of the makers' association are to be held.

The latter, however, stole a march on them by calling a special meeting this week and reducing trade discounts, as elsewhere recorded.

The advance in prices is more than equivalent to an average rise of 6 to 7 per cent.

LARGE SALES OF PARIS GREEN.

Americans have been very large buyers of Paris green in Montreal this week, and have sensibly reduced the already small stocks on that market.

Some idea of the firmness of prices can be gathered from the fact that a large sale of two tons was made for shipment to Boston at 17c. net Montreal, and now holders want even more money.

HUMILIATING, BUT RIGHT.

Difficult is it to undo an unwise act, particularly after one's opponents have endeavored to make capital out of our foolishness. If we happen to be politicians the difficulty is still greater.

This is, no doubt, the situation Hon. Clarke Wallace was placed in when arraigned by his political opponents regarding the lamentable error he fell into when he sent Mr. Hawthorne to the United States to ascertain the price Canadian importers were paying for scythes, and, worse still, carried out his recommendations.

Mr. Wallace, no doubt, realizes that he made an egregious blunder. If he does not, he is far from being the kind of man we have hitherto held him to be. He is a business man, and a successful business man, and surely it cannot be possible that association with his present confreres has robbed him of that mercantile sense of former days.

In spite of the humiliation that must necessarily follow after the bitter criticisms of Sir Richard Cartwright and other political opponents, yet the path of duty is so clearly marked out for Mr. Wallace that he should not hesitate to follow it. Let him withdraw the obnoxious, unjust rulings.

It is better to swallow humiliation than ignore the right; and it is clearly a question of right in this matter.

FIRMNESS IN WHITE LEAD.

In the opinion of large jobbers white lead is likely to advance in price shortly, and very shortly at that. For some time past the manufacturers, it is claimed, have been turning out white lead with no profit to themselves. While they have not lost money on it, they have barely covered the cost of output.

Under these circumstances, of course, any advance in the raw materials means that the manufacturers must put up their prices or lose money on their product.

Now, as the supply of dry lead is somewhat short in the market, it is already beginning to advance in price. This means a rise in white lead within a few days. One Toronto dealer thinks the first jump will be one of ¼c. a pound, and is stocking up extensively in view of the improved market he expects.

SAD LACK OF FORESIGHT.

LEAVING aside altogether the question of diplomacy, it must be acknowledged that the Cabinet of the Dominion exhibited a lamentable lack of business foresight in its recent negotiations with Newfoundland.

It saw merely a bankrupt colony and the price it was asked to pay for taking it into the confederation.

Looking at the matter from these standpoints, $15,000,000 does appear to be an outrageous sum to pay. So similarly might argue the capitalist who proposes to invest in a new industry and who considers what is and not what is to be. The world of commerce is what it is to-day because men with capital saw by the eye of faith what there was to be. We would have had no Canadian Pacific Railway and the distant parts of the earth would not have been brought so near as they are to-day by cable and swift steamships, had men never looked beyond the to-day.

And had the Dominion Cabinet been composed of practical business men, instead of practical lawyers, Canada would not have allowed this, the best chance for many years and, it is feared, the best for many to come, of adding not only another province to the Confederation but of another member to her list of home customers to pass.

Of all customers, the home customer is the best, and whether we agree or not with the methods it has employed, that has been the avowed policy of the party now in power ever since it was handed the reins of Government by the people in 1878. But now the best chance for developing the home market it has had for many years has been allowed to slip through its fingers.

National aspiration alone, one would have thought, would have been sufficient to have consummated the union. In the days to come, with our nationality more developed, we shall recognize the value and importance of Newfoundland as a gateway from the Atlantic to the Dominion, whether the island is a member of the Confederation or not. If she is not, so much the worse for Canada.

But, dropping the national idea, and looking at the question from the dollar point of view, the case becomes all the stronger.

As Canada and Newfoundland are now situated each says to the other: "You cannot get your goods into this country unless you pay a certain tax." But in spite of that, our aggregate trade with Newfoundland last year amounted to $3,633,154, the largest since 1873. And if this can be done with a Customs barrier in the way, what may be possible with the exchange of commodities unimpeded by any such barrier? Most of us have not begrudged the money spent in subsidizing steamship lines to the Orient and to the Antipodes, but here is an investment right at our very doors that offers infinitely better inducements.

The proof: For the $864,000 worth of goods that we last year sold to Australia, Japan and China combined, we paid out 23 per cent. in subsidies; while for getting Newfoundland into the Confederation and securing a customer that even now buys annually from us nearly $3,000,000 worth of goods, we would be paying only a little over 19 per cent., capitalizing at 3½ per cent. the $15,000,000 asked by Newfoundland. In other words, it would cost us 4c. less to sell a dollar's worth of goods to Newfoundland than it now does to the three distant parts of the world above mentioned, not even allowing for the marked increase that would naturally take place with the island a part and parcel of the Dominion.

STAMPED WARE MEN IN SESSION.

The Canadian Stamped Ware Association held a meeting in the offices of R. & T. Jenkins, Toronto, on Thursday. There were represented: Thomas Davidson & Co., Montreal; McClary Manufacturing Co., London; Kemp Manufacturing Co., Toronto, and E. T. Wright & Co., Hamilton. No change in prices was made, the old figures being confirmed.

All the above firms, except Wright & Co., also met as the Milk Can Trimmings Association, but there again nothing was done beyond confirming the old figures.

The different manufacturers agreed, however, to advance copper pits 1c. per lb.

PLAIN WIRE DEARER.

The members of the Wire Association have been corresponding recently with a view to advancing the price of plain wire. On Wednesday last an agreement was reached, it being decided to reduce the discount 2½ per cent. This makes the discount 22½ instead of 25 per cent. as formerly.

SHORTER CREDITS.

The Montreal Wholesale Hardware Association held a meeting on Wednesday to consider the question of shorter credits. The meeting was largely attended, and the general opinion was that if some practical method could be suggested it would be a much needed reform. Eventually Messrs. T. J. Drummond, of Drummond, McCall & Co.; J. B. Learmont, of Caverhill, Learmont & Co., and Wm. McMaster, of the Montreal Rolling Mills, were named as a committee to confer with representatives of other associations and suggest some scheme upon which the desired reform could be carried out.

THE NEW TACK LIST.

AT a special meeting held on Monday last in Montreal, the Canadian tack makers decided upon a pretty general and radical reduction in trade discounts, which is equivalent to an advance of over 7 per cent. in prices.

With the exception of cut carriage, upholsterers', looking glass, zinc, cigar box nails, hame nails, patent brads, fine finishing, lining nails, saddle nails, tufting buttons, tin-capped trunk nails and zinc glaziers' points, all lines are altered. As will be seen below, the changes in many instances are 15 per cent.

The terms have been fixed at four months, or 5 per cent. off cash 30 days, f. o. b. Montreal, Quebec, Toronto, Hamilton, St. John, N.B., and Halifax.

Appended are the old and new discount lists and the reductions:

	Old dis. Per ct.	New dis. Per ct.	Reduc'ns Per ct.
Strawberry Box Tacks	65	60	5
Cheese Box Tacks, blued	65	60	5
Trunk Tacks, black	57 1-2	50	7 1-2
" " tinned	62 1-2	50	12 1-2
B. B. B. Iron Carpet, blued (in dozens	60	50	10
B. B. B. Iron Carpet, tinned (in dozens)	70	57 1-2	12 1-2
B. B. B. Iron Carpet, bright or blued (in kegs)	30	25	5
B. B. B. Iron Carpet, tinned (in kegs)	30	25	5
B. B. B. Cut Tacks (in bulk or dozens)	52 1-2	45	7 1-2
B. B. B. Cut Tacks, assorted ¼ weights	50	40	10
B. B. B. Cut Tacks, tinned	60	45	15
Swedes Cut Tacks, genuine, blued and tinned	50	same	.....
Swedes Carriage Tacks, American, blued and tinned	60	same	.....
Swedes Upholsterers', genuine	50	same	.....
Swedes Upholsterers', American, blued and tinned	65	60	5
" Carpet, blued and tinned	50	35	15
" Gimp, blued and tinned	50	35	15
" Lace, blued and tinned	50	35	15
" Brush, blued and tinned	50	40	10
" Pail and Miners'	50	35	15
Looking Glass Tacks	35	same	.....
Zinc Tacks	35	same	.....
Copper Tacks	57 1-2	45	12 1-2
Leathered Carpet Tacks	35	30	5
Copper Clout and Slating	62 1-2	50	12 1-2
Slating, do	50	same	.....
Trunk nails, black and tinned, up to 1 in.	65	55	10
Trunk Nails, black and tinned, 1⅛ and longer	60	50	10
Clout Nails, black and tinned, up to 1 inch	67 1-2	55	12 1-2
Clout Nails, black and tinned, 1⅛ and longer	60	50	10
Basket Nails	50	45	5
Chair "	50	45	5
Cigar Box Nails	45	same	.....
Hame Nails	45	same	.....
Patent Brads	50	same	.....
Fine Finishing	45	same	.....
Picture Frame Points	40	25	15
Lining Nails, in papers	15	same	...
" " in bulk	20	same	.....
" " solid heads, in bulk	42 1-2	same	.....
Saddle Nails, in papers	15	same	.....
" " in bulk	20	same	.....
Tufting Buttons, 22 Line	57 1-2	same	.....
" " all other sizes	50	same	.....
Tin Capped Trunk Nails	15	same	.....
" " " Rivets	15	same	....
Zinc Glaziers' Points	15	same	.....
Shoe Tacks	50	40	10
Shoe Nails, Hungarian Nails, etc.	37 1-2	35	2 1-2

NOT MUCH IN AUSTRALIAN TRADE.

MUCH vague expectation exists regarding the future of Canadian-Australian trade. Many of those who prophesy know literally nothing of the actual prospects, or the business conditions to be reckoned with in pushing trade. A representative of THE HARDWARE AND METAL MERCHANT happened to discuss the question with W. Smaill, manager of the Canada Horse Nail Co., Montreal, and drew from him considerable information respecting the chances in iron and hardware generally. Mr. Smaill visited Australia several years ago, and thoroughly covered every city and principal town in the five Australian colonies, New Zealand (both islands) and Tasmania. "We are at a disadvantage in distance," said he, "since in shipping via Vancouver we have a rail journey of 2,906 miles to count on, and if from Halifax, one of 756 miles. Montreal has only six months of navigation, and when a Montreal firm ships to Australia by New York, it means that you must put your goods f.o.b at New York to compete with the American shippers. The openings in Australia in hardware lines for Canadians are limited. Take nails for instance. No cut nails are used there, only wire nails, and it is well known that Americans produce cheaper wire than we do, and could if our price approximated theirs put wire nails f.o.b. at New York or Boston cheaper than Canadians.

"Another article is corrugated galvanized iron, which Australians use in a variety of ways unknown here, the roofs and sides of buildings being often covered with it. The imports are large, and with Canadian experience it is surprising we do not make it. As to our fencing wire, its export is affected by the same conditions that would govern a possible trade in wire nails."

"Does your own company not export horse nails to the Australian market?" Mr. Smaill was asked.

"Yes, some; but our goods go on their reptuation for quality, which usually brings a higher price for that alone, but we have to sell the Australian consumer at just the same price we charge our Canadian customers. Our nails have to compete with cheap nails sent from Europe, but here quality again helps the Canadian article. The Australians import chopping axes, and the American makers, especially Collins, have practically the whole of the trade. But there is no reason why Canadians, if they can meet their competitor in quality and price, should not get a share of the trade. In agricultural implements Canada already does some business, although English forms and patterns are still favored by the Australians. Waggons and buggies go there to advantage, and liquid paints are sold freely.

"In general hardware, such as cast iron goods, the export trade could not result in any advantage, because its volume would be small in every case. The Australians buy a higher class of goods generally than we do. Seventy-five per cent. of the goods sold by a Canadian merchant, such as door handles, hat and coat hooks, etc., would be cast iron either japanned or bronze, whereas in Australia the proportion would be reversed and the same goods would be brass. In the matter of table cutlery, the tendency here is to buy an attractive pattern at the lowest price, while in Australia it requires a maker of known reputation to get the trade, and quality is a primary consideration. The sheep shearing business there is an immense one. A Sheffield firm, Ward & Payne, are credited with exporting a million pair of shears in one season. This is natural when we remember that, according to the statistics in Government blue books, there are 100,000,000 sheep in the Australian colonies. The magnitude of this industry almost passes comprehension when one reflects that, assuming each fleece to yield 4 lbs, the quantity to export would be nearly 400,000,000 lbs., requiring a large fleet to transport it."

Mr. Smaill, during his tour, travelled 40,000 miles and systematically gauged the possibility of commerce with Australia, especially from the Canadian standpoint. An impartial survey of the situation leads to the conclusion that our trade with our trans-Pacific cousins must be very limited for some time to come. "One thing I am quite sure of," he remarked in conclusion, "that any Canadian manufacturer who wishes to open a market in Australia for his goods will do so better by sending a representative direct, one who is conversant with all the features and selling points of his own goods and able to appreciate those of others. I have no faith whatever in any commissioner or individual having the energy or ability to sell everything or anything, and to answer successfully all questions about a thousand and one things."

WE ARE ALWAYS RIGHT.

THE scheme for a blast furnace in Kingston is dead. A lengthy meeting of the Kingston City Council was held on Tuesday evening, June 3, and the report of the committee sent to the States to investigate the proposed plant to be put in, and to ascertain the financial standing of the promoters, was adopted. It recommended that the scheme be not entertained.

The committee learned that a plant of the character and capacity proposed could be erected for two-thirds of the sum demanded as bonus by the company. This is exactly in line with the argument of THE HARDWARE AND METAL MERCHANT some weeks ago. After the deputation got back to Kingston letters were received announcing the withdrawal of the principal capitalists, thus leaving Mr. H. G. Hamilton, the chief promoter, without persons of sufficient financial resources, in the committee's opinion, to warrant further negotiations.

In speaking to the report, Ald. Gaskin said that information had been received of a mill at Tacoma, erected by some of the parties interested in this scheme. It was to have covered fifty acres; it only covered one. It was to have employed 400 hands; it only employed 100. The committee, he said, did not want Kingston to be in the position of Tacoma. This also bears out the warnings in these columns to Kingston to see that its bargain was carefully drawn, so as to allow of no disappointments.

As to the question of whether the quality and quantity of the ore in the Kingston district is at the bottom of the failure to go on with the scheme, the committee intend to sift that matter thoroughly. It will investigate the whole subject by scientific assistance, and bring in a report on which future negotiations can be based. We have already stated that the Kingston ores are of a nature to amply justify the establishment of an iron furnace there, and no doubt the result of the investigation will confirm our view. However, it is well to be absolutely sure, and the Kingston authorities are quite right in their course.

We have no interest to serve except the true interests of the iron industry in Canada, and when any really sound proposal to establish a furnace turns up we shall cheerfully support it. But the break-up of the Kingston project so amply fulfils the fears of this journal that our effort to get at the real merits of all these schemes will be appreciated by the trade everywhere.

CHANGES IN WOODENWARE.

A meeting of the Woodenware Association was held on Tuesday last in the office of the E. B. Eddy Co., Hull, Que., when alterations were made in prices as far as they affected British Columbia, Manitoba, and the Northwest Territories, making prices now as follows:

Pails, 2 hoop,	per doz	$1.05
" 3 hoop,	"	1.20
Tubs, No. 0,	"	6.00
" " 1,	"	4.75
" " 2,	"	4.25
" " 3,	"	3.50
" 0, 1, and 2,	per nest	1.25
" 1, 2, and 3,	"	1.05
" 0, 1, 2, 3,	"	1.55
" 1 to 8,	"	1.90
" 0 to 8,	"	2.40

The following alterations in special trade discounts apply only to Ontario east of and including Sudbury, Quebec, Maritime Provinces: On shipments of carload lots and over, 22½ per cent.; amounting to $160 and less than carload lots, 20 per cent.; amounting to $80 and less than $160, 15 per cent.; amounting to $40 and less than $80, 10 per cent. On Nos. 0, 1, 2 and 3, tubs only, an additional trade discount of 10 per cent will be allowed, making discount as follows: Carload lots, 30 per cent.; shipments of $160, discount 25 per cent.; $80, discount 20 per cent.; $40, discount 15 per cent.

Terms are unchanged.

DROPS FROM THE EDITOR'S PEN.

Clean hands, figuratively as well as literally, should every clerk possess.

* * *

Enervating weather is no excuse for dirty stores or ill-displayed windows.

* * *

Business is a pleasure as long as the merchant is master of it and not slave to it.

* * *

Advertising is like everything else: If it is only half done, a full fruitage cannot be expected.

* * *

The man that does not believe good times are returning should see a physician, and at once.

* * *

There are business dyspeptics as well as physical dyspeptics, and the one, like the other, is never well.

* * *

Summer is a little too exuberant for our comfort at being released from the clasp of an unseasonable spring.

* * *

"Trade moves," remarks a contemporary. It does when business men put their shoulder to the wheel.

* * *

It is possible to drive business with antiquated methods; it is also possible to drive a nail with a broomstick.

* * *

The merchant who is unjust to his clerks is usually unjust to everybody else — his customers and himself included.

* * *

Clerks who exercise not their brains will not be required to exercise responsibility, if that is any consolation to them.

* * *

"I can get along alone now that I have secured a loan," is the way Newfoundland feels, if she does not so express herself.

* * *

Merchants who do business without reading a paper specially devoted to their trade, like mariners at sea without a quadrant, do not know "where they are at."

* * *

Experience is not a free gift; it must be bought with a price. And a pretty good price some of us have had to pay for the little experience we have obtained.

* * *

Had the Dominion Cabinet as much foresight as it has hind-sight Newfoundland would be drifting toward, instead of away from, confederation with the Dominion.

* * *

This is a nice free country, we must say, with the heat during the last days of May month and the first of June denying weary Torontonians the right to sleep.

* * *

Mr. Hawthorne has cut quite a swath with his scythes, but quite a swath will be cut in the Welland Vale Hawthorne unless the trade of this country is mollified ere many moons have passed.

* * *

A new warehouse in Paris has been built with glass floors. The feasibility of walls built with glass bricks has been discussed for some time. People who live in glass houses will evidently soon be able to throw stones.

* * *

You cannot judge how many frogs there are in a pond by the noise they make any more than you can the extent of a merchant's business by the bluster he exhibits.

* * *

Now that the Budget is disposed of it is to be hoped that members of the House of Commons will give serious attention to the budget of business matters that is awaiting their consideration.

* * *

"The Patrons should be free," says an exchange. Yes, they should be. But whether they are free or not they deny the right of others to be so. For instance, they arrogate to themselves the sole right to manage both the business and politics of the country.

* * *

The reputable trade paper is a gun that is always aiming straight for the buyer. All, therefore, that the manufacturer or wholesaler has to do is to supply the shot in the shape of a "catchy" advertisement The publisher pulls the trigger and sends home the shot.

IN THE WORLD OF ELECTRICITY.

There is a good deal of misunderstanding as to the degree of heat thrown off by the incandescent lamp, remarks N.Y. Journal of Commerce. An officer of the Austrian army has shown that an electric lamp of sixteen candle-power develops a maximum temperature of 94 degrees C., and a lamp of twenty-five candle-power a temperature of 10 degrees C. Two lamps placed in a cavity of wood developed a temperature of 215 degrees C., decomposed cannon powder and other explosives, but without detonation. The cavity was filled with water, which was brought to the boiling point in about fifteen minutes. The cumulative effect of heat is little understood by the majority of people. Many persons cannot be brought to realize, even in the face of almost daily proof, that a steampipe can cause a fire. They argue: "You can't set wood on fire under about 400 degrees F., and water boils at 212 degrees, so how can you set fire when you lack at least 75 degrees or 100 degrees of heat in your coils?" The solution of this little problem is that it is not wood that is set on fire; it is partially carbonized wood, which does not require, after arriving at that condition by a long process of daily heating, as high a heat as it formerly needed to break into flame. It is the same with paper and many other materials. It is dangerous to enclose the bulb of an electric lamp in any fabric, even as light as mosquito netting, and by this practice many fires are originated. Experiment has shown that an incandescent lamp globe closely wrapped with paper, so that no air can pass between it and the glass, will cause fire in a very few minutes. Another piece of testimony to the heat thrown off by an electric lamp is given by an electrician who was subject to cold feet. Being unable from this cause to sleep, one bitter winter's night he put two incandescent lamps into his bed and turned on the light. He avers that in a very short time he had as much heat at his disposal as would be given by a brick fresh from the oven.

KINGSTON BLAST FURNACES.

A Kingston, Ontario, advice says the blast furnace negotiations with American capitalists are off. The Council in its findings adopted the clauses: "That as it is a matter of the greatest moment to the city that the character and extent of the iron ore deposits in this district should be satisfactorily ascertained, as the committee is satisfied that no further steps can be safely taken towards the establishment of an iron and steel plant here till all questions as to the suitability of our ores are set at rest, the committee, therefore, recommends that it (the committee) be continued, with instructions to secure all available information as to the character and extent of the ore deposits of this district, and to negotiate with capitalists and secure proposals for the erection at Kingston of an iron and steel plant."

FIRE INSURANCE PROFITS.

According to the returns which the fire insurance companies doing business in Canada have made to the Government, the year 1894, like its two immediate predecessors, was one of heavy losses. There are thirty-four companies doing business here, of which six are Canadian, twenty-one British and eight American. The losses paid during the year aggregated $4,591,149. But when this is contrasted with the premiums received it will be observed that the business was highly profitable. The premiums aggregated $6,711,369, or $2,120,220 more than the losses. Thus, the companies had 33 per cent. of their receipts to pay cost of management and interest on investment. Since Confederation the fire insurance companies have received in premiums the enormous sum of $112,024,078, and paid out in losses $77,804,225, leaving a favorable balance of $34,219,853.

ROYALTY AT RODGERS'.

THE royal visit to Sheffield last month was a most successful one, the Duke and Duchess of York being received with enthusiasm. In order to inspect the famous manufactories of the place, three typical establishments were selected for visits. One of these was Joseph Rodgers & Sons'. The Duke and Duchess were received by Mr. Henry Seebohm, F.R.G.S., chairman of the directors; Messrs. Maurice Rodgers and John Rodgers, managing directors; Col. Creswick, director; Mr. Stuart-Wortley, M.P., and Lieut. F. Stuart-Wortley. The royal party made a tour of the premises. They looked keenly at every process being carried on. First they went to the ivory room where £12,000 worth of ivory from Africa, India and Egypt had been collected together. Then to a couple of rooms specially arranged so that the royal visitors could see the various processes in a small compass. A man named Skelton, who has been employed by the firm for 51 years, and whose son is a sub-manager in the razor department, was engaged in "setting in" the best ivory and pearl razors. A pen-knife cutler, whose work they closely inspected, was putting together knives which contained, under a clear horn handle, portraits of the Queen, and Prince and Princess of Wales, and an inscription commemorating the visit of the Prince and Princess of Wales in 1875. A cutler was also engaged on fine-class penknives—those of 2, 3 and 4 blades, and another just close to him was making scissors and shuttling knives, with a companion putting together sporting knives of the finest class, such as that which the Duke later carried away as a memento of his visit. The workman, Joseph Bramah, who was at work on dagger and bowie knives, is one of the cleverest men employed at this work, and the specimens of his skill, when sent to the Armourers' Exhibition in London, invariably took first prize. He is the maker of the finest Malay creeses seen in the showroom. Two workmen were engaged whetting penknives and setting razors to contrast the methods of work, and women all round a large table were employed in wrapping up recently manufactured articles. Scales of various materials —stag, buffalo, ivory, pearl and tortoise-shell—were on the table side by side. In one corner of the room the visitors narrowly watched the process of pen-blade forging, and hardening and tempering.

In the second room a hand forge was rigged up, and the actual forging of table blades was witnessed. John Merrille, a cutler, working at a bench close by, has been with the firm for 50 years, and worked as he did at the visit, hafting fine ivory table knives, when the Prince of Wales visited the works 20 years ago. A man next to him was drilling holes for the tang of the blade to fit in. Tom Thornton, a skilled decorator in ivory, on the next bench, was engaged making up "cans," the Sheffield term for the hollow part of the tusk which is here made into inkstands and candlesticks—both novelties in these forms, and both registered designs. The process of making paper knives from the small tusk was also proceeding, and a "stag carver" was engaged mounting best stag handles in silver for the most expensive class of carvers, and other men were busy making butcher and other knives in various kinds of handles.

Then a visit to the grinding room was made. At the grinding wheel the Royal visitors were shown all the various processes of grinding. Two men here—Crawshay and Methley—have been in the employment of the firm for more than 60 years. Hollow grinding—a specialty—has always been done by Messrs. Rodgers, and the visitors were enabled to contrast that operation with the work of plain grinding. Hunting, bowie and dagger blades were all in course of grinding, as well as table blades for carvers, for tea and coffee pruning knives, and for scissors.

After the party had inspected some of the most interesting relics and show articles in the establishment, Mr. Seebohm, the chairman of the directors, desired the Duchess to accept a novel etui, manufactured of a piece of tusk, polished with the bark on and mounted in 18-carat gold. It contains on an ivory tray, scissors, knife, bodkin and thimble, all of gold. The tray is supported on gold clips. On the cover is engraved the Crown and Rose. It is enclosed in a royal blue case, lined with white satin. To His Royal Highness Mr. Seebohm handed a beautiful sporting knife, with 18-carat gold scales, engraved on one side with the crown. Their Royal Highnesses graciously accepted these mementoes of their visit, and afterwards signed the Visitors' Book. Before they left Mrs. Maurice Rodgers, Mrs. Creswick, Miss Creswick, and Masters Joseph and Maurice George Rodgers, the last two representing the sixth generation of the Rodgers family, were presented to their Royal Highnesses. The various gentlemen in charge of departments visited by the Royal party were: Mr. Pilling, penknife department; Mr. Dewsnap, hunting knife and dagger department; Mr. W. B. Hadfield, table knife department; Mr. George Johnson, razor department; Mr. W. J. Cooper, electro plate department; Mr. H. Donaldson, show room; and Mr. F. Howe, stock room. Mr. E. Robbins, of the travelling department, and Mr. George N. Wilson, secretary, were also present.

The early-closing by-law will be strictly enforced in Berlin. Of late many merchants have disregarded it.

PARIS GREEN is
Sure Death



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Pure Paris Green

WE HAVE A GOOD STOCK OF

Berger's Genuine Deep Shade In all size Packages.

Also . . . .

Canadian Government Standard Green

As prices are likely to be very much higher you will do well to secure your supply at once.

WALTER H. COTTINGHAM & Co.

Largest dealers in Paris Green in Canada.

MONTREAL

HAMILTON TRADE GOSSIP.

BUSINESS continues to improve. People are firmly imbued with the idea that values are upward bound in earnest, and consequently they are buying with increasing freedom.

The Ontario Rolling Mills Company issued a circular to the trade on Monday, announcing an advance of $2 per ton in the price of bar iron. The base figure per 100 pounds is now $1.70 to $1 75. Steels have advanced 15c. per 100 pounds.

In keeping with the decision of the Tack Manufacturers' meeting, held in Montreal on Tuesday, the Ontario Tack Company, of this city, have advanced prices on their products all the way from 5 to 15 per cent. As is the case with a good many other manufacturers of staples, the Ontario Tack Company is well employed at the moment. I have been given to understand that tacks in the United States have advanced about 50 per cent. from the lowest point, and that wire nails have advanced 35c, being now quoted at $1.20.

Another Hamilton factory that is pretty busy at the moment is that of the Norton Manufacturing Company. This firm manufactures fruit, fish, lobster, lard, and baking powder tins, and just now are particularly busy making two or three special kinds of seamless tins, oval and round, for the salmon and lobster trade. "Last year," said the manager, "was the first year we catered for the trade on the Pacific Coast, but this season we are sending large numbers of tins out to the salmon packers there."

The B. Greening Wire Company, western agents for the Ontario Wire Fencing Company, of Picton, Ontario, report that this firm's netting is selling very freely. "The heavier sizes for garden fencing, made out of No. 16, are taking very well in some sections," said a representative of the Greening Company. "Our sales in both the farm and garden fencing far exceed those of last year." The B. Greening Wire Company carry stock of the Ontario Campany's netting, in both poultry and fencing.

Hoop iron has advanced 10c. per 100 lbs., now being quoted at $2 25.

Jobbers here were notified by wire on Tuesday by the iron pipe manufacturers that prices had again been withdrawn. It was only about three weeks ago that an advance of 5 per cent. was ordered, and dealers here are now anticipating a further appreciation of from 10 to 15 per cent.

The Hamilton Bridge Co.'s works are expected to be in full operation shortly. I understand they have their work cut out for them for some time to come, having some large contracts on hand, and are now only waiting the arrival of material to get into full swing.

Mr. Greening, president of the B. Greening Wire Co., is in England. He landed on Tuesday.

The steam shovel began work in earnest Monday, on the cut to the entrance of the tunnel for the T. H. & B, and business men are stealing half an hour occasionally to go out and see the machine scoop up two yards of earth at every lift and dump it into the cars waiting alongside.

Through the courtesy of W. Stewart & Son, the architects, I was permitted to take a peep at the plans of the station that is to be erected at James and Hunter streets for the Toronto, Hamilton & Buffalo Railway Co. It is to be of brown stone and pressed brick. It will have a frontage of 50 feet on James street and 165 feet on Hunter street. There will be four floors. The style of architecture is Romanesque, and the structure will be handsome and imposing. The arrangement of the building is excellent, access to each department of it being most convenient. The general waiting room will be 40 by 45 feet, while in the tower, which is to grace the southwest corner, will be the ladies' retiring room. But to the men the most interesting feature is the smoking room. This is an unusual thing for a Canadian railway station, but I understand that it is now the "proper thing" in the United States. The station is to be finished by August 23.

The T., H. & B. Ry. Co, are now running two trains daily from Hamilton, carrying freight to Brantford, Waterford, and all points on the M. C. Ry., and next week four trains will be put on, so that all shipments will be delivered next day. This gives Hamilton quick access to the trade covered by this system, and should be a great boon to the mercantile and manufacturing interests of the city. This new entrance into Hamilton has had great difficulties to contend against, notably the depression of the railway business the world over, and the difficulty in financing any scheme of this magnitude. That, however, is now fully overcome and the completion of the road an assured success. The continuation to Welland will be completed this fall, and the branch to Toronto next year, and possibly this.

MONEY TALKS.

A curious inconsistency
I've noticed in our maxims olden,
For one declares that "money talks,"
While one considers "silence golden."

Yes, "money talks," because the way
In which designers all have drawn them,
Coins can't keep still, you see, since they
Have woman's profile stamped upon them.

HOW TESLA CREATES LIGHT.

Between us and the sun, says a writer in April Century, stretches the tenuous, sensitive ether, and every sensation of light that the eye experiences is caused by the effect of five hundred trillions of waves every second impressed on the ether by the molecular energy of the sun travelling along it rhythmically. If the waves have a lower frequency than this 500,000,000,000,000, they will chiefly engender heat. In our artificial methods of getting light we imitatively agitate the ether so poorly that the waves our bonfires set up rarely get above the rate at which they become sensible to us in heat, and only a few waves attain the right pitch or activity to cause the sensation of light. At the upper end of the keyboard of vibration of the ether is a high, shrill and yet inaudible note—"light"—which we want to strike and keep on striking; but we fumble at the lower bass end of the instrument all the time, and never touch that topmost note without wasting the largest part of our energy on the intermediate ones, which we do not at all wish to touch. Light (the high note) without heat (the lower notes) is the desideratum.

Now, Mr. Tesla takes his currents of high frequency and high potential, subjects the incandescent lamp to them, and, skipping some of those intermediate wasteful heat stages of lower wave vibration experienced in the old methods, gets the ether-charged molecules more quickly into the more intensely agitated condition necessary to yield light. Using his currents, produced electromagnetically, as we have seen, to load each fugitive molecule with its charge, which it receives and exercises electrostatically, he gets the ether medium into a state of excitement in which it seems to become capable of almost anything.

THE WORLD'S RAILWAYS.

Statistics compiled by an English authority of the railways of the world indicate that the mileage is 406,416, or 1 mile of railway to every 3,516 inhabitants. The smallest railway mileage is possessed by Puerto Rico, which has only 11 miles; the largest by the United States, which, with 174,784 miles at the close of 1892, was far ahead of any other country. Next, but at a great interval, comes Germany, with 27,455 miles, followed by France, with 24,018 miles. The United Kingdom comes fourth with 20,325 miles, and Russia fifth with 19,653 miles. In Europe there are altogether 144,380 miles of railway; in North and South America 218,950 miles; in Asia only 23,299 miles, of which 17,768 miles are in British India; in Australia 12,685 miles; and in Africa 7,212 miles. The islands of Malta, Jersey, and Man have 68 miles; Hawaii has 58 miles, and Persia only 24.

Sunday was the hottest day experienced in Hamilton for many years. The mercury went up to 97½. Monday the thermometer registered 95.

PURE PARIS GREEN

(Government Standard.)

100 lb. DRUMS
1 lb. PACKAGES

50 lb. DRUMS
1-2 lb. PACKAGES

H. S. HOWLAND, SONS & CO.

37 Front Street West, Toronto.

WILL BE NO INSOLVENCY LAW.

Discussion in the Senate last week and the tenor of press despatches from Ottawa indicate that the Insolvency Bill will be smothered ere it is brought forth.

When the bill was laid over last session, the late Sir John Thompson, the then Premier, declared that it was merely for the purpose of giving those most interested in the measure an opportunity of acquainting themselves with the provisions before it finally became law, which would be at the ensuing session. This was to all intents and purposes a direct pledge that the session of 1895 would see an Insolvency Law placed on the statute book. And it was so understood.

In the assurance that this would be the case, the different Boards of Trade in the country and business men generally interested in the passage of the bill did not concern themselves in the matter.

But the results show how little is the confidence business men can place in the promises of a Government, which does not feel the needs of the mercantile community because of the lack of the sympathy born of a lively connection with the same. Where there is not knowledge there cannot be sympathy, and where there is no sympathy legislation in the interests of the trade and commerce of the country is not to be expected. This peculiarity is no more characteristic of the Conservative than of the Reform party. They are both weak in mercantile material.

And the fact that those who memorialized for an insolvency law last session of Parliament did not do so this is being used as an argument against the passage of the bill now before the Senate. Could anything be more absurd? It is patent to everybody why they did not memorialize. But had the advocates of an insolvency law been aware that any such card would have been played they would have shown a hand that would have compelled the opponents of the measure to play something better than they did if they hoped to win the game.

Had the Government been as earnest in the matter as it should have been the chances for the passage of the bill would be as strong as they are now weak. The pledge of Sir John Thompson was bequeathed to his successors, and if they possess that honor which men in their position should they will stand firm for the passage of the bill, as is the custom with ordinary Government measures.

PARIS GREEN

GOVERNMENT STANDARD

BERGER'S ENGLISH AND CANADIAN.

Sanderson Pearcy & Co.

61, 63 and 65 Adelaide Street West

TORONTO.

Now for **EXCELSIOR**

POTATO BUG KILLER

Sure Extermination. Nothing to Equal It.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West ***Toronto***

FIXED PURPOSE TO DO RIGHT.

MUNKACSY'S face of Pilate pictures the vexation and perplexity of a man "letting I dare not wait upon I would" at a most trying moment, remarks Golden Rule. We cannot help pitying the judge so poorly fitted to give, all unconsciously, the decision on which the world's future was to hang. We recall his ignorance of truth, the obstinate people that were clamoring before him, the cruel ruler that was over him. We pity him the more, as we can enter into his position, through ever having had to settle, in the midst of conflicting considerations, questions that were of great weight for ourselves.

Yet, throughout the whole, one thing stands out perfectly clear. We could forgive him if, between two courses, he had made a mistake as to which was the more expedient, or if, after long hesitation as to the side on which right lay, he had at last failed to hold the balance true. But from the first it is plain that as to the one question of duty he had no hesitation. He was a judge, and the man before him was innocent. About that he never wavers. The dream of his wife, the judgment of Herod, the unmistakable motive of the priests, the words of Christ—all agree with his own conviction, instead of shaking it. His whole debate with himself was an effort to confuse the one issue that was as clear as noonday. Of course perplexity followed. The same will happen to anyone that, into questions of belief, or of amusement, or of choice of a calling, or of conduct in any line, allows some other elements to enter when conscience has given a plain answer. It is easy to multiply mysteries about the simplest matters; but light enough to show which is our road is all we have a right to ask. While we wait for more the fog will shut us in.

This Roman's life was wrecked on this decision that meant so much for him, because impulse and not principle had been the rule of his life. In some matters, success seems at times to hang on the shrewdness that is ready to turn either way with equal ease. In matters of right and wrong, success belongs to him that is so fixed in purpose that he can go in but one direction. Whoever does not so burn the bridges of evil behind him as to make retreat impossible, will make no valiant fight. If the past makes it equally easy to choose either right or wrong, there are sure to be circumstances that will always make it easier to choose the wrong.

A NEW IDEA.

The Metallic Roofing Company, of Toronto, are now turning out what is practically a new product of the iron world. They are now making out of corrugated steel, iron arches for use beneath concrete and stone sidewalks. In case a merchant or manufacturer wishes to place a boiler or engine beneath a sidewalk, or otherwise use the space instead of building a brick support he can emp'oy these steel arches. The first shipment of these goods was made to Ottawa this week.

KEEP AT IT.

If you expect to conquer
In the battle of to-day,
You will have to blow your trumpet
In a firm and steady way.
If you toot your little whistle
And then lay aside the horn,
There's not a soul will ever know
That such a man was born.

The man that owns his acres
Is the man that ploughs all day;
And the man that keeps a humping
Is the man that's here to stay.
But the man that advertises
With a sort of sudden jerk
Is the man that blames the printer
Because it didn't work.

But the man that gets the business
Uses brainy printers' ink,
Not a clatter and a sputter,
But an ad. that makes you think;
And he plans his advertisements
As he plans his well-bought stock,
And the future of his business
Is as solid as a rock.

AN OXFORD ENTERPRISE.

Among the most enterprising and successful of the young business men of Oxford, N. S., who are doing much for that town, says an Amherst paper, are Chas. McNeil, C. D. Langille and Angus Hingley, of the Oxford Foundry and Machine Co. (iron and brass founders and machinists). Although only young men, they are full of the push and energy which is the essential element in building up a business, not only for themselves, but to find employment whereby many others may earn their daily bread. Unlike others who seek other lands in search of rapid gain, they are content to remain in their own country and help along its welfare. Since starting they have had a good run of work, and have just completed a pole r. ad locomotive and rolling stock for the Fossil Flour Co. of Portland, Maine, to move their produce from Bass River lake to the shipping port on the Bay of Fundy, a distance of ten miles. They also have a large order for the Dobson stone quarries. Engines of 6 h. p. in various styles, rotary saw mills in six sizes and repairs of all kinds of machinery are promptly and efficiently made. All three young men thoroughly understand their business in all its branches, nnd their work is always reliable.

ANOTHER LEAP, SAYS THE FROG!

The McClary Mfg. Co. are now making a line of coal or wood ranges, with 4 and 6 cooking holes; also coal or wood cooks, with 4 cooking holes, similar in design and working qualities to the "Famous Active" made by them last year, which gave such excellent satisfaction wherever used.

The ranges are made in six sizes, viz.: Nos. 8-16, 9-16 and 9-18, with 4 cooking holes; and 8-20, 9 20 and 9-22, with six cooking holes, all of which are provided with thermometers in oven door. The cook stoves are made in three sizes, namely, 8-16, 9-16 and 9-18, which are not provided with thermometers unless specially ordered. The complete line have all the most modern and useful appliances for perfect and economical baking and cooking, such as thermometer in oven door of ranges, showing exact heat of oven without opening the door, ventilated basting door in large oven door, which can be opened to examine baking without cooling oven; heavily cemented both top and bottom, giving all the good baking qualities of a brick oven; Duplex coal grates; fire box linings are easily changed for change in fuel, and many other minor improvements.

This company also state that this line will operate we'l in a slow chimney and will bake perfectly with one-third less fuel than an ordinary store.



Galvanized Cloth

For Evaporators
Apple Drying, Etc.

Perforated Sheet Zinc
and Hardware Grade Cloth

FOR FANNING MILL REPAIRS

Manufactured by

The B. Greening Wire Co., Ltd.

HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

Write for catalogue

LIKE THE SPRING NUMBER.

THE spring number of THE HARDWARE AND METAL MERCHANT got a favorable reception in Montreal, and the trade as a body speak highly of it. Some of the opinions are well worth record.

T. H. Newman, Caverhill, Learmont & Co.: "It is a first-class number and must be especially valuable to the retailer."

Mr. Brown, of the McClary Manufacing Co.: "That is a fine number you have got out."

Mr. McNaughton (Lamplough & McNaughton): "I consider that I have got all the worth of my money through your spring number."

Mr. Squire (Painchaud, Squire & Co.): "It is fully equal to The Ironmonger or any other trade paper. I like to see a lot of original reading matter and not extracts from other papers. The matter in the spring number is really first-class."

Many others spoke in the same strain, all making the point that the issue was ahead of the last special number. This is THE HARDWARE AND METAL MERCHANT'S motto: Always Forward.

Drummond, McCall & Co., Montreal, said of the special number of THE HARDWARE AND METAL MERCHANT: "It is a beautiful number, and the matter all through is most valuable and interesting. We congratulate you."

SOME TORONTO OPINIONS.

Vice-president Carrick, of the Gurney Foundry Co., having read the number through, expressed the opinion that it was an almost perfect one. He was highly pleased with its appearance, and the matter it contained.

Mr. P. L. McNally, manager for Sanderson Pearcy & Co., Toronto, expressed great satisfaction with the special number of THE HARDWARE AND METAL MERCHANT. "It is handsomely gotten up," he said, "and I intend to read it all through to-night. Several outsiders who have seen it were taken by its excellence, and propose subscribing for it."

A STEEL MAGNATE.

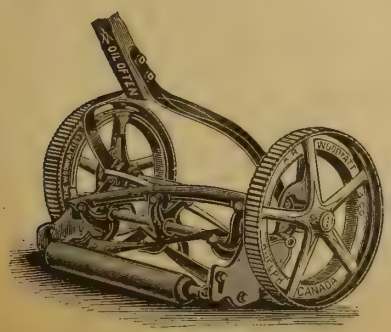
One of Great Britain's steel kings, Mr. Sydney Jessop Robinson, the general superintendent and managing director of Wm. Jessop & Sons Steel Co., Sheffield, paid Montreal a visit last week. Mr. Robinson has been making a tour of the company's agencies in the United States and Canada, having visited New York, Chicago, St. Louis, Toronto, Hamilton, etc. He was accompanied on his tour by W. F. Wagner, of Yew York, the American manager for the company. C. L. Baillie, of Toronto, the Canadian agent, accompanied both gentlemen, while in Canadian territory.

TURNED DOWN AGAIN.

THE HARDWARE AND METAL MERCHANT backs up the agitation inaugurated by the Board of Trade in favor of a 1-cent delivery rate for city letters. "Private companies," it says, "will deliver letters in any part of the leading cities at 50 to 80 cents a hundred, and they make money at it. Business men ask the Government, which should do it very much cheaper, to make the rate $1 per hundred, and they answer they would lose money. If the present Postmaster-General cannot pay expenses with a rate 25 per cent. higher than a private company makes money on, we should get a man who can." THE HARDWARE AND METAL MERCHANT predicts that the petitions and letters on the subject, though coming from the most influential merchants in Canada, will be pigeon-holed, because "business men, as a rule, do not figure in a Government's calculations."—Montreal Herald

Our prediction was correct. The Postmaster-General has announced that he will not pay any attention to these petitions He is a lawyer, and therefore not in sympathy with the business community. Is it not time the Boards of Trade gave the Government to understand they mean what they say? Until they do so business interests must suffer.

The Woodyatt Lawn Mower



Gives Every Satisfaction to Jobber, Dealer and User

Sold by all the Wholesale Trade

Manufactured by

A. R. WOODYATT & CO.

GUELPH, CANADA

U. S. LEAD IN 1894.

THE lead industry of the United States suffered during 1894, though not to the extent that was generally supposed, says The Mining and Engineering Journal. The decline was altogether in the output of silver-bearing lead from our western mines, and in the quantity of lead smelted here from foreign ores, while the output of soft or non-argentiferous lead from ores mined in Missouri, Kansas and Wisconsin increased largely, and the amount of foreign-smelted bullion refined here was also greater than ever before. Unquestionably the low price of silver was the chief cause of the decline in the output of our western mines. It is surprising, indeed, that this was not greater than 10,545 tons, for many lead-producing mines were closed and many furnaces were cold during the early part of the year.

The output of desilverized lead from domestic ores was 119,481 short tons, as compared with 130,026 tons in 1893 and 145,217 in 1892, which was the maximum ever attained here. On the other hand, the output of soft (non-argentiferous) lead increased from 31,369 tons in 1893 to 37,044 tons in 1894.

The net outcome was that in 1894 we produced 160,867 tons, as compared with 166,678 tons in 1893, and 182,677 tons (our maximum out-turn) in 1892. Considering the depressed condition of nearly every industry in 1894, and especially the injurious effect on western mining interests of the heavy decline in the value of silver, the production of lead in this country must be considered not only satisfactory but quite remarkable. Since the output during the last three months of the year was greater than in any previous quarter of the year, we may fairly conclude that our lead, like our zinc, and, indeed, all our other industries, has passed the bottom and is increasing more or less rapidly under present prices and conditions, and a large business may be looked for in the current year.

The fruit of our stupid policy of imposing a heavy import duty on lead in ore has been more evident during 1894 than heretofore. The decline in our imports of lead ores, and our greatly increased entries of bullion to be refined here, are evidence of the firm establishment and increasing capacity of the Mexican lead-smelting industry, which was created with American capital, as a result of our short-sighted policy.

The lead imported in ore amounted to only 19,748 tons, as against 29,270 tons in 1893, and 26,734 tons in 1892, while the foreign bullion refined here amounted to 40,345 tons, as against 35,000 tons in 1894. Under the present tariff law the duty on lead in ore is relatively higher than on lead in bullion, so that we offer a still further inducement to Mexican mine owners to do their smelting at home.

Our total imports of lead in pigs, bars, old and manufactured, amounted to 49,993 tons, of which 40,345 tons came in as base bullion to be desilverized and refined here; the greater part of this was refined in bond, but was afterwards entered for consumption and paid the duty of one cent per pound. The most of this bullion and nearly all the lead in ore imported during the year, came from Mexico, though a little came from Canada, where the Kootenay mines are being opened up, and promise to become important producers.

The real output of the Missouri and Kansas mines is not measured by the production of soft, or non argentiferous lead, for a good deal of the ore from these districts is smelted with western "dry" ores at the great refining works of the middle States.

The output of antimonial lead was only 4,337 tons in 1894, as compared with 5,283 tons in 1893, the decline in this keeping pace with the lessened treatment of western ores from which it is chiefly derived.

The accompanying table permits a comparison of the production of the different kinds of lead during the past five years. Fuller information will be found in the "Mineral Industry," vol. 3, which will shortly appear.

Year.	Stock of refined, Jan. 1.	Produced from U. S. Ores.				Smelted from foreign ores.	Imported in bullion for refining	Imported in other forms.	Stock of refined, Dec. 31.
		Desilverized.	Soft.	Antimonial.	Total.				
1890	8,000	106,066	31,103	4,896	142,065	18,124	*9,975	.....	10,000
1891	10,000	138,749	32,897	5,105	176,751	21,162	*4,615	.....	9,000
1892	9,000	145,217	31,655	5,805	182,677	26,734	*14,149	.....	5,500
1893	5,500	130,026	31,369	5,283	166,678	29,270	35,000	.....	5,991
1894	5,991	119,481	37,044	4,337	160,867	19,748	40,345	9,648	5,453

* Included refined and other forms imported.

The prices of lead in New York during the year were extremely low, varying between the maximum of 3.47½ cents per pound reached in April, and the minimum of 3.05 cents per pound in December, as given in our review of the markets published in January last.

DISCOUNTS.

TOO little attention is paid by retailers and even jobbers to the profits there are in discounts. One or two per cent. off for cash looks small, but in reality it is very considerable. If a man buys $10,000 worth of goods and gets 2 per cent. off for cash, he saves $200. Would he like to go out and pay $200 for $10,000 for 20 days or $20 for $1,000 the same time? No, he would say that it was bad financiering, and yet that's just what hundreds of business men are doing every day all over the country. To put it thus: "Nine dollars, 1 per cent. 10 days; 30 days net. Does it pay to discount such a bill? At first glance you would feel inclined to say no, but did you ever stop to figure? Of course, it's only 9c. Suppose I come to you and say, 'Will you oblige me with a loan of $9 for 20 days, provided I pay you interest at 18 per cent.?' You would not hesitate to comply with my request, that is, if my credit was good.

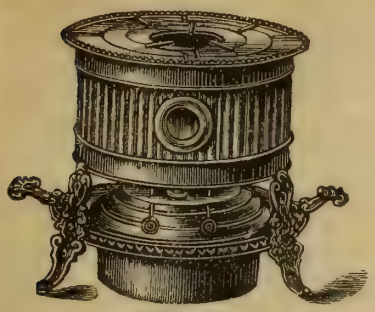
"Well, this is exactly what a jobber offers you when he says 'One per cent. 10 days; 30 days net.' Yes, he offers you 18 per cent. for the use of $9 for 20 days, and, what's queer about it, you ignore his offer, preferring to pay him 18 per cent. for the use of that amount for 20 days. You may say, 'Had I the money I would discount all my bills.' Why, you don't need the ready cash to do so. Now, let me ask you another question: Suppose I sell you a bill of goods with terms 1 per cent. 10 days, 30 days net, and you were prepared to pay at the end of 30 days. Now, suppose I offered you a discount when the bill became due, would you take it? Yes? Then, why don't you?

"To be brief, why don't you on the tenth day go to your banker and get the required amount for 20 days at 10 per cent., so that in reality you profit 8 per cent., as you pay the banker 10 per cent. and the jobber pays you 18 per cent."

IT IS A NEWSY PAPER.

Mr. G. A. Merrick, of Merrick, Anderson & Co., was in Montreal this week. He considers THE HARDWARE AND METAL MERCHANT a very newsy paper, in fact, it was too newsy sometimes for the jobbers, but must be of great value to the retailers. Mr. Merrick's firm are the North-Western representatives of Caverhill, Learmont & Co., of Montreal.

The G.T.R. shops at Stratford will be closed from June 18 to July 2.


GERMAN

OIL STOVES

German American and
French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

IS NEWFOUNDLAND UNION OFF ?

AT the last meeting of the Chambre de Commerce, Montreal, the important organ zation of the French-Canadian merchants, Mr. H. Laporte, the president, moved that the Chambre take action on the question of Newfound'and. The motion was not seconded, and the whole matter was referred to a committee. THE HARDWARE AND METAL MERCHANT'S representative subsequently called on Mr. Laporte to enquire what action was likely to follow. "You can see from my course at the meeting that I was then in favor of union, but I must say," he replied, "that the utterances of Hon. Mr. Bond, in interviews with the newspapers since, put a somewhat different face on the question. He represents Newfoundland, and he tells us that the confederation proposals are dead. The island has now succeeded in floating its loan, and if they don't want to join us, of course that alters the situation considerably. I am not prepared to say what action will now be taken in the Chambre owing to Mr. Bond's declaration."

We agree with Mr. Laporte that the views of Secretary Bond are not encouraging to the movement, and until some other explanation is forthcoming as to Newfoundland's attitude, it is difficult to pass over his announcement.

That differences of opinion are now likely to develop among the French Canadian mercantile community was inferred from the remarks of another prominent member of the Chambre de Commerce, spoken to by our representative, who said: "You will not find a movement in favor of annexing Newfoundland amongst our people. It would cost too much and add another needy province to the Dominion. We have enough of that kind already, and we do not want a dozen more members in Parliament seeking favors from the Government. Quebec is not in sympathy with such a thing. It would require too much money."

"But would not the increase of trade warrant it?"

"No, certainly not. Besides, there is the French Shore question. Do you want Canada to have a dispute with France on its hands? Canada could make no better settlement of that issue than England has unsuccessfully tried to effect. In fact, France will never give up her treaty rights there. After being dislodged from the whole continent this is her only remaining hold, and she will always retain it. Any forcible attempt to wipe out the treaty would bring on war, and how do you suppose the province of Quebec would feel in a war with France? It would be unsafe to precipitate such a condition."

We, however, believe this is not the view of the majority of the members of the Chambre de Commerce, who favor Canadian unity and growth of commerce just as strongly as the rest of the country.

It looks as if our Government of Lawyers, to whom business is a secondary matter, were going to lose the chance of adding a couple of millions to the trade of the country. No doubt Mr. Bond, himself a lawyer, has contributed to the difficulty by indiscreetly announcing in a Montreal paper that union was now dead. The Canadian commercial feeling was certainly in favor of paying a little more than Newfoundland was worth in order to promote union, to help a sister colony in need, and extend home trade. But the expectation was that the island would appreciate and meet this cordial feeling in the proper spirit. Canada does not want to thrust union on the island, and Mr. Bond, who does not share the enthusiasm of his chief, Sir William Whiteway, for union, has certainly done much to becloud the situation. This, however, does not shift the responsibilities of our Government to other shoulders. They must bear the stigma of signally failing, as yet, to carry out the opinion of the business community. We do nearly three millions in exports to Newfoundland already, and might with free intercourse do two more, but the Government neglects this chance, and proposes sending a commissioner to South Africa to which Canada sent last year just $45,000 worth of goods! Could folly further go?

Barb Wire Fencing
Truss-Cable Fencing
Plain Twist Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.
Orders filled the same day as received.

MARKETS AND MARKET NOTES

MONTREAL MARKETS.

MONTREAL, June 7, 1895.

HARDWARE.

BUSINESS has been active in many staple lines of hardware during the week, and the outlook is generally considered very hopeful for summer trade. The chief feature of the week has been the meeting of the tack manufacturers, at which a radical and pretty general advance in prices was decided upon. Particulars regarding this meeting will be found elsewhere, and also about the meeting of the Wholesale Hardware Association regarding credits. Active lines during the week have been wire, cut nails, tacks, churns, clothes wringers, etc.

WIRE—The wire market has been active, and both barb and smooth wire has moved out with considerable freedom. Discounts are unchanged at 60 days, or 2 per cent. off 30 days, prepaid freight on 500 lbs. and over, 18 extra on lighter spools than 75 lbs. each.

ROPE—There is a steady demand at unchanged prices. We quote: Manilla, 7-16 and upwards, 8 to 8½c., and smaller sizes, 8½ to 9c; sisal, 5½ to 6c., and deep sea line, 14 to 15c.

CUT NAILS—A good active trade is doing in cut nails both from first and second hands. The base price is $2.10 per package for Montreal and Ontario points, freight charges prepaid on 10-keg lots to points where the freight does not exceed 25c. per 100 lbs, rebate of 10c. per keg on car lots.

WIRE NAILS—A good jobbing trade is noted in wire nails. Discounts are: 75, 10 and 5, except on 1-lb. papers, which are 75 and 10 per cent.

HORSE NAILS—Business quiet and unchanged. The discount is 60 per cent. off the list on standard marks.

TACKS—The sudden advance in price decided upon this week caught most of the jobbers short of tacks. The new discounts are: B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 37½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent; copper, clout and slating, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—Business fairly good with prices unchanged.

CHURNS—There is a moderate trade in these on sorting up account.

WARE—White ware and Peerless are only called for in a small way.

GARDEN TOOLS—In these the active line is lawn mowers, but there is a fair enquiry for other tools also.

HARVESTING TOOLS—Meet with a moderate demand.

ICE CREAM FREEZERS—Furnish an active trade at steady prices.

PLUMBERS' SUPPLIES—Without special feature.

CUTLERY—There is a fair trade in pocket and toilet cutlery, but table cutlery rules quiet.

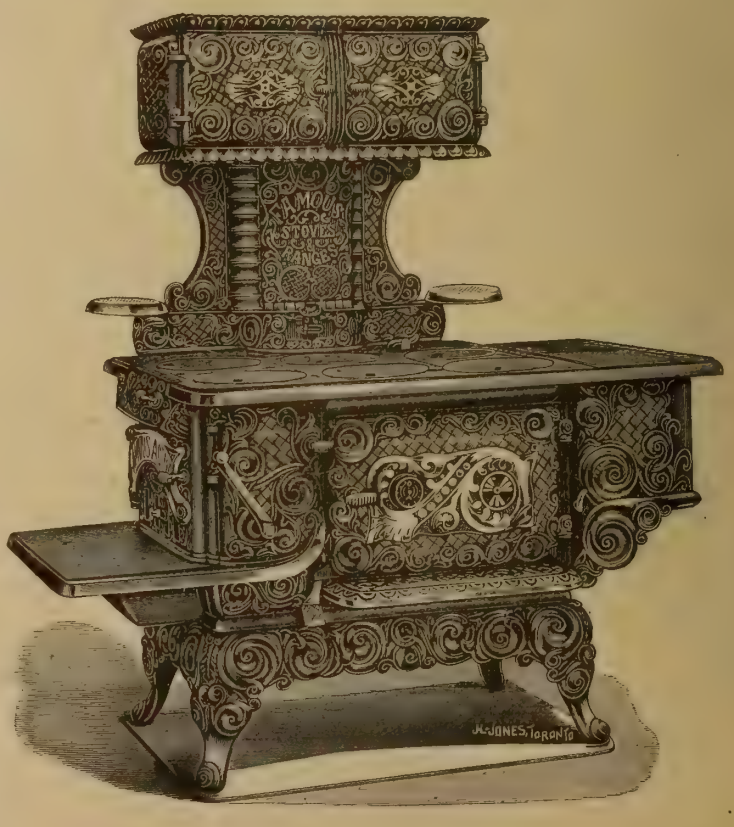
SPORTING GOODS—Orders for ammu-

To The Stove Trade

Are you aware of the great variety of lines we manufacture? Our lines are so varied that, with the control of our stoves for a district, the dealer **is independent.**

We have, this year, in our Famous Active Ranges and Stoves, the finest line of one design ever made in Canada.

WE SELL ONLY TO THE REGULAR STOVE TRADE, AND WILL PROTECT ALL DEALERS IN THE TERRITORY THEY CONTROL. WE WILL NOT SUPPLY GOODS TO BE SENT INTO ANOTHER AGENT'S TERRITORY.



THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver.

nition keep coming in. Other lines are quiet.

WIRE CLOTH—Screen doors and blinds and wire cloth have been in fair demand during the week.

CEMENT—Foreign advices on cement are stronger and prices point higher. We quote: English brands, $1.90 to $2; Belgian, $1.80 to $1.90.

FIREBRICK—There has been an active demand in firebrick at firm prices, $15 to $21 per 1,000.

METALS.

The heavy iron and metal market has shown rather more life this week and values on several of the leading lines exhibit a steadier tendency. This is noticable in the case of domestic pig and bar iron, both of which are on a firmer range.

PIG IRON—There has been rather more doing in pig iron during the week, one large lot of 1,000 tons domestic being put through at an inside figure. Canadian is quotable now at $15.50 to $16 25, as to quality; Summerlee, $19 to $20; Eglinton, $18; Carnbrae, $18, and American $18.

BAR IRON—The bar iron market is firmer in tone this week, a leading firm of makers notifying their patrons that $1.60 was now their base price. We quote, therefore, $1.60 to $1.65 as a range, the inside for car lots.

TIN PLATES—Rather more business has been doing and prices are steady. We quote: Cokes $2.60 to $3, and charcoal $3.25 to $3.75.

TERNE PLATES—Steady and unchanged at $5.75 to $6.25, as to grade.

CANADA PLATES—The feeling on these is steady, and no jobbing lots can be had for less than $2.10, but we quote $2 to $2.10, as to quantity.

SHEET IRON—A quiet trade is to note in these at $2 to $2.20.

IRON PIPE—Makers have reduced discounts 5 per cent., the rate now being 70 and 5 on black pipes and 50 and 5 on galvanized.

INGOT TIN—The excitement in foreign markets has subsided, and prices here are unchanged, under a quiet demand, at 17½c.

LEAD—There is no change in lead, which we quote at $3.

SPELTER—Featureless but steady at $4.50 to $4.75.

SHEET ZINC—In a small way business fairly active at $4.50 to $4.75.

ANTIMONY—Quiet and unchanged at 10c.

HOOPS AND BANDS—Some good-sized lots of Canadian are going forward at $1.90 and we quote $1.80 to $1.90, with imported $2 to $2.15.

GALVANIZED SHEETS—Demand keeps up well for No. 28 gauge at steady prices, $4.20 to $4.25.

COPPER—There is no change in copper, which is quotable at 10½c.

SHEET COPPER—Quiet and steady at 16c. to 25c., as to grade.

PAINTS AND OILS.

Demand for all lines in this department is good and the general tone is very firm.

LEADS—Demand for these has been good at the advance. We quote: Government standard, $5.25; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4½c.; red lead, pure, 3¾ to 4c.; zinc white, pure, $7.25.

LINSEED OIL—The feeling in this oil is firm at the recent advance, and we quote 58c. for raw and 60c. for boiled.

SEAL OIL—Prices are steady at 40 to 45c.

COD OIL—Business quiet and prices steady at 37½ to 40c. as to quality.

CASTOR OIL—Firm and unchanged at 6½ to 7c.

SHELLAC—The feeling on this is firm, another advance of ½ to 1c. per lb. being noted this week at primary markets.

GLUE—The feeling in glue is firm.

TURPENTINE—Quiet and firm at 47c.

RESINS—These are unchanged. We quote: Resins $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

There is a good trade doing in glass at

Horse Fly Nets

Fly Exterminator "HOSMER'S"

Hosmer's Axle Grease

M. & L. SAMUEL, BENJAMIN & CO.

WHOLESALE HARDWARE MERCHANTS

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

.... Toronto

MONTREAL MARKETS—Continued

$1.15 to $1.20 for first break, and $1.25 to $1.30 for second.

CHEMICALS AND DYESTUFFS.

Business good for the season. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2.15 to $2 75; ditto, 70 per cent., $2.40 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

Quiet and firm at the advance noted last week. American, 18½ to 19c., and Canadian. 14¼ to 16c.

HIDES.

The firmness in hides is maintained, prices advancing another ½c. this week. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and are selling at an advance of 1c. on these figures to tanners. Calfskins are firm at 8c., and lambskins at 25c. each.

TALLOW.

There is no change in tallow, which we quote at 3c.

WOOL.

The wool market is steady and unchanged. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 25 to 31c.; Canada pulled wool, 20 to 21½c. for supers and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 9 to 11c.

ASHES.

Receipts of ashes are small and the market quiet and steady at $4.10 for first pots, and $3.75 to $3.80 for seconds, and pearls $5.65 per 100 lbs.

MONTREAL TRADE NOTES.

Iron pipe has been advanced.

Tacks are higher all round on staple lines.

The feeling in bar iron is firmer, the Montreal Rolling Mills notifying their customers on Monday that $1.60 was their base price.

Liverpool advices quote leads 5s. to 7s. 6d., which is a considerable advance.

Messrs. Parmenter & Bulloch are packing copper belt rivets and burrs, manufactured from best selected Lake Superior copper, in cartoons, containing ten half-pound boxes, assorted sizes three-eighths to three-quarters long, No. 8 gauge, and are finding a large sale for them.

The James Robertson Co., Ltd, have commenced operations for the purpose of opening up a new plant for the exclusive manufacture of dry colors, owing to the large demand in this line and the increased volume of business in the present lead and color departments. They have engaged the most experienced and practical man they could find in the United States to take charge of it, and expect when it is completed to have one of the best equipped color works on the continent.

The Alabastine Co. have had the most successful season this year of any in its existence. The sales of "Potato Bug Finish" have been enormous, compelling them to run their factory night and day. "The Alabastine trade is several points ahead of last season," writes the firm.

Beware of Worthless Imitations.



We also manufacture EMBOSSED STEEL CEILING.

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers
METALLIC ROOFING CO., LTD.
84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

TORONTO MARKETS.

TORONTO, June 7, 1895.

HARDWARE.

CONFIDENCE continues to develop; and with prices appreciating this is only a natural concomitant. Some of the associations have been holding special meetings during the week, and several changes have been made in prices as a result. Plain wire is 2½ per cent. dearer, and wire nails have been marked up 5 per cent. A general and marked advance has taken place in tacks. The only association which has made a reduction is that of the woodenware manufacturers, and that is, of course, not a metal association. Particulars of this change will be found elsewhere. Wire nails continue in demand. Business is improving in clothes wringers, "Peerless" ware, ice cream freezers, plumbers' supplies. The demand for green wire cloth is greater at the moment than the manufacturers are able to supply. Poultry netting on the other hand, is quiet. Payments continue to improve, being now fairly good.

WIRE—The increased trade noticed last week continues, orders for both plain and barb coming in more frequently. The price of plain wire has been advanced 2½ per cent., the discount now being 22½ instead of 25 per cent. Terms remain as before. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs and over, with 18c. extra on spools lighter than 75 lbs. each

ROPE—Business is fair at unchanged prices. We quote: Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—There is no change to note either in regard to volume of business or prices. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on ten-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—The manufacturers have advanced prices 5 per cent., the discounts now being 75 and 10 per cent., and 75 and 5 per cent. in 1-lb. papers. Manufacturers appear to have all they can do to supply the demand.

HORSE NAILS—There is no change to note. Discounts, 60 per cent. off list for "P.B.," "M." and "C."

TACKS—There has been a nearly all round change in the discounts, as noted elsewhere. Trade continues active. Discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 25 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

CLOTHES WRINGERS—Trade is picking up a little, and prices are as before—$27 to $27.50

CHURNS—Business is still of a sorting-up nature. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

WARE—In Peerless ware trade is improving nicely. Stocks of white ware are arriving, and business in this line is also getting more satisfactory.

LAWN MOWERS—Trade continues good, and compares favorably with that of last

year at this time. Discount, 30 and 12½ per cent. off the list.

RUBBER GARDEN HOSE — Jobbers are experiencing the same difficulty as before in procuring supplies of "Phœnix" and "Lion" brands. It is claimed the manufacturers are two week behind with their orders. Discounts: "Lion," 70 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE CREAM FREEZERS—Are going out nicely at discount of 60 per cent. for the "Gem."

PLUMBERS' SUPPLIES—While no change has taken place in figures, the price of brass goods is firmer. Trade is improving, and quite a number of steel-clad baths are moving.

CUTLERY — Trade is keeping fair, but there are no special features to note.

SPORTING GOODS—There is the usual quantity of ammunition going out, but guns and rifles are at a standstill.

POULTRY NETTING—Stocks are rather low, and the staple sizes are still in good demand. Discounts remain as before, at 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—It seems almost impossible to supply the demand. A large proportion of the retailers in both city and country have been re-ordering, thus showing that the demand is exceeding anticipations. As soon as fresh stocks arrive they appear to be mostly taken up in filling back orders. We quote: $3.40 to $4 15 for windows, and $9.88 for doors.

GREEN WIRE CLOTH—Is going out briskly, and jobbers have found it necessary to duplicate their orders. Price, $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

LEATHER BELTING—Trade somewhat on the quiet side. Discounts: "Extra," 45 per cent.; "Standard," 45, and No. 1, 55 per cent.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4 50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

The tendency of the metal market is still upward. Pig iron continues to gather strength, and bar iron is up 10c. per 100 lbs. Iron pipe is firmer. Solder is being held at higher figures.

PIG IRON—Rogers, Brown & Co., Buffalo, report the Toronto market for American pig iron as follows: The week has shown an active market, with increasing sales in general foundry coke iron. Some slight advances have been made by individual furnaces and in special grades which happen to be more heavily sold than others. A feature in the trade which has long been lacking, is the re-entering the market of buyers who were supposed to have purchased their full requirements, but gaining confidence in the future are placing additional orders for the same kind. The demand may be called good and the tone of the market strong. We quote on the cash basis f. o. b. cars Toronto in bond: No. 1 Foundry strong coke iron, Lake Superior ore, $13.00; No. 2 Foundry strong coke iron, Lake Superior ore, $12.50; Jackson County silvery No. 1, $15 75; Lake Superior charcoal, $15.00; Southern soft, No. 1, $12.00.

BAR IRON—The base price is 10c. per 100 lbs. higher than a week ago, the figures ruling now being from $1.70 to $1.75. Trade is active.

SHEET STEEL—Trade is only fair in this line at unchanged prices. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24 $2.85; 26, $3 10.

SHEET IRON—Demand continues to increase for black iron. Prices are as before at 5¼c. for 24 gauge in case lots.

PIG LEAD—Trade continues fairly active and prices firm at 5c. for ton lots and 3¼c. for small lots. N.Y. Daily Metal Market Report of Wednesday: "A further advance in the London market to £10 10s. is to be noted, and bids for spot here have been advanced to 3 25c.; sellers at 3 30c. A fairly good damand from consumers is noted, with firmer markets and decreased offerings in the western primary markets.

LEAD PIPE—Trade is moderate and without special feature. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Trade in shipments from stock is good, and import orders are coming in freely. Prices rule at about $4.20 for Gordon Crown and Queen's Head brands, 28 gauge.

INGOT COPPER—Trade has fallen off considerably during the past week, but there has been further appreciation in prices, 11c. now being the quotation for ton lots and 11¼c. for small lots, an advance of ¼c. per lb.

INGOT TIN—Business is fair, and we quote Lamb and Flag and Straits, as before, at 17½ to 18c. in small lots. London values on Wednesday declined 2s. 6d. from the previous day's close. The New York market, however, was a little higher. The N.Y. Daily Metal Market Report of Wednesday said: "The demand from consumers is not as good at present writing as it was a week or ten days ago. Speculators, however, continue to give support to the market."

IRON PIPE—Some of the American manufacturers have again withdrawn quotations and further advances are looked for. Figures quoted by jobbers are still only subject to acceptance by return mail. The last quotation for American pipe, large sizes, was 70, 70 and 5 per cent.

SHEATHING COPPER—Unchanged, at 15½ to 16c. for turned and 14 to 14½c. for plain.

SHEET BRASS—Trade is fairly active at 20 to 30c per lb.

SHEET ZINC—Trade continues fairly brisk for small lots. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Trade remains fair at unchanged prices. We quote: Domestic—Galvanized, 30 gal., $5.75; 35 gal., $6 75; 40 gal., $7.75; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Much as before. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade is fairly good, with the demand principally for 20 x 28 in the different weights. Import orders are also being freely booked. We quote: Coke, 14 to 20 gauge, $3; for sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.25 to $3.50.

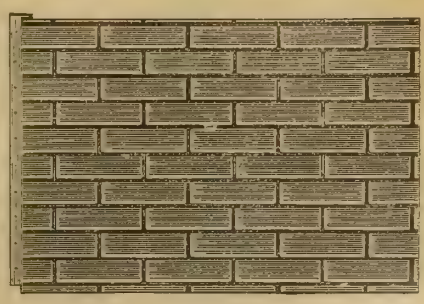
SOIL PIPE—Business is still quiet. We quote: 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—The demand has fallen off materially during the week. Stocks are complete and prices unchanged at $6 for "I.C."

HOOPS AND BANDS—Trade remains active. Base price is unchanged at $2.10.

ZINC SPELTER—Domestic is being held

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

higher at 3½ to 3¾c. in small lots ; imported, 4 to 4¼c.

CANADA PLATES—From stock there is very little doing, but import orders are being steadily booked on basis quoted last week. We quote : Half-polished, $2.25 to $2.35 according to quantity ; 60-sheet boxes, 10c. per box advance ; 75-sheet boxes, 25c. advance over 52's ; 20 x 28, $2.50.

SOLDER—Continues in good demand at unchanged prices.

ANTIMONY—Continues quiet and featureless at 10 to 10½c. per lb.

GLASS.

The glass trade keeps up very well, and the fact that a lot of import orders are late makes the situation better than it otherwise would be. This latter incident does not seem to affect trade a great deal, it being evident that glass, although ordered mainly in the spring, is really wanted for the fall trade, and that while some really are in need of glass now, a great many more will appreciate a late arrival. As a rule, however, all import orders are delivered by June 1, or thereabouts, while this year it will be fully a month later before the transactions are closed. The causes of the delay in the arrivals of glass are the Belgium strikes, which, though almost settled now, still keep prices firm. Under the circumstances present low prices are not likely to be maintained. Plate glass is quiet and fancy not much better.

PAINTS AND OILS.

Business on the whole is better.

WHITE LEAD—The demand is about the same as a week ago, with a little improvement in imported brands. English quotations are higher, and it is likely that prices will advance all round ere long. We quote at present: Domestic, 4¼c.per lb.; English, 5¾ to 6c.

PUTTY—Very little is going out at unchanged prices, viz.: $1.75 to $1.85 for bladders in barrels, and $2 25 in cases.

PARIS GREEN—Is rather more active, some dealers buying when they can get "green" in face of higher prices. Prices still run from 18 to 22c.

PREPARED PAINTS—The situation is unaltered, $1 being still asked for pure.

LINSEED OIL—In good demand at a firm price. We quote : 53 to 54c. for raw, and 56 to 57c. for boiled, f.o.b. Toronto.

TURPENTINE—While quotations in the south are unchanged, the price in Toronto has dropped to 43c. Dealers say that this low figure cannot hold.

CASTOR OIL—No change in the situation is noted. We quote: Cases, 6 to 7c.

VARNISH—On the quiet side, except for cheap lines.

OLD MATERIAL.

Trade is brisker. Rubber has advanced, but other prices are the same as quoted last week. We quote as follows : Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 4 to 4 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.; old rubber, $3.50 per 100 lbs.

SEEDS.

The season is practically over, and no trade is being done. The jobbers' prices quoted are merely nominal. We quote : Red clover, $6.15 to $6.50 ; alsike, $4.20 to $6 ; timothy, $2.90 to $3 50 per bushel

HIDES, SKINS, WOOL AND TALLOW

HIDES—Stocks are light, and the demand is active, but there are no changes in prices. Greens are quoted at : No. 1, 8c.; No. 2, 7c.

SHEEPSKINS—The supply is falling off and lambskins and shearlings are more plentiful. Sheepskins are worth $1 to $1.25, lambskins 25c. and shearlings 15c.

CALFSKINS—Unchanged. We quote 8c. for No. 1 and 6c. for No. 2.

TALLOW—Still dull. Jobbers give 5 to 5½c., and sell ½c. higher.

WOOL—Is coming in freely at country points. Seventeen to eighteen cents in some sections and 18 to 19c. in others are the ruling prices. For round lots of selected wool 19 to 20c. are the top prices.

PETROLEUM.

For the first time since the recent period of rapid advances a halt has been called in petroleum, and prices are now down a cent on all lines. The decline is due to the easing up of crude both in Canada and the United States. There is no evidence that the market is likely to break, dealers holding that prices will not go lower, and may go higher. The high prices have stimulated production, which in a slack season results in a lowering of prices. We quote, in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO MARKET NOTES.

H. D. Bibby, hardware, Kingston, Ont., has sold out to E. B. Loucks.

The business of Geo. Robinson, bicycles, Kingston, Ont., is being liquidated by A. Chown.

The E. B. Eddy Co., Ltd, is asking for tenders for single and double leather belting.

Jas. D. Webster, assistant superintendent of the Grand Trunk Railway, has placed in one of the C. Wilson & Son patent refrigerators, it has all the 1895 improvements for preserving meat and vegetables.

The Metallic Roofing Co. have secured contracts to supply the material for several more iron elevators in Manitoba.

Wire nails have been advanced 5 per cent, the discount now being 75 and 10 per cent., and 75 and 5 per cent. in 1-lb. papers.

Stewart & Wood report the receipt of a large shipment of English linseed oil, raw and boiled, and also a consignment of castor oil.

The McClary Manufacturing Co. report that the demand for refrigerators and ice cream freezers these days is exceedingly active.

The Ottawa Electric Railway Co. have purchased the Richmond road through Hintonburg. The company will build its line to the Experimental Farm

George Pearsall, a retail hardware dealer at Yonge and McGill streets, Toronto, has undertaken to grind his own paints. He is putting them up in sizes from half pint to one gallon.

The Detroit River and Erie Railway have ordered a 50 ton railway track scale from C. Wilson & Son, of the Toronto Scale Works. The scale will weigh to a fraction of a pound, up to full capacity of a loaded car.

The Magnolia Metal Co., of New York and Chicago, report that their business during the month of May was the largest during the past two years, and that they have abundant evidence of a general revival in business. As their business is largely with mills and manufacturers in all parts of the country, this is one of the best indications of the improvement which has been so long looked for.

UNITED STATES MARKETS.

NEW YORK, June 7, 1895.

PIG TIN—The market was exceedingly dull. Hardly as much as an effort was made in the speculative line and most reports were to the effect that business with out-of-town dealers and consumers was moderate Lower London cables had a certain amount of unfavorable influence, but lack of buyers was doubtless the most telling feature. Prices weakened to about the basis of 14.20c. net cash for round lots, and 14.30 to 14.40c. thirty days for ordinary jobbing quantities.

COPPER — Somewhat freer offering of small lots from outside sources operated to unsettle values, in the face of higher cables from London. Some parcels of Lake Superior ingot were sold at 10⅝c, and there were offers on 'Change to sell at 10.55c. Electrolytic eased off to 10⅜ to 10½c, and casting stock was at 10⅛ to 10¼c, with demand smaller for both varieties.

PIG LEAD—Western pig lead was very firmly held at 3.30c. Bids were made at 3.25 to 3.24½c, as to delivery, and a few sales were made at the higher rate. Demand was moderately active, and stimulated somewhat by London cables, quoting an advance to £10 10s. for soft Spanish.

SPELTER—A very fair demand still prevails, but orders are mostly for single carloads and the business effected here makes a slender exhibit. Offerings are still light and prices firm at 3.70 to 3.75c. for standard and Western makes. London cable quoted £14 17s. 6d. for good merchant brands.

ANTIMONY—The market is quiet, with prices at about 7⅞ to 8c. for Cookson's, 7 to 7⅛c. for Hallett's, and 6⅞c. for Japanese.

TIN PLATE—Only a moderate business is passing and the market shows poor tone.

IRON AND STEEL—Pig iron sales thus far have not been so numerous as they were in the early part of last week and the demand is quieter also. Still a fair business passes and prices for all grades remain very steady.

Old material is firm at former prices and meeting with very fair sale, chiefly for shipment direct from holder's location to mills.

Rails and fastenings are extremely slow, and little business passes at old prices.

NOTES FROM HALIFAX.

HALIFAX, June 6, 1895.

A LARGE concourse of people assembled in St. Bridget's Hall, Londonderry, last Friday evening, to witness the presentation to Mr. R. G. Leckie, the retiring manager of the Londonderry Iron Company, with a solid silver tea service. Rev. J. W. Ancient, rector of Londonderry, presided. The presentation was made by Mr. Joshua Esau, an employe of the company for thirty years. Mr. Leckie made an appropriate reply. Rev. Dr. Walsh, the parish priest, Mr. Meisnner and leading citizens, spoke. Mr. Leckie's departure is deeply regretted at Londonderry. May the new management prove as popular.

A new plumbing firm has opened business in Charlottetown, composed of Charles E. Thorne and Angus McInnis.

A telephone line is being built from Parrsboro to Bass River, N. S. James Hunter, of St. John, is furnishing the supplies, and has shipped per schooner Seattle 31 miles of wire, 1,000 insulators and one pair of telephones. Mr. Hunter has also supplied Dr. Moore, of Stanley, York Co., with line material and five telephones.

The Truro News gives an exceedingly interesting account of the Bass River Fossil Flour Co. which is preparing infusorial earth for shipment. "Infusorial earth," it may be stated, is the mineral skeleton of a low form of vegetable life. These plants were called diatoms, and the remains are found in the form of flour or very fine sand in certain lakes where the plants grew ages ago. The structure may be seen under the miscroscope. The fossil flour, so called, is extensively used in the manufacture of dynamite and for all absorbent purposes. It is also almost impervious to heat, hence paint made from it is a valuable covering for steam pipes, etc. The company operating at Bass River has a capital of $200,000, and has located here because the supply in the United States, where it has its chief works, is practically exhausted. They are building a railway over 12 miles long to a shipment point.

The tone of the hardware business throughout Nova Scotia is decidedly good. Messrs. Cragg Bros.; Stairs Son & Morrow, and other large firms here, say they have all the business they can attend to and are busily engaged filling orders.

TAUNTON.

RUN THROUGH A WIRE-CLOTH FACTORY.

I HAD a run through a part of the B. Greening Wire Co's factory in Queen street, Hamilton on Wednesday. And I saw much that interested me, I can tell you.

"There," remarked Mr. Merriman, my pilot, as we entered the shipping room, "these rolls of fire-proof lathing wire are for the new Toronto Court House, and it is the heaviest lathing ever used in Canada."

"Is that lathing, too?" I ventured, pointing to a similar roll, lying just outside the shipping-room proper.

"No," explained Mr. Merriman, "that is smoke stack wire for the C.P.R. We always have to keep a bundle of this ready for the C.P.R, G.T.R. and M.C. railways, so that they can get it at a moment's notice." Then I was led into the loom room across the hallway, where they were weaving wire-cloth. One large piece of machinery was pointed out to me as the 20-ton loom, upon which was woven the smoke stack wire used by the railways.

Among the most ingenious pieces of machinery I saw was the chain-making machine. It has eight movements, and the rapidity and precision with which it works would make one almost fancy it possessed thinking powers. From the chains made by this machine are made the steel cow ties which THE HARDWARE AND METAL MERCHANT illustrated last week.

It was pointed out to me that the wire cable which one of the machines was turning out was for the incline railway running up the side of Hamilton's mountain. Two of these cables are being made. They are 1⅜ inches in diameter, and contain six strands of nineteen wires each, or 114 wires altogether. The two ropes will weigh about 2½ tons. Each wire has a breaking strain of 1,250 pounds.

The manner in which the green wire cloth is painted interested me. It is passed from a large vat of green paint through rollers and hauled in 50-foot lengths to the top of the tower, where it is allowed to dry. "Green wire cloth is moving out well," remarked Mr. Merriman, "being now right in the season. We have been wanting to close down our painting tower for repairs, but have not yet had an opportunity of doing so."

PERSONAL MENTION.

W. L. Dempsey, New Franklin, Mo., is in Toronto this week. His mission is to introduce the Dempsey cutlery display case. "Your tariff on show cases," he said, to THE HARDWARE AND METAL MERCHANT, "is 35 per cent. which makes the importation of them practically prohibitory. For instance, a show case that we would sell in the States for $20 would cost you $35 here. However, we are trying to arrange for the manufacture of them in this country. So you see where the tariff works an injury to us it benefits you," he jocularly concluded.

WATER AND ITS COST.

THE first water works for the public supply of water in the United States were built at the city of Boston in the year of 1652, and nothing further was done in this direction for more than 100 years, suggests a writer in Cassier's Magazine. At the present time, for not less than 25,000,000 of Americans, the question of water supply presents no difficulties. For domestic use, for business purposes or for fire protection, an abundant supply is to be had at the turning of a valve. Not only is the supply abundant, in most cases, but the use of it reaches extravagant figures. In the year 1894, Chicago used 283,000,000 gallons of water per day, and Philadelphia 197,000,000 gallons. All the water was pumped from the source of supply to reservoirs or standpipes for distribution. The city of New York has a gravity supply of water, and uses 183,000,000 gallons per day. On the basis of these figures it appears that every man, woman and child in Philadelphia requires 160 gallons of water for daily use, in Chicago about 150 gallons, and in New York about 95 gallons.

ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

P. D. Dods & Co. - Montreal.

188 and 190 McGill St.

TRADE CHAT.

THE Chatham Water Works Company are now asking $150,000 for their plant. The city recently offered them $125,000.

The fire insurance adjusters have arranged all claims for the late fires in Simcoe.

In Toronto on Friday, Saturday and Sunday the thermometer stood at 94, 92 and 94 deg. respectively.

The Customs collections at Brantford for May were $9,960.42, and in the corresponding month last year, $7,557.92.

The Kamloops, B. C., City Council will offer the Electric Lighting Co. $4,000 for its property subject to ratification of a by-law by the people.

No fewer than 2,441 vessels passed through the "Soo" Canal in May—an average of 77 a day. This beats all previous records.

At the Halifax, N.S., metal workers' picnic on July 1 tugs-of-war between different branches of the trade will be the leading feature.

The death occurred at Woodstock on Sunday, the 2nd inst., of Mr. Wm. Beatty, builder and contractor, of consumption, in the 56th year of his age.

The Underwriters' Association are threatening to put Clarksburg, Ont., in a lower class unless some important changes are made in the fire appliances.

The coal mine on the North Thompson, about 50 miles from Kamloops, B.C., will be worked shortly, thus aiding to the advancement and prosperity of that city.

At Sault Ste. Marie the operators of the Canadian canal have been ordered to report for duty this week. The Government have decided to open the canal on June 13.

Mitchell & Co., Guelph, Ont., agents for the Brantford bicycle, have placed an electric motor and other machinery in their repair shop to facilitate the making of repairs.

As the result, no doubt, of T. H. & B. competition, there has been a cut in rates on the G. T. R. between Brantford and Hamilton. Return tickets may now be had for $1.25, which is 5c. lower than the T. H. & B. rate.

A gentleman from St. Catharines was in Mitchell, Ont., feeling for a bonus to help him to establish a carpet factory. He asked for $1,400 to pay for moving a plant from St. Catharines there. The Council offered him free light and free rent.

The Molsons Bank has notified all agencies that bicycles will be supplied managers and clerks at lowest rates and monthly payments accepted therefor. It is understood that the bank officials will make special arrangements with manufacturers of four or five of the best makes of wheels and give clerks the choice. There can be no other object in the new departure on the part of the bank managers than to provide their employes with the means of securing healthful exercise and a pleasant pastime free from the temptations of the saloon.

On Friday at midnight the St. Mary's Falls canal closed the greatest month's business in its history. The total number of passages for the month was 2,441, an average of 77 a day. When the new lock is completed the tonnage will be almost doubled.

At a meeting of the Black Rock Business Men's Association the other night a letter was read from Massey, Harris & Co., Toronto, saying they would not build a plant on that side of the border at present. A similar letter was received from the Waterous Engine Co., of Brantford, Ont.

It is announced that John I. Waterbury, president of the Manhattan Trust Company, and W. E. Strong, of Work, Strong & Co., have been appointed receivers of the United States Cordage Company. The property is to be reorganized as soon as possible and the security-holders will again be heavily assessed the second time in a year.

The St. Thomas Board of Trade has chosen officers as follows: W. H. King, president; John Campbell, vice-president; J. W. Stewart, secretary-treasurer; council, J. H. Hill, R. Potts, J. M. Green, J. Mickleborough, W. H. Murch, McDonald Fraser, and the president and vice-president; auditors, S. H. Palmer and W. E. Leonard.

The Smiley-Hemstreet Company, of Otterville, Limited, has been constituted, with a capital of $24,000, to buy, sell and deal in bankrupt stocks, those constituting it being Samson Smiley, R. H. Hemstreet, Robert Paxton and R. A. Hawes, of Otterville, and George Yull, of Windham Township.

The British Columbia Oil and Guano Co., Limited, which is erecting and equipping a factory on the Fraser river for the manufacture of oil and guano from the fish offal of the canneries, is well advanced in its enterprise, so that Mr. T. Watts, the manager of the company, states that there is no doubt it will be ready for business at the opening of the canning season.

Mr. T. S. Holt, of Montreal, arrived in Vancouver from Carriboo recently. Mr. Holt is president of the Victoria Hydraulic Mining Company which was incorporated last year, and he informed a reporter that ditches are now being cleared up and pipe lines being put into shape in order that work may be started as soon as possible. He will visit Victoria and afterwards return to Cariboo.

A new material, composed of coir fibre, which is obtained from the husk of the cocoanut mixed with bitumen, is about to be introduced into England for road paving. When formed into blocks and laid on a roadway it forms a surface which is said to possess all the advantages of wood and asphalt, with none of the objections of those materials. It is wholly impervious to moisture, gives a sure foothold for horses, is very durable, and is, moreover, very cheap, and the old material can be utilized again and again for making new blocks.

ANOTHER FIRST FOR HARDWARE.

AT the Montreal Dog Show Friday and Saturday the MacLean Publishing Co.'s famous Irish terrier, "The Canadian Ambassador," added another to his many victories on the bench. This breed is rapidly coming into favor, for there were thirty-two entered. "Pat," as he is called for short on other than state occasions, took the first prize. His companion, Biddy, was not shown. He will now spend a few days at home in the Montreal office, and after that will accompany one of the staff on a tour among the retail merchants in Quebec, for he understands French quite as well as English or Irish and Scotch Gaelic.

In its report of the show The Gazette says of the Irish terrier: "Hardy, faithful unto death, seldom quarrelsome, the red Irishman is the Bayard of his race, sans peur et sans reproche. It is really marvellous what a combination of all doggy virtues is found in his little head and body. Watch him at home on the hearth-rug with the children tugging him by ears or tail, never a whimper or a protest; see him on the street following at his owner's heels, trotting along contentedly, minding his own business; and in the quiet of the study observe our little friend as he timidly pushes his nose into the partially opened hand of his master. What a wealth of love, fidelity and devotion gleam in those dark brown eyes! It is difficult to realize that, on occasion, at the 'set on' they can prove they have the courage of a lion, and will fight on to the last breath in their bodies. There is a heedless, reckless pluck about the Irish terrier which is characteristic, and, coupled with the headlong dash, blind to all consequences with which he rushes at his adversary, it has earned for the breed the proud epithet of 'the dare devils.'

"In our own Canada the Irish terrier is rapidly coming to the front as an all-round useful dog, whose warm, rough jacket and naturally hardy constitution peculiarly fit him for the inclemency of our northern winter. Neither the hard, gray weather of England nor the snows of Canada have any terrors for him, and on one of these days when the mercury descends below zero, and it would be positively cruel to take the average dog out of doors, our Hibernian friend is perfectly comfortable."

THE CASH SIDE OF THE QUESTION.

IT is a mistake to suppose that the people of Newfoundland are not able to make money under the normal conditions on their island, simply because they have been financially paralysed by the fierce grip of disaster. Take the evidence of the people's deposits in the saving banks as a sample. Canada in '93 had deposits in her Government savings banks amounting to $11.02 per head. In the same year, the deposits in the Newfoundland savings banks amounted to nearly $15.00 per head. This does not seem to indicate merely a land of fish, fog and a superior breed of dogs. Again, the imports and exports of Newfoundland in '91—to take a year of normal prosperity—were larger in proportion to population than the imports and exports of Canada. These are not absolute signs of prosperity, of course, but they constitute a fair quality of circumstantial evidence to the effect that the people of Newfoundland under normal conditions can wring an encouraging amount of wealth out of their island home. It is no icy desert, but a wealth-bearing province that we will get. These people will take their stand at our side and lift with us the burdens of our common Dominion. At the present time we only supply them with about three-sevenths of the goods they import ; after union, we ought to be able to sell them nearly all. Then union would lift their securities and increase their prosperity so greatly that they would be better customers of all comers than they now are. From a financial point of view, union would be a mutual blessing, bringing benefits to both sides.

Business men realize this fact. The action of the local Board of Trade shows how promptly the members of that body—specialists in trade and commerce—perceive where the business interests of the country lie. Yesterday, the Quebec Board of Trade took similar action. THE HARDWARE AND METAL MERCHANT, a trade paper, declares that "the great majority of business men favor the union of Newfoundland with Canada." It proceeds to argue that "the whole question is emphatically a business issue. The opinion of the commercial community should rule in the matter. Are they not infinitely better judges than the dozen lawyers who form the Ministry, and the dozen lawyers who lead the Opposition?" it asks. It wants a plebiscite on the question, or some other means of getting beyond the politicians to the people. One plan it suggests is pure business. It says :

> A commission of business men to examine the position and resources of Newfoundland, and report upon the wisdom of paying a larger sum as a commercial transaction, might be appointed. If a commission, so constituted as to carry weight with business men, were chosen, and it reported favorably, any Government could safely act, and justify itself before the country for adding $15,000,000 to the public debt.

It would undoubtedly pay the people of Canada to admit Newfoundland to the Dominion, just as it would pay the people of the New England states to get the trade of the island. The main difference between ourselves and the New Englanders seems to be that they fully appreciate the value of Newfoundland trade, while we do not. Consequently they are after it, hot foot ; while we hesitate over the building of a railway that will bring St. John's very much nearer to the port of Montreal.—Star, Montreal.

THE INTEREST OF A CLERK.

Every clerk, says a contemporary, who studies his own best interest should aim at all times to be improving himself, and not only able to do his present work in the right way, but prepare himself for future duties which may come to him. He not only should study to do what lies nearest to his hands, but be ever on the alert to gain information relating to the business with which he is connected. This information will come in good play some time, and, besides, it will broaden his intellect and sharpen his ideas.

Sample Case : "Hello ! old man, how's business in your line?"

Brown : "Heavy."

Sample Case : "Is that so? Let's see, what do you sell ?"

Brown : "Steel rails."

Handsomely Ornamented

OXFORD Gas Stoves and Ranges

Quick Working



Immense Water Heaters.

WITH OUR 1895 IMPROVEMENTS ARE UNEQUALLED

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

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Send for Illustrated Catalogue and Price List

MINING IN NEW ZEALAND.

MR. JOHN PLUMMER has an article in The Mining and Engineering Journal, in which he says: Although it has been ascertained that New Zealand is rich in many of the useful metals, mining operations in that colony have been confined principally to gold and silver. In explanation of this, the New Zealand Minister of Mines says it is owing, "in a great measure, to the difficulties there are to contend with, not only in getting machinery and appliances on the ground, but also in getting men with sufficient capital to open out and work the mines. The attention of those persons who put their money into mining is generally directed to gold only."

The country in which the metalliferous ores are found is of an extremely rough and broken character, difficult of access, and at a considerable distance from the nearest settlements, thereby largely increasing the cost of working.

Antimony—The only ores at present worked are antimony and manganese. The former is obtained principally from Endeavor Inlet, Queen Charlotte Sound, but until recently the heavy expense of producing crude antimony led to considerable losses on the part of the miners, resulting in failure after failure, until a process was invented with a view to lessening the cost of production. This process has been in use some few months. Should it prove permanently successful, it will, we are officially told, "overcome one of the greatest difficulties in the way of the production of antimony from its ore that has been experienced in all the countries of the world where this metal is obtained." The details of the process have not been fully described, but one of its features is the vastly diminished quantity of fuel used. It is said that the introduction of the process has enabled New Zealand antimony to be placed on the British market, with a fair margin of profit, even at the low prices lately ruling.

Manganese—These deposits are mostly at too great a distance from the nearest port of shipment to admit of being worked at a profit, although the mineral is abundant in many places. Where the mines are near the coast where vessels can be loaded, they are successfully worked.

Cinnabar.—Traces of cinnabar, in the shape of small rounded pellets, have been found in various localities, but, so far, no lodes have been discovered, although prospecting operations have been carried on for some time. The pellets are found among the gravel wash dirt of a small creek. About 75 lbs. of cinnabar has been obtained by washing the drift, and it is anticipated that sooner or later the mineral will be traced into the solid country.

Scheelite in considerable quantities is found in some parts of the Middle Island—New Zealand comprises three large islands—but at present no efforts have been made to secure any quantity for shipment, although it could be placed on the British market at a fair profit.

Coal of good quality is plentiful, but the annual output is limited, amounting to only 691,548 tons in 1893. In the official returns 153 mines are mentioned, but most of these are simply small pits or open cuttings. The local consumption is limited to lignite or brown coal. The bituminous coal, which is found only in the Middle Island, is raised principally for use by ocean-going steamers. The possibilities of an export trade in New Zealand coal are at present somewhat remote. In 1893 the colony imported 113,122 tons from New South Wales, 2,939 tons from Queensland, and 1,385 tons from Victoria. A portion of this was re-exported, and nearly half used for the supply of steam vessels. The utter impossibility of placing the coal at a sufficiently low price at present in foreign markets prevents any rapid development of the coal-mining industry. China and Japan can each place coal in the Eastern markets on more favorable terms than can New Zealand. The average wages of the coal-miners has been estimated at £119 7s. 1d. per head per annum.

Platinum, in its metallic state, has been found among the gravel drifts, but not, so far, in situ.

Tin is plentiful, both in the alluvial drifts and in lodes, taking in both the form of blackish-brown pellets, those from the lodes containing a large percentage of wolgram.

Copper has been met with in several localities, but no effort has been made to utilize the deposits, some of which are of a rich character. The principal lead ores are galena and cerusite. They are generally found in combination with gold, silver, zinc, copper, antimony, etc. Zinc and nickel ore have also been found.

Chrome ore in large quantities was formerly shipped to Europe. It occurs in the form of chromite or oxide of chrome. The lodes are in a magnesian rock formation, dunite, closely resembling serpentine. The ore has a sub-metallic lustre, and is of brownish-black color, and sometimes slightly magnetic. Although the lodes were discovered several years ago, they have not been worked for a considerable period.

ABUSE OF THE COURTS.

Robert H. Rose, formerly a clerk in the Toronto office of Park Bros., Pennsylvania steel makers, was sent to jail for three months on Wednesday by Chancellor Boyd for contempt of court in issuing a fictitious writ.

Rose was discharged from the steel works in May last, and at once, through Carston & Hunter, barristers, had a writ issued in the name of a fictitious workman against the manager, Mr. E. B. Walker, charging him with breach of promise and other offences.

This was published and the report was sent by Rose to a number of Walker's friends.

"This is a gross abuse of the privileges of the court," said the Chancellor. "I order the writ to be withdrawn and that Rose be committed to jail for three months."

ALUMINUM IN SHIPS.

There appears to be a difference of opinion upon the value of aluminum for marine construction. United States experts have reported unfavorably upon the excessive fouling of aluminum bottoms by marine mollusks. The German authorities at Kie found their experience to be directly the contrary, and observed that aluminum was less fouled than iron under similar conditions. The French Government appears well satisfied with the results of their experience; for, besides two sectional sloops for their African service, they have placed an order for a torpedo boat, which has been followed by a second order for five others to be delivered in 1896. Five sloops and some gunboats for the Madagascar station are now on order by the same Government; also two gunboats for the Dutch colonial service, and an aluminum steamer for use on the Victoria Nyanza by the Germans are in preparation. Its resistance to sea water has been shown by a steamer which is perfect below the water line and only slightly rough above after one and one-half year's service in the Mediterranean. Such resistance is only possible when the metal is not in direct contact with less electro-positive metals, such as brass and copper; and if such contact is made the aluminum becomes rapidly corroded. Where aluminum itself cannot be used for fittings or connections galvanized iron makes an excellent substitute, as it is almost without action.

The mechanical value of the metal was well shown at the last German manœuvres, where aluminum pontoons, besides being so light that they could be carried with comparatively great ease, resisted well both thrust and blow, showing only harmless indentations, where steel would have been perforated or ruptured.

The conditions under which the tests in this country were made must have been unusually unfavorable. No doubt the more favorable experience of other countries will prompt new trials in our navy; and, with the application of the latest improvements, we may hope to see a wide and useful field for the application of the metal in marine construction.—N. Y. Journal of Commerce.

Just now is the time when the hardware man
Will, enterprising, cater,
And put out beside his last heating stove
His first refrigerator. —Puck.

NAIL AND TACK DRIVERS.

A very ingenious machine for automatically driving tacks or nails, says The Providence Journal, has been contrived by Chas. D. Rogers. The machine has a reservoir for tacks, and the first effect of depressing the handle is to move a bar endwise, vibrate the agitator and shake the tacks to insure the sliding of the foremost tacks into frictional engagement with the side of the descending driver, after the separating pin has been retracted. At the instant the reservoir commences to be forced downward, the point part of the cut-off lever automatically drops from its proximity to tacks. The retraction of the pin from contact with the row of tacks occurs when the beveled end of the driver holder in its downward movement engages the lower dog of the cut-off lever, while at the same time the row of tacks advances and is held in check by the driver which is being forced downward to its limit, thus engaging the standing tack and driving it into the leather beneath, the jaws holding the tack in position and springing apart to permit its passing through. Upon removing the pressure a spring returns the driver to the normal position, and while it is returning the tacks in the runway are again agitated, and the point of the cut-off pin introduced between the first and second tack on the runway by the action of the lever, just before the completion of the driver's return stroke. A lug secured to the reservoir connection comes in contact with the stop of a rod, thus lifting the latter and elevating a blade into the rear side of the point part of the forward tack, and, as the driver finishes the upward stroke, the blade deflects the forward tack into the driver chamber, where it is arrested by spring jaws.

GERMAN PIG IRON PRODUCTION.

The production of pig iron in Germany for the month of March is given by "Stahl und Eisen" at 481,144 metric tons, an increase of 40,824 tons, or 9.1 per cent. over that of March, 1894. The total production for the three months ending March 31st was 1,405,423 tons, an increase of 135,311 tons over the corresponding period last year. The output of pig iron in March was divided as follows: Forge iron, 138,160 tons; foundry iron, 75,132 tons; Bessemer pig, 37,388 tons; Thomas pig, 230,464 tons. The total number of furnaces in blast at the close of March was 142, against 132 at the end of March last year.

The same authority estimates the consumption of pig iron in Germany during the year 1894 as follows: Production of German furnaces for the year, 5,382,171 metric tons; imports, 349,161 tons; total, 5,731,332 tons. The total exports, either as pig-iron or in finished form, were equivalent to 2,008,758 tons; deducting which leaves 3,722,574 tons as the home consumption. This was equivalent to 73 kilos. per head, against 72 5 kilos. in 1893. The production of pig iron was 105.5 kilos per head, against 98.7 kilos. in 1893. The increased use of iron is shown by the statement that the average quantity used was 25.2 kilos. per head in 1861, while the production was 21.8 kilos. In 1880 the consumption had risen to 39.3 kilos. per head and the production of 61.2 kilos., while in 1888 the consumption was 66.6 kilos. and the production 90 kilos. per head.

THE HAWTHORNE INCIDENT.

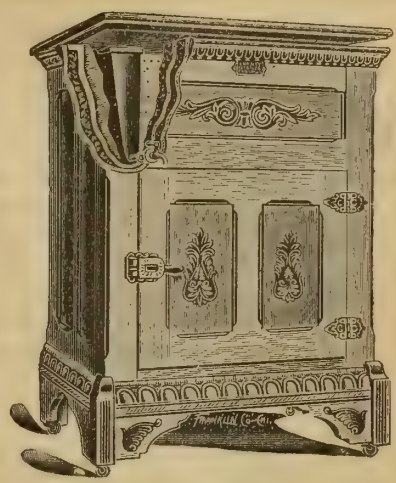
Hardware and Metal Merchant, the Canadian trade paper, is inclined to be favorable to Mr. Wallace's administration of the Customs Department, but it thinks he made a bad blunder in selecting Mr. Hawthorne, of the Welland Vale Manufacturing Company, to go to the United States to ascertain whether scythes were being sold to Canadian houses at prices lower than those current in the home market. Hardware says:

The error was not in sending a commissioner. The department was acting under statutory authority. The error was in selecting Mr. Hawthorne as the commissioner. He is a member of a firm of Canadian scythe manufacturers. Consequently, no matter how fair he might try to be in making a report, he would naturally have a more or less prejudiced mind to begin with. It is natural that the home manufacturer should desire to keep out the products of his foreign competitor. Whatever Mr. Hawthorne's qualifications may be, the trade feel very sore that he should have been the man selected for this special mission. In a word, they have no confidence in him. And because it is upon his representations that the department has seen fit to add 30 per cent. to the face value of the manufacturers' invoices, they feel doubly aggrieved.

The new ruling of the department will add about one dollar per dozen to the cost of imported scythes, and this, despite the contentions of importers, backed by affidavits, that it is based on a scale of prices which does not actually exist in the United States. The Hawthorne incident is one of the most instructive of recent tariff occurrences, because it reveals the motives which underlie the adminstration of our tariff laws.—Daily Herald, Montreal.

NEW SOURCE FOR TURPENTINE.

A story is told of a well-known farmer living in the municipality of Turtle Mountain, not far from Killarney. He went into the cow stable one night recently, so the story goes, and mixed up a nice mash in a box containing sawdust instead of bran. Merely supposing that hard times was the cause of so much economy, the cow meekly ate her supper, and the aforesaid well-known farmer never discovered his mistake until he had milked her the next morning, when she calmly let down half a gallon of turpentine, a quart of shoe pegs, three baseball bats, and a bundle of lath.—Globe, Boissevain, N.W.T.



"GURNEY"

PATENT

REFRIGERATORS

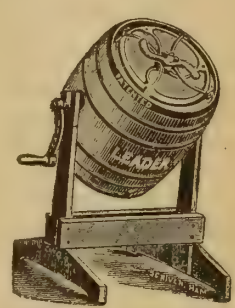
have many points of superiority over all others

Among the most important of these is their patent system whereby EVERY PART IS RENDERED EASILY ACCESSIBLE FOR CLEANING, thus ensuring perfect purity at all times.

This is a very valuable feature that cannot fail to commend itself at once to the judgment of every person of experience.

McDONALD & WILLSON
187 YONGE ST., TORONTO.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON
MONTREAL.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

W. J. BURROUGHES, the chief pusher in the movement towards the national confederation of plumbers, is busy trying to stir up enthusiasm among his brethren. He will within the next few days call a meeting to draft a scheme for the holding of a Dominion convention of master plumbers. It is to be hoped that the members of the trade will stand by Mr. Burroughes in his effort to advance their interests.

* * *

Creed & Small, plumbers, Montreal, have assigned on demand of Thomas Robertson & Co.

Ouimet & Brodeur, plumbers, Montreal, have dissolved.

* * *

The union plumbers, gas and steamfitters, of Buffalo, N.Y., to the number of about 800, have resolved to strike for shorter hours and higher wages. The men at present are receiving $2.50 to $2.75 a day for nine hours' work. They want $3 a day, and eight hours to constitute a day's work. As far as is known, only one firm has signified its intention of acceding to the demands of the men. The men are confident of success.

* * *

ROARING TAPS.

"Sometimes," said a plumber the other day to a reporter, "in large cities where the water pressure is heavy, one of the faucets gets in the habit of roaring. You open it at full head and you hear no unusual noise, but you open it part way and you are immediately surprised by a jarring and vibration of the pipes and a roaring is heard all over the house not unlike a Silsby engine. The lady of the house gets frightened, the hired girl thinks that something is going to burst, and when the householder comes home he is at once informed that the plumbing is out of order. He looks at the pipes very carefully, as though he could see right through them, then he feels of them carefully and with a knowing air remarks that they look all right. Then he tries the faucet, carefully, of course, and when it begins to roar he looks frightened, shuts it off suddenly and concludes that something is out of order. He consults a neighbor and learns that 'plumbers do not more than half do their work of late years,' and the opinion is expressed that it will cost a nice little sum to have things fixed up as they ought to be.

"The lady of the house, her husband and the hired girl are careful for two or three days every time the particular faucet is opened, and finally the sense of impending danger and the continuance of the roaring become unendurable and the householder hunts up the plumber and tells him all about the trouble. The plumber smiles and advises the householder to turn off the water in the cellar, get a wrench and put a piece of new packing in the faucet. This done and there is no more trouble. The roaring is caused by the vibration of the packing, which has become worn or loosened. It is no fault of the plumbing, not caused by extra pressure and not caused by air in the pipes."

* * *

CLEVER CHINESE.

The Chinese are exceedingly skilful in casting iron. They know how to cast astonishingly thin objects. Their pots for cooking rice in are of cast iron and are very thin. If one cracks or is burned through it is not thrown away. The travelling tinker understands how to mend these pots perfectly. First he files the crack or hole and grinds the portion smooth with a piece of brick. Then he puts some pig iron into a crucible of the size of a thimble. This crucible is heated in a small oven, which is 5½ inches in diameter and about as high. At the bottom is a grate through which the blast enters. When the iron is fluid he pours it on a piece of felt which he holds in his left hand, and presses the molten metal on the inside of the pot against the place to be mended. The metal which oozes out through the crack or hole is smoothed over with another piece of felt in his right hand. The felt is covered with ashes or dust. This operation he repeats until the pot is mended and holds water. The charge for mending a pot is 8 cents.

* * *

PLUMBERS' SPECIALTIES.

The work done by plumbers may be divided into two classes with propriety, says The Metal Worker. One class is constructing the water service and drainage system in buildings, and the other class is jobbing, placing new fixtures in an old system and attaching modern labor saving devices such as are being continually produced. The plumber has been called upon with a growing frequency to extend the gas service so that the cooking of the household may be done with the gas stove, and in a number of cases to attach gas grates and make arrangements so that rooms can be heated by gas used in portable stoves. Those who direct some attention to this special feature of their business have found it profitable.

When gas is used for cooking one of the drawbacks that is never lost sight of is the lack of a large supply of hot water, such as is furnished by the kitchen boiler when a coal range is used. There are a number of devices on the market which can be connected with the gas and water service for furnishing hot water instantaneously, and which have several advantages. There is no large volume of hot water stored to heat the apartment in which the storage tank or boiler would be placed, and gas is only burned in these devices while the water is being supplied, making a very material reduction in the quantity of gas consumed and the expense of heating the water. It is probable that the enterprising plumber who thoroughly acquaints himself with these different devices and their special merits can bring them before his customers in a very telling manner. The fact that there are always people who are looking forward to something that accomplishes what they wish inexpensively and promptly is sufficient reason for the plumber to make a push on this line. At this time throughout the country buildings are not sufficiently advanced to keep the plumber employed with new work, and at the beginning of hot weather the desirability of gas cooking appliances and some method of supplying hot water in unlimited quantities will be increased by the approaching heat. The plumber will do well to show some one of these devices in his shop and to canvass among his patrons for its sale.

IRON AND STEEL PRICES.

Prices, says a New York financial paper, still advance with increasing demand and the concession of higher wages in a few more establishments. The average has now risen from 54.1 per cent. of the prices in October, 1890, which was the record about the 1st of February, to 59.1 per cent. of those prices, the advance since April 1st having been nearly 5 per cent., and the average is now slightly higher than it was a year ago when the first great decline culminated. A combination of nail producers has been effected, and has raised prices to $1.15 for wire and $1 for cut nails by car loads. The growing demand for pig iron at Pittsburg, together with the advance by the Thomas and other eastern companies, has raised quotations, and tank steel plates are also stronger at Philadelphia. The buying is still conservative, but a feeling of great confidence prevails at all the markets, especially at Chicago, and higher prices are expected in all branches. A Pittsburg despatch states that an agreement between employers and the Amalgamated Association regarding wages for the coming year is expected to be made without any strike.

The Brantford Board of Trade has recommended that aldermen in cities and towns be elected by the municipality at large, and that the city should not be divided into wards.

Traffic to all points from Revelstoke, B.C., has improved greatly during the past three weeks and the lake steamers are fully occupied. Revelstoke, as the distributing point of supplies, shares in the general improvements.

MINING IN B. C.

THE British Trade Journal says: "While the mineral resources of South Africa, Western Australia, and India are receiving constant attention, it is surprising that the mineral development of British Columbia should be left entirely to the Americans. The letter from our Victoria correspondent, which we publish in another column, calls special attention to the outlook for investors in mines in that part of the world. Our correspondent, we have reason to know, is neither directly nor indirectly interested in mines and we should have a very strong objection to booming one particular set of mines above all others. What he has written is, we believe, the result of strong convictions and careful study of the conditions existing in his province. It seems scarcely possible to convince outsiders, and particularly the average British investor, of the extent and richness of the minerals of British Columbia in gold and silver. In the district of Kootenay their occurrence in great bodies widely distributed is remarkable. The Silver King properties were syndicated in England, and stocked at $1,500,000. This is the only property in which British capital is largely interested, and it is only one of the great properties that are being developed. The rest are in the hands of Americans, who practically control the mining industry in the southern part of the province, and everything imported, men and machinery, is American. The Slocan Star, for a sixteenth share in which $100,000 was refused, has a tunnel of several hundred yards working in solid ore. This is, perhaps, the most remarkable property being developed, but the richness of the ore is not less noteworthy, averaging $100 a ton at the smelter. Picked ores run much higher. There is certainly every reason to believe that this will be the next great mining country. So much is thought of the prospect that three different lines of railway have been built into the mining districts of Kootenay, which depend solely upon the ore to come out for their earnings, and several more have been projected. Our correspondent remarks: 'I would like to see the mines in the trade more largely in the hands of our own people, and I am strongly of the opinion that if a commercial and development syndicate were organized in London and sent out several competent representatives to inspect the country thoroughly, and report upon it as a field for investment, and secondly as an opening for trade in British goods, it would open the eyes of your people to their opportunities. The ownership and operation of mines, smelters and tramways in British hands would command the trade in supplies.'"

WANT CHEAPER WATER.

The manufacturers of London, Ontario, have sent a petition to the water commissioners asking that the rate for water be made five cents per hundred feet, instead of the present grade scale of fifteen cents per hundred to consumers of 10,000 feet per quarter down to eight cents to those who use 100,000 feet.

OUR LEAD ORES.

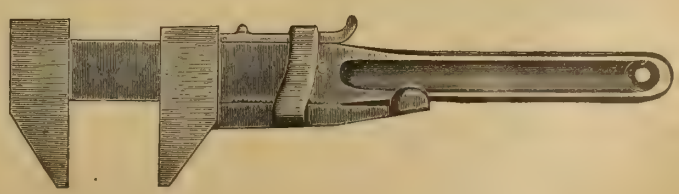
WHILE every resident in the province must realise the important part in the progress of British Columbia which the development of the lead and silver ores in the West Kootenay district must play, that industry is not yet placed upon such a basis as will ensure to us all the benefits which we should derive from the possession of such rich mineral resources. The mining of the ores gives employment to large numbers of men, while the supplies of food, clothing and other commodities which they require, and the tools and other articles used in mining operations, furnish business for the merchants and traders of our cities. But, after all, this is only a part of the advantages which are legitimately ours if we will but take the means necessary to secure them. To mine the ores and then ship them in their crude state to the United States for them to be smelted and refined by American capital and American labor, simply means that, in regard to this important part of our provincial industrial enterprises, we are to remain hewers of wood and drawers of water for our shrewder and more enterprising neighbors. It also follows that not only is a large amount of employment for both skilled and unskilled workmen—not merely in the operations of smelting and refining, but in the subsidiary employments which would gather around the central industry—lost to us, but a large amount of business passes to the merchants on the other side which should enrich our own traders.

There are two ways in which the smelting and refining of the lead ores of British Columbia can be made commercially successful in this province. We can either increase the duty on imported lead to such a figure as will make it profitable to establish smelters and refineries here, or we can leave the duty at its present figure and give a bonus on every ton of lead smelted and refined within our borders, up to a certain quantity annually. We think the latter would be the better plan, as it would not raise the price of the article to the Canadian consumer, while, as soon as the industry was firmly established, the advantages which the home producer would have, in the way of economies in labor and transportation charges, would bring about such competition as would actually lower the price of the article. The iron smelters in Ontario now have the protection of a duty on the imported article and a bonus of $3 per ton—$2 from the Dominion Government and $1 from the Ontario Government. Is not the development of our lead ores as important to us as that of their iron ores is to the people of Ontario? Have we not as good claims to aid from the Federal Treasury as they have?—Statistic News-Advertiser.

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc. CUTLERY A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE first and final dividend of 45c. on the dollar on the estate of B. Cote, general store, Hebertville, Que., is payable on June 17.

Jacob Hanhofer, brickmaker, Walton, Ont., has assigned.

E. O'Callaghan, general store, Cornwall, Ont., is asking an extension.

Margaret Kelsey, crockery, etc., Toronto, has assigned to Richard Tew.

Guimond Guillaume, general store, St. Angele, Rimouski Co., Que., has assigned.

Moise Duguay, general store, Gentilly, Que., is offering to compromise at 25c. on the dollar.

Marcel Tardif, store and mill, Ste. Jovite, Que., is offering to compromise at 45c. on the dollar.

I. Menzie & Co., general store, Burk's Falls, Ont., have assigned to D. Blackley, Hamilton.

Q. Gaumond & Co., general store, St. Anne De La Perade, Que., is offering 50c. on the dollar.

Kent & Turcotte have been appointed curators of the general store of J. A. M. Davignon, Farnham, Que.

The stock of Gervais, Hudon & Co., sewing machines and pianos, Quebec, has been sold at 36c. on the dollar.

E. R. C. Clarkson has been appointed receiver of the estate of W. O. Whitney & Co., general merchants, Toronto.

PARTNERSHIPS FORMED AND DISSOLVED.

Clark & Potts, general store, Mission City, B.C., have dissolved.

Genois & Picher is the style of a brickmaking firm at St. Raymond, Que.

Alcide Lacroix and Joseph Lepage have been registered proprietors of Lepage & Lacroix, general traders, Montreal.

Alfred Bouillon, Edmond Belanger, and Phileas Larivee have been registered proprietors of Belanger, Larivee & Co., traders, Quebec.

B. & S. H. Thompson & Co. is the style of a Montreal hardware importing firm composed of Geo. A. Kohl and Stephen H. Thompson.

Arthur H. Hale and Lewis W. Clark have been registered proprietors of Hale & Clark, marble dealers and undertakers, Waterloo, Que.

Chas. F Sise, Robt. McKay, Hugh Paton, Hon. J. R. Thibaudeau, Robt. Archer, C. P. Sclater, Lewis B. McFarlane, all of Montreal, are applying for incorporation as "The Dominion Electric and Manufacturing Co.," with $50,000 as proposed capital.

Application is being made for incorporation as "The Chanteloup Manufacturing Co." by David Yuile, Jas. C. King, Wm. Robinson, D. W. Ross, and John Watson, all of Montreal. The capital is placed at $10,000. The purpose for which incorporation is sought is to carry on the business of contractors and to manufacture and deal in any species of material necessary for the manufacture of brass, iron, tin, copper works, etc., and to carry on the general business of merchants, manufacturers, plumbers, finishers of iron and brass goods and other kindred metals.

SALES MADE AND PENDING.

R. Walton, general store, Clarkleigh, Man., is selling out.

A. H. Hunter, hardware, Sutton, Ont., is selling out to E. R. Shepherd.

The assets of Hubert Paradis, watch maker, Levis, Que., have been sold.

Louis Philbert's hardware stock at Quebec has been sold at 31c. on the dollar.

H. Burwell, general store, Lawrence Station, Ont., advertises his business for sale.

G. G. Bresse, general store, Lawrenceville, Que., has sold out to Vincelotte & Peltier.

The stock of J. C. Munro, general store, Grantley, Que., has been sold at 40c on the dollar.

The general store stock of J. E. Moore, Ruthven, Ont., is advertised for sale by auction on June 12.

CHANGES.

J. A. Shupe, general store, Vernon, B.C., has removed to Rosslands.

Crotean & Frere are starting a general store at Black Lake, Que.

Cox Bros., general store, Upper Stewiacke, N.S., has been succeeded by A. A. Grant.

Alfred A. Wright has been registered proprietor of the Canadian Needle Co., Montreal.

Angus D. Gillis, general store, Margaree, N.S., has consented that his wife, Maggie, do business in her own name.

Dame Philomene Descrosiers dit Lafreniere, wife of Guillaume Beauchamp, has been registered proprietor of the crockery business of G. Beauchamp, crockery, Montreal.

FIRES.

J. & J. Livingston's flax mills at Tavistock, Ont., have been burned.

The large store and storehouse of W. A. Charlton & Company, Lynedoch, Ont., with nearly all of the stock and many valuable books and papers, were destroyed by fire on Tuesday. Loss on stock and buildings, about $18,000; insurance, $11,000.

DEATHS.

Henry Brown, general store, Niagara Falls, Ont., is dead.

ATTRACTIVE HARDWARE WINDOW.

We take from an exchange the following description of how a contemporary hardwareman has constructed and fitted his shop window: The window measures 18 feet at the front and 12 feet in the rear, and has a depth of 6 feet. The two ends of the window are on an angle, and are completely covered by stationary French plate mirrors 4 feet high. The effect of the mirrors is very fine, as a reflection is given of the contents of the window at either end. The bottom and back of the window are lined with garnet colored felt. There are two columns in the window, which are enveloped in sheet cork ¼ inch thick and covered with felt. These are utilized for displaying pocket cutlery, scissors, etc., which are stuck into the cork. No time or money is spared in making the window attractive, and the display is often changed. The window is completely closed at the side and back by sash, preventing the dust from the shop soiling the articles displayed. An electric arc light is suspended in front of the centre of the window about 10 feet from the footpath, thus making the display as effective at night as in the day time.

SOME GOOD IRON SALES.

The Nova Scotia Steel Company have been pushing sales of "Ferrona" pig in Ontario recently, and have put through some big contracts on pipe foundry account. The figures are not given. Founders with whom the representatives of this paper have come in contact speak well of the results they are now getting with this brand, especially in making stove plates. Quebec is, as noted some time ago, looked after by W. A. MacLennan, 407 Board of Trade, and Ontario by Frank P. Jones, Brockville, while Harvey Graham or Graham Fraser take an occasional trip over the ground themselves.

A better inquiry is reported for steel, and, owing to the improvement in prices, buyers show more tendency to close contracts.

DISSECTING THE EARTH'S BOWELS.

According to recent European dispatches, M. Paschal Grousset has made a singular proposition in connection with the International Exposition, to be held in Paris in 1900. It is the digging of a pit 1,500 meters deep, from which point borings would be made to the depth of another 1,500 meters, with a view to ascertain if the centre of the earth contains a large supply of stored up heat. This idea has caused a great deal of talk in Parisian scientific circles, and Professor Munier-Chalmes, director of the Laboratory of Geological Research at the Sorbonne, and M. Marcel Bertrand, lecturer at the Ecole des Mines, who are among the most eminent geologists of France, have declared themselves as distinctly favorable to the scheme.

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.
Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices. 298 St. James St. MONTREAL



We have just put in New Machinery, by which we can turn out

HAMMERS AND SLEDGES

OF EVERY KIND

At lower prices than ever before. Only best steel used.

Write for fuller particulars.

JOSIAH FOWLER, ST. JOHN, N.B.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto



Ontario Nut Works, Paris

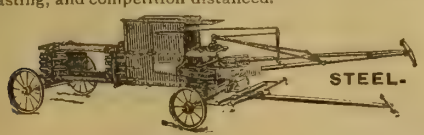
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

Kay Electrical Manufacturing Co.

HAMILTON, ONT.

MAKERS OF

**ELECTRIC MOTORS,
DYNAMOS,
PLATING MACHINES,
TRANSFORMERS,
ALTERNATING CURRENT GENERATORS, ETC.**

There are more of Kay Machines running to-day in the following cities than any other make, viz: **Toronto, Hamilton, St. Catharines, Guelph, London.** Please let us know your requirements. Write for latest prices and testimonials.

ENGLISH AND AMERICAN BICYCLE TUBES.

That the bicycle trade in England is in a flourishing condition is shown by the following note from The Engineer:

Never have English cycle engineers had so much difficulty in securing supplies of steel tubing. Old established firms who have for many years had large contracts with English steel tube making firms, have been sadly inconvenienced, and woe betide the unlucky cycle maker who has not bargained for sufficient supplies at the commencement of the season and has now to enter the market to complete his requirements, for he finds prices rising steadily against him. The explanation is that the Americans entered the English market exceptionally early and placed large orders. The tube makers have found that these extra orders and their usual English orders have almost blocked their works. Discounts off list prices have averaged the last few weeks 72½ per cent., but the tube firms will no longer look at such a figure, and cases are occurring where orders for 1,000 sets of tubing will only to-day be accepted at 62½ per cent., which, it will be seen, makes a 10 per cent. advance in tube prices. Whatever may be the case with the other departments of the American steel tube trade, it would certainly seem that as regards weldless steel tubing the Americans are finding it increasingly better and cheaper to come over to England. This particular industry is in its infancy in America compared to its age in England. The Americans, at the present time, are about in the same position as the English were some seven years ago, when the tube firms would not take off a fraction more than 37½ per cent. discount. The English makers are in some cases paying £12 per ton for best Swedish steel. Several American orders are in hand already for 1896, and indications point to still higher weldless steel tube prices in that year.

CAST IRON FOR BEARINGS.

Cast iron, remarks an exchange, makes one of the very best bearing surfaces for a shaft if it is never allowed to lack oil. But if it gets dry, trouble is at hand. When a cast iron bearing gets dry it will do lots of mischief in a brief period of time. When it wants oil it wants it real bad, and it wants it right away; if it does not get it, it seizes and tears the journal with great intensity of desire, as it were. This is particularly the case during the first few days of use. After considerable use, well supplied with oil, the surface becomes glazed and it is not so likely to do damage from a little neglect in the way of oiling. Still the danger is there, modified in degree only. Cast iron bearings are not so much used as they would be but for this ever present danger.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



Our Triumph and Bolt Snaps take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.

ONTARIO BANK CHAMBERS, SCOTT STREET

TORONTO.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

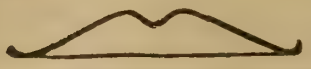
SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their Ⓑ SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR Ⓑ SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, June 7, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb. ingots, per lb.	0 16½ 0 17
Straits	0 16½ 0 17

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.X	....	7 70
Raven & P. D. Grades		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J. G. Grade		
I.C., 20x28, 112 sheets	6 50	6 75
I.X., Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price,
Common Bar, per 100 lbs	....	1 65
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	2 10	2 20
Hoop " "	2 10	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	....	2 35
½ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, 70 to 70 and 5 p. c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams—Mars' Best and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05¼
Gordon Crown—		
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04½	0 04¾
28 "	0 04¾	0 05

NOTE. Cheaper grades about ¼ cent per pound less.

Chain

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	....	0 10
Lake Superior	....	0 10

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 19
Spun, per lb	....	0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03	0 03¼
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE. Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE. Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25	
No. 1 do	4 00	
No. 2 do	3 75	
No. 3 do	3 50	
Brandram Bros'. Genuine	6 00	
" " Decorative	5 75	
" " No. 1	5 10	

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 22	0 22
" " 100 lb. drums	0 18	0 18
Burnt Sienna, pure, per lb.	....	0 08½
" Umber, " "	....	0 05
do. pure	....	0 08
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 12
" " lemon pure, 8 lb. tins, per lb	....	0 19
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 54
Boiled, per gal	0 56	0 57

Turpentine.

(In bbls,)

5-Barrel lots	....	0 44
1 " "	....	0 45

Castor Oil.

Best, per lb	0 06¼	0 07¼

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 35 and 40 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 70, 10, 5 to 75 per cent.
Tire, dis. ,60 to 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 70 to 70 and 10 per cent.

Boring Machines.

mplete, with augers, each.. 5 00 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 65 to 70 and 5 to 65 and 5 p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 75 per cent.
Loose Pins, dis. 70 and 10 to 75 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 to 70 and 5 per cent.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... 0 03⅞ 0 04
12 in. up, per lb..... 0 02⅞ 0 03
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc., dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 60 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz..... 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett.
Hay knives, spear point, L or T handle, 52½ p.c. dis.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)

1. Either Canada or American pattern
   Basis 50 to 60 dy..... 2 10
   40 dy..... 2 15
   30 dy..... 2 20
   20, 16, and 12 dy..... 2 25
   10 dy..... 2 30
   8 and 9 dy..... 2 35
   6 and 7 dy..... 2 50
2. American pattern only—
   From 4 to 5 dy..... 2 60
   3 dy (lath)..... 3 0
3. Canada pattern only
   From 4 to 5 dy..... 2 60
   3 dy (lath)..... 3 10
   3 dy, A.P. fine..... 3 70

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75, 10, and 5 per cent.; 3 per cent cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75, 10, and 5 per cent. from new list, and in 1-lb. papers 75 and 10 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 14 0 15
Carbon safety " 0 17 0 18
Canada w. w. " 0 20 0 22
American w. w. " 0 00 0 25
S. r. seal, per gal..... 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 14 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz..... 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per 100 lbs..... 0 01⅝ 0 01⅞
Tins, lbs..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03½
Sliding door, " 0 03½ 0 03½
Lanes, " 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 50 per cent.
Iron " dis. 55 and 10 per cent.
Tinned and black rivets, 55 and 10 per cent.
Burrs, iron, 50 and 10 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	00 8¼
¼, 5-16, ⅜ in.....	6	00 8¾
Cotton.....		11 12
Russia Deep Sea.....		12¾ 13½
Jute.....		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz ... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per ft..... 0 40 0 70
"Empire," McMillan&Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz..... 0 00 7 50

SCALES.

Champion Scale Co., Gurney and B. S. & M. selling agents, 60 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 0 00 10 75

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

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Wood, F. H., iron, and steel, dis. 80 p.c.
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" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
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Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

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Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

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B. & W., japanned, dis. 75 p.c.
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Heinish, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.

SHEAVES.

Sliding door, per set..... 0 77 1 40

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Canadian, dis. 42½ p.c. special brands net price.

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Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

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Harness, German, dis. 35 to 37½ p.c.
Acme..... 3 00 5 00
Lock, Andrews'..... 4 50 11 50

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In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 26

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Discount, 20 to 25 p.c.

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Wood, English..... 1 80 5 00
Iron, American..... 1 35 2 35

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Tea spoons, per gross..... 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
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Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

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Fence, galvanized, per lb.... 0 02⅞ 0 03⅛
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

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American, dis. 25 p.c.

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Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

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Washita, per lb..... 0 25 0 50
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... 3 50 5 00
Grind. per ton..... 15 00 18 00

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Leather carpet, 35 p.c.
Cut carpet, blued, gimp, dis. 60 p.c.
" tinned, dis. 70 p.c.
Swedes' iron, blued or tinned, dis. 50 p.c.
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Copper nails, dis. 62½ p.c.
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" steel, each 0 80 8 00

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Rat, per doz..... 1 40 6 00

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Disston's, discount 10 per cent.
German, per doz 4 75 9 00
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Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55
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" Red Cap..... 0 06½ 0 06½
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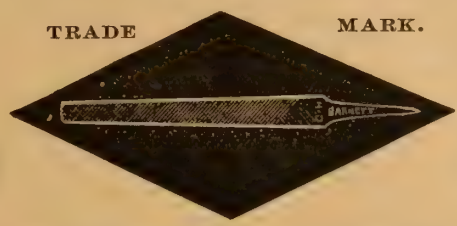
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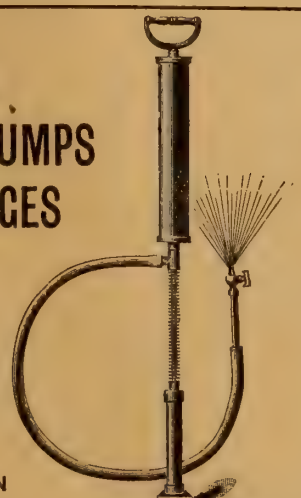
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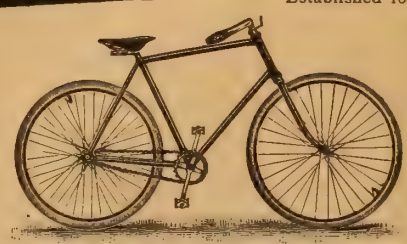
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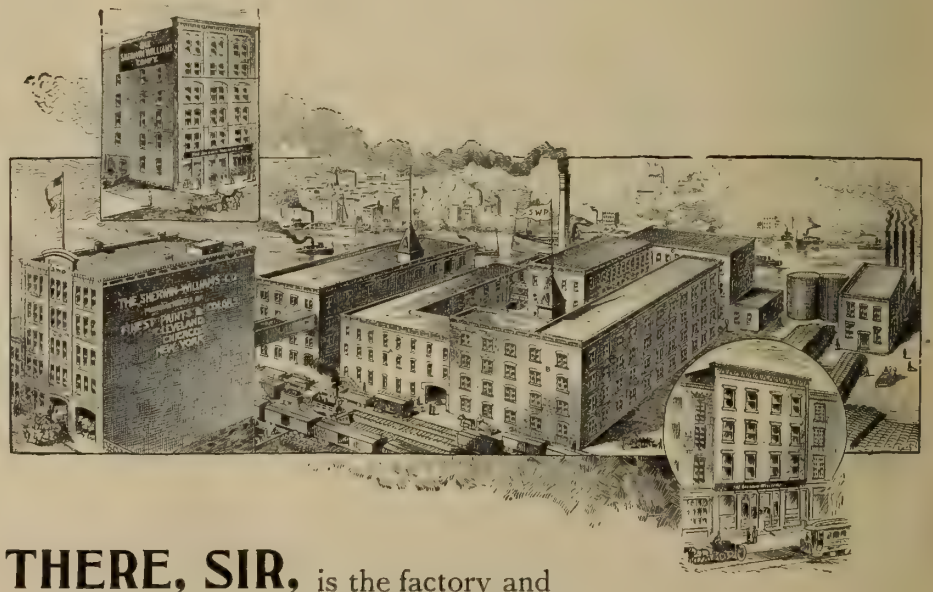
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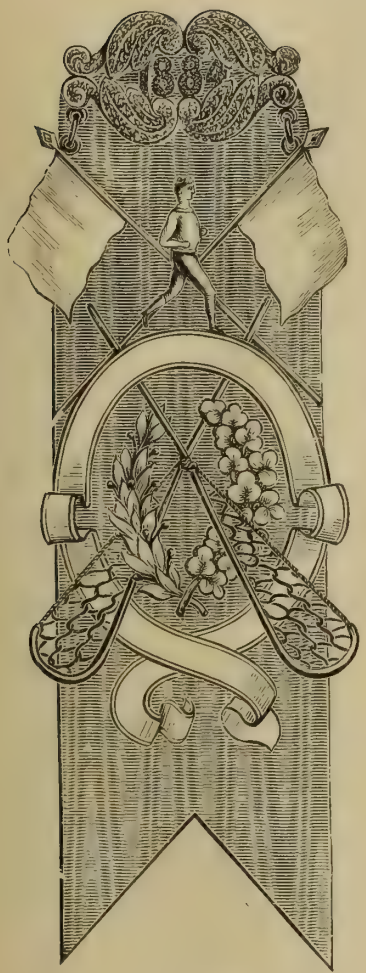
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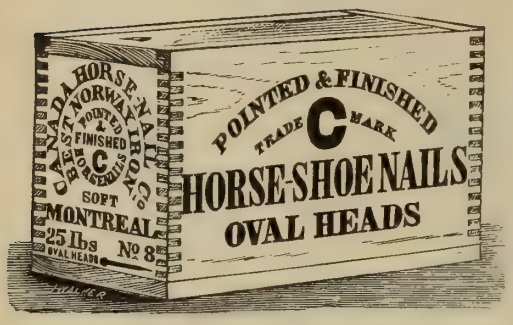
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3rd. Every nail is carefully examined during the various processes of manufacture, and only finally selected for our " C " brand if found perfect in every respect, and ready for immediate use.

4th. Our patterns and proportions are of our own design, and are used by us exclusively.

5th. Every box of horse-shoe nails made by us, and bearing our name and registered trade mark (the letter " C "), is fully warranted to contain perfect nails of the best quality only, all ready for immediate use. They may be exchanged if found otherwise.

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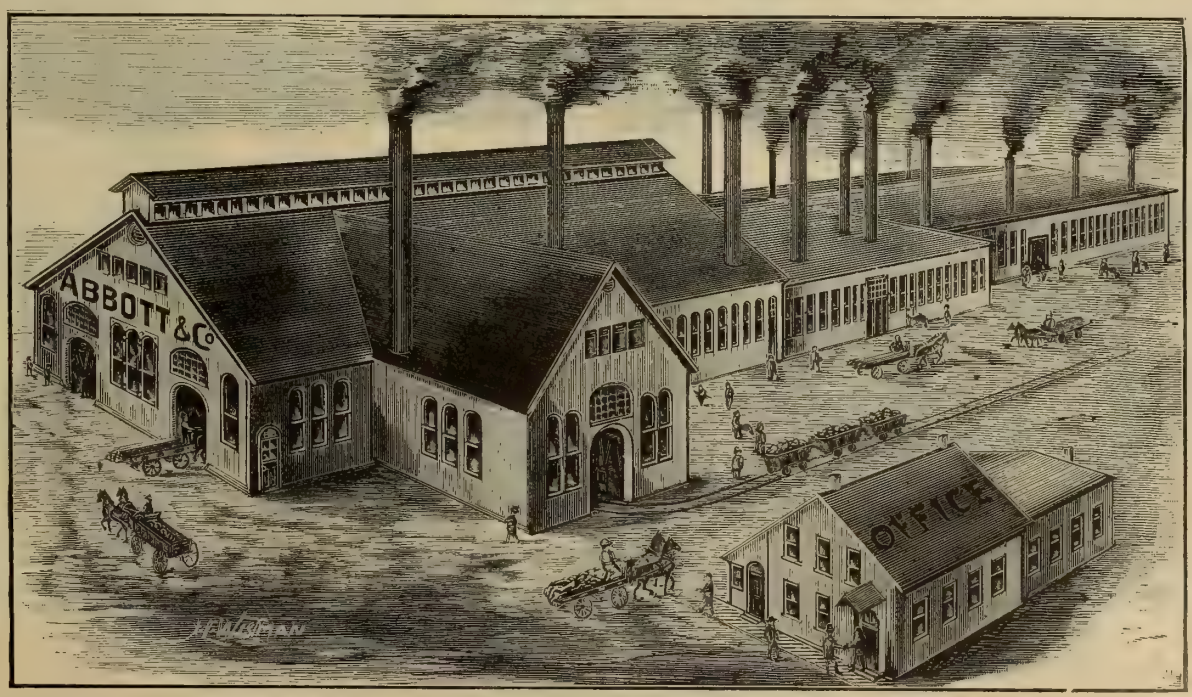
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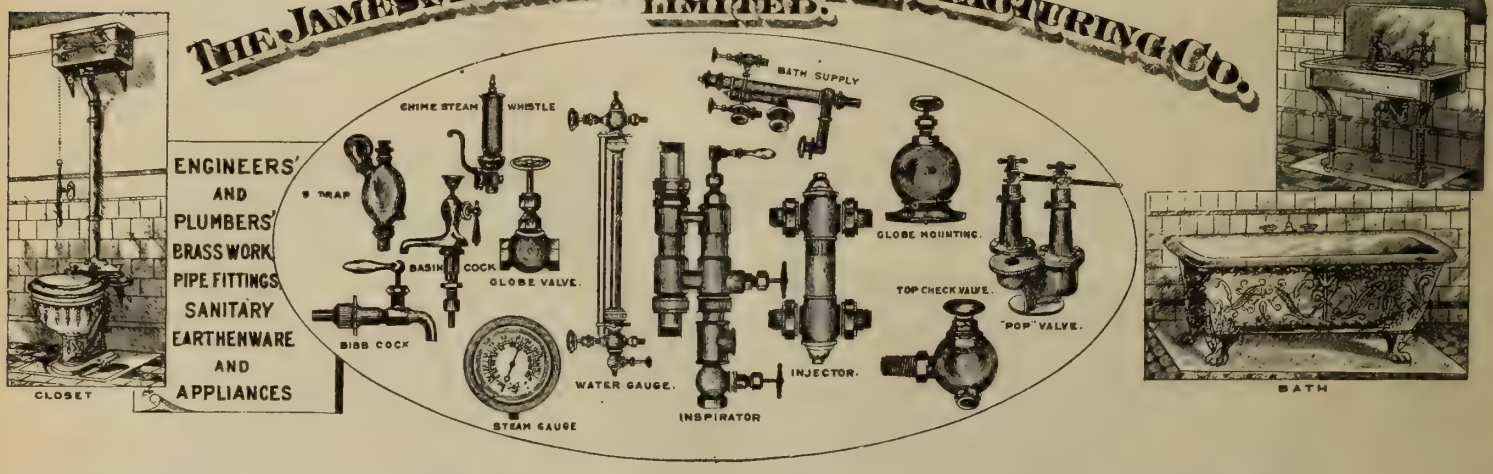
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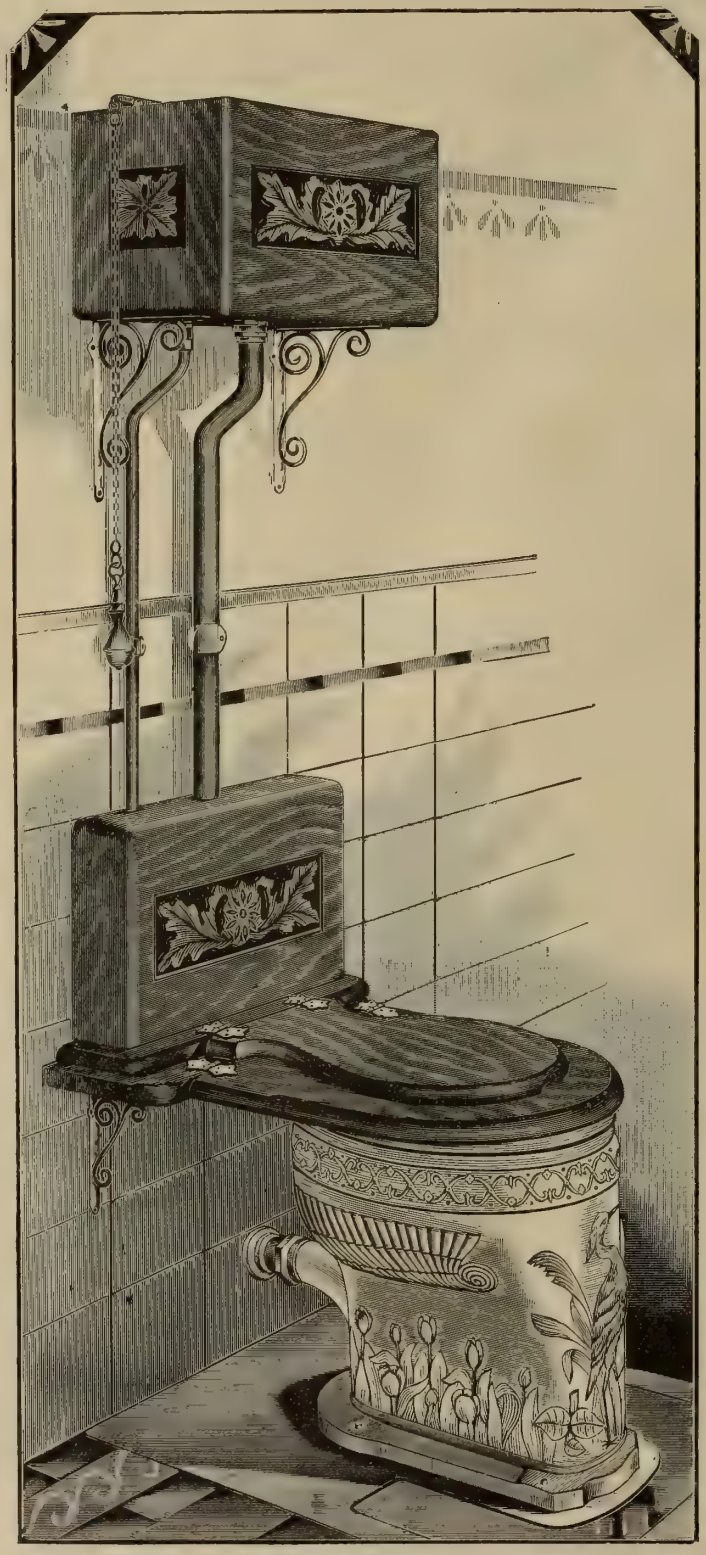
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THE HARDWARE MERCHANT

VOL. VII. MONTREAL AND TORONTO, JUNE 1, 1895. NO. 22.

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IT IS MANY years since the commercial world passed through such a period of depression as that which is now showing signs of taking its departure.

The character of the depression is an oft-told tale. It had its origin in the Baring failure of some years ago. But the final turn that caused it to bear its heaviest weight was induced by the evils that had long been developing in the United States.

Canada, the last and least to be affected by the depression, is among the first to respond to the influence of better times. We hear a great deal about returning prosperity in the United States, but in Canada to-day much more can be said : " Times are better in Canada than they are in the States." Probably every traveler will acknowledge this.

The trade and commerce of the United States is to-day held down by brakes that are not the creation of any cycle of hard times. The trouble is that some of the foundation stones of its trade superstructure are weak. One of these is an obsolete currency system. Another is the fallacious schemes of would-be currency reformers, and a third is a laxity of honor in its legislators, as exemplified in refusals to discharge the nation's obligations and in the Senate boodle scandals.

Not without good reason, foreign capitalists have conceived the idea that the Almighty Dollar or party exigencies have more influence with Congressmen than honor, either personal or national.

In Canada, none of these things trouble us. Some of our members of Parliament have been under the ban of suspicion. They have, however, as a rule, been compelled to pay the penalty that comes of being under such suspicion. But breach of national honor is something that has yet to be charged against a Canadian Parliament, while our banking and currency system is among the most perfect in existence. Financially speaking, then, Canada may be said to be built upon a rock. This has been demonstrated beyond peradventure during the past two years. As a unit in the world's great commercial system, Canada has felt the iufluence of the economical evolution which this system has of late years been passing through, but in conforming herself to it there has been no tearing and torturing. And the reason is that the country, metaphorically speaking, has a robust and healthy constitution. In a word, while the Dominion has been passing through a period of trade depression she has not experienced a panic such as has, unfortunately, the United States, Australia, yes, or even the solid old Motherland. And the unique position which Canada occupied during the recent financial storm which swept over the world has made her the cynosure of all capitalistic eyes. Every ill-wind blows good to somebody, and Canada to-day occupies a stronger position among the nation, than she ever did before. She has been tried and has not been found wanting.

As Canadians, we have reason to be proud of the history and development of the country, but if ever we had cause to swell with admiration it is now as we stand on the edge of the recent depression and look back with thankfulness to Providence that we came out of the storm with such eclat, and then turn and survey the prospects that are before us.

The more we consider the matter the more firmly are we persuaded that Canada is entering upon a new era of development greater in some respects than ever before in her history.

Last year the great Northwest, in which is of course included Manitoba, demonstrated more emphatically than ever before that within its confines existed the world's best wheat fields, and to-day the hard wheat peculiar to that part of the country has reached a higher plane of popularity than at any time in its history. The low price obtained last year for this wheat was not due to local conditions ; the consuming markets must share the responsibility for that. The wheat acreage in Manitoba and the Northwest is understood to be larger than the same time a year ago.

In the Canadian Northwest are to-day not only the the best wheat fields in the world, but the only choice available unsettled lands on the North American continent. The United States has lands, but they are barren lands which will not be productive until irrigated ; and irrigation costs something like $6 to $8 per acre. Canada's rich possessions of arable farm lands will, undoubtedly, at no very distant day, prove a factor in inducing immigration to our shores. And it is an influx of immigrants that Canada much courts just now. In passing it may be well to note that this spring an improvement in this direction is already noticeable.

One of Canada's richest possessions is her minerals, and the development of these is at the moment brighter than at any time in her history. New and promisingly rich mining lands—particularly gold—are continually being discovered and opened up, while British and American capitalists are taking an unusually lively interest in this particular branch of our industries. And everybody is cognizant of the fact that want of capital has, in the past, been a great drawback to the development of Canadian mining lands of all descriptions. Now coal, gold, iron,

etc., are attracting the "needful." Indications of a revival in our mining industries have been apparent for some time, and now that trade generally is developing, we may safely anticipate a continued improvement in this, one of our richest resources.

The building industry is more promising than it has been for three or four years. At the same time, no great activity is anticipated this year. Operations in the woods the past winter were more extensive than for some time, although a good many logs—in the Muskoka and Nipissing districts particularly—are likely to be left "up stream," there not having been enough water in the early spring, owing to the want of rain, to float them down. Still there does not appear to be any likelihood of a dearth of logs. Several new mills have been erected and old ones revived within the last few months, and the "buzz" saw is being heard in places where it was for a long time silent. Some of these mills have contracts enough to keep them running for two or three years. The benefit of this to the northern part of the country is obvious. The export demand has eased off a little, partly owing to the disturbances in Cuba and some of the South American countries, but the outlook in this respect is improving. The demand for lumber in Western Ontario is good.

A feature of the situation which is at the moment imparting probably more confidence than any other is the appreciation of values. Wheat, the basis of the country's faith, has advanced about 25 per cent. within a short time. Iron is buoyant and apparently permanently on the up grade, while copper and tin have increased materially in price. Wages, too, one of the strongest evidences of returning prosperity, are advancing. And now manufactured products, in consequence of the appreciation in wages and raw material, together with the increased demand, are ascending in the scale of values.

In a good many lines of manufactured products prices, in spite of advances, are lower than they were a year or two ago. Consequently, a greater turnover is necessary to represent the same amount as formerly in dollars. And in some branches of trade this is being done. Even counting in dollars, in some instances trade is more satisfactory than a year ago.

All this goes to show that the consumptive demand of the country is enlarging. This evidence is most satisfactory. It is, however, only what might be expected after a period of unusual conservative buying, the resultant of which was low stocks generally all over the country. Bank clearings are showing increases compared with a year ago, and railway earnings are improving.

At the moment, the money market is a little firmer, but after the annual meetings of the Canadian banks and the payment of the half yearly dividends an easier turn may be expected.

While there is such a general sign of trade revival, a rush of business can hardly be looked for this year. In fact, such a thing is practically impossible. A railway train does not get up full speed at the first few revolutions of the wheels. Neither can the commerce of the country expect to assume its normal active condition at the dawn of better times. Confidence is being restored. That is most important. Prices are advancing, the consumptive demand is increasing, and if the crops turn out fairly well a good fall trade may be expected. In the meantime merchants and manufacturers will be wise if they only let out sail as they require it. Do not try to unduly force on the good times.

SHORTER CREDIT WANTED.

FROM time to time there have been efforts on the part of the wholesale hardware trade to shorten the terms of credit on which business was done. They were of a spasmodic character, however, and resulted in nothing. Recently, the agitation has taken a more definite shape. As reported in THE HARDWARE AND METAL MERCHANT of May 17, at a meeting held a few weeks ago by the wholesale hardware branch of the Montreal Board of Trade, it was decided to instruct the secretary to call a general meeting of the trade for the first week in June to discuss the matter. In the meantime, western houses were to be seen, and their opinions canvassed on the matter. This has been done, for Wm. McMaster, managing director of the Montreal Rolling Mills, was the ambassador.

He interviewed the representative members of the trade at Toronto, Hamilton, London, and other points west, assuring them that, with possibly two exceptions, the houses in Montreal were in favor of a reduction in the length of credit.

Mr. McMaster told THE HARDWARE AND METAL MERCHANT that out of all the many firms he spoke to in the west, only two found any fault with the proposition.

With this favorable disposition generally actuating the trade, the meeting to be held in June ought to result in some concerted action being taken.

The proposition is that all kinds of iron and hardware should be sold on the uniform terms of four months or three off cash 30 days, and not as at present, indiscriminately—four or six months as individual firms see fit.

That the proposed reform will be beneficial none can deny, and that it is thoroughly practical is borne out by the fact that already leading houses in Montreal, Toronto and elsewhere sell a very large list of goods on four months' terms. For instance, nuts, washers, carriage bolts, tire bolts, and bolts of all kinds, coat-screws, iron rivets, copper rivets, wire nails, moulding nails, strip tin, bar lead, babbit metal, enamel cloth, solder, sad irons of all kinds; all kinds of wire, shot, planished copper, lanterns, milk can trimmings, enamel kettles, saucepans, pails and hinges of all kinds are now selling at four months' or three off cash 30 days. Reasonably enough, therefore, it is argued that if this large list of goods can be sold on the above shorter terms there is no reason in the world why six months' or five off cash 30 days should be allowed on a great mass of other goods.

In carrying out the reform, however, several of the larger houses insist that before they will consent to it, some binding guarantee will have to be devised, with a penalty for infraction sufficiently great to be worthy of consideration to the more unscrupulous traders. A member of one large firm in Montreal suggested to THE HARDWARE AND METAL MERCHANT that the penalty fine might be figured in some way on a percentage of a firm's business in the year, and that this amount be deposited with some properly authorized person, say a responsible official, like the manager of a leading bank, this deposit to be forfeited in the event of certain circumstances arising. And the suggestion was that Secretaries Hardy and Jenkins of the different makers' associations might be consulted as to their plan of organization, so that they might serve as a guide. However, all these details can be left to the time when it is decided that the agreement shall be entered into.



ENCOURAGE IRON MAKING.

BY A. H. U. C.

IF Canada is to make her own iron it will be necessary for her to imitate the experience of every country which has built up an iron industry of its own, and apply protection to an adequate extent and during a long enough period to achieve the desired end.

If, on the other hand, the community thinks the establishment of an iron industry too expensive and long a task, and considers that we would be paying too dear for our whistle, it should be clearly understood that we would probably be supplied in future from the United States, which, from the economical methods pursued in iron making and from its proximity to Canada, has for some time been capturing the bulk of our importing trade. Should Canada decide to abandon its iron enterprise it ought to be done under a full understanding of what is being lost; what a large population, whose wants are all supplied by our merchants, is diverted to pursuits that compete with our traders; and, further, that iron is a natural industry which may reasonably be given special development, since Canada is well supplied with the raw material.

That building up an iron industry requires patience and untiring effort is proved by universal experience. On the part of the manufacturer there is required unlimited skill and energy before the kinds of iron suited to the market are finally produced. Experiments have to be made with certain ores, and the processes of smelting are interminable, before the maker turns out the brands suited to local wants. When the English and Scotch iron manufacturers supplied the American markets the effort to produce the proper kinds extended over years, and could hardly have succeeded if other countries had then been competing with Britain as they have since.

England did not grudge a long and substantial measure of protection to its iron industry before taking off its duties and leaving a fully equipped industry to face the world's competition. For 150 years the duties on iron in Britain were high, as the following table will show:

Year.	Duty per ton. £.	s.	d.
1679	0	11	0
1710 (in British vessels)	2	1	6
(in foreign vessels)	3	10	10
1782	2	16	2
1796	3	1	9
1797	3	4	7
1798	3	15	5
1803	4	4	4½
1804	4	17	1
1805	5	6	0
1806	5	7	5¾
1809	5	9	10
1813	6	9	10
1819 (in British vessels)	6	10	0
(in foreign vessels)	7	18	6
Small sizes, hammered iron	20	0	0
Hoop iron	23	15	0
1825, as in 1819			

These duties were practically prohibitive. They completely secured the home market to the English maker. Yet in 1825 iron prices were lower in England than in other countries. Iron per ton in 1825 was as follows: France, £25 10s.; Sweden, £13 13s.; Belgium, £16 14s.; Russia, £13 13s.; Germany, £16 14s.; England, £10. From this time onward England reduced the duties gradually, having accomplished the end intended.

After the close of the civil war, with these facts before them, the Americans began in earnest to produce iron under protection, and have in 25 years succeeded so well that the duties were reduced under the Wilson tariff a year or two ago, and are now maintained at a level just high enough to keep out foreign iron and ensure low prices at home. It is contended both in England and the United States that the taxes involved in the earlier years of building up their iron trade have more than returned to the common purse by the development of a working population which buys its food and clothing and other materials from the merchant class to the great enlargement of trade.

These are the facts Canada has to consider in reaching a conclusion on the iron question. The proximity of the States with its competing cheap iron complicates our situation. There is no use in blinking the real position. Patience and preliminary expense are necessary, but I believe that as iron is a natural industry and must develop here some day, it will pay merchants to support an effort to quicken production and give us an iron-working population of our own.

LOOK AFTER COST AND FINANCES.

IT is quite an ordinary thing for successful mechanics who understand their business and who have acquired some capital, to start a factory or a foundry of their own. The prospects of doing well are often excellent. But one serious mistake is apt to be made. The man may be thoroughly practical and able to handle effectively the mechanic branch of the venture, but being ignorant of the business system and financial control, he either struggles along, barely making a living, or finally fails. The proper course for a practical man who starts for himself in this way, is to get a financial manager accustomed to keeping books and familiar with office management generally, who would keep an account of the cost of manufacturing and enable the practical man to know exactly how he is coming out at the end of the year. This office manager could, in his spare time, canvass the locality, and even take short trips when it was needful. Any attempt to run a business, without at all times knowing exactly what you are doing financially and where you are tending, is sure to end in trouble of some kind, and a man is a fool to court disaster under the supposition that he is saving in office expenses by doing both practical and office work at the same time.

THE HARDWARE AND METAL MERCHANT knows of two practical mechanics who began business in a certain town as metal workers. One took his son-in-law, who had a few years' practical experience, with him as a partner. This mechanic knows little about office management. He knows how to make good articles and keep accurate check on the time spent by each employe, and the amount and kind of each material used. Bradstreet's rates him at $10,000 to $20,000. The other mechanic, a really clever man, whose products give very great satisfaction, had no practical experience in business. He undertook to keep his books and guessed at cost of new goods. That these were sold at too low prices is shown by the fact that he is not rated as being worth anything.

DISCOUNTS VS. NET PRICES.

WHAT WHOLESALERS AND RETAILERS HAVE TO SAY REGARDING THE QUESTION.



LIVE topic in the hardware trade to-day, in both Great Britain and the United States, is the relative merits of discounts and net prices. In Great Britain it is particularly alive. In Canada the subject has, so far, attracted little or no attention. Among progressive nations the Dominion ranks well, just as she does among the most heathy nations financially. In order, therefore, that the members of the hardware trade in this country may be well to the front in the discussion of this important subject, and that they may be able to gain all the benefit that may accrue from it, representatives of THE HARDWARE AND METAL MERCHANT were deputed to interview leading wholesalers and retailers on the subject and gather their opinions. Here are the opinions reaped:

Mr. Peleg Howland, of the wholesale hardware firm of H. S. Howland, Sons & Co., Toronto, said: "We, as far as possible, use the net prices. We consider it is the proper way for every man to buy. In my opinion, too, it is as a rule much easier to cut prices where there are discounts than where there are net figures. Take lines where there are wide ranges of sizes—carriage bolts, for instance. Net prices would not afford as good an opportunity for cutting in these. Discounts did not originate with the wholesale dealer. I think they began with the manufacturer, and were for his convenience, enabling him, as it does, to change prices with less trouble to himself."

Then Mr. Howland animadverted upon the pros of the other side of the question. "There is one thing about discounts: The whole range of prices can be changed with one stroke of the pen, whereas with net prices it would sometimes be necessary to go through the whole list were any changes made in that particular article."

COOKED LISTS.

Getting back again to the net price view of the question, he continued: "An evil that arises occasionally from discounts is this: The lists are sometimes 'cooked.' What I mean is that there may be a regular list, but the unscrupulous may make no mention of the fact, and thus be practically guilty of misrepresentation. Some people have asked us to net everything they buy from us, which would mean, of course, going through the whole screw list, for instance, and netting the different sizes in it. On the other hand, some want all their goods listed and discounted, as far as possible. But net prices would, in my opinion, be the best way for the retail merchant to buy his goods. He has his prices before him and does not have to figure down to a net basis. It is by the net system that he sells his goods, except when he is selling to a manufacturer in large quantities. The only objection I can see against selling on net prices is the labor it envolves upon the wholesale merchant in making his prices."

"Most goods are sold on discount, are they not?"

"Oh, no; the majority of goods are sold net. Discounts obtain, of course, on certain staple lines, such, for instance, as screws, carriage bolts, spades, shovels, harvest tools, tire bolts, rivets, some classes of edge tools, tacks, horse nails, iron pipe, rules, saws, Canadian-made locks, wire nails, etc."

"Discounts can be remembered better than net figures?"

"Yes, a man can keep a range of discounts in his mind, which he might be unable to do with net figures. Some people, too, might think lists and discounts would facilitate his buying and make his bargains more readily. But I think the disadvantages of the discount system far outweigh the advantages that accrue to it. There is one thing, however, about it, the manufacturers are better able to agree on prices where there are discounts than where there are net figures."

EVILS OF DAILY PAPER QUOTATIONS.

Clarence P. Godden, retail hardware merchant, 165 King street east, Toronto: "I prefer the discounts, particularly if the prices are going around in the daily papers, as they are now. The farmers now know what our goods cost us almost as well as we do ourselves. The wholesale quotations should not be supplied the daily papers."

"The principal reason, then, why you prefer the discount list is that it tends to keep the consumer in ignorance of the cost price?" ventured THE HARDWARE MERCHANT.

"Yes, that is the reason."

"Supposing the daily papers did not publish quotations, which system would you prefer?"

"Oh, the net system. It would be the most handy certainly, for some of the discounts are terrible. Straight discounts are all right, but the difficulty is with such discounts, for example, as 52½ and 7½ per cent. They put us to a good deal of trouble when making up the selling price."

Then Mr. Godden vanished behind the counter to wait upon a customer.

BIGGER THE BUYER, BETTER THE PRICES.

"I don't think net prices would work at all," was the emphatic reply of Mr. T. Meredith, of T. Meredith & Co., 156 King street east, Toronto. "I believe in the principle: the bigger the buyer, the better the price he should be able to buy at. I don't see how this could be done under net prices. There is no question in my mind that the discount system is the best. Of course, the discount system entails a good deal of work, but it cannot be helped, and does not make much difference, anyhow."

Mr. George H. Bertram, of Bertram & Co., wholesale hardware, Toronto: "I really have not given the matter any thought. However, to my mind, there is no question about

continuing the discounts. Of course, discounts and net prices are both useful. But you cannot abolish the discount lists and sell everything on net prices. Of course, net prices would be more convenient in some lines, those, for instance, in which there is not an extended list of sizes. In all those goods in which there is such an enormous number of sizes, as in screws, bolts, nuts, etc., I don't see how there is any other way to sell them than by discounts."

In concluding, Mr. Bertram ventured the opinion that some of the lists on which the discounts were now so very large were fit subjects for revision.

HE WAS EMPHATIC.

"There can be no question about the advisability of continuing the discounts," emphatically remarked Mr. Miles Vokes, president of the Vokes Hardware Co., Ltd., Toronto. "You see, if the articles handled by hardware merchants ran to a few numbers or a few hundreds you might confine them to net prices. Now, you take one line alone, screws for instance. There are thousands of different kinds of screws. Bolts are the same way. So are tacks. Another objection to net figures is that prices change so frequently. Manufacturers and wholesalers, too, getting out catalogues would require to issue new editions every six months if net prices were quoted, which, of course, would be utterly out of the question. As it is now under the discount system, the manufacturers simply send out change sheets giving the changes in discounts. The lists remain the same. With net prices in vogue manufacturers and dealers would require to double their staffs." Then Mr. Vokes dived into the recesses of his desk and brought out card list prices of several lines in a hardware man's stock to support his contention.

Mr. Harry S. Hergert, the "pricer" at M. & L. Samuel, Benjamin & Co.'s, Toronto, when interrogated, said: "I prefer the discounts, because there are so many goods that have such a large range of sizes. For instance, take one particular article of eighty or ninety different numbers and sizes, which has been listed and sold on discount for thirty or forty years, the discounts having varied all the way from 20 to 60 per cent., according to the price of the raw material. Now, if it was necessary, through any alteration in the tariff or reduction in the price of raw material, to change all the figures, what a terrible amount of work it would entail? This is only one line, and 75 per cent. of the hardware trade is worked on the same basis.

WHERE NET PRICES WOULD BE BEST.

"Now, take screws. What a sweet thing it would be to change them every time there was an alteration in the tariff or the association saw fit to make a change in its figures. Then, here is another," continued Mr. Hergert with a smile, as he picked up a carriage bolt list; "I do not want the job of changing that. Now, if there is any change, all we have to do is to alter the discount. Take files, and you have the same thing again. Then there is wire nails. If we had to change these on account of prices being made higher or lower, why, it would occupy about the whole of one man's time. There are, of course, a great many lines on which it would be better to have net figures, especially in cases where there are only one or two manufacturers making a certain article, and both lists of discounts differ.

"It certainly would be a great advantage to have all net figures for invoicing purposes; but that part of the work is small compared with the great amount of labor that would be entailed when there was a change and net figures obtained."

"Some of the discount lists are inconvenient?" ventured the representative of THE HARDWARE MERCHANT.

"Yes, and here's a sample, if you like: 52½ and 7½ per cent. off the list; 72½, 42½, 82½; 60, 10 and 5; 70, 10 and 10. Then we have some discounts as large as 90 and 10 per cent. But then," consolingly concluded Mr. Hergert, "our invoice clerks get accustomed to these discounts and do their work very rapidly."

THE TENDENCY TOWARD NET PRICES.

Mr. Squire, of Painchaud, Squire & Co., wholesale hardware, Montreal, thought the tendency was toward net prices, and in some lines handled by his firm discounts were no longer employed at all. It was a matter of convenience for any firm doing business with both wholesalers and retailers to retain discounts, but net prices in trading with the retailers would be just as satisfactory wherever they were feasible. Speaking generally, discounts were necessary when selling from sample, because, among other reasons, the traveler would be burdened with too many prices otherwise. Where the selling was being done from a private catalogue net prices would be quite convenient. It would not be possible, in selling from samples to mark every article with the net price; no firm would do business in that way. In lines like pocket and table cutlery his firm had to maintain discounts for practicability and convenience sake, but in guns, razors, etc., discounts were not employed.

Said Mr. McCall, of Drummond, McCall & Co., wholesale hardware, Montreal: "It is not practicable to have net prices all round. Where the articles have many sizes it is far easier to calculate a change of price on a discount basis. In many lines handled by this firm net prices are used, and it is quite natural they should be, but wherever there is a range of size in a single article discounts must be employed. You cannot lay down a hard and fast rule on this question. Circumstances must determine the rule in some cases, but where net prices are feasible I dare say the tendency is to use them."

AFRAID OF INTERMINABLE DIFFICULTIES.

David Walker, of James Walker & Son, retail hardware, St. James street, Montreal, had never given the matter very careful consideration, but he did not see how net prices would work, save in special lines. The discounts were better, and he feared that any attempt to extend net prices would lead to interminable difficulties. "You will find," said Mr. Walker, "that the cases best suited to net prices are now provided for in that way, and the discounts are retained in those lines where they are needed. I don't see how you could alter the system."

Geo. R. Prowse, retail hardware, St. James street, replied: "It must depend on the circumstances of the case, the kind of trade done, and the special line of goods dealt in. There could be no settled rule."

L. J. A. Surveyer, retail hardware, 6 St. Lawrence street, Montreal, said: "I prefer the discount system. It is easier to work with. Take screws, for example, or bolts or tacks, where there is a great variety in size; if you had to put net prices on them you would have to keep a clerk busy at that alone. Then, supposing you are selling builders' hardware and the list of prices is expected to be shown, the purchaser would necessarily see the net prices, and no other price could be obtained from him. I see no tendency to go in for net prices, and the discounts are much more convenient."

NUMBER AND WEALTH OF OUR HARDWARE MEN.

BY F. D. L. S.



EING naturally of a curious turn of mind, and having been for some time in touch with all branches of the hardware trade in Canada, I, three weeks ago, developed an inordinate and unconquerable desire to ascertain how many establishments, wholesale and retail, this country boasted in that line of business, and how much capital was invested in its various ramifications. And I may say that before I satisfied that said longing I waxed sorry that I had ever begotten it. The undertaking was a huge one—for a lazy man—but finally I accomplished it.

The way I went about the job was this : I introduced myself to one of Bradstreet's year books, thinking that I could speedily pump it of what information I wanted, and after thus using it to my own advantage, throw off its acquaintance. But I was mistaken—sadly mistaken. The task I had taken upon me was greater than I could bear, and ere I concluded it that book had become a veritable Sinbad's Old Man of the Sea to me.

Even now, that my labors are o'er, I dream of the horrible thing ; in the dead of night, when all is still, my dread tormentor clings to my shoulders, and passes before my tired eyes an unbroken and never-ending panorama of small-type-filled columns, conveying to my bewildered brain the idea of a hopeless eternity, made up of nothing but meaningless words and figures. "It's an ill wind that blows nobody good," however, so I console myself with the thought that some of the readers of THE HARDWARE AND METAL MERCHANT may add a little to their store of knowledge by the perusal of the tables of statistics I have gathered together.

For two reasons the results I have obtained are a little incomplete in one or two ways. In the first place, Bradstreets' ratings are in many instances only approximate, and in the second, the commercial agency's publication neglects altogether (of course, because of insurmountable obstacles) to rate about 30 per cent. of the hardware men of the nation. Many of the establishments that are thus overlooked are of rather small proportions, and I have gotten over the difficulty that I here found by estimating the capital invested in the unrated concerns at an average of $1,000 each.

Another thing that has interfered with my setting down exactly the amount of money actually invested in hardware merchandise in Canada is the fact that hundreds of thousands, and probably millions, of dollars' worth of the goods ordinarily kept in a retail hardware shop are to be seen upon the shelves of the myriads of general stores with which the country abounds throughout its length and breadth. Particularly is this the case in the small towns and villages of the less thickly populated districts of the various provinces. "But such as I have I give unto thee"; and, moreover, "Beggars must not be choosers."

When it is remembered, therefore, that I am dealing with the legitimate hardware and tinware trade alone, the statement that Canada* boasts 2,374 retail dealers (1,826 rated and 548 unrated), with an estimated combined capital of $13,098,000, and 116 wholesalers, with a capital of $10,888,000, is not one to be ashamed of. Add to these results the figures concerning a cognate trade, collected in the plumbing department of this issue—viz., 365 dealers, with an estimated capital of $608,000—and you raise the totals, as regards retailers, to 2,739 establishments, representing an investment of $13,708,800. Thus, Canada has 2,855 metal dealers (wholesale and retail), with the goodly sum of $24,596,800 behind them. I doubt if any other industry can make a much better showing.

Viewing the results obtained from the point of the individual, I find that each retail hardwareman in Canada possesses an average capital of about $5,500 ; while, on a similar calculation, each wholesaler is backed by something like $94,000.

Taking the provinces of Canada in comparison, it is found that Ontario leads with 984 with retailers $8,777,000 capital, and 48 wholesalers with $4,606,000. Quebec comes second with 532 retailers having $1,857,000 capital, and 50 wholesalers having $3,955,000 invested. Prince Edward Island, as befits its geographical dimensions, modestly takes the tail end of the procession of Canadian provinces proper, while Newfoundland is a little behind her again.

When the two leading cities of Canada are compared, Montreal has considerably the better of it over Toronto. In Montreal the sum of $1,011,000 is invested in retail hardware, and $3,239,000 in wholesale. For Toronto the figures stand $375,000 and $1,841,000 respectively.

For the rest, let the figures speak for themselves. Here they are :

Provinces.	Number of Rated Retailers.	Capital in Retail Hardware.	Number of Retailers Not Rated.	Number of Wholesale H'dw'remen	Capital in Wholesale Hardware.
Ontario	984	$8,777,000	285	48	$4,606,000
Quebec	532	1,857,000	118	50	3,955,000
Prince Edward Island	11	86,000	9	.....	.....
Nova Scotia	103	530,000	27	11	530,000
New Brunswick	52	300,000	22	8	140,000
Manitoba	67	300,000	51	4	1,650,000
British Columbia	39	450,000	20	1	7,000
Northwest Territories	28	170,000	12	.....	.....
Newfoundland	13	80,000	4	....	.....
Totals	1,826	$12,550,000	548	116	$10,888,000

* Canada is here understood to include Newfoundland, for the "Ancient Colony" will soon be part of us anyway.

A GIRL'S VIEW OF THE CASH SYSTEM.

BY IDA LEIGHTON, AGED 14, ORANGEVILLE.

There is little doubt which is the better, cash or credit, and that it would be a grand thing if the cash system was the only one in practice. It would make less work and expense for the merchant, so that he would have more time to give to his business, while the customer would be happier for not being in debt. If the people would only think so, it would be far better for themselves and everyone else. They would not be always getting into debt and having to mortgage their farms and property, and eventually lose them, as they are seized by a man's creditor to pay his debts. It seems less to pay a dollar now and then than to pay a large bill at the end of the year. The wholesale merchants will not wait for the retail merchants, as the latter have to wait for their customers. How then can the retail merchants be expected to pay for their goods unless they have private means! As everyone cannot have that, I think it is only fair to everyone concerned that the cash system be established and practised and the credit system be condemned.

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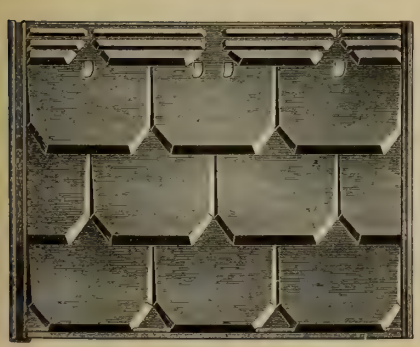
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EVOLUTION IN THE PAINT AND OIL TRADE.

BY W. L. E.

EVOLUTION has been no more indolent in the paint and oil trade than in other branches of commerce. In fact, it has been more active than in some. I learned this the other day, during a short chat I had with a gentleman who has had nearly a quarter of a century of connection with the trade.

"It is something wonderful," he said, as he swung himself round in his office chair, "the changes that have taken place in the paint and oil trade during, say, the last twenty years. To the painter then the whole work was white lead, to which he added his own dry colors for tinting, no ground colors being used in those days. You can imagine that the paint-manufacturing industry was very small at that time. As manufacturing increased, however, the painter found it was better to get the ground colors for tinting his shades.

"About fifteen years ago ready mixed paints were introduced, but in a very small way. They were, however, unsatisfactory, owing to the crude machinery used in mixing. To make matters still worse, a great deal of adulteration was practised, both in the dry materials and in the liquids. The increase in business in this line has been wonderful, and the demand is for the first-class article only. As a result of this, less white lead is now being sold, as, in many cases, even among the painters, prepared or ready-mixed paints are now given the preference, the quality of some mixed paints being equal to that which painters could put together. Furthermore, the mixing of colors and oils by proper machinery gives the shades a more permanent tint. Take a certain quality of green, for instance, and mix one-half by hand and another by machinery. Then apply the one to this building and another to that. I am persuaded that the machine-mixed will last double as long as the hand-mixed. To give you an idea of the variety and extent of the trade in mixed paints, it is nothing unusual for a manufacturer to have from one to two thousand different kinds of labels at a time in his label room."

Then he took me into his label room, where girls were employed deftly pasting labels on various-sized tins.

"There," added my informant, as he raised a series of curtains exposing several hundred pigeon holes containing labels assorted ready for use.

"Do you know the approximate number of mixed paint manufacturers in Canada?" I interrupted.

"There are, I think, about fifteen manufacturers, and they control from 30 to 40 brands in half-pint and gallon tins."

"As a result of this development of the prepared paint trade there is naturally less white lead sold, but it does not follow that there is less consumed. On the contrary, I guess there is more used, but in an indirect way. Now, as to the purity of white lead. Twenty or twenty-five years ago there was scarcely any pure ground white lead in Canada. And the improvement was very gradual. Why, up to within some five years ago the grinders could put almost what they liked on the label and what they liked into the tin. To-day, however, 90 to 95 per cent. of the lead sold is pure."

"The changes in coach colors during the last twenty or twenty-five years have not been very great; that is, in the colors used by carriage and wagon builders."

"How do you account for this?" I ventured.

"Because the paint manufacturers made the paints right in the first place. I suppose the colors made to-day are practically the same as those made 25 years ago, the only difference being that they are now better ground."

Then he animadverted upon wall coatings. "In the old days," he said, "there was nothing used but whiting, glue and the tinting colors; all had to be mixed by the painter. Now the kalsomine is manufactured ready for use, and all the painter requires to do is to add water. The same thing applies to wall-coating as to machinery mixed paints. The machinery mixed holds together better than the hand mixed."

"What can you say about evolution in the glass trade?"

"This, too, has changed very much. In the early days there was very little glass sold larger than 36 x 40 inches, while the bulk of it was in smaller sizes of 10 by 12 to 10 by 20 inches. Now the greater proportion of the glass going out, even for private houses, runs from 14 by 28 up to large sizes of plate. It is astonishing the quantity of plate glass that is being sold throughout the country, and the same may be said of fancy glass."

"Just look at all those lines that are developing in these latter days," remarked my informant as we sauntered through the sample room, pointing to row upon row of attractive packages displayed on the shelves. "There are, for instance, those ready-mixed gold paint enamels. Then look at that pine tar there in tins. That article is now in common use for applying to cows' horns to keep away insects. It is also applied to horses' hoofs.

"Then I must not forget Paris green. A couple of decades ago it sold at from 26 to 30c. per pound. And not only has there been a big change in the price, but look at the substitutes there are now in the market!

"But, man dear, it seems to me you can see changes the hand of Time has wrought wherever you turn in the paint and oil trade," was the parting remark of my informant as he bade me good afternoon.

ANYTHING TO ACCOMMODATE.

The willingness of the country merchant, when he has competition, to oblige all customers, is sometimes almost pathetic. The Reading (Mich.), Hustler relates that the other day a farmer entered one of the hardware stores in that town and asked to see a cheap mousetrap. The dealer handed him down a wooden trap that had three holes for mice.

"How much?" asked the farmer.

"Ten cents," said the merchant.

"That's more'n I can afford to pay," said the farmer. "Got any for five cents?"

The merchant had none for five cents, and the farmer was about to depart, when the hardware man called out, "Hold on a minute?"

He took the ten cent trap to the back part of the store, took down a saw and sawed out one of the holes and the catcher with it, and brought the mutilated trap back to the farmer, who paid his five cents and went away with the trap, apparently well satisfied.

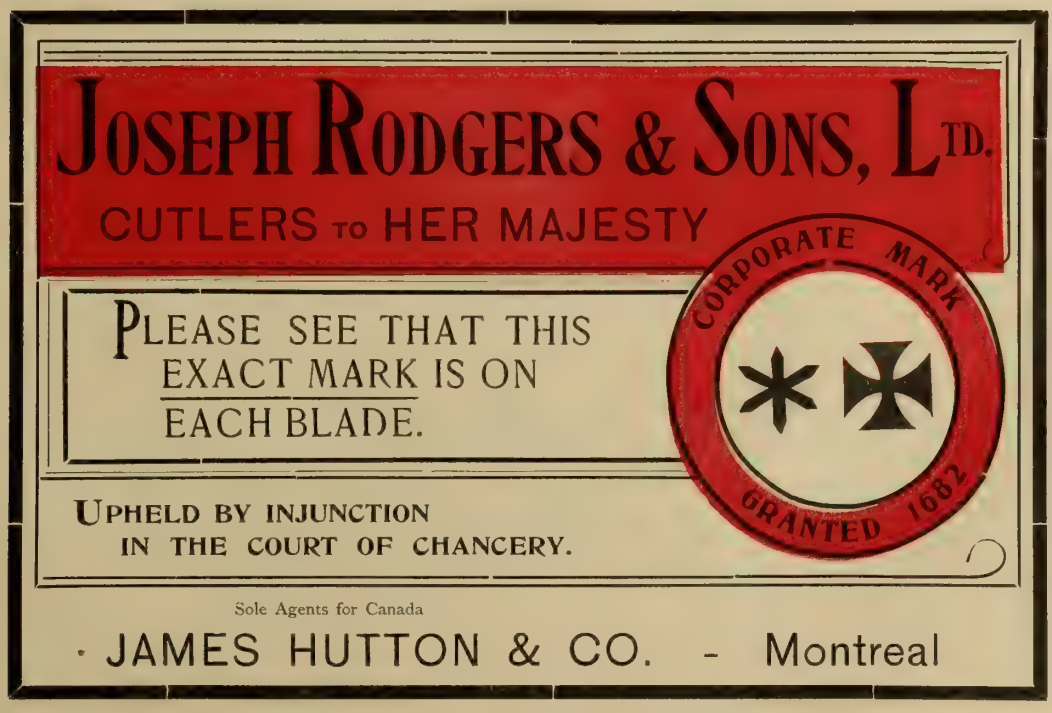
TRADE EXPANSION IN DOMESTIC PIG.

THE HARDWARE AND METAL MERCHANT has had occasion frequently to refer to the competition in the Canadian market between American and British pig. In Western Ontario it has been a well established fact for several years past that the product of American furnaces almost monopolized the demand. In the eastern market, it was practically a perfect stranger to consumers until the early part of last summer. Since that time, however, until about a month ago it was a serious competitor for the favors of buyers, not only against British pig iron but our own domestic Nova Scotia pig as well. About two months ago, however, the cost of crude material at American iron producing centres commenced to harden, and owing to this fact salesmen of American iron were not quite as free in Montreal and the east as they have been. If prices advance much further across the lines it can hardly be laid down in Montreal low enough to permit of serious competition with Nova Scotian and Scotch. It may be interesting to note, however, that the competition which the latter iron experienced last summer and fall has materially checked its importation at Montreal this spring. In former years it was customary for the first boats to bring in quite a "jag" of Scotch iron. This spring only a bagatelle of 100 odd tons of Summerlee have been imported. A comparison of the importations of American and British pig respectively at Montreal in the period under consideration, viz., from June, 1894, to March, 1895, will be interesting in view of the circumstances ruling the situation. For the quarter ending last September there was 438 tons of American pig entered for consumption at Montreal. In the next quarter, ending December, the consumption of American pig had increased to 785 tons. Finally, in the last three months, ending March, it fell back again to 458 tons. This makes a total for the nine months of 1,681 tons of American pig entered at Montreal, or 800 tons more than was entered during the entire year in 1893, when the figures were 800 odd. On the other hand, the shrinkage in the consumption of Scotch iron in the east was even more marked.

In 1893 there was in round figures about 20,000 odd tons of Scotch iron entered for consumption at Montreal. A comparison of this quantity with the imports for nine months running from June, 1894, to March, 1895, shows a striking decrease. For the quarter ending September, 1894, some 1,858 tons of British pig was entered at Montreal, and for the quarter ending December, 2,133 tons. There was none imported after the first of the year, so that the aggregate imports of Scotch pig at the chief eastern centre for nine months was only 3,991 tons against 20,000 in 1893. The increase of 800 tons in the American pig iron importations did not make up this deficiency.

The argument, therefore, is that the consumption of domestic Nova Scotia pig was largely increased in the period mentioned in the eastern markets—possibly by 12,000 tons or so.

A woman came into an ironmonger's shop in England the other day, and wanted a lamp; and after having been shown several said she liked those with clear stomachs best, as they showed what was inside them.



SCIENCE OF SHOP WINDOW DRESSING.

MONTREAL SHOW WINDOWS.

BY W. A. R.

IT MAY possibly be disputed, and no doubt with reason, that actual beauty is difficult to evolve from the matter-of-fact articles usually found in a hardware store. But though this may be so, only a very ignorant person will deny that a pretty effect can be secured in a show window, even with saws, planes and chisels. The day when a hardware merchant could tumble a "raft" of goods into his window any way and every way, and call it window dressing, has passed away with the penny dip and other things that our great-grandfathers were satisfied with. In the hardware trade, as in every other line of business, a good deal of its success lies with attracting the eye as well as the wants of a customer. If the first is secured, it frequently goes a long way toward clinching a purchase. One of the best means of doing this is to have the show windows and shop interiors attractive. A prospective buyer who can enter a hardware store, find out his wants and have them supplied without carrying away dusty mementoes of his visit, will be favorably impressed with the fact. It will convince him that the proprietor of that store consults the convenience of his patrons, and such an impression goes a long way towards securing a return visit when other necessities in the hardware line arise.



OUR ANTICIPATED SUMMER HOLIDAY.

All this moralizing was occasioned by a tour made recently of some of the big retail hardware stores in Montreal. This tour emphatically convinced the writer that the arrangement of shop interiors and window dressing was a science, and that the science was in an embryo state among the retail hardware trade of the "Commercial Metropolis." Few of the show windows were calculated to attract attention, and little effort was made in the interior of most of the stores to display the different kinds of goods handled. There were, however, some exceptions. The establishment of Gravel & Boulard, on St. Lawrence Main street, is one of these.

The show windows of this firm, when the writer made his visit, were a striking object lesson of what could be done with such humdrum things as carpenters' tools. The display of these was bound to attract the eye. Utilizing saws of different sizes, symmetrical circles and half circles on the rear of the window formed an effective background, and showed plainly that the firm's stock of goods of this class was an ample one. In the body of the window, built up on graduated stands, were equally tasty collections of other kinds of carpenters' implements, demonstrating that the firm carried a complete assortment of goods in this important department of hardware. Yet with all these goods there was no crowding, for Mr. Boulard, who looks after the window decoration, held that this was unwise. He did not believe either in jumbling a lot of indiscriminate goods into a window. The merchant should take one particular branch and try and show in his windows that his stock in the line in question was a full one. If he wanted to show another line, the whole window should be cleaned out and his attention devoted to devising a show of the goods to which he wished to call attention. This, he believed, was one of the main secrets of window-dressing.

SOME TORONTO WINDOWS.

BY F. D L. S.

If our hardwaremen generally would recognize more fully the importance of rendering the entrances to their stores attractive it would be a great deal better for the trade. In the first place, the front of a shop should be so constructed as to afford lots of show room for the exhibition of goods to the passers by. But it is often the case that the merchants who are most favored in the matter of window space display the least ability in showing their goods. This is a pity. What availeth it a man if he have big plate glass windows, and lose the returns that should accrue to him therefrom? It would not be better for him that a millstone were hung about his neck, but if he would take advantage of the facilities afforded him he would sell more millstones, grindstones, and every other kind of merchandise.

The front windows of a shop should be like the headlines of a well conducted newspaper—the former should indicate the principal contents of the store, as do the latter the salient features of the news of the day. And as day by day the headlines of a journal are altered according to the information in the columns below, so the exhibits in the windows should be frequently changed according to the seasonableness of different classes of goods.

There are some dealers who overdo this thing, however. Judging by the appearance of their places of business, one would think that every morning they carry all the goods they own into their windows and doorways. Some of them even block up a portion of the sidewalk with their wares. It is as bad to thus go to the one extreme as to the other. The only difference is that in one case it is a sin of omission while in the other it is a sin of commission. The passer-by is confused by such a bewildering and shapeless array of merchandise, and perhaps goes on his way until he finds a store the windows of which are not so profusely hung, and where he may judge from exterior appearances that the proprietor has not carted all his goods out onto the sidewalk—for the customer wants to be sure that there is something left inside the place to buy.

The merchant should endeavor to find the happy medium of window dressing. Let him neither neglect altogether to adorn his store front, nor on the other hand over-decorate it. He should arrange in his window a neat and attractive display of some particular line of goods—and change it once in a while.

There are some hardware men in Toronto who occasionally render attractive their store fronts by artistic displays of their

goods. Rice, Lewis & Son boast three "plate-glasses," and they usually make the most of them. Just now one of these windows is filled with a neat collection of iron and brass bedsteads—just the thing for house-cleaning time. The second contains a well-arranged display of garden utensils (most suitable for spring-time), with hose, rakes, spades, lawn-mowers, etc., strewn over the floor, and a red-painted wheelbarrow suspended in mid-air above them. The third window, which is rather shallow, is fitted up with a series of small shelves, upon which are set in rows brass pots and kettles, bronze statuettes, and other burnished or dull-finished goods.

A glance at the windows which light up the establishment of T. Meredith & Co., on King Street East, carries one forward to the coming warm weather, and reminds him of the expedients to which humanity will soon resort to keep themselves cool. Hammocks, gauze window screens, and other goods of this description, here meet the eye.

On the floor of B. Ibbotson's window and right against the pane runs along a row of table cutlery; behind this is a row of stove, shoe and scrubbing brushes, and behind this again a row of paint brushes. To set the whole off a pyramid of brightly-painted series of shelves rises in either corner of the window space at the rear, bearing upon it row after row of tinned paints and white lead.

Fred. Armstrong, gasfitter, etc., Queen street west, makes the most of two handsome windows. In these tasteful collections of gasaliers and chandeliers hang from the ceiling, while below is set row after row of parti-colored glass lamps and gas-jet globes. To heighten the effect the floors of the window spaces are paved with mirrors let into the wood and apparently doubling the size of the display.

A neat idea is illustrated by the arrangement of W. L. Murphy's Yonge street store. The floor of each window space is built on an incline rising towards the rear, and carpeted with red baize. With this as a ground work a nice display is built up by the arrangement of cutlery and other small neat articles in symmetrical geometrical figures upon it.

WHERE THE BEST WINDOWS ARE.

BY J. B. M.

There is probably no city in Canada where as much attention is paid to window dressing as in St. John, N.B.—i.e., taking the trade as a whole. Winnipeg comes next. St. John is also noted for the excellent interior arrangement of some of the stores. McAvity & Sons, who are also manufacturers of brass goods, have called in the aid of their factory to help their window display. An adaptation of the Ferris wheel has done excellent service in drawing attention to their windows and in displaying numerous small articles. W. H. Thorne & Co. in their new premises show better dressed windows than ever before. Nearly all the other firms show equally good taste in the arrangement of their windows to attract the attention of passers-by.

Most people have heard of the small boy's definition of nothing as "a bunghole without a barrel," but one of our workmen found, accidentally, a definition for less than nothing, a short time back, for, when asked whether there was not a hole in a piece of iron that he was making, he innocently answered that "there was only part of a hole."

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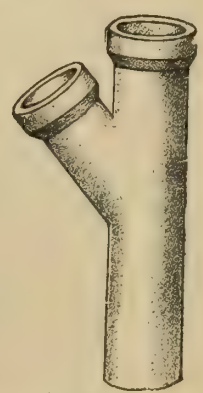
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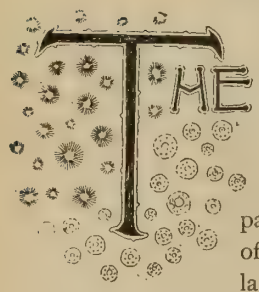


W. McNally & Co.

MONTREAL

JOE JOHNSTON'S MOTIVE POWER.

BY WILLIAM LEWIS EDMONDS.



BOY who has not ambition to be something—to climb to the highest rung in the ladder of his possibilities—deserves to be a slave. I was ambitious when I was a boy. And in spite of the half century that has passed over my head, a good many sparks of the old fire are still left. When the last spark of ambition goes out I want to go out.

"Be careful, Joe Johnston," my old grandmother used to say, as she would pause in her work and raise her finger warningly, "ambition's like fire: a good thing when 'taint boss."

And then she would fall into reminiscences of Tom This and Harry That, who had, as she put it, "allowed ambition to run away with their common sense," and, sometimes, "with their principles of honesty and integrity."

Grandmother Kendal was my only guardian. My parents I could not remember, both dying when I was an infant. "Granny" gave me a good common school education. That was the only capital she could launch me on the world with. However, when I entered the hardware store of Lockhart, Turnbull & Co., of Toronto, it was with the firm determination of having a store of my own some day.

I had just turned 16 years when I left school and started out on the business career I had selected. From the first I was in sympathy with my work, and as time passed and I became better acquainted with the details of the business, I really fell in love with it. The young man who is not in love with his avocation runs a poor chance of making it a success.

If there were any little details which I did not clearly understand, I was not satisfied until I had mastered them. From the first I managed to afford to subscribe for a trade paper, and I read all others I could procure from friends.

The young man starting out into life who, besides being fortified with ambition, is the possessor of a moderate degree of imagination—it is not difficult for him to conjure up all sorts of ways and means whereby the goal of his ambition may be attained. It was so in my case, at any rate.

I was fond of books, and, shortly after I entered the employ of Lockhart, Turnbull & Co., I read a short story that touched a spring in my imagination and set it going. The story related the adventures of a poor boy who eventually, through a kind act toward an old lady, inherited a large fortune.

"What," I thought, "if some such luck should fall to my lot?"

It struck me like an inspiration, and day and night I speculated upon its possibilities, and vowed I would keep my eyes open for an opportunity of ingratiating myself in the good opinion of some old man or woman with many dollars, minus kith or kin, all of which would be left to me to be used as capital for starting into business for myself, and, of course, to prove the nucleus for a fortune in the future.

The idea almost consumed me. Almost every day I built castles in the air, with the money of some old person for their foundation.

About a year, I should think, had passed since I had conceived this boyish fancy, and one night I was wending my way home from the warehouse in a heavy rain. Turning up Jarvis street from Queen I noticed an old man slightly lame in front of me, laboring along with a valise in one hand and a stick in the other. The old man's condition excited by sympathy.

Instinctively I stepped up to him, asked him to allow me to carry his valise and proffered him a share of my umbrella.

"Well, my boy," he said as he handed me his valise, peering closely into my face at the same time, "you appear to be an honest looking young fellow. I do believe I'll accept your kind offer. You see," he added with a grim smile as we resumed our journey, "nature didn't bless me with three arms, but she gave me a lame leg. Consequently, being thus I can't at the same time carry a valise, propel myself with a stick and carry an umbrella. But I'm built of a little better stuff than sand, and I guess the rain won't wash me away," he concluded with a pleasant laugh.

Then the old gentleman undertook to enlighten me as to the reason of his being out in the night's rain.

"You see, Bill Taylor—he's my tenant on the old homestead farm—wanted some repairs done; and I wanted my rent. So out I went a couple of days ago. And now I'm returning."

When we reached the old man's home—a neat little cottage on a quiet back street—he gently tapped on the door with his stick, and it was almost immediately opened by a little pale-faced, deformed lad apparently about fifteen years of age, who, as he held a lamp above his head, peered out into the darkness.

"Is that you, grandpa?" he asked, in a sort of girlish voice. "Oh, I see it is now. I'm so glad you've come."

The old man quietly stroked the boy's head, remarking at the same time: "I'm sure you are, Jim."

Then, as Jim disappeared "to get grandpa a cup of tea," as he said, the old man turned to me with the remark:

"Jim, he's my boy, my housekeeper. You see, he was one of those little street arabs. He got hurt one day, guess it is about two years ago, so I took him home. He's been with me ever since. But, good night, my boy. Much obliged to you for your kindness. My name's Jacob Sharon. Call round and see us some time. Jim and I will be glad to see you."

As I wended my way homeward, thinking of my little escapade, I found myself associating my new-found friend with my dream of falling into favor with some rich old gentleman or lady and ultimately becoming their heir.

"Of course, Jim stood first chance. But he might die. But even if he didn't die, perhaps Mr. Sharon may leave me a part of his fortune."

This was the way I reasoned as I stepped along in the still falling rain.

A few evenings later I spent a couple of hours with Mr. Sharon and Jim. The old man was of a philosophical turn of mind He had a well-stocked library, and he was well acquainted with every book on its shelves. Jim, while weak physically, was strong mentally, and he shared with the old man his love for books. After that I was a frequent visitor to the Sharon home, where I was able to gratify my taste for books.

About a year had elapsed since becoming acquainted with Mr. Sharon, when he one evening suggested that I take a course at a commercial college.

"You see," he added, "I've decided to send Jim, and I want you to go to keep him company. You can go a couple or three nights a week during the winter, and I'll foot the bill."

The fact of the matter is that I had for some time been

desirous of taking a commercial course, but was unable to do so for the want of funds. Still, however, I did not altogether like the idea of being dependent upon the charity of another, and particularly one on whom I had no claim. I told Mr. Sharon so.

"Tut, tut, man dear. I've got more than enough of this world's goods to last me till I pack my baggage for the next world. Besides, I want you to go as a companion to Jim."

Jim and I forthwith attended the evening classes of a well-known commercial college. I was much benefitted by the course of instruction. And when, a few months later, I was advanced to a higher and more remunerative position in my employer's warehouse, it was because of the fitness I had gained for it by my studies the previous winter. One never knows when he picks up a nugget of information what its utilitarian properties are until a test is applied to it.

During the summer following the attendance of Jim and I at the commercial college I was pained to notice that Mr. Sharon's health appeared to be failing.

"Joe, my boy, I think I'm getting to the end of my journey," he remarked one day. "But it's nothing more than I can expect. I've passed over 70 year-posts. When I've gone, keep an eye on Jim. And my word to you is to be energetic. Master all the details of your business. Be honest; it's the best policy. Be independent. Feather your own nest. If someone comes along and drops in a feather, why, so much the better. But don't live in the hope that somebody else will do the feathering and that you will contribute a feather or two. The man who makes himself is better than the clayey thing that is fashioned and shaped by other hands."

The old man's remarks grieved me. I had become attached to him. The early hope that I might some day be a beneficiary in his will never now seriously troubled me, for my boyish dreams were vanishing as I grew older. Mr. Sharon's talk, while it saddened me, also endued me with fresh zeal and ambition

My old friend's predictions regarding the nearness of his journey's end were only too faithfully verified. And before the winter's snow was on the ground we laid his remains away in a quiet nook of St. James' cemetery.

The funeral cortege was a small one, and on our return to the house from the cemetery the lawyer whom Mr. Sharon always consulted when he had occasion to do so produced the deceased's last will and testament. His real estate, securities and cash in bank, aggregating in value some $25,000, he left to his little protege, Jim. According to a codicil to the will, I was to get his well-filled library that had so often excited my admiration.

I cannot say I was disappointed with the will, for I had for some time been trying to dismiss, as being unworthy of me, the fancy that I should some day fall heir, through the death of Mr. Sharon, to money enough to enable me to start in business for myself.

* * * * *

Five years had passed since Mr. Sharon's death, and I was occupying a responsible position with Lockhart, Turnbull & Co. One day just about this time Jim Tremere, the late Mr. Sharon's protege, came into my office.

"I have come to see you about a little business matter," he said, as he dropped into a seat. "I have just graduated from the university, as you know. Now I am going to take up law. You told me the other day that your firm was being turned into a joint stock company, and that the thousand dollars you had saved you were going to invest in this company. Now why not put in more. I have about five thousand dollars that is lying idle. That is at your disposal. Take it and pay me back when you can. You have done me many a good turn, and it is time I did something for you."

Jim would not take "no" for an answer; nor would he hear of my paying interest.

The new company prospered, and I was soon able to pay Jim back his five thousand dollars, although he declared he never intended I should do so; but I insisted.

A year ago, shortly after I had turned my fiftieth birthday, having amassed a comfortable fortune, I resigned the cares of business, and now, with my family, I am going to spend a few years touring in foreign lands, and little Jim, for he is little yet, will accompany us.

VANCOUVER A "SUBURB" OF MONTREAL.

AMUSING are some of the blunders made regarding Canada's geography by those whose ignorance is inexcusable. The authors are usually English or United States newspaper men, or platform speakers. For instance, an English paper announced that a railway bridge was to be built across the St. Lawrence from Montreal to Port Huron. Another said that a steamship service was to be inaugurated between Halifax and Vancouver. But the most egregious and inexcusable mistake of all was that made by a New York house whose travelers make periodical trips into Canada.

Its Mr. Blank was due in Montreal on a certain date, and, as customary, circulars were sent out announcing the fact to customers and likely customers in the vicinity of the "Commercial Metropolis"—remember, in the vicinity of Montreal—and stating that all expenses in connection with the trip would be refunded or paid by the traveler.

Among the prospective customers in the "vicinity" of Montreal to receive one of these invitations was C. & L., of Vancouver, B.C. C. & L. were of course delighted with the magnanimous offer, and in due time the authors of it received the following note of acceptance:

Gentlemen,—Yours addressed to us at Victoria, B.C. received, and in which you kindly offer to pay our expenses to Montreal. As the distance from this point to Montreal is something over 3,000 miles only, the expense per head will be light. There being but seventeen of us in all—ourselves and our families—we thought you might consent to our inviting a few of our friends. In view of the wisdom of presenting ourselves in good shape upon our arrival in Montreal, we will not deny ourselves of our accustomed luxuries With your consent we will draw on you for $19,747. Respectfully, C. & L.

Whether the Vancouver firm ever had the nice little junketing trip to Montreal I know not. I can only guess they did not. Nineteen thousand dollars was in all likelihood too large an expense item to risk on a merely prospective customer.



"THESE MODERN ADVERTISERS PUZZLE US OLD-TIMERS.

HARDWARE FAILURES IN 1894.

MR. T. C. IRVING, superintendent of Bradstreet's agency in Toronto, has courteously furnished THE HARDWARE MERCHANT with some valuable information regarding the failures that took place in the Canadian hardware trade during the year 1894. This information we have tabulated in convenient form with particular attention to the various causes of failure. The table should prove a warning to those who meditate starting out in business without sufficient of the sinews of war, for out of 24 failures last year exactly two-thirds were the result of lack of capital. On the other hand, the figures reflect creditably upon the class of men engaged in the hardware business in Canada, for only two failures were due to incompetence, one to inexperience, and one to extravagance. The failures were less in number than for two or three previous years.

Cause.	No.	Assets.	Liabilities.
Incompetence	2	$19.887	$36,000
Inexperience	1	800	2,206
Lack of capital	16	96,500	215,337
Extravagance	1	30,000	35,000
Disaster	4	16,442	39,699
Total	24	$163,629	$328,242

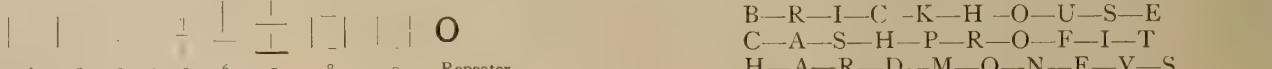
It is two years since we published a table similar to the above, that was for 1892, and a comparison of it with that of 1894 shows that in the latter year there were six less failures. Of this decrease, one was in number of failures from inexperience, six in those from lack of capital. The number that failed from the causes of incompetence and extravagance was the same in both years, while among those whose failure was traceable to disaster there was one more in 1894 than in 1892. In 1894 the assets of insolvent hardware merchants aggregated $164,516, an increase of $887 compared with 1892, and the liabilities were $328,242, a decrease of $11,538.

COST MARKS—TAKE YOUR CHOICE.

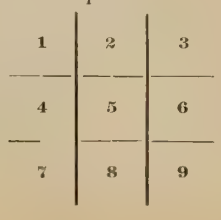
EVERY retailer is more or less troubled with a class of people who take pleasure in puzzling their brains to ascertain the cost price of the goods he is offering. A retailer wrote us not long since, declaring that this practice had become a sort of mania in his town, with the result that cost mark after cost mark that he had adopted had been discovered by these fiends, and he importuned THE HARDWARE AND METAL MERCHANT to suggest some private mark which would defy the inquisitive. Lately we have been collating cost marks from exchanges, and so forth. We subjoin some of them :

Fair Dealing Is Our Motto
1 2 3 4 5
At Rock Bottom Low Prices
6 7 8 9 0

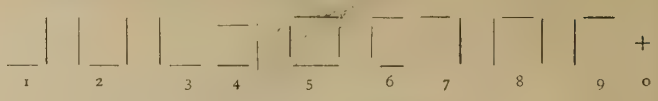
The following cost mark has been found very handy by the firm using it. The principal argument in favor of it is all the lines are straight, easy to make, and they look neat.



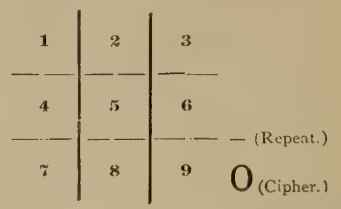
This one is based on a square :



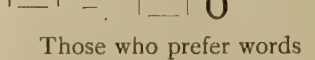
When written they appear like this :



Here is another on somewhat similar lines :



Supposing an article cost $22.50, it would be marked :



Those who prefer words to diagrams can make their selection from the following :

1 2 3 4 5 6 7 8 9 0
Q—U—I—C—K—S—A—L—E—S
S—M—A—L—P—R—O—F—I—T
S—I—L—V—E—R—B—A—S—E
I—M—P—O—R—T—A—N—T—X
R—E—P—U—B—L—I—C—A—N
P—A—I—N—T—B—R—U—S—H
V—A—N—D—E—R—B—I—L—T
J—O—U—R—N—A—L—I—S—T
C—H—A—R—L—E—S—T—O—N
C—U—M—B—E—R—L—A—N—D
R—U—S—T—Y—B—A—C—O—N
R—O—C—K—I—N—G—H—A—M
C—A—R—O—P—H—E—L—U—S
S—A—F—E—T—Y—L—O—C—K
C—O—R—N—B—A—S—K—E—T
L—E—X—O—W—S—C—A—M—P
C—H—E—A—T—B—R—O—W—N
P—O—L—I—C—E—M—A—N—X
S—A—M—G—E—T—R—I—C—H
W—A—S—H—I—N—G—T—O—N
D—O—G—M—A—C—H—I—N—E
L—O—R—D—S—M—Y—T—H—E
E—D—I—T—O—R—S—B—A—G
M—A—K—E—P—R—O—F—I—T
M—A—R—K—I—N—G—P—O—T
N—E—W—Y—O—R—K—F—A—D
N—O—M—I—S—T—A—K—E—S
C—L—E—R—K—S—W—A—N—T
R—E—T—A—I—L—P—O—U—N—D
M—A—K—E—T—H—I—S—D—O
N—E—W—P—O—U—L—T—R—Y
S—T—O—V—E—P—A—I—N—T
O—L—D—B—R—A—C—K—E—T
B—L—A—C—K—H—O—R—S—E
S—O—M—E—T—H—I—N—G—S
A—S—U—N—F—L—O—W—E—R
B—L—A—C—K—S—M—I—T—H
C—A—N—Y—O—U—S—W—I—M
C—O—L—D—S—P—R—I—N—G
N—E—W—H—A—M—B—U—R—G
B—L—A—C—K—M—O—U—S—E
B—R—I—C—K—H—O—U—S—E
C—A—S—H—P—R—O—F—I—T
H—A—R—D—M—O—N—E—Y—S
B—I—B—L—E—W—O—R—D—S
H—A—N—D—Y—G—I—R—L—S
I—M—P—O—R—T—A—N—C—E
N—O—W—B—E—S—H—A—R—P
O—L—D—W—A—T—C—H—E—S
D—A—Y—C—U—S—T—O—M—S
B—E—Q—U—I—C—K—N—O—W
S—E—N—D—F—O—R—H—I—M
D—O—T—B—E—Q—U—I—C—K

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Skinner & Co.,
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S. T. Willett,
SHOVELS AND SPADES.

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TINNED AND ENAMELLED WARE.

Wittington & Cooley Co.,
HAY AND MANURE FORKS.

A. Monty,
CARPENTERS' PLANES.

OPEN FOR GOOD AGENCIES.

ESSENTIALS OF GOOD MANAGEMENT.

BY W. L. E.



EVERYTHING nearly to-day requires to be conducted on a scientific basis in order to ensure success. In the management of business, particularly, this is demanded. The day when slipshod business methods could be practised, and the merchant still keep his head above water, has vanished. It went out with big profits.

Not infrequently business ventures suddenly collapse which were doing a large and apparently profitable trade; and when the estates came to be examined it was found that the canker worm was bad management.

A vessel can navigate with safety amid the Thousand Islands, or the myriads of islands that dot the Muskoka lakes, as long as the watch is on the alert. It is much the same with business: as long as there is good management and precautions are taken to guard against the multiplicity of evils that menace trade on every hand, there is not much danger, other things being equal, of failure.

Whether the business be small or large, efficiency in the management is essential.

The man who always works and never takes relaxation from business eventually develops into a poor specimen of humanity, from a mercantile as well as a social point of view. But relaxation does not mean neglect of business. The ideal manager will be "on deck" when duty demands it, and he will "go below" when that duty has been performed or when danger is past. I have known excellent businesses to be ruined simply because the proprietors would fly off with a fishing, shooting or carousing party when their presence in their respective stores was really necessary. "Business first and pleasure afterwards" should be the motto of everyone who aims to succeed in life.

Good management in business and office work entails system, or method, just as you choose to term it. System is the means whereby four times as much work can be accomplished as can be without it. It is as necessary in its way as it is in the solar system; and its absence means chaos in the one as well as in the other particular. Where there is no system there cannot be success. There are some men who are always on the rush, and yet accomplish practically nothing—except spending themselves. Those who, on the other hand, accomplish much are often men who appear to be doing little. It is because they are methodical. Nature, the greatest of all workers, quietly develops the seasons in their turn, only exhibiting energy when she undertakes to split or overturn a mountain.

A proprietor or manager should not allow his love of work or desire to economise to induce him to undertake too much. That is, he should not essay to do other people's work besides his own, any more than is imperatively necessary. And the larger the affair to be managed, the more rigidly should this rule be followed.

In these days, probably more than at any other time previously, the head-centre of a business requires to give all the attention he can to purely matters of management. There are plans to be laid, new ideas to be developed, and financial and a multiplicity of other details that require watching. A manager cannot do all this and at the same time perform all the duties of an establishment down to those of a message boy, as some almost essay to do.

Of all the essentials to good management none is more important than the matter of accounts, both those receivable and those payable.

Accounts receivable are often the main intake. Consequently they need to be carefully superintended. When an account is rendered and payment is not forthcoming, an effort should be made to induce the debtor to stipulate a certain date when he will meet it. A memo should then be made of the day so fixed, and when it comes around he should be again called upon. This operation should be repeated as often as necessary.

Promptness in the payment of accounts is as necessary as promptness in the collection of accounts; and even more so, for remissness in this respect means loss of credit as well as loss of reputation. The management of every business enterprise, whether it be small or large, should possess a book wherein is kept a record of both bills payable and bills receivable. And if this book is consulted regularly a merchant will, if he can, pay or collect his accounts when they are due.

Of all the evils that afflict humanity, none are probably greater than procrastination. The ideal manager will choke it as soon as it makes its appearance. Failure to do so has caused the loss of untold golden moments and millions of money. "Do it now," or "Never put off for to-morrow what you can do to-day," are mottoes which every merchant or manager should keep before him, either posted on his desk or inscribed in his brain.

A SPECIMEN OF CHIROGRAPHY.

It is not within the possibility of every man to attain proficiency in the arts and sciences. But it is possible for everyone to write a clear, legible hand, and to write an intelligent letter. That all cannot is well understood. And, unfortunately, among those who cannot are those who pose as business men. Here is the proof of it:

Cone, Spet. 10, 1888.

Dear Ser,—I vone rite a Fure Lines to you bout tis Letter. i gan not make out wot as men, i wch you woot rite as blane. i am bate reter ven is rote pat you but Dava you wood rite as blane to me mine dot now. Now i vone Lat you no tat i will Bay you sune that i gat fost mone gat ten i sent sum to you and be not a frate for me, vot i sa tat i to, dat is all. yours Respectfully.

The above letter was received by another business man in Western Ontario, who in forwarding it to us, fearing that THE HARDWARE AND METAL MERCHANT would be unequal to the task of translation, supplied the following interpretation thereof:

I want to write a few lines to you about this letter. I cannot make out what you mean. I wish you would write as plain (as he does). I am a bad reader when it is wrote bad. You but Dava (I think he means by that that I should write as plain as my brother David, or that I should write as plain as he does), you would write as plain to me. Mind that now. Now I want to let you know that I will pay you as soon as I get first money. When I get it then I will send you and be not afraid for me. What I say that I do. That is all.

The account is still unpaid. The debtor is perhaps too much occupied in the study of chirography and composition to remember his obligation.

In looking over the lives of our most successful business men, we notice in almost every case that diligence is one of the most prominent qualities of their make-up.

THE TIN PLATE OUTLOOK.

BY W. A. R.

THE HARDWARE MERCHANT has on several previous occasions referred to signs in the business world that Great Britain was not maintaining her lead as an iron-producing country. Her exports of many leading lines of iron and steel have shown decreases, while a comparison of the first cost in Great Britain and that in the United States shows that she has not the great advantages she possessed formerly. In tin plate, however, and such goods, it was thought that the position of the Welsh makers was unassailable, and when the "American baby" had its birth, a few years ago, many sound thinkers in the trade held that its life would be short. THE HARDWARE MERCHANT was inclined to think the same way at the time, but results since then have proved the contrary.

Previous to the passage of the McKinley Bill, the Welsh makers had a monopoly of the American market. The United States was then, and still is, the largest consumer of British tin plate, but the American home industry has developed to such an extent that there has been a marked falling off in the American demand. Unfortunately for the Welsh makers, there does not seem to have been any compensation in other markets, for at the present time nearly one-half the works in Wales are closed down, and the year 1894 was a most disheartening one. Nor has the Wilson Bill apparently had any influence in creating a revival in the demand, and it seems to be a foregone conclusion that the Welsh makers are destined to lose their best customer. In fact, shrewd thinkers predict that in four years at the latest the United States will manufacture all the tin plate it needs, and more.

The question arises: What will the American makers do with this surplus? And in this, Canada, or at least the people of the western part of the country, are interested.

At present all our wants are supplied from Wales, but if American iron has driven out British, American tin plate may repeat the operation in tin plate as well, and this result is not unexpected.

All in all, the outlook for Welsh tin plate, so far as this continent is concerned, is not a bright one. It is not surprising, therefore, that the reports from across the water are depressed. In January last there were stoppages of work, requests for concessions and demands for reductions of wages. In fact, the British manufacturers have been straining every nerve to reduce the cost of production to the lowest possible point, and naturally wages disputes have had to be contended with. Indeed, it is openly declared that not only will the reduction in wages be permanent, but hundreds will be added to the thousands of tin-platers already out of employment.

Showing how prices have been affected by a diminishing output, an English exchange says: "We would all be more glad to turn our backs on the year 1894, if there were any signs of improvement, but the outlook is hopeless. Twelve months ago it was expected that the new American tariff bill would throw fresh vigor into our trade, but these hopes have been shattered, for the American tin plate works are going on as vigorously as ever. Their position has been improved, inasmuch as they have secured a reduction in wages of 30 per cent., while the reverse is the case here, except in a few isolated instances."

It also adds: "A year ago Bessemer cokes were selling at 10s. 4½d. free on board Wales for full weight, 14 by 20; to-day they can be had in plenty at 9s. 4½d., showing a reduction of 10 per cent. Excepting those plates for packing oil, practically the whole demand is for lighter gauges, going down as far as 85 pounds per 112 sheets 14 by 20, instead of the former standard of 108 pounds, and this change is evidently to be permanent. Probably the most striking feature of the year's trading has been the seriously diminished call for terne plates from the United States, the native works being equal to supplying almost the whole of that important trade. There has also been a marked falling off in all kinds of charcoal tins, but more especially the highly finished sorts."

In 1892, for the calendar year the tin plate exports from Great Britain were valued at $25,936,831, while in 1893 they fell to $24,167,666 in value. In 1894 the shrinkage was even more pronounced, for they fell to $21,168,156, a decrease of 18 per cent. within two years.

A BOYS' "CLEARING HOUSE."

THEY have what is called a "clearing house for boys" in New York. It's formal title is "The Business Men's and Schoolboys' Alliance." Eight hundred firms belong to it, and places are readily found for boys who are well qualified, whose conduct has been good, and whose school record in the special knowledge required can be recommended. So far the demand for boys has been greater than the supply. The system insures boys with special talents getting places suited to them, while the business houses are supplied with exactly the kind of material they want. The one who is quick at figures is placed where this quality will push him on; another, whose handwriting is excellent, and who is wanted for that purpose, gets a place where he can give satisfaction. The business men so far report themselves well pleased with the idea.

A downtown banker a few days ago sent word that he wanted a bright boy, quick at figures, thoroughly honest and truthful, and living with his parents. A small salary was promised until the boy advanced in the details of the business; then his pay would be increased from time to time. Two lads, who stood nearly equal in merit, were sent to the banker, and, after putting them both through an examination, he selected the one who was just a bit quicker at figures.

A mercantile firm not long afterward wanted a good, strong lad who could write a good hand. That was absolutely all that was required. They received such a lad, but he couldn't do a sum in simple fractions to save his life. That made no difference, however. Equipped as he was, he met the needs of his employer and received $10 a week. Then there was a boy who was a frightful writer and who couldn't spell, but who was a mathematical wonder. A firm who wanted a wonder in mathematics gave him a good salary.

The idea is impressed upon the pupils that in their school deportment they are really building the foundations of their manhood, in both a moral and a business sense, and the effect of this upon their deportment has been most marked. Many boys who have committed infractions have asked to have their records blotted out, and expressed a desire to do better in future. The records are not blotted, however, but are simply pasted over with a sheet of paper. Thus held in abeyance, they can be disclosed should the pupils be guilty of further offences.

This clearing house for boys is rapidly extending its influence, and it is not improbable that the business firms interested may soon number three thousand.

THE EVOLUTION OF HEATING.

IN THIS age of progress and convenience nothing is more remarkable than the advancement we have made in the last decade or two in the matter of comfortably fitting up our homes and offices. And particularly in the methods of heating our habitations and places of business have we made great strides forward.

Our not very remote forefathers sought the great open, log-filled fireplace for warmth; their children shivered over the clumsy, ugly-shaped old box-stove, and their offspring gathered round the cheery coal base-burner.

Then came a revolution in heating. The first steam-radiator known was invented in the year 1850, and manufactured in New York by the Nason Manufacturing Company. Some years later James Morrison, of the present big brass-founding company bearing his name, became the first Canadian manufacturer of radiators.

At that period, however, and for a long time thereafter, radiators were expensive articles, and few could afford them. But now all classes of heating have been extraordinarily cheapened. In "ye olden dayes"—that is, twenty years ago—the introduction into a house of a radiation system that now costs $800, would have cost $1,800. Moreover the steamfitters took eight or ten weeks in those days to put a heating apparatus in a dwelling, and during all that time the house was turned upside down, and over-run to the practical exclusion of the inmates thereof. Nowadays the company which has the contract puts in the apparatus within ten or twelve days, and without any ado about it either.

The natural result of these changes for the better is that people who then depended upon wood or coal stoves for warmth are now putting in water and steam radiating systems. Recently the difference between the price of the steam and hot water systems has been minimized, so that they now cost practically the same. And the water apparatus is, by the way, greatly preferred, as water gives off the heat more slowly than steam, renders the atmosphere of a house more humid, and is claimed to be generally the more sanitary. Besides, a steam heater must be fired to produce steam before it gives off any heat, and then it has reached almost the full maximum of its power. This is an inconvenience in moderately cold weather, for if you heat the house at all you must make it very hot. With the hot water radiating system it is different. With it the temperature can be raised anywhere from 60 degrees to 200 degrees of heat, the range in temperature obtainable thus extending over 140 degrees. For this reason it is a good plan for one who has a hot water system to build a fire in the heater, and allow it to go out after a few hours. The water will for some days retain the temperature thus communicated to it, and circulate through the pipes transmitting heat to the surrounding atmosphere.

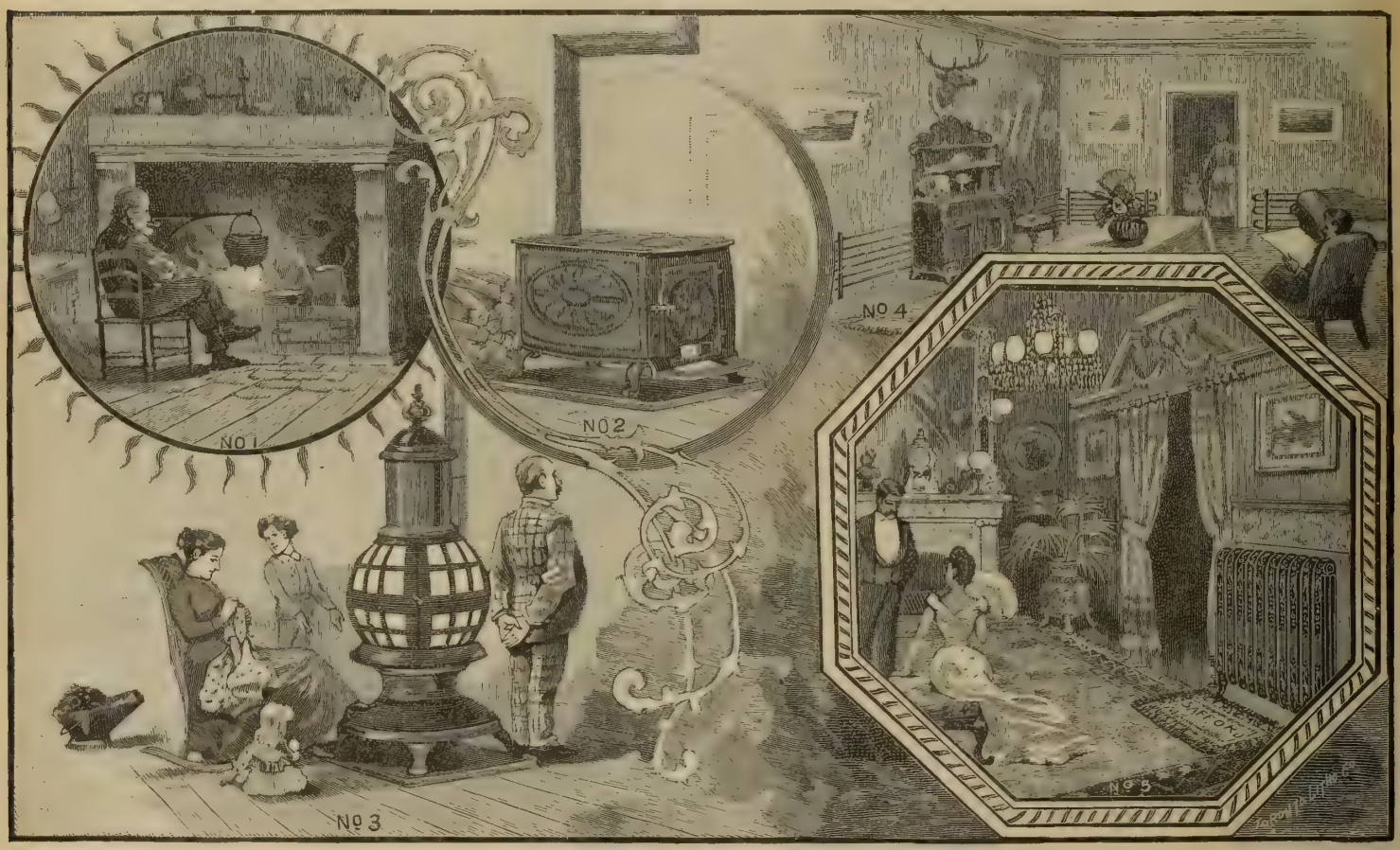


FIG. A.—A STUDY IN HEATING.

The methods of applying both steam and hot water heating apparatus have greatly changed for the better by the introduction of new appliances both in the way of heaters and radiators. In the old days the heater was a cumbrous affair, carrying a lot of water, having only a small fire box, and consequently working very slowly; while the radiating service was in the form of plain, unadorned, unsightly coils, sometimes hung on the wall and sometimes placed on the floor, in some cases hidden, it is true, by fancy screens constructed for the purpose.

The chief objection to these coils was that they were cumbrous in appearance, slow in action, and, moreover, great har-

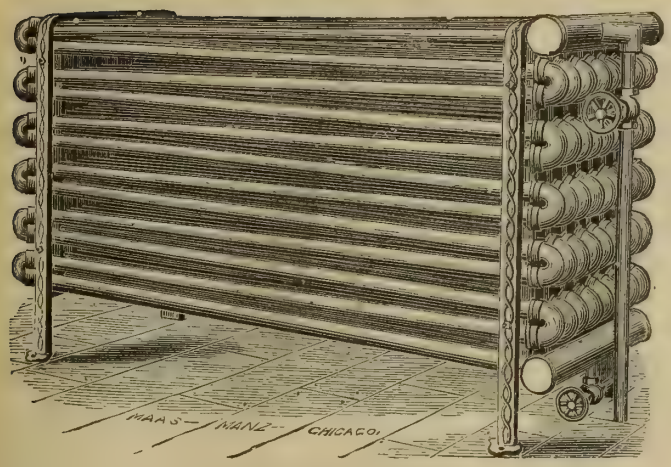


FIG. B. OLD-FASHIONED BOX COIL.

borers of dust and dirt, especially when screens were used with them.

The illustrations which we have introduced, and for which we are indebted to the courtesy of the Toronto Radiator Manufacturing Company, the Gurney Foundry Company, Ltd., and the James Morrison Manufacturing Company, set forth vividly the various stages through which the science of house-heating has passed within the time that has elapsed since the grand-parents of the present generation of men were boys. In Fig. A, sketch 1 represents a romantic scene common when the pioneers of our new land were on earth ; sketch 2 presents the unsightly box stove of the economical utilitarian generation which succeeded ; sketch 3 brings to mind the rotund-bellied base-burner with which many of us are still familiar ; and sketch 4 calls up before us the first crude box coil, the father of all radiation.

Fig. B is a cut of a further developed box coil, and Fig. C shows a wall coil, which it was the custom to hang up as one does a mantel. The Nason, Bundy and Gurney radiators—improved articles still more or less in use but not shown here—were the next succeeding steps in the evolution. In Fig. D and sketch 5 of Fig. A, are seen the latest products of the manufacturers' arts. The former shows

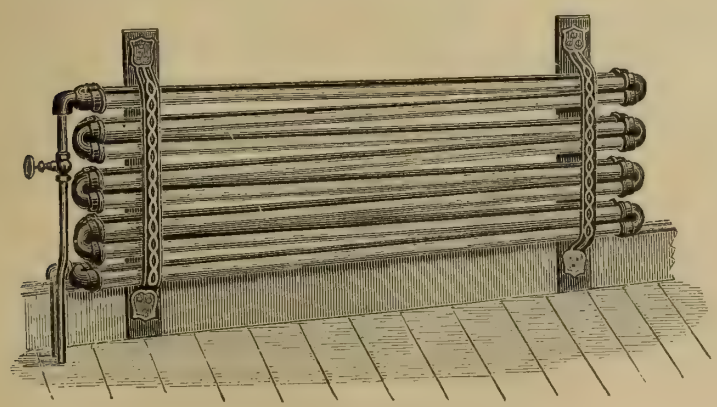


FIG. C.—BRACKET OR WALL COIL.

the "Oxford" radiator, while the latter presents the "Safford." The "Safford" is a screwed nipple article without bolts, packing, base or top. It was patented in Canada in 1888, and manufactured in this country for two years before it was introduced into the United States, where it is now very popular.

To show the development of radiation it may be stated that Canada to-day boasts as many as twenty-five manufacturers of steam and hot water radiators. Many of them carry on business only on a small scale, it is true, but nevertheless their number is an indication of the spirit of the times.

HURRY AND SPEED.

While Speed is filling the bottle, Hurry is spilling the ink ;
While Speed is solving the problem, Hurry's beginning to think.

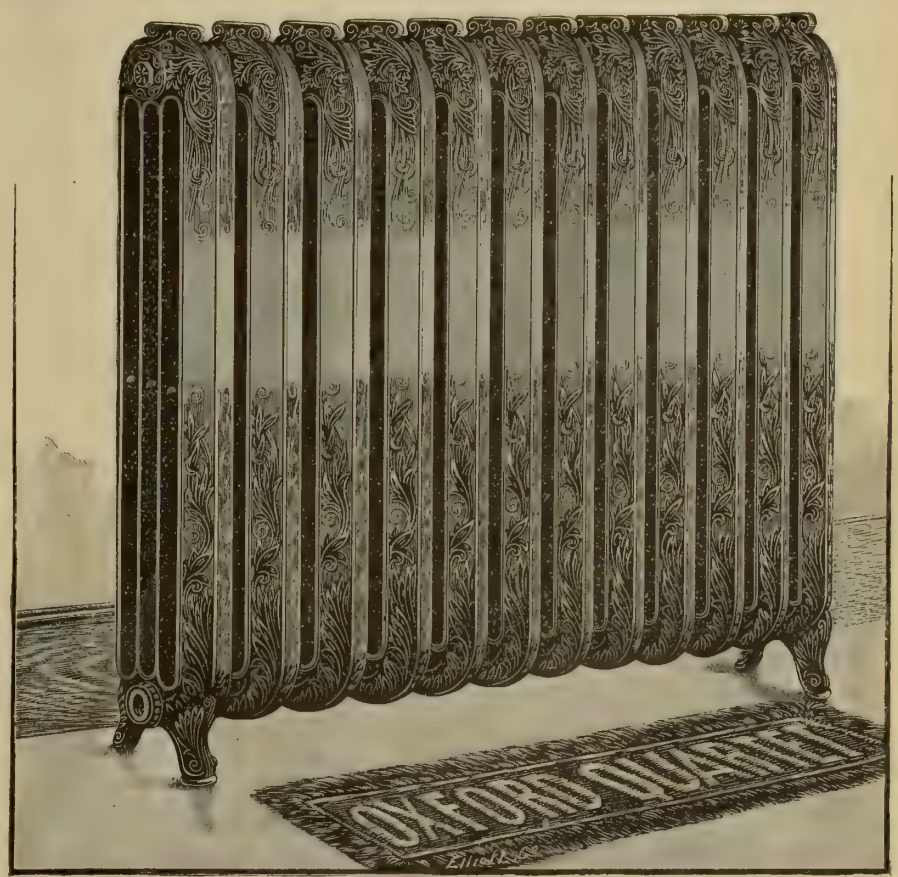


FIG. D A MODERN RADIATOR.

While Speed is hitting the bull's-eye, Hurry is stringing his bow ;
While Hurry is marching his army, Speed is worsting his foe.
Hurry is quick at beginning, Speed is quick at the end ;
Hurry wins many a slave, but Speed wins many a friend.

—St. Nicholas.

One of the newest variations of the Trilby fad is a Trilby spoon. So, says an exchange, that the devotees at the shrine of Du Maurier's erratic heroine can eat their eggs with her in the morning, and stir their tea with her in the evening, and, when the whether gets warmer, they can discuss ice cream in the form of a Trilby foot with a Trilby spoon in the afternoons. The craze about Svengali's fair victim is now at its height, and the only wonder is where and when it will stop.

HOW "CHIPPED" GLASS IS MADE.

BY W. L. E.

MANY inventions, big and small, important and unimportant, have been the result of accident, which has subsequently been fashioned and developed for the use of mankind by the "Man for the Times," who appreciated the possibilities that the accident had revealed.

Everybody, both in and out of the hardware trade, has noticed and, doubtless, admired the latter day fancy glass known as "chipped" glass. This particular style of glass was originally one of the products of accident.

Who the man was who was equal to the task of turning to good account the accident, I do not know. All I know—or rather what I have been told—is that he was a citizen of the United States. I am not even acquainted with the particulars of the invention. As rehearsed to me by a glass man, it appears somebody, either by accident or design, covered a piece of ground or frosted glass with liquid glue. Under the heat of the sun the glue began to warp and crack, in its action stripping off pieces of the frosted surface of the glass and leaving pretty though irregular patterns behind them.

Appreciating the circumstances, the Yankee in question turned it to profitable account, and now, although the patterns are still largely a matter of accident, the "chipping" of the glass is not. About the only thing done to regulate the "chips" is in the matter of grinding the surface in order to make the "frost," the grinding being deep or shallow, as it is desired to make the pattern small or large.

After the sheet of ground glass has been covered with a layer of glue it is placed in an oven, where the glue is allowed, influenced by the heat, to do the work of "chipping."

"There is a certain amount of risk entailed," remarked a a glass man who spoke from practical experience, "as the action of the glue sometimes break the panes."

CANADIAN COPPER.

THE copper industry in Canada is not in a satisfactory condition. In two respects, at least, it once possessed some life, but the conditions existing to-day have driven even its former measure of development away. Formerly, copper was smelted in Canada, but experience has shown the futility, from the financial standpoint, of bringing the fuel to the mine. Unless the supply is situated in proximity to the places where the smelting processes are carried on, the difficulty of reaching a paying basis is increasingly manifest. Even the big concerns at Lake Superior have found the fuel problem too much for them. One large company now finds it cheaper to smelt in Buffalo. After passing several dividends, the company was forced to reconsider its position, in view of the low price of copper, and smelting at Buffalo with Superior ores is now found to pay. If this has affected immense interests like those in the States, it is not surprising that in Canada it proved long ago an insuperable barrier to the success of the smelting industry.

A leading Montreal merchant, who is thoroughly posted on the copper business, said to THE HARDWARE AND METAL MERCHANT a few days ago, that, when smelting was conducted at Huntington, Que., the price received was high. On one occasion 15⅜c. per lb. net cash, delivered in Montreal, was paid. But, even at such prices, the question of fuel supply prevented the company from earning money.

The other feature of the Canadian industry which new conditions have impaired is the use in this country of native ores smelted abroad. Up to the tariff changes of 1894 the duties favored this. Previous to that date the duty was so arranged, on the cost of smelting, that when Canadian ore smelted in the States at a cost of 4 cents a lb. was imported the duty would be 4-10 of a cent as compared with 1 cent on foreign ore smelted. If made from Canadian mattes at 2 cents per lb. the duty was 2-10 of a cent against 1 cent. This encouraged Canadian matte, and while it lasted the copper which came in here was chiefly Canadian. Since last year, however, the Orford Copper Company, of New York, which draw their ores from Montana, have been doing an extensive business with the Canadian market. Consequently, our ores have had to seek new outlets, and are now probably going to the United States, to Wales, etc.

There is not much chance of restoring the old state of things, and it looks as if copper manufacturing were centering more and more in the United States. Twenty years ago Great Britain exported largely to America, but now the movement is the other way. Exports of copper, ingots and bars, from the United States for the nine months ending March, 1895, amounted to 110,586,547 tons, and of this amount no less than 40,830,121 tons went to the United Kingdom itself. The annual consumption in Canada is not much more than 750 ingots, and it is difficult see how a limited demand like this can form the basis of an industry.

OUR TIP ON PARIS GREEN.

THERE are some men who do not subscribe to this paper. There will always be some who say they know more about the trade generally than all the editors and reporters attached to the various offices of THE HARDWARE AND METAL MERCHANT, and whose business it is to gather information. Others refuse to subscribe because it might encourage a paper which will not be a tool to do the bidding of any manufacturer or jobber by suppressing information. Those who do not read it lose money by not being thus informed. Cases of this kind are constantly coming up.

For instance, as far as we can gather, there were only three firms in Canada who knew of the shortage in Paris green until it was announced in these columns five weeks ago. The jobbers and larger retailers, who are subscribers, at once acted upon the tip given and arranged for stock as far as possible before the sharp advance. Non-readers are only now beginning to realize that stocks are light and that prices have gone away up since the information was published in this paper. This is proven by the fact that within the past few days there have been inquiries for copies of the issues containing articles on "Paris Green Situation," and the only two firms of importance in Montreal not subscribers dropped in at 146 St. James street this week with an order for a year's subscription and some very kind words for the future success of the paper.

We are in business to supply information. If readers do not see what they want we hope they will ask for it.

BICYCLE GOSSIP.

SINCE THE HARDWARE AND METAL MERCHANT began to advise our retail hardware dealers to carry bicycles as a side line numbers have benefitted by the counsel, and to-day many of them are turning over a handsome profit by handling the "silent steed." This season dealers report a greater demand for wheels than ever before, and many manufacturers have been so far utterly unable to fill many of the orders sent in to them. We know of several cases where the purchaser has had to wait for weeks before he could get the machine he ordered.

Those who should know seem of the opinion that this season will be short for sales. Last year as many "bikes" were sold after as before July 1, but this season, it is evident, the great bulk of machines will be disposed of before the end of June.

It is estimated that Toronto has been the distributing point this year of 30,000 bicycles, and manufacturers and jobbers seem to think that there is no prospect of business falling off in the future. Toronto, they say, has more wheels for its size than any other city on the continent; and, they add, the other Canadian towns and cities will soon follow suit. It is estimated that there are about 11,000 bicycles in use in Toronto. Ottawa and Montreal, with one-tenth and one-fifth respectively the number of bicycles Toronto boasts, must make large purchases soon, as must also numerous other towns in the Dominion.

* * *

Considerable dissatisfaction is being expressed just now by importers over recent rulings of the Customs Department, under which they claim a discrimination is made in favor of English over American wheels. The chief difficulty is that on American bicycles a duty of 30 per cent. on 75 per cent. of their listed value is charged, while the English wheel is admitted on a duty of 30 per cent. on the invoice value.

* * *

The improvements in the manufacture of the bicycle that have been made within the past few seasons is simply wonderful. Five years ago it was considered impossible to build a wheel less than 40 lbs. in weight; to-day the average road wheel weighs from 20 to 25 lbs., while one machine weighing 14¾ lbs. is turned out. It is thought that until some new metal is discovered this last weight is about as fine a one as will ever be arrived at. This, however, remains to be seen.

* * *

The improvements incorporated in some of this year's machines for the first time are worth mentioning. In the first place, the fore and hind wheels are of the same size. High frames have been substituted for low, and the top bar has been made parallel. The axle bearings have been improved as regards their position, the frame tubing has been enlarged, and wooden rims have for the first time came into general use.

"Everything comes to him who waits," is a proverb which is not unfamiliar, but is such absolutely true? We think not, remarks an exchange. A man may sit down, fold his arms and wait until doomsday for success, and it will never reach him, unless he be one of those rare creatures who inherit property from some rich relative; even this is not "success." The proverb is a fallacy, in that it is incomplete. It should read: "Everything comes to him who is patient and improves every opportunity within his reach."

A BRACE OF POWDER YARNS.

BY W. L. E.

IN trying to appear wise it is well that we should be careful not to exhibit our ignorance. A junior clerk in a well-known Toronto wholesale hardware house has learned this; or at least he should have.

In the absence of the more experienced clerks, he was, the other day, deputed to wait upon a couple of customers who were desirous of purchasing sportsmen's supplies. When it came to powder, the "junior" seized the opportunity to sing the praises of a certain brand of smokeless powder the firm had in stock.

"This powder, gentlemen," he began, as he picked up a tin, "is unquestionably the best in the world. It will send shot farther, and yet obviate the recoil of the weapon, but the great beauty about it is that it causes no smoke. This, you will readily recognize, in shooting poultry—partridges, I mean,—is a great desideratum, as you can always keep your eye on the game."

And as he was speaking he took the cover off the tin, and a perplexed and indignant look came over his features. He had never seen smokeless powder in this life, and never dreamed that powders were ever anything else but black. He turned some of the yellow granules out into his hand, and, addressing a clerk who was passing, indignantly demanded:

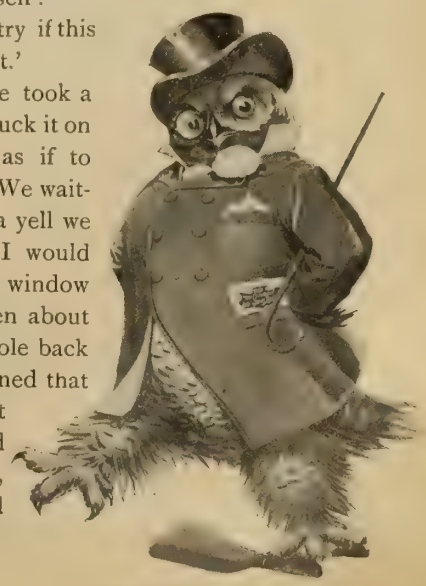
"Say, who's been putting sawdust in this tin of powder?"

The customers decorously tried to suppress their merriment, and the clerk addressed, for the firm's sake, came to the rescue of the clerk confused. But he afterwards went and unburdened himself to the several score of fellow employes, much to their amusement, and much to the subsequent chagrin of the aforesaid junior clerk, who from powder will now run as if a fuse were attached thereto.

I was relating the above incident the other day to a friend of mine, a partner in another wholesale hardware firm. "That puts me in mind of an experience I had with powder," he remarked, amid his laughter. "Did you know old G——? He was with us for a number of years, and was a splendid fellow to keep the stock in order. At the particular time I mention I had only just come into the warehouse, and, consequently, knew practically nothing about the hardware trade. It was customary for us then to put our own tins of powder up ourselves. One day, while myself, with two or three other boys, were filling these tins with powder, G—— came along with what looked like a box of powder. As he set it down near us, he remarked, as if to himself:

"'Well, I guess we'll try if this powder is any good or not.'

"At the same time he took a match from his pocket, struck it on his pants, and motioned as if to touch it to the package. We waited to see no more. With a yell we all made for the door. I would have jumped through the window had it been open. When about fifteen minutes later we stole back into the building, we learned that it was emery dust, and not powder, to which he had put the lighted match. But, I'll tell you, we were good and scared, anyhow."



"OUR SUBSCRIPTION HUSTLER."

POOR OUTLOOK FOR CANADIAN NICKEL.

BY A. H. U. C

WHEN nickel of good quality was found in quantities at Sudbury, it was extensively boomed, usually by writers for the daily press who knew little of the merits of the matter, and were often inspired by owners of mining properties who wanted to bull prices. We were told that as the world's known supply of nickel was limited to Sudbury and the French mines in New Caledonia, Canada stood a good chance of capturing the bulk of the trade. Visions of nickel manufacturing processes conducted in this country on a large scale were conjured up, and an export duty on the ore, or matte, to stimulate the expected industry was even advocated in some quarters. The present position of the trade does not warrant any expectation of near realization of these hopes. It is true that the latest available official figures show no marked diminution of the quantity exported from Canada.

According to the new returns of Trade and Navigation, we exported for the fiscal year ending June, 1894, in nickel ore, matte and speiss, 8,411,276 pounds; in 1893, 8,924,000 pounds. The same return gives the value of the 1893 product as $808,799, and that of 1894 as $427,557, a drop of nearly 50 per cent. in price.

The tendency has been in the same direction since, and nickel which was quoted as high as 80 cents a few years ago now rules at about 38 cents. This slump in price accounts for the present inactive condition of the Canadian industry. All but two of the concerns at Sudbury are shut down just now, or doing very little mining. The demand for nickel has declined, partly perhaps in sympathy with general depression throughout the world, but more directly consequent upon the low price of aluminum and its employment in place of nickel.

Aluminum, which was formerly several dollars a pound, has now fallen to less than a dollar, and its extensive production from fire clay in New Jersey and elsewhere, has made it a distinct factor in the situation. Experiments have been made which tend to increase its use in manufactured articles, and the results have proved satisfactory. From its lightness in weight, and its imparting an evenly distributed quality to the combining metal, aluminum has become a competitor of nickel, which is not so largely employed in armor-plates, table ware, etc., as at first.

Whether these are testing conditions or not, cannot be counted upon, but they indicate the causes of nickel inactivity and forbid the hope of immediate revival.

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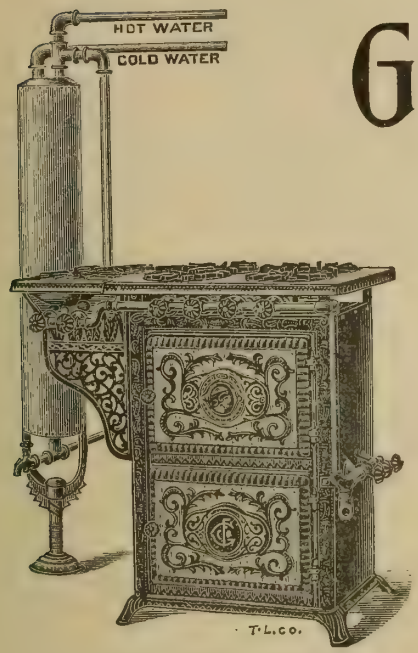
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THAT SCYTHE QUESTION.

WE have yet to find a business man who does not most severely condemn the appointment of Mr. Hawthorne as a special Customs agent. It was a most unfortunate selection, and we cannot understand how Mr. Wallace permitted it.

* * *

As explained last week, Mr. Hawthorne, a manager of the Welland Vale Company, manufacturers of scythes, axes, etc., was sent at the expense of the country to visit American makers of these goods to ascertain their selling prices. He reported that the prices at which the Canadian hardware dealers were entering the goods were much lower than those at which they were actually sold in the States. He induced the Government to fix an arbitrary value, regardless of their actual cost, at which these articles must be entered for duty. In fact, everything was done in the best interests of the Welland Vale Company. Importers showed that these valuations were much too high, but Hon. Mr. Wallace ruled that they must stand.

* * *

The general impression is that Hawthorne was forced upon Mr. Wallace, for hitherto the permanent officials of the department have been sent to obtain such information. They are generally good men, and no fault is found with the conclusions they arrive at by Canadian manufacturers or dealers. Hawthorne's appointment, however, has raised a perfect tempest in the trade, and even the most staunch supporters of the Government are furious. They are asking what pull the Welland Vale Co. have.

* * *

This concern has prospered under the present protective policy. It has bought up and controls factories at St. Catharines, Oshawa, Montreal and Bedford, and has practically a monopoly of the scythe manufacture in Canada. Besides paying liberal profits, their reports show a total surplus of about $200,000 on a capital of about that amount. The company has always been an uncertain quantity in politics, and it is said it was to keep in with them that certain members of the party imposed one of their employes on Mr. Wallace.

* * *

Here is what a gentleman who knows the scythe trade and Mr. Hawthorne thoroughly, and one who has no interests to serve, writes : " I would say Hawthorne knows nothing whatever about the manufacture of scythes or the cost of material or labor, never having had any experience or training on the subject. His sole knowledge of scythes is from their finish, obtained as a traveler. I think the lawyers who have taken hold of the case will have no difficulty in getting strong evidence to show that a report from Mr Hawthorne is thoroughly inaccurate."

* * *

The statement that American manufacturers were slaughtering their scythes in Canada, and that it was impossible for Canadians to do business, is hardly borne out by the facts. Importers laid down American scythes at $5.40, duty paid. Yet Mr. Hawthorne offered the same grade, in Canadian make, to the trade at $5.15, and, it is reported, made sales at $5. Besides, at this very time he was in the confidence of the Government, and knew of the enormous increase in valuation put upon imported goods, for he told dealers to buy his make, as those fellows who bought imported would have to pay very steep and would get no drawback. "In fact," said one dealer, "he spoke as if he ran the whole Customs Department." Though he was able to sell Canadian scythes at $5.15, he induced the Government to make the valuation of the same grade and finish of imported scythe $5.50, or, adding the duty, $7.42, laid down.

* * *

This exposure will do more to injure the National Policy than if Sir Richard Cartwright talked till Domesday. In this connection the speech of Hon. Mr. Davies, the Liberal leader from Prince Edward Island, on the scythe question is very well spoken of. It has made friends for him in the business community. The case of the importers has been placed in the hands of MacMaster & MacLennan, who have notified the Department that unless the matter is taken up promptly they will take the case into the Exchequer Court.

* * *

Hon. Mr. Wallace should now give the matter his very careful reconsideration. The unanimous evidence of the trade is that he has been imposed upon. It will be better for him to admit it now by accepting the mass of evidence submitted to him by reputable men—as he has done so in other cases, much to his credit—than to be forced by the courts to do so later. He is well spoken of now, and he will lose none of the respect in which he is held if he approaches the question from a desire to do right rather than with the object of justifying his former decision. We admit that it will be difficult for him to do so after the bitter attack made upon him by the Opposition, which unfortunately made it a party question.

A DISGRACEFUL POLICY.

THE talk in the trade is that recent disputes with the Customs have been due to the desire of a few Canadian manufacturers to have the market value of imported goods placed high so as to hamper their sale in Canada. The scythe dispute illustrates this, when the Customs authorities accept the evidence of Mr. Hawthorne, the paid employe of a Canadian factory, in preference to the general testimony of the trade and the known facts of prices. Such a policy, if persisted in, would be most unfair. It would destroy confidence in the Customs administration. If the policy of Canada is to protect its native industries let that be done in the regular way, through the tariff, duties being high enough to give the home maker the necessary advantage. But to reduce the tariff one year, as the Government did in 1894, and then try to hamper foreign imports by inflating the prices on which duties are paid is a course that no honest business man will favor.

Sending the employe of a Canadian concern to the States, as the confidential agent of the Customs, to spy into the books and private business transactions of his American competitors, to see what goods have gone to other Canadian concerns and at what prices, is a most improper proceeding. It ought to shake confidence in the impartiality of Customs' emissaries for years to come. It would not surprise us if the next representative of the Canadian Customs to go into the office of an American concern to get posted on the current prices of goods were thrown bodily out of the door.

This sort of thing does more to hurt the National Policy than all the high duties that ever existed. An importer doesn't object so much to paying a high duty in itself (if it is being uniformly applied to the whole trade and is based on fair valuation), as he does to being forced to pay on an unfair basis. No man wants to be done out of money unjustly, even by Her Majesty's Customs. The authorities are quite right to protect the revenue, but they are not called on to strain the law.

GOOD AND BAD CREDIT.

CREDIT is the pivot upon which business men turn either toward success or failure. Therefore, as carefully guarded and watched should it be as one's personal character.

A good many do not, apparently, realize this. At any rate, they take no pains to keep it inviolate. When their accounts fall due it gives them no qualms of conscience if they are unable to meet them. If they do develop any energy in the search for the "wherewithal," it is merely of a passive order, and, of course, ineffective.

A business man with lost credit may not necessarily go down in the sea of bankruptcy, but he is, forsooth, so badly weighted down that it is only by a perpetual struggle that he can keep his head above water. And it is no more pleasant struggling along under such conditions than it would be were he swimming in the pure aqua with leaden shoes on his feet.

The merchant or manufacturer whose credit is at a low ebb is compelled to pay "through the nose" for nearly everything he buys. Consequently, he is handicapped from the very start in the race for business.

In order to success in business there must be close buying. Where one's credit is dead this cannot be done any more than can a bird fly without wings. When a merchant cannot buy right he cannot sell right; and not long will it take his customers to learn the fact. When that stage has been reached, the character of a man's business is obvious.

It is, perhaps, well in this connection to cite specifically how directly merchants and manufacturers with poor credit are made to pay more for their goods.

We do not know how many firms have adopted the system, but we know that at least one manufacturing concern in Toronto has, and briefly it is this: A customer, as long as he pays promptly, is placed in a certain class, say "A." If he deteriorates he is placed in a lower class. All in this class are charged a fraction more for their goods than those in class "A." And in proportion as every customer's credit gets worse he goes down in the classification, while the prices he is charged rise fractionally as his credit goes down. All the classifications are kept in a systematically indexed book.

The firm never refuses to sell any man, whether his credit be bad or good. The only discrimination is in the matter of prices. At one time the firm in question did, as most business men do, refuse credit to a merchant or manufacturer known to be bad pay. In this way they offended people whose business, after their financial position had improved, they subsequently sought in vain. It was the realization of this fact that induced the firm to perfect the scheme above outlined. And the senior partner assured THE HARDWARE AND METAL MERCHANT that it had worked admirably, the losses that had been entailed having been more than covered by the extra prices charged.

By this way, although a customer may be lost on account of price, yet he is not offended, as is often the case with a blank refusal.

What this particular firm is doing is being done by hundreds of manufacturing and wholesale concerns throughout the country, although in a less systematic manner, and emphasizes the necessity of being jealous regarding one's credit.

It is better to do a business in keeping with one's capital, limited as the capital may be, and have a good credit name, than essay to do a business beyond one's capital and earn a bad credit name.

CANADA EXPORTING IRON.

Here is another proof that Canada has good ores. All we want is an opportunity to develop the iron industry by giving the smelters encouragement long enough to enable them to live while they carry on the necessary experiments. The Pitts Agricultural Works, Buffalo, an old established concern, write May 11:

Dear Sir.—Referring to your letter of March 8th, in regard to the result of our tests with the Canada Iron Furnace Co's iron, would say that, desiring to make a casting which should combine great strength with a tough wearing surface, we have lately been experimenting with this iron, and by using it we have raised the transverse strength of our test bars from 2,300 and 2,500 to from 3,900 to 4,000 lbs., the test being made with 1" square bars 12" long. We have never been able to accomplish such results with any other iron we have used, and in addition to this greatly increased strength we find an added toughness which makes the casting work almost like a piece of steel.

We are very much pleased with the result of this test, and shall use Canada iron in all this class of work.

The Liberal Government of Ontario is bonusing the industry; let our Conservative friends in Quebec not be behind in doing something to develop their home resources. The iron referred to in this letter is mined and smelted in the latter province.

The degree of success that a man gains in any business is usually in a direct ratio to the amount of interest that he manifests in that business.

KINGSTON'S FURNACE ABANDONED.

A KINGSTON despatch to The Montreal Star of May 28 says :

It has been learned that the American capitalists who proposed erecting a blast furnace here are dissatisfied with the quality of iron ore to be found in this district. Therefore the negotiations have been abandoned, and the scheme may be considered off.

This, if true, is a most astonishing announcement. The Kingston scheme had progressed to such a point, and its details had been so fully weighed and sifted, that it is surprising if negotiations are going to drop at this advanced stage. Curiously enough, the report comes just after Kingston had appointed, at the suggestion of this paper, a committee to examine the plant proposed to be put in and the financial resources of the new company.

Whatever the cause for withdrawing may be, it cannot be due either to the quality or quantity of the ores. As to quantity, the district is rich in ores. In quality, no complaint sufficient to justify the backing out of these capitalists can be maintained. It has always been known that a part of the ore in the Kingston and Pembroke district was highly charged with sulphur, and had first to be roasted before it could be profitably employed. But a large proportion of it is of high quality, and we happen to know that it has been used already in Canadian and American furnaces in mixture, and used with success.

If, as reported, these American capitalists are not going on with the Kingston venture other reasons than the one assigned must be given. We cannot allow foreigners to retire from proposed Canadian investments with any stories about the failure of ores, either as to quality or quantity. These would simply be slanders upon Canada. The true reasons for abandoning the furnace project at Kingston must come out, and when they do transpire they will not be found to cast any reflection on our ores.

In justice to the best interests of the iron industry in Canada THE HARDWARE AND METAL MERCHANT has deemed it a duty, from the beginning of the negotiations, to scrutinize carefully the Kingston proposal, and to make suggestions in the direction of preventing a disappointment. The city wisely adopted some of these precautions, and if it is by enforcing these that negotiations have fallen through, neither the city nor this journal will have any cause for regret. The tests submitted are such as any serious-intentioned promoters can well afford to pass.

Is it likely that the promoters, if they had serious intentions of operating a furnace, would have neglected to make inquiries as to the supply of ore before submitting proposals ?

DEVELOPS LOCAL TRADE.

EVERY place should have its association of business men. It may be called a Board of Trade, Chamber of Commerce, or it may work under some other name. In most important centres the business community is already organized. One aim of all boards is to promote local trade. But most boards content themselves with the consideration of individual or sectional grievances, terms of credit, collection of accounts, legislation and similar questions. These are all important and do not receive the attention from business men generally that they should, but it is the development of local trade, however, which most boards neglect. Occasionally, a railway or industrial bonus is discussed, but even these are forced on them by the promoters. Most towns have some natural industry at their doors that only requires encouragement to make it a source of revenue to the people of the district and circulate more money among the business men. Some towns, for example, are surrounded by a country specially adapted for dairying, yet they bring in butter and cheese while the farmers are growing poorer with cheap wheat on worn-out land. Another district is best suited for fruit growing, yet we find only a few very badly kept orchards, while they raise lean cattle and low grade barley. The cattle never fatten and barley is never No. 1 bright. One farmer near Montreal grows fine plums and vegetables, which he ships to city markets and makes much more money than any of his neighbors. He is considered one of the very best customers, and merchants put themselves out a good deal to get his trade. The other farmers continue in the same rut—poor cattle, poorer barley year after year. Merchants sell them less and have more trouble collecting accounts.

To encourage the wealth producers and money spenders of their locality to work along other and more profitable lines should occupy a more important place among the objects of associations of business men.

A good example of what may be done in this direction is furnished by the Canadian Pacific Railway. Many people thought the hard work completed when the road opened the country from coast to coast, and the company would wait while the business came to them. As the able president, Sir William Van Horne, put it : the real work was only beginning. Freight must be found to keep the road in operation, miles of which were through unproductive territory. It became his study, the study of his assistants, Mr. Shaughnessy and Mr. Tait, and of the various district superintendents to search out and develop local industries and to find far distant markets for the output. Experts were specially employed for this work. They have been successful.

Probably the best thing they did was when one of their men discovered salt near Windsor. They put their engineers on, sunk wells, made many experiments, and finally were able to produce a salt far ahead of anything previously made in Canada. In fact, it is a grade that is now being used by dairymen in place of imported, even in Quebec and the Maritime Provinces, where they had previously used the imported article almost exclusively.

The Canadian Pacific has also encouraged the opening of quarries in New Brunswick and found markets for the stone in Ontario. It has even developed a trade in the Maritime Provinces for British Columbia fresh salmon.

We would like to hear of Boards of Trade taking up trade development along these lines. The immediate results may be unimportant, but in time they will be profitable.

WHERE THE IMPORTER WON.

A case identical in principle with the scythe dispute has just been decided in Montreal. The Customs wanted a wholesale firm to pay on a higher valuation than current United States values showed. Affidavits and other evidence of the true values were filed and after a brief resistance the Customs had to reject the view pressed on them by a certain manufacturer and the importers won.

HARDWARE REMINISCENCES.

BY A. H. U. C.

A COMPLETE change has come over the hardware trade of Canada in the last thirty or forty years. To realize this you must talk with someone who knows the past and can from personal knowledge contrast it with the present. Few of these witnesses are left among us. Their testimony and experiences are most valuable, and to record them is at once a duty and a pleasure.

By far the most venerable figure in the hardware trade of Canada to-day is Hon. Edward Murphy, of Montreal. He entered the business in 1831, and after 63 years of active connection with it still retains his interest as a senior partner in the old and much respected house of Frothingham & Workman, Montreal. His memory is stored with plentiful recollections of the days of yore when the wholesale trade centred in Montreal.

Senator Murphy received the representative of this paper with his customary urbanity, and spoke freely of business methods and events in the Thirties and Forties. "Those were days of steady application," said he. "We were expected to be at the warehouse by seven in the morning, and if we closed the day's operations at 9 p.m. we had reason to be satisfied. There were seasons, just before the close of navigation for example, when duty kept the staff at their post until midnight, without relaxing the 7 o'clock rule in the morning. That, of course, was necessarily for a brief period, fortunately, because the human system could not endure it for long. If Christmas and New Year's fell on Sunday there was no Monday holiday. We might be released at 4 p.m. on Monday, but that was all. No annual vacation of two weeks was thought of.

"In order to realize the change in business arrangements you must remember the difference in methods of transportation. There were no railways and few canals. The roads, except in summer, were very bad. Winter, therefore, was apt to be a quiet season with the business houses in Montreal, and at the change of season in the spring and autumn there was an immense amount of work to do. In the earlier years the shipments west went generally to Ottawa, and then by the Rideau Canal to the lake for transportation west. The St. Lawrence was held to be too near the frontier, when the Ottawa route could be utilized with greater safety and certainty.

"I remember as late as 1852 the remark of a Toronto merchant, a well-posted and intelligent man, when we were coming down in May of that year to Montreal. How did I get there? Well, I crossed to Lonqueuil from the city, drove to Laprairie, took the train to a point on Lake Champlain, thence to Albany and then to Buffalo. From Buffalo we went to Lewiston, but the day being Sunday, we had to wait over for a Toronto boat. There were a number of Canadians, making quite a party, among them Dr. Ryerson, the Superintendent of Education, who held a religious service, which we all attended. This round-about journey was really more convenient than if we had attempted to drive due west from Montreal, with no boats running and muddy roads that were practicably impassible. Coming back, we took the Passport, and this Toronto merchant spoke of the impossibility of making the Grand Trunk—the project then being under weigh—a competitor with the water route. The rails, he thought, would rust for want of use.

"This gives you an idea of the changes in conducting business. Perhaps the leading hardware firm in the Thirties was W. L. Coit & Co., the predecessors of Scott, Shaw & Co. The former firm was a great concern, but undertook a contract on the Lachine Canal which did not prove a paying speculation, and the firm subsequently retired from business. In those days a commercial traveler was unheard of. The merchant visited Montreal, and, looking over the goods, bought what he wanted. This freed you from the necessity of keeping as large a stock as is necessary now, when the traveler sells by sample, and you must keep a supply to fill the orders as they come in. Very different was the mode of selling, for competition was not so keen, and merchants' orders were not sought after as they are now. No doubt, under such conditions, there were risks in selling to persons at a remote distance and not easily accessible, but then you saw your customer face to face."

One feature of the early days which Senator Murphy is familiar with, and about which he has been at pains to collect information, is the number of Americans who settled in Montreal after the peace in 1815, and became leading business men. Some of them came in even before this date. A notable case is that of the founder of the old commercial house of which the Senator himself is now a senior partner—Frothingham & Workman. John Frothingham founded this business in 1809, some years before the war. He was a native American who did not care to be mixed up in the strife which begun in 1812, so he temporarily closed his warehouse and retired home, not returning to Montreal till peace brought renewed commercial activity. The business has been continuously carried on till the present time under the firm names successively of J. Frothingham, J. & J. M. Frothingham, Frothingham & Marshall, and since 1836 Frothingham & Workman. It is certainly the oldest hardware firm in Canada. Many other Americans entered the hardware business, notably Jacob Dewitt, J. T. Barritt, Samuel Barritt, S. Hedge & Son, G. & C. Willard, T. S. Brown & Co., Benjamin Brewster & Co., Canfield Dorwin, Walter Field, John Hale, W. L. Cost & Co., Brock & Cushing. Most of the Americans who came here in those days were from New England and Northern New York. Their Puritan origin may be traced in the Christian names common among them, such as: Abija, Abner, Arba, Ariel, Asa, Benjamin, Cyrus, Daniel, David, Ebenezer, Elisha, Ezekial, Hiram, Hosea, Isaac, Jacob, Joseph, Jason, Jabez, Jesse, Jededia, Job, Joshua, Levi, Manna, Moses, Nahum, Nathan, Noah, Seth, etc. They were, Senator Murphy records, generally upright, honorable business men and much respected. After a time their numbers began relatively to decrease, until to-day they are comparatively but a smal

proportion of the mercantile community of Montreal. As the old stock died out, the vacant places were taken by British and French Canadians, the sons of the original American element being drawn off to New Orleans and the Far West in sympathy with the westward movement.

Not only in hardware did these American settlers distinguish themselves. In other kindred branches of trade they were equally prominent. The paint business contained such Americans as R. & H. Corse, E. Atwater, Wm. Ayres, C. Dodge. In the foundry business were Ward & Co., of the Eagle Foundry, now continued by George Brush & Son; Jonathan Alger and Samuel Hedge. The American settlers also engaged in the brick-making industry, which was then a thriving one, excellent brick being manufactured from the Griffintown clay from a date as far back as 1818 and 1820. That bricks were well burnt in these days may be seen by some old buildings still standing in Montreal and put up 50 to 70 years ago. The Griffintown brick fields are now built over.

An American, Horace Dickenson, ran for many years the Upper Canada stages, as they were called, from Montreal to Lachine. Afterwards, till the opening of the Lachine Railway, they were run by Job Cushing, another American.

Sixty years ago cut nails were made by hand and horse-power in Montreal. The Americans were pioneers in this industry. Senator Murphy records an interesting fact regarding clock-making in Montreal from 60 to 70 years ago. Wooden clocks were made by Twiss Bros., and peddled all through the Lower Canadian parishes. The clocks were warranted to go for a year, and at the expiration of the term whenever a complaint was made another clock was given in exchange. Many of these clocks may still be seen in houses of the habitans.

Another old firm, founded by an American and still in existence, was that of the Lymans, wholesale druggists. This firm dates back to the beginning of the century, 1802, and was founded by Mr. Lyman. The firm's name has been successively Hedge & Lyman, W. Lyman & Co., Lyman, Savage & Co., Lymans, Clare & Co., and now Lyman, Sons & Co.

These and many other most interesting and valuable facts were recorded by Senator Murphy in a paper which he read before the Numismatic and Antiquarian Society of Montreal some years ago.

It will interest the trade to know that Senator Murphy was the pioneer in the early-closing movement amongst hardware men, and began in the Fifties to favor the closing of the offices on Saturday afternoons during the summer months. At first the only concession obtainable was 4 o'clock in the afternoon. This was conceded from the middle of June until September, and ultimately the 1 o'clock closing hour was conceded.

"I might relate one incident of the trade long ago," said Senator Murphy in concluding his observations, and that was the arrival each winter on sleds from Maine and New Hampshire of buyers of iron. They could not come in summer on account of the roads, but winter suited their plans in more ways than one. They used to bring in quantities of fresh fish, frozen haddock and cod, for which they found a cash market, as Montrealers were restricted during the season of closed navigation to dried salt fish, and were glad to get a supply of the fresh article. These American buyers filled their sleighs on the return journey with Swedish iron. Anyway, a thriving business was done by both parties to the bargain, because the iron brought a decided profit to the sellers, and I don't think the American buyers troubled the U. S. Customs much on returning home."

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HAMILTON TRADE GOSSIP.



AMILTON'S most interesting subject for discussion at the moment is the opening of the Toronto, Hamilton and Buffalo, which auspicious event took place on Tuesday, as far as freight traffic was concerned. And that is what concerns manufacturers and merchants most. It is only natural that the opening of the line should occasion interest in the "Ambitious City." One of Hamilton's drawbacks has been the want of efficient railway facilities, it being frequently impossible to make shipment the same day the orders were received on account thereof. There will now be no difficulty in this respect, while if what has already been done is any criterion better time is likely to be made after the goods are on the cars. The rumored agreement between the C. P. R. and the T. H. & B., whereby the trains of the former line will have entrance into the city, is looked upon with general flavor.

The Royal Hamilton Yacht Club races will take place in the early part of June, and the merchants and business people generally have subscribed upwards of $2,000 for prizes.

The Hamilton Bridge Works Co., which opened up about a month ago, are busily employed on some work for the G.T.R.

Brass and copper have advanced considerably, but there is only a small trade being done.

Trade continues brisk in bar iron, and prices are firm at $1.60 to $1.65.

Further strength has developed in iron pipe, the Canadian manufacturers having followed the example set by their confreres in the United States and withdrawn prices.

The holiday has somewhat interfered with trade, but there is on the whole a good business still doing. The tone of confidence I noted in my last has increased rather than decreased. There is no doubt about this, and small stocks and continued stiffening of prices in the Dominion are largely the factors upon which this confidence is based.

The Gurney Scale Co. are receiving orders faster than they can fill them. One order from Winnipeg is for two carloads of scales, the greater part of which is for their hopper scale. The handsome new scale used at the O.J.C. races last week was supplied by the Gurney Co., through Rice, Lewis & Son., Ltd.

Aside from the permanent benefits that are likely to accrue to Hamilton from the entrance into the city of the T. H. & B. there are the immediate gains that are in prospect on account of the sums of money that the new railway will necessarily be compelled to spend in effecting an entrance. One prominent business man with whom I was conversing regarding the matter ventured the opinion that the cost would be at least $700,000. "The tunnel will cost in the neighborhood of $300,000. Work on this will begin about June 10. Then, besides the property that will have to be expropriated, there is the station, which is to be on Hunter street, between James and John. It will cost in the neighborhood of $30,000 or $35,000, and will greatly improve the city in that vicinity. Besides the money the T. H. & B. will lay out there is the work that is to be done by the Hamilton, Grimsby and Beamsville Electric railway. They are to build a station at Catharine and Main streets, and in connection with the station they intend to have a market for the wholesale sale of fruit, where merchants from the east and west can come, make their purchases and have them shipped in first-class shape. This is going to be a great town yet. We have been asleep, but we are awake now," he concluded.

The Hamilton Smelting Works will be ready for the fires on October 1. The output will be 200 tons of pig iron per day. To a friend of mine a few days ago the superintendent said in effect, when referring to the site of the smelter: "It is one of the finest situations for a smelter that I have even seen, and I have been erecting smelters since 1871. The lay of the land is particularly adapted for a manufacturing concern of this kind." "You see," explained my friend, "besides the water front there are a number of ravines into which the cinders can be dumped."

Pushed with orders are still the Kay Electrical Manufacturing Co., of James street. During May they shipped twenty-five moters and dynamos to Toronto, Montreal, Ottawa, Brantford, St. Catharines, Guelph, and different places in Nova Scotia.

W. L. E.

ATTEMPT TO FIX PRICE ON BAR IRON.

The Hardware and Metal Merchant is given to understand by a leading Montreal iron broker that at a meeting of makers held there a few days ago an effort was made to come to some understanding on a uniform advance in the price of bar iron.

It is understood that the proposition was to informally agree upon $1.60 as the basis, but that there was no result. At any rate, bar iron is still selling at $1.55, and no difficulty is experienced in getting an order for even a small jobbing lot filled at the price.

Readers of this journal are, of course, aware that, unlike other lines, such as wire, cut nails, wire nails, tacks, etc., there is no formal agreement on bar iron.

Two attempts have been made previously to hold to one, but they fell through, and for over a year past bar iron has been selling at an open market figure, with no basis fixed.

Suavity is a very necessary adjunct to the business man, no matter what line of business he is in, says Trade Magazine. Be polite. It pays every time. You may be in business on a small scale. Your means may be limited, and yet if you cultivate polite dealings with the public you will find that it will bring its reward. Do not only be polite with the public in general, but cultivate this most desirable attribute among those with whom you are associated. If you are an employer you will find that by treating those under you politely and kindly you will secure double the amount of labor from them. If you are an employe politeness will do equally as well—your employer will be glad to advance your interest.

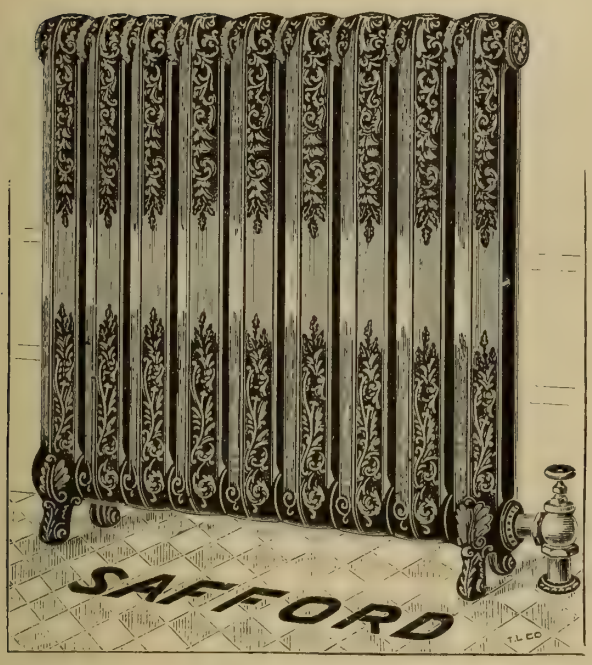
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PLUMBERS', STEAM AND GASFITTERS' DEPARTMENT.

FOR the benefit of the readers of this department, THE HARDWARE AND METAL MERCHANT has, after a diligent scrutiny of Bradstreet's annual report, made up a table of statistics showing the number of master plumbers in Canada and Newfoundland, and the amount of capital invested in the trade. We find that there are 365 plumbers in the Dominion. Of these, 227 are rated by Bradstreet's, and 138 are not rated. The combined capital of the rated men is estimated at $863,800. The wealth of the 138 unrated tradesmen may be calculated as in the neighborhood of $69,000, by taking $500 as the average capital of each. Therefore in Canada and Newfoundland about $932,800 is invested in the retail plumbing business.

Ontario takes the lead, and Quebec comes second, with New Brunswick and the Territories not far behind. The water-pipes must never get frozen in Prince Edward Island, for that province, according to Bradstreet's, boasts no plumbing establishments.

In comparing the two leading cities of the country, we find that Montreal has $334,000 invested in plumbing, and Toronto $244,000. Our table follows:

PROVINCES.	NUMBER OF RATED PLUMBERS.	CAPITAL INVESTED.	NUMBER OF UNRATED PLUMBERS.
Ontario	80	$407,900	76
Quebec	103	360,000	34
Prince Edward Island	.....	.....	.....
Nova Scotia	17	7,300	13
New Brunswick	13	24,000	.....
Manitoba	1	1,500	1
British Columbia	7	38,000	7
Northwest Territories	4	2,500	2
Newfoundland	2	3,500	2
Total	227	$863,800	138

* * *

AN OLD TIME PLUMBER.

It is not many years since the art of plumbing was in a very primitive condition in Canada. John Ritchie, the well-known Adelaide street tradesman, is one of the old school of Toronto plumbers. He came to the Queen City in 1857, after successfully following the trade for several years in Aberdeen, Scotland, and New York.

"When I came to Toronto," observed Mr. Ritchie to THE HARDWARE AND METAL MERCHANT the other day, "Toronto was not as big as it now is. There were only about 50,000 people here then, and the primeval forest covered a great deal of the land now occupied by streets of substantial business blocks and dwelling houses. Both partners of the firm of Thompson & Keith (now Keith & Fitzsimons) came over with me and started in business at the same time. There were then only three plumbing firms in Toronto besides ourselves, viz.—Cummings & Wells, Geo. Hardy, and James Crapper. There was very little plumbing done in Toronto in those days, and that little was poorly done. The facilities for good work were limited, and therefore none was ever attempted. The city water service was only supposed to raise water to the first floor in a house, and it was the custom to carry the street drain right under the building, and drop the soil pipe straight into it, without further ado. Architects and contractors were so used to having unsanitary plumbing done, that they, at that particular period, were refusing to include plumbing work and material in their tenders or estimates on specifications.

"Shortly after my arrival, however, the standard of plumbing began to rise, and it was my lot to do the first real work of that line done in Toronto. Architect Joseph Sheard secured a contract for a house at Scarboro' for the late Peter Paterson, the retired hardware man. I tendered independently for the work of plumbing, estimating the cost of the job at £250. Mr. Paterson thought this was extortion, as other tradesmen were willing to do the work for £50. But I told him that I had never yet seen any plumbing worth the name in the city, and that if he were not satisfied with the job when it was finished he need not pay me. When the work was done, however, he was perfectly satisfied. This was really the first piece of sanitary plumbing done in Toronto, and after that my fame spread, and I got lots of work to do and made lots of money."

Mr. Ritchie then talked for a while about the evolution that has taken place since the fifties and sixties in the skill of plumbers and in the class of tools and materials used by them. Soil pipes were all lead then instead of iron, and gas pipes made of a composition instead of out of iron.

He continued: "At that time all gasfitting was done by gasfitters employed by the gas company. If a citizen wanted gas in his house or place of business he went to the company's office and submitted a sort of specification as to what he desired. The company put in the service, and charged whatever it liked for pipes, jets, etc." The public were dissatisfied with this arrangement, and when Mr. Ritchie and other plumbers introduced a gas-fitting department into their business citizens began to employ them to do their work. Soon after the gas company discharged its gasfitters, and that department of the work assumed the shape it retains to-day.

Mr. Ritchie's first place of business was on King street east, where he remained 20 years. Since then he has occupied his present Adelaide street stand. When he started his store Toronto had five master plumbers; now she boasts about a hundred.

* * *

PLUMBING PAST AND PRESENT.

BY S. G. CURRY, ARCHITECT, TORONTO.

This century has truly been one of progress. If we consider the great difference that there is between the plumbing which is now done and that which was done twenty years, or even ten years, ago, we will be able to realize it to some extent. The plumbing work of twenty years ago was indeed crude. One can hardly believe that the work which was then done would be allowed in any building occupied by human beings. The occupants of these houses were not forced to have this unsanitary plumbing in their buildings. It was only the rich whose health was menaced by it, and that because they wished to have as much comfort and luxury as possible. The poor were safe, in that they could not afford to have in their houses what are now called modern conveniences. People were not then aware of the necessity of excluding impure air from their homes, and,

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consequently, it was thought that any system of piping which carried off the waste materials without leakage within the house was serviceable without being injurious. The improvement in plumbing work has been rapid. Five years' progress has rendered obsolete many a piece of work which was first-class when it was put in. Even now it is difficult to say for how many years a thoroughly first-class piece of plumbing will be considered serviceable and in good condition.

Twenty years ago, or even less, the ordinary tile drain was run into the basement and through it to such point as would receive the vertical soil pipe. This soil pipe was at the best light cast iron pipe, with sockets which would not permit of the joints being properly calked. In far too many instances it was made of galvanized iron, which was used oftener than cast iron for the wastes of sinks, basins, etc. At first the soil pipe was only run as far as the top fixture with the end closed. Before long a small galvanized iron pipe was run from the upper end of the soil pipe out through the roof. This pipe was enlarged by degrees until it was made the full size of the cast iron pipe. Once it was found desirable to run the soil pipe full bore through the roof, it was very soon conceded that it should be continued in cast iron.

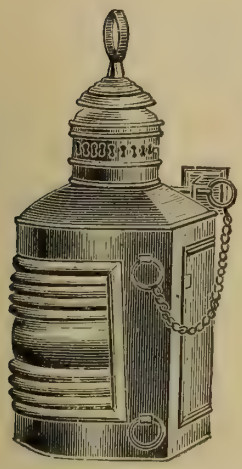
We had then a reasonably definite plumbing system which was considered sufficiently good to answer all purposes. There was the tile drain with its open and leaky joints connecting the house with the main drain. On this tile drain there was generally placed a running trap with the object of preventing the gases, which might be in the main sewer, from entering the house through the house drain. There was the pan closet, with its filth-containing receiver or bowl, and the old D trap, with its spaces for gathering filth. No vent pipes from the traps were provided to prevent them being unsealed, nor was there the slightest precaution taken to prevent the accumulation of poisonous gases within the pipes by causing a free circulation of air through them. It was also customary to run the water from the bath and basin into the trap under the w. c., apparently with the object of doing away with one or more traps. In the majority of cases where this was done the arrangement was such that air would circulate through these pipes, thus directly contaminating the air of the rooms in which the fixtures were placed. Bad as we know this style of plumbing to have been, it was then considered safe. The occupants of the houses did not know that they were breathing impure air, caused by the defects in the plumbing. They were not aware that there were small holes and fine splits in the cast iron pipe, nor that the joints were not properly calked. And we must confess that in many instances they did not apparently suffer in health. There must certainly have been some antidote in the air to save ignorant and indifferent humanity from the unsanitary condition of the houses of that period. How long could a family now occupy such a house and remain in reasonable health? A doctor would have them out of such a house within a few hours after he had been called in. In time, heavy cast iron pipe was used, and the joints were consequently better calked. A pipe was placed on the house drain inside the trap, to permit of a free circulation of air through the soil pipe. This pipe is called a breathing pipe, and the outer end was placed as far away from openings into the house as possible. Plunger closets of the type of the Jennings came into use; S traps were adopted, and vent pipes run from same to prevent the traps being syphoned. At first these vent pipes were made very small, but it was soon discovered that friction rendered them useless in so far as preventing the syphoning of the traps. Cast iron pipe came into use for the drains within the house, which was a long step in advance. We have now arrived at a period when the principles governing good plumbing work were fairly well understood, but there were many faults in the materials and in the workmanship. There might be sandholes or splits in the soil pipe, and the joints might not be properly calked. There was no means of testing the pipes to determine if they were tight or not. The first attempt to test the tightness of the piping system was by putting into the pipes some strong-smelling stuff such as peppermint, and closing up the outlets. This was not a very efficient test, and was very soon superseded by the smoke test. The smoke test consists in closing up all the outlets, and pumping into the system smoke produced by burning oil and tobacco waste. The smoke test, though a very good one, was not considered sufficiently searching, and has been supplanted by the water test, which is most effective in discovering any defects in the cast iron or waste system. After all the waste pipes have been put in, and before any of the fixtures are set, all outlets are closed by rubber plugs and the pipes filled with water. If the building is a high one, the test is a very severe one on the piping in the lower portion of the building, and is sure to discover any defects either of material or of workmanship. The smoke test is now applied after all the fixtures are in place, as the water test cannot then be applied. The water and smoke tests have made it possible to have a perfectly tight system for the discharge of all waste materials. The smoke test should be applied at intervals, as defects may appear in any plumbing system owing to various causes. Any settlement in the building may cause damage to the pipes, or the calking in the joints may become disturbed through the expansion and contraction caused by running very hot and then very cold water through the pipes.



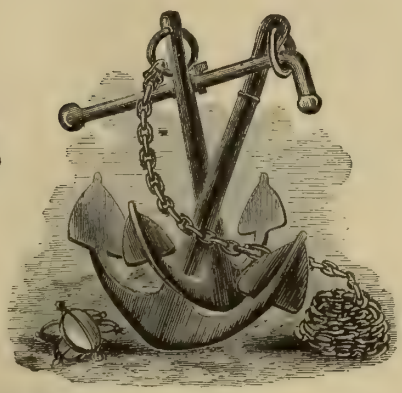
A DOG TRAIN
Delivering HARDWARE AND METAL MERCHANT in the Far Northwest.

We now have what may be called a perfect system of plumbing, and with the wash-out closet (now being superseded by the syphon closet) and other improved fixtures of the present day, it is difficult to see much room for improvement. That there will be improvement goes without saying. The world does not stand still, and there is no doubt but that there will be improvement on the present plumbing system, as there has been on that of the past. As there is certainly less room for

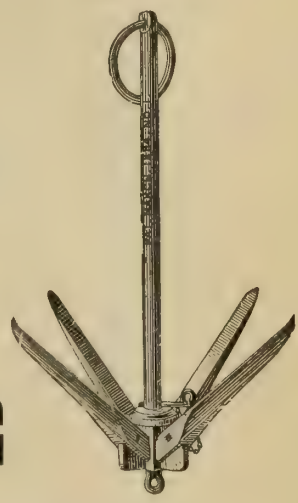
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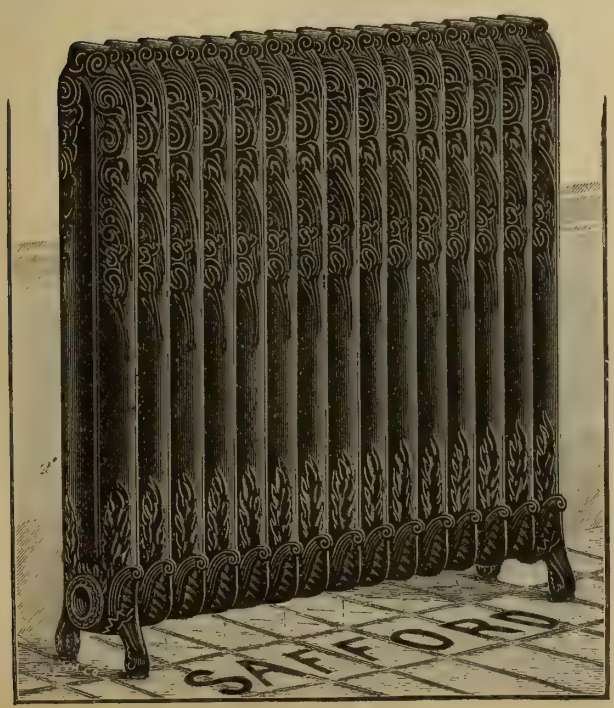
LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE
OF ALL KINDS.

RICE LEWIS & SON, Ltd. - - Toronto.

The Toronto Radiator Mfg. Co.

LIMITED

TORONTO, ONTARIO



Largest manufacturers under the British Flag . . . . .

SAFFORD
Patent Radiators

FOR

HOT WATER AND STEAM HEATING

NO BOLTS PACKING LEAKY JOINTS

Positively the only Radiator on this Continent that will stand any and every test.

improvement, any changes which may be made will be less pronounced.

It was the intention to give some examples of defective plumbing from the many which have been discovered by the modern plumber or sanitary engineer; but as this article is now long enough, and as it is, besides, no easy matter to convey by words alone to one not fully conversant with plumbing the points wherein the work is defective, it has been deemed better to omit any mention of them.

The radical difference between the plumbing of the past and that of the present may be summed up in a few words: In the past the waste system was practically sealed against any admission of air, and it was boxed away out of sight, fixtures and all. The main principle upon which plumbing is now done is that provision must be made for a free circulation of air through all the waste pipes, etc.; that all pipes and fixtures must be left open and exposed to view, so that they can be got at, and also that no filth may accumulate about them at any point from any cause whatever.

The best plumbing requires that the fixtures should be kept scrupulously clean, if it is to give the best results. It has happened more than once that odors, supposed to have been due to sewer gas, have been traced to a local habitation in the filth allowed to gather in or about the fixtures.

A PLUMBING INSPECTOR'S DUTIES.

Toronto's plumbing by-law is being adopted as a basis of municipal legislation throughout the length and breadth of the Dominion, and even outside Canada. From a British Columbia town in the extreme west, and from St. John's, Newfoundland, in the extreme east, have come the latest applications for copies of the Act governing this trade. For the edification of all our readers and the especial instruction of municipalities about to legislate concerning sanitary plumbing we outline briefly below the duties incumbent upon a Toronto plumbing inspector. He has to examine and pass judgment upon all new drains and plumbing work, and all reconstruction or alteration of drains and plumbing systems. His jurisdiction commences at the street line and covers all plumbing and drain work in a building.

The system of examination he follows is simple. As soon as the drain builder has completed his work the inspector steps in. He plugs the drain at the street line and fills the drain and all its branches up to the highest point with water. If the water remains at one level for fifteen minutes the drains are considered satisfactory.

Next comes the inspection of the plumbing work. The system is plugged at its lowest end, and filled with water to the highest point above the roof. If any leaks are found in the calked joints, for instance, they are calked up, and if any defects are discovered in the lengths, or castings, they are remedied.

After the drains and plumbing systems have both been subjected to these respective water tests, they are connected, and the soil pipe, fixtures, etc., are put in position. Then a smoke test of the whole is applied. By means of what is called a smoke machine a dense vapor, made by igniting cotton waste, saturated with sulphur and mineral oil, is introduced into the pipes. When the whole system is full of these fumes the roof ventilator is plugged, and for a lengthy period a pressure equal to the strength of the trap seals is kept on. If no smoke escapes the system is considered tight, and if not the leaks are filled, and a second smoke test is applied.

THE NEW BRUNSWICK ASSOCIATION.

THE iron and hardware merchants of St. John, N.B., wisely adopted the suggestion made by this paper last fall, when it referred to the successful association at Halifax, and urged the trade in other centres to organize.

After reading the remarks in THE HARDWARE AND METAL MERCHANT, the leading members of the trade decided that they should have a permanent organization, and on Monday, January 21, the St. John Iron and Hardware Association was formed, with the following officers:

President—W. H. Thorne.
Vice-President—S. Hayward.
Sec.-Treas.—J. J. Barry.
Directors—Thomas McAvity, R. B. Emerson, Fulton Beverley.

The association's objects include social intercourse and the discussion of all matters which concern the various branches of the trade. Since its formation the association has held monthly meetings, which have been most harmonious and interesting, and have fully justified the organization effected. The meeting day is the first Monday in each month.

The business outlook in St. John is satisfactory. The hardware trade this year, so far, has been fully up to the standard of previous years, and prospects are seemingly brighter than for some time. Considerable building is going on throughout the province. The lumbermen are getting their logs into the main booms, and prices are stiff. The mills are cutting to their full capacity, and the harbor of St. John is well filled with shipping. Crop prospects are excellent, the grass being much above the average. New Brunswick is not given to booms, but never suffers from any great depression and has no poverty.

The jobbers there are making an effort to have St. John placed on an even basis with Toronto and Montreal regarding the delivery of screws. As matters stand, jobbers in those two places have their goods delivered, but the St. John men have to pay freights, and this freight takes about half the margin when goods are sold at a minimum price. Since freight rates from the west have been reduced, goods can be delivered to nearly all points in the Lower Provinces almost as low from Montreal or Toronto as from St. John or Halifax, thus giving the western jobber a great advantage.

AN IMPROVED BOLT SNAP.

We herewith illustrate the Banner Bolt Snap, made by Covert's Saddlery Works, Farmer, N. Y., U. S. A.



This is their latest improvement in the line of bolt snaps. It is constructed with a closing bolt, operated by a brass spiral spring, which is enclosed in the body of the snap. The principal benefit derived from this improvement is to protect the spring entirely from foreign substances that might prevent its working freely either in summer or winter, and to lessen the cost of manufacture so that they can be put on the market at a less price than formerly. No other bolt snap, it is said, can give so long service as this. Made in all sizes; loop eye, round eye and open eye. Write for catalogue and price list.

Lamplough & McNaughton

TEMPLE BUILDING, MONTREAL.

Hardware, Razors, Cutlery, Enamelled Ironware, etc., etc.

REPRESENTING

THEILE & QUACK

ELBERFELD, GERMANY.

A★1 IRVING CUTLERY Co

Corporate Trade Marks for Cutlery. FULTON CUTLERY WORKS

"ARBENZ"



CELEBRATED INTERCHANGEABLE BLADE RAZORS.

Every Razor warranted. The best, most reliable and cheapest high-class Razor in the world.

Stacey Bros.' English Table and Pocket Cutlery.

Have You Seen Our Cat-alogue

It's a Daisy!

For 1895



Sent in exchange for your name.

THE TORONTO STEEL-CLAD BATH AND METAL COMPANY LTD.

123 QUEEN ST. EAST TORONTO.

OIL STOVES

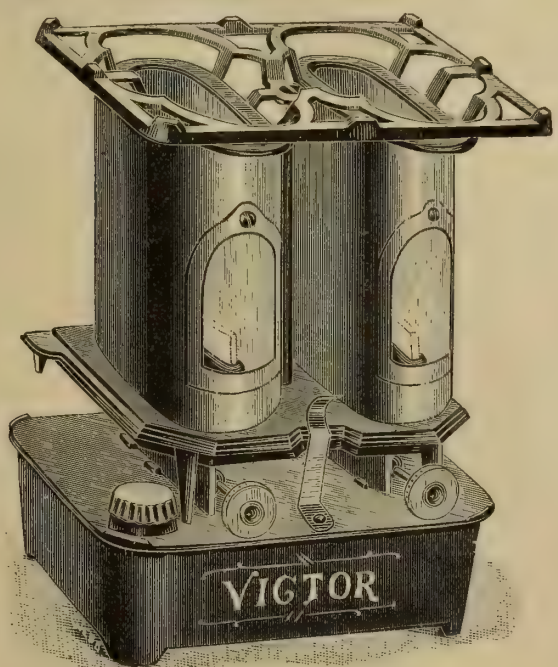
Latest Improvements for 1895.

Victor

Iron Bottom.

Daisy

Tin Bottom.



One, two and three Burners, Ovens and Extension Tops. Finish first-class. No smoke, no smell, but lots of heat.

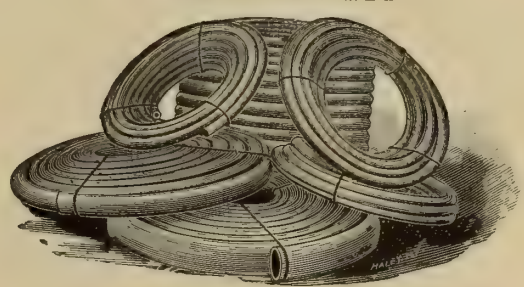
Kemp Manufacturing Company

TORONTO.

WE WANT TO HEAR.



WHEN YOU NEED



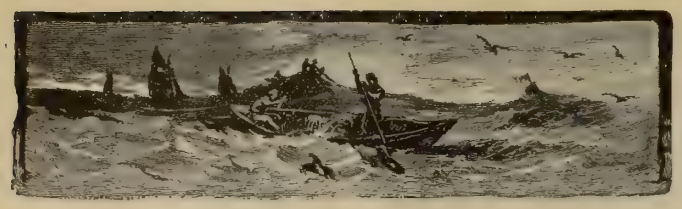
RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White), "Kinkproof," (Wire Bound), "Antimony," (Red), "Lion," "King," "Leader," "Fairy," (Cotton).

THE GUTTA PERCHA & RUBBER MFG. CO.

61-63 FRONT ST. W., TORONTO. OF TORONTO, LTD.



MONTREAL MANUFACTURERS AND MERCHANTS

BRASS GOODS AND REFRIGERATORS.

J. H. Hanson, 422 St. Paul street, manufacturers' agent, representing several firms of makers of brass goods, refrigerators, and other miscellaneous lines, does a large business with the wholesale trade. Among the firms represented by Mr. Hanson are: The B. Greening Wire Co, Wm. Buck Stove Co., the John C. Jewett Refrigerator Co. (New York), E. Wright & Co., lanterns and bird cages. Mr. Hanson also manufactures closet seats and refrigerators.

BELTING AND LACE LEATHER.

The large tannery and factory at Nos. 434 to 442 Visitation street, in the east end of the city, is owned and managed by Henry Porter, long and favorably known to the belting and saddlery trade of Canada. Mr. Porter turns out from his large factory all kinds of carriage furniture and patent leathers, lace leather, leather belting, oil larrigans, moccasins, harness and other saddlery supplies.

AN OLD PAINT FIRM.

R. C. Jamieson & Co. are among the oldest manufacturers of varnish in Canada, the output of their factory on St. Thomas street being well known from one end of the Dominion to the other. The firm consists of R. C. and A. T. Higginson, and in addition to being manufacturers of varnishes and japans, they are importers of oils, paints, colors, spirits of turpentine, glue, gold leaf, bronzes, etc. The factory is at 23 to 27 St. Thomas street, and the city office 13 St. John street, a step from the big Board of Trade building.

AN ENERGETIC FIRM.

The firm of Caverhill, Learmont & Co., one of the largest jobbing concerns in shelf hardware in the Dominion, is an offspring of the old firm of Crathern & Caverhill. In 1884, the firm, now styled Caverhill, Learmont & Co., took over the shelf goods branch of the business, and since then have devoted their sole attention to the different kinds of goods classed under this head. With an abundant capital, hardly anything else but success could be expected, especially as it was coupled with a thorough knowledge of all the requirements of the trade. The firm occupies the large cut stone warehouse in the Caverhill block on St. Peter street, and is composed of Messrs. F. Caverhill, J. B. Learmont, Geo. Caverhill, and T. H. Newman. Mr. Frank Caverhill, the senior partner, is one of the strong friends of our volunteer militia, having retired as colonel of the 5th Royal Scots, which crack regiment he commanded for a number of years.

IN GENERAL HARDWARE.

The firm of Alexander Macpherson & Son, 378 St. Paul street, is one of the leading wholesale general hardware houses in the city. Mr. Alexander Macpherson, the senior partner, was formerly a partner in the firm of Benny, Macpherson & Co., and when that business was wound up, on the retirement of Mr. Benny, resumed business on his own account. He has associated with him in the management of the business his son, A. G. Macpherson.

NOW IN NEW PREMISES.

A. R. Williams, a large manufacturer of all kinds of machinery and supplies, has his office and warerooms in the big block, 345 St. James street, into which he moved on the 1st of May last. Among the lines enumerated to THE HARDWARE AND METAL MERCHANT by Mr. F. C. Wilson, the manager, as turned out by the concern were: iron tools; wood-working tools; machinery; engines, marine, automatic slide valve and vertical; boilers, marine, portable, standard and vertical; water wheels, motors, planers, band-saws, shapers, moulders, saw-tables, etc.; lathes, drills, punches and hammers. In fact, almost everything in the shape of machinery can be turned out promptly by this firm.

YOUTH AND ENERGY WITH THEM.

Lamplough & McNaughton are a firm who have youth and energy on their side in their struggle for business success. Both gentlemen are young and have had exceptional advantages for acquiring a thorough knowledge of the hardware trade. In 1892, when the firm commenced business, F. W. Lamplough resigned from the service of Benny, Macpherson & Co., then a leading general wholesale store, while J. P. McNaughton, the other partner, had, up to the time of his setting up for himself, represented the well-known firm of Drummond, McCall & Co. on the road. The firm have their office and show rooms in the Temple building, where they carry a large and varied line of samples of German hardware specialties, English table cutlery and American hardware novelties, especially in the cutlery line. A line specially worthy of mention is the Service patent safety razor and stropping machine, the merits of which have already been illustrated in these columns.

SONS OF A WORTHY FATHER.

Abbott & Co. are the proprietors of the Metropolitan Rolling Mills, conveniently situated on De Lorimier avenue in the east end of the city. The members of the firm are A. E. and Wm. Abbott, two sons of the late Premier of Canada, Sir John Abbott. The Messrs. Abbott have been in the rolling mill business for some ten years or so, and are large manufacturers of cut nails, spikes, horseshoes and other descriptions of heavy hardware. The office is situated at the works, 219 De Lorimier avenue.

THEY HANDLE SPECIALTIES.

Dorken Bros. & Co. are successors to E. Houser & Co., Montreal, importers and manufacturers' agents of hardware specialties, cutlery, guns, enamelled ware, etc. This firm has been doing business in Canada with ever increasing success for over forty years, and ranks first as importer of German goods. At the warehouse, 22, 24, 26 Lemoine street, samples and stock are carried of a number of German, English, French and American manufactures. The transactions are made with jobbing and wholesale trade entirely.

WILL OPEN A SHOW ROOM.

The Standard Manufacturing Co., Pittsburgh, Pa., porcelain enamelled baths, etc., are opening a Canadian sample room at 10 St. John street, Montreal, with T. C. Collins as manager. The place has been nicely fitted up and they are putting a full line of their baths, lavatories, and sinks on exhibition. If they show as great taste in the display and arrangement as they do

in the neat invitation cards just received it will be an attractive show room. They will be ready for visitors Monday.

NEW HOUSE ELEVATORS.

Good work is now being done in Canada in constructing elevators in public buildings. A new one has just been put in the Montreal General Hospital by Millar Bros. & Toms, Montreal. It is similar to the one put in by the same firm for the Lundy's Lane Observatory, which Niagara tourists are familiar with, and is from an American patent known as Hall's hydro-steam, and both these elevators, which are the only ones of the kind in Canada, are regarded as giving every satisfaction. Canadian firms like Millar Bros. & Toms can fairly claim to be doing work equal to their American competitors, while it is contended for most of those put in by native concerns that they usually cost less for maintenance.

RUBBER SPECIALTIES.

The Alpha Rubber Company is a young concern, who started some seven years ago to manufacture rubber sundries of all kinds for druggists. This year, however, they have branched out into other departments of the rubber industry, and are prepared to supply hose, belting, packing, etc., to the hardware trade.

HEAVY CASTINGS.

Moses Parker, Dalhousie street, is one of the oldest of the iron founders in Montreal. Orders for all kinds of castings, heavy girders, mouldings, etc., are promptly executed at these works, and all receive Mr. Parker's personal attention.

VARNISHES AND PAINTS.

The Baylis Manufacturing Company is an old-established concern in the manufacture of varnishes, paints and printing inks. About five years ago Mr. Baylis sold out his interest to R. C. Jamieson & Co., and since that time this firm has controlled the Baylis Company, running it as a separate business under its old style.

RISE OF A PAINT AND VARNISH HOUSE.

It is admitted on all sides that Walter H. Cottingham & Co., wholesale paints, oils and varnishes, occupy a prominent place in their trade in the Dominion of Canada. Although they began in a small way scarcely eight years ago, they have by enterprise and push come rapidly to the front. Mr. Cottingham attributes his success to the high quality of the goods he handles. It is a well known fact that this firm handle only the finest quality of goods, and their reputation in this respect is second to none. It is their aim to supply their customers with the purest paints, oils and varnishes from the most celebrated makers of the world. This is borne out by their being the sale agents for Canada for such world-wide known firms as the Sherwin-Williams Co., finest paints and colors, Cleveland, Chicago, New York; Mander Bros. varnishes, London, England; Aspinell's Enamel, Ltd., London; Blundell, Spence & Co., Ltd., oils and colors, London, England. They carry complete stocks of all these firms' goods. Their travelers cover every portion of the Dominion, from Atlantic to Pacific.

A fact worth noting is that they are by far the largest dealers in this country in Paris green, and were fortunate in having a good stock on hand when the late big rise in price of this article occurred.

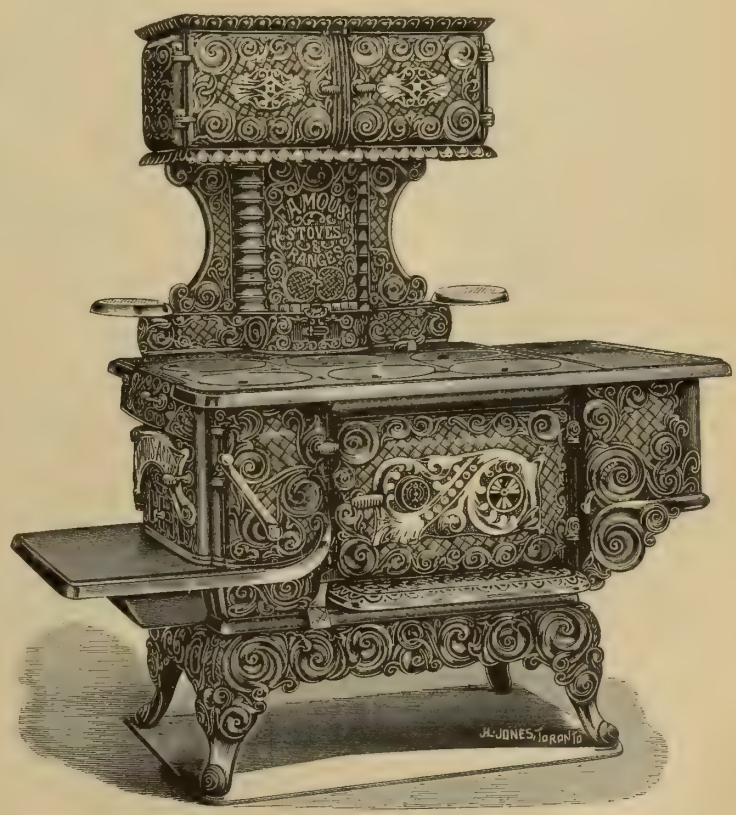
Mr. Cottingham is a great believer in judicious advertising, and his announcements are always attractive and catchy.

To The Stove Trade

Are you aware of the great variety of lines we manufacture? Our lines are so varied that, with the control of our stoves for a district, the dealer **is independent.**

We have, this year, in our Famous Active Ranges and Stoves, the finest line of one design ever made in Canada.

WE SELL ONLY TO THE REGULAR STOVE TRADE, AND WILL PROTECT ALL DEALERS IN THE TERRITORY THEY CONTROL. WE WILL NOT SUPPLY GOODS TO BE SENT INTO ANOTHER AGENT'S TERRITORY.



THE McCLARY MFG. CO. - London, Toronto, Montreal, Winnipeg, Vancouver.

NEW SEASON'S WALL PAPERS.

THE generality of people are hardly aware of the high standard to which the manufacture of wall paper in Canada has been brought. In both the less expensive and the costlier grades, the papers presented this season by a really first-class house can safely be trusted to capture the most exacting taste. This idea would occur to anyone who, like the representative of this paper, was privileged to get a glimpse in advance of the new styles and patterns shortly to be put forth for the trade by Watson, Foster & Co., Montreal.

Skill and taste seem to have been utilized to the full by them in producing papers of the finer grades. The combinations shown both in respect to color and pattern are distinctive and handsome, and point to a range of goods this season which will even surpass previous achievements. One notes the variety of friezes in silk effects, which are charming in style and in coloring, and the blended frieze with the darker shade artistically and almost imperceptibly passing into the lighter shade is something new from a Canadian factory. Many of the new papers are exceedingly effective, one (No. 252) being a poppy pattern, both tasteful and striking. Another flower pattern (No. 254) is a large peony which in coloring and design is lovely. Rare taste is seen in a paper in the Louis XV style (No. 997) possessing a blended frieze which gives to the whole a most pleasing appearance in a corded silk effect. A Louis XVI style (No. 241) produced in varnish gilts and embossed silks is very handsome. Another paper in the Renaissance style (No. 256) is produced in leather effects that are rich and distinctive. A characteristic piece of work is the Brownie nursery paper (No. 288), a captivating style, with the eccentric figures drawn in perfect taste and with a most quaintly original but most pleasant effect. It will find its way into many a room for the little folks. There is a plentiful supply of the styles in Burlap, in a large variety of patterns, giving the canvas appearance that has become so much the fashion in the United States. In this style No. 257 is a capital representative. A heavy scroll (No. 277) produces in color and style the perfection which this class of art has attained. Another paper (No. 253) is a handsome effect in leathers, while a paper for halls (No. 279) in heraldic effects and produced in leathers and Burlaps is eminently suited to the purpose. Among the new papers also is an effective decoration (No. 282) for a parlor in fritter gilts. These are just a few of the styles that instantly attract the attention and please the eye as one glances over the large range of beautiful papers that are soon to be presented. There is also a line of ingrains, each shade of plain ingrain having its ingrain fritter frieze as well as a blended fritter frieze, and fritter ceilings to match. In fact, one may say of all the season's papers that they are provided with ceiling accompaniments not a whit behind the perpendicular wall decorations in tasteful design, or in beauty of coloring. What has been said of the finer lines can justly be applied, as to taste and range, to the less expensive papers, because the firm will show an immense variety of the cheaper gilt papers in lovely tints, with scroll, flower and other patterns produced in rich and tasteful effects.

It is by work like this that Watson, Foster & Co. hold the position they occupy, because it would not be possible to do their immense business, or to make, as they claim, over one-half the wall papers manufactured in Canada if taste, skill, and resources were not extensively employed. Last season produced more orders than could be filled, and the new papers promise the same result. Admirers of artistic decoration will probably ask to see samples of some of these new effects.

PUT QUALITY FIRST.

IF ALL Canadian goods were carefully manufactured, with excellence in quality as the first requisite, our native products would soon acquire an A1 reputation in the world's markets. Wherever this has been tried, as in the case of Canadian cheese, for example, our brands have driven others to the wall. This method secures permanent trade, and is well worth the cost and trouble it entails.

The representative of THE HARDWARE AND METAL MERCHANT was inspecting the works of a manufacturing concern in Montreal the other day, that of the Canada Horse Nail Company, and came to the conclusion that care pays. In choosing raw material this firm takes the best available, a superior quality of Swedish charcoal iron, other substitutes, notably low carbon steels, having failed to come up to the required standard. When these rods go into the forging machine they are carefully heated and fed by hand into the machine. This needs skilled men, and those entrusted with the duty have been connected with the concern for from eighteen to twenty-eight years. The product of these forging machines is called "blanks," and they go to a number of sorters, who throw to one side all visibly imperfect in any respect. The blanks that have passed muster at this stage are then subjected to the "tumbling" process, which removes the oxide and leaves them bright and clean. When passed through the rolling process, which draws them out and tests the quality of the raw material, the blanks go on to other machines, where they are pointed and cut into the required length. During these latter operations the girls in charge have the nails pass through their fingers, and each nail is therefore examined singly for any imperfection. At this stage the nails are placed on tables with planished iron tops, and a staff of 25 girls examine each nail one by one. Any nail failing to reach the standard is rejected, and those alone which have passed these crucial tests are allowed to go into a box of the company's "C" nails.

To watch the girls handle deftly and quickly each nail of the hundreds of thousands turned out yearly by a large manufacturing concern is a marvellous sight. But the care taken is worth while, because it enables the firm to make a challenge that not an imperfect nail goes into a box of the "C" brand, and to offer for every imperfect one found a pound of good ones, this as an inducement to consumers to keep an eye on the quality.

The Canada Horse Nail Company was established in 1865, and its present proprietor is Mr. James Ferrier, one of the oldest and best known members of the hardware trade in Canada, forming one of the small, and, alas! dwindling band of veterans who have, in days gone by, worked amid trade conditions with which we of to-day are not familiar, and which, even to others, are only a tradition. Mr. Ferrier can relate many reminiscences of those bygone times, the classic age in the hardware trade, and this journal proposes, on some future occasion, to present some of these recollections to its readers.



THE

James Smart Mfg. Co. Ltd.

BROCKVILLE, ONT.

HARDWARE

"Perfection" Stoves, Ranges, and Furnaces

SOME OF OUR LATEST SPECIALTIES:

Polished Wrought Steel Butts, all sizes and styles, plain, japanned and copper-plated.

Extra Quality Wrought Steel Strap and T Hinges.

Our Trade Mark — TRADE MARK — A guarantee of quality.

"Perfection" Warm Air Registers, Faces and Borders.

"Brockville" Lawn Mowers; every machine guaranteed.

"Brockville" Wringers; solid white rubber rolls; unequalled for finish and durability.

"Empire" Meat Choppers.

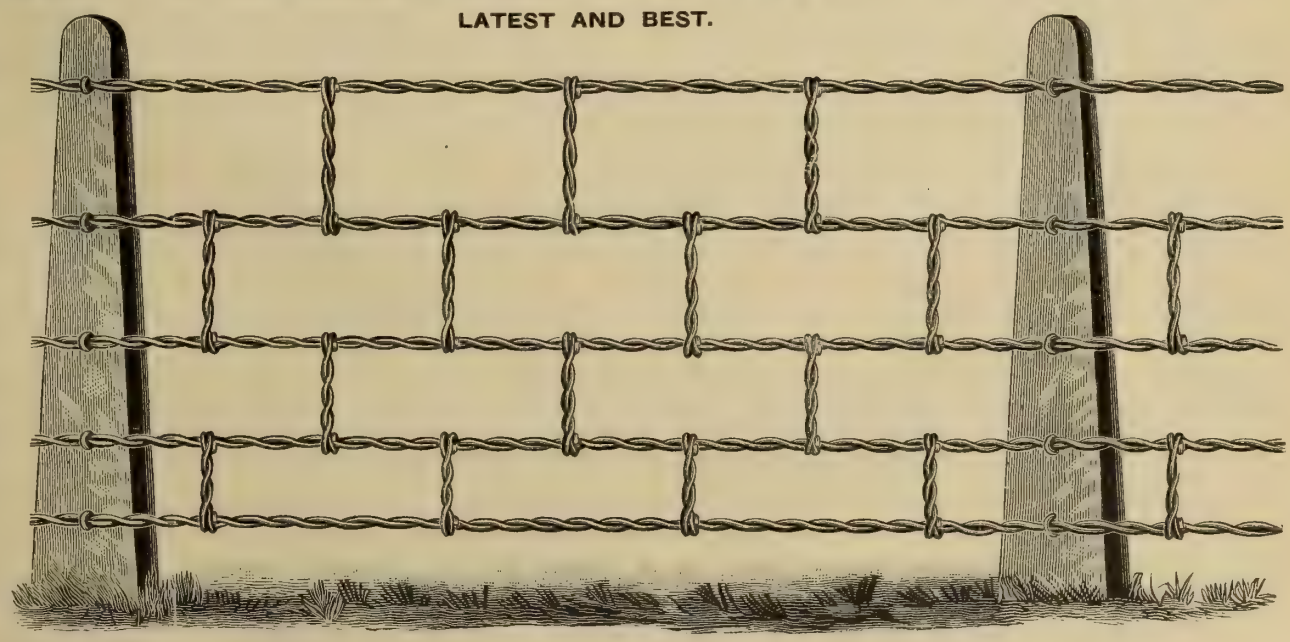
Roblin's Patent Steel Horn Furniture Casters.

COMPLETE CATALOGUES FURNISHED

THE COLLINS WIRE FENCE

LATEST AND BEST.

After several years of careful study and experimenting to ascertain the most economical general purpose fence, suitable for every place, condition and circumstance, we now offer to the trade our latest production.



The Collins Fence Wire

Being made from the best quality of Galvanized "Bessemer" Steel Wire (No. 12), and evenly twisted, allowing for easy contraction and expansion, it makes an exceptionally strong and durable fence.

It is ornamental, easily seen by stock, and not a cruel fence, such as barbed wire. It is cheaper than inferior wire fences.

Not being subjected to the harsh process and heavy strain of inserting the barbs, both strands retain their original strength. Hence, it is much stronger than any barbed wire can possibly be.

Building the Collins Wire Fence is more like recreation than work, the cross sections being readily attached after the wires are stretched and stapled.

The cross sections are made in 6, 9, and 12 inch lengths, and should be put on from 2 to 3 feet apart, according to the judgment of the builder.

This Fence stands to-day without a rival for Cheapness, Durability, Strength, and Neatness. All enquiries cheerfully answered. Prices and terms on application. Sold by the rod only. One good agent wanted in every locality.

THE COLLINS MFG. CO. 66 Esplanade West, Cor. Bay Street. **TORONTO**

SOME ONTARIO FACTORIES AND WAREHOUSES.

A BIG CONCERN.

THE McClary Manufacturing Co. was established in the early forties under the style of J. & O. McClary, which it bore for about 20 years, when it was converted into a joint stock company with its present name. The officers of the company are: John McClary, president; W. M. Gartshore, vice-president and manager; Geo. McClary, treasurer, and W. A. Gunn, secretary. The company's large and growing factories are located at London, Ont., and branches are established in Toronto, Montreal, Winnipeg and Vancouver. Stoves, furnaces, tin ware, japanned ware and granite iron ware, are among the chief lines turned out by this big concern.

A THRIVING BUSINESS.

Sanderson Pearcy & Co., of which Mr. Pearcy is the sole member, started in business in Bay street, Toronto, in 1874. Last year, after spending twenty winters and summers at the old stand, they removed to their present commodious establishment at 61, 63 and 65 Adelaide street west, which some weeks ago was described at length in these columns. They do a large trade in all varieties of glass, paints and oils.

BOOTH COPPER CO.

The Booth Copper Co., Toronto, has been 31 years in existence. It was established in 1854 as Booth & Sons, and was known by this name until 1892, when it assumed its present style. They supply plumbers', brewers', and distillers' copper materials and are general all-round coppersmiths. Their specialty at present is the "Resisto" copper range boiler. H. McLaren & Co. are their Montreal agents.

WIRE, LEAD AND NAILS.

The Ontario Lead and Barb Wire Co., Ltd., of Toronto, was first established in 1876 as the Ontario Lead Works. It was incorporated under its present name in 1885, and since then has driven a big trade. A. J. Somerville is president and manager of the concern, and James George, secretary-treasurer.

In 1894 the business of the company warranted the establishment of a branch at London, Ont., which is known as the Western Wire and Nail Co., Ltd. The staple products of these companies' factories include wire nails, lead pipe, white lead, putty, shot, babbit metal, seamless drawn traps, and all sorts of wire fencing.

ESTABLISHED IN THE 40'S.

The big house of Rice Lewis & Son, Ltd., Toronto, had its beginning in the early 40's, when the late Mr. Rice Lewis founded a hardware business in Toronto. After a few years he admitted his son, Geo. Lewis, into partnership, under the firm style of Rice Lewis & Son. When the head of the house died, the son admitted Arthur B. Lee and John Leys into the firm, and not long after Mr. Lewis retired. About ten years ago the present limited liability company was formed.

PEDLAR METAL ROOFING CO.

This company, which has its factories and head offices at Oshawa, Ontario, is one of our leading manufacturers of corrugated iron and metal shingles, ceilings and sidings. Their splendidly equipped establishment affords them every facility to cater to the needs of the trade most acceptably.

IT MAKETH MATERIAL THINGS.

Another big concern which owed part of its phenomenal success to steady advertising in THE HARDWARE AND METAL MERCHANT is the Metallic Roofing Co., of Toronto. This company was formed in 1884, with J. Samuel as president, A. D. Benjamin, vice-president, and J. O. Thorne, manager. It has branches in London, Ont., Montreal and Winnipeg, and turns out a vast quantity of steel shingles, siding, lathing and ceiling. So large has its business grown that next year a big new factory will have to be erected.

NOTHING LIKE LEATHER.

W. J. Chapman, tanner and glove manufacturer, Wingham, Ont., has recently increased the facilities of his well-known establishment by putting in a new Wheelock engine and boiler, and by otherwise increasing his output capacity. Mr. Chapman is doing one of the largest trades in Canada in coarse workingmen's gloves, and his business is increasing year by year. It is said that his smoked hogskin goods are not made elsewhere in Canada. Mr. Chapman's success is partly due to the fact that he has in his employ an expert California foreman, and other skilled hands.

NOTED SILVER WARE.

To be added to the many large steamboat and hotel orders that the Toronto Silver Plate Company have now in hand is a very important one from the North Shore Navigation Company, Collingwood, for spoons, forks and knives. No better evidence can be had of the popularity of this company's patterns, and the reliability of the quality of their wares, than the fact that they handle so much of this important trade, which requires goods of unquestionable quality. They have several important prize cups and trophies in hand manufacturing to order. They are also very busy in their medal department. This company make a specialty of this class of goods, and issue a separate catalogue illustrating same, which can be had on application. This department is under the supervision of Mr Thomas Aldham, whom the company have recently brought out from England for that purpose. Mr. Aldham has been for many years with Lee & Wigfield, of Sheffield, Eng., and his name is well known in the English and Continental market as a clever designer and modeller.

THE CRESCENT PATENT IMPROVED FRYING PAN.

"Out of the frying pan into the fire," up the chimney and out of the house go all smoke and smell of frying, and all spatters of grease are kept from the stove. The cover, being high and open in front, does not need to be removed to attend to what is in the pan, and as the band of the cover surrounds the greater part of the pan, the spatters are kept from the stove. The cover is held in place on the pan by the top edge of the pan entering the groove that is pressed outwards in the band of the cover. When the pan is placed over an open hole of the stove, the recess that is formed in the pan being surrounded by the band of the cover, makes an air duct through which the smoke and odor from the pan pass into the stove. The merits of this simple yet ingenious invention won it a medal and diploma at the World's Columbian Exhibition at Chicago.

WAREHOUSES IN THREE CITIES.

M. & L. Samuel, Benjamin & Co. are one of the oldest and largest wholesale hardware firms in Canada. Founded in 1855 by Mark and Lewis Samuel, the trade of the house has steadily grown ever since. Both of the original members of the firm are now deceased, but the emprise of the house is nevertheless steadily increasing. The late Emanuel Samuel, who met his death a few months ago in New York, was a partner taken into the business some years ago. The firm as it now exists is composed of J. Samuel, who has charge of the Liverpool (Eng.)

branch house; F. D. Benjamin, who manages the Toronto house, and A. D. Benjamin, who runs the finance department of the local establishment. The firm has also a branch at Montreal. A staff of 70 are employed at the Toronto house. This includes travelers who do business in all parts of Canada, from Newfoundland to British Columbia.

WHERE THEY MAKE BATHS.

One of Toronto's most enterprising concerns is the Toronto Steel Clad Bath and Metal Co., Ltd., with offices at 123 Queen street east. It was incorporated in 1892, and manufactures all sorts of highest class baths and bath fixings. Geo. Booth, president of the company, is also head of the Booth Copper Co., and president of the Detroit Steel Clad Bath and Metal Co., which latter is in a way a branch of the Toronto concern. The other officers of the Toronto company are Joseph Wright, vice-president, and A. G. Booth, secretary-treasurer.

THEY MAKE PARIS GREEN.

Some firms, like some individuals, are fortunate. Peuchen & Co., of Toronto, are one of these. They started in to make Paris green on January 1, 1895, and before they had disposed of their first stock of green the product advanced well nigh 100 per cent. in price; and it is likely to go still higher, as there seems to be a shortage in the market. The firm is composed of A. G. Peuchen, S. C. Peuchen and Peter Clarke. They have a five-storey factory at 10 and 12 Bay street, Toronto, and their trade extends over the whole Dominion. Their output of Paris green will this year total something like 300 tons. They also manufacture acetic acid.

MORE FREQUENTLY QUOTED.

There is no Canadian weekly as frequently quoted by leading daily papers in Canada and abroad as is THE HARDWARE AND METAL MERCHANT. It is the recognized authority on all matters relating to hardware, metals, plumbing, machinery and allied trades. Our aim will be to maintain our high reputation, and, if possible, make it more deserving of the confidence of the trade it represents.

MADE OVER $100.

Some weeks ago we published a letter from Mr. Giguere, a Quebec city retailer, renewing his subscription and saying the paper was worth many times its cost to him. He mentioned that in December last he read in THE HARDWARE AND METAL MERCHANT that nails would advance. He bought at prices then ruling, and made a little over $100 extra profit. This is only one of many similar experiences.

A UNIQUE RIVET.

Parmenter & Bulloch, Gananoque, are putting up for the trade "the bifurcated or slotted rivets," in cartoons containing twelve boxes, 100 rivets in a box, assorted sizes, as herewith shown: No. 9 cartoon contains rivets of following lengths: 4-16, 5-16, 6-16, 7-16, 8-16, No. 9 gauge; No. 6 cartoon: 5-16 6-16, 7-16, 8-16, 9-16, 10-16, 11-16, 12-16, No. 6 gauge. In each box is a small hand tool for which no charge is made.

This is a rivet that anyone, even without mechanical skill, can use for repairing straps, or work of any kind where a strong clinch rivet is required. For this rivet, unlike any other, can be both driven and clinched with nothing more than a common hammer, as it requires no hole before nor burr after inserting.

It is now being largely used by farmers and teamsters while on the road or out in the field with their teams. The small hand tool and a few rivets are carried in the pockets, taking up less room than an ordinary pocket knife.

"Kingston Foundry."

Marine and Stationary Engines and Boilers, Sawmill and Elevator Gears and General Castings, Ship Pumps, Force Pumps, Capstans (double purchase), *Steering Gears* (diamond and right and left). *I. C. R. and C. P. R. Car Castings, Cheese Factory Boilers.*

We make a specialty of the celebrated "Kingston" Propellor Wheels, and can guarantee satisfaction in this line. **Write for prices.**

RANEY, REID & SELBY

KINGSTON, ONT.

ROBIN, SADLER & HAWORTH

MANUFACTURERS OF

Oak Tanned Leather Belting

MONTREAL AND TORONTO

ALEXANDER MACPHERSON & SON

(Of the late firm of Benny, Macpherson & Co.)

SHELF AND HEAVY HARDWARE

Railway and Contractors' Supplies.

Agents in Montreal for "Nicholson's" Files.

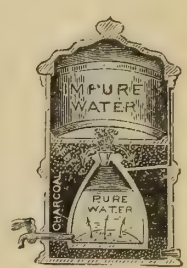
378 St. Paul Street MONTREAL

HART BROS. & LAZIER

CARBON FILTER

FOR . . .

HOME CAMPING OFFICES SCHOOLS

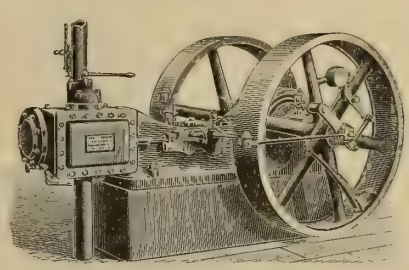


ICE WATER Rendered Palatable and Pure. Special Discounts to Trade.

SAFETY FILTER.

HART BROS. & LAZIER

Stoneware Manufacturers. BELLEVILLE, ONT.



ROBB-ARMSTRONG AUTOMATIC ENGINES . .

✦

Simple and Compound

✦

ROBB ENGINEERING CO. Ltd.

Amherst, N.S.



DROP IN ENAMELLED WARE.

The ordinary grades of enamelled ware are being offered at very low prices. Three leading firms in Canada are now manufacturing these goods, and, in their efforts to secure a foothold, prices are being slashed in every direction.

Some complaint is made of the irregularity in the quality; but this was to be expected at first. We can hardly look this season for as fine goods as are produced abroad. There may be defects, but we should give our manufacturers a a chance and they will soon bring up the quality, for none of the three makers—Thomas Davidson, Montreal; Kemp Manufacturing Co., Toronto, and McClary Manufacturing Co., London—do things by halves. If they did they would not have built up the substantial reputation they have to-day.

DO YOU DRESS YOUR WINDOWS?

A Halifax, N.S., retailer writes; "As requested by you I give my experience. I never took much to window dressing. We put things in without system or order, changed them occasionally, and once in a while cleaned the panes and dusted the goods. It never occurred to me that windows were much good in drawing customers until I subscribed for THE HARDWARE AND METAL MERCHANT. A week or two before our Exhibition last fall I read an article you had, giving the experience of a dealer who experimented with window displays and with advertising in his local paper. He found the window paid quite as well as the advertising.

"I looked over some back numbers and found some good hints. I resolved to study my windows. I sat up two nights planning what goods to show and how best to display them in my windows to catch the visitors from the country. I fitted up in this way * * * * *

"Nearly everyone who passed stopped to look. It seems to me one out of ten came in. But this was not the only result, for we have still inquiries for goods displayed some months ago. They did not want anything at the time, but when they did they remembered my window, just as I do now when I turn back over the file of your paper for something in the reading or advertising columns.

"If your subscription price were $10 a year I would not hesitate to pay it. That point I got on window dressing has been worth a good many tens to me in the new customers it brought me. Wishing HARDWARE every success."

EXTENDING THE BUSINESS.

The Kemp Manufacturing Co., founded in 1885 as McDonald. Kemp & Co., and reorganized under its present style two years later, is composed of A. E. Kemp and W. A. Kemp. They manufacture all kinds of wares made from sheet metal, such as steel sinks, machine oilers, galvanized iron buckets, stamped and embossed tin ware, copper and nickel plated tea and coffee pots and tea kettles, patent stove pipes, oil stoves, fry pans, stove shovels, galvanized iron wire, factory milk cans and milk can trimmings, railroad milk cans, oil tanks and special tins for groceries, baking powders, etc. The company handles as agents a complete line of house furnishings. The firm is just about to extend its capacity by erecting a large additional factory for the manufacture of enamelled iron and steel wares.

FORTY YEARS IN BUSINESS.

In another part of this paper will be found an announcement of the James Smart Manufacturing Company, of Brockville. This firm has been established some forty years, and to day the variety of the goods they manufacture is far greater than the number of years they have been in business. This remark might apply to stoves and ranges alone, without mentioning the staples and special lines appertaining to the hardware trade which they turn out.

CHINA STEEL.

That this is the age of steel is shown by the ever increasing number of articles now being made of that metal. The latest product along these lines is enamelled steel ware hand-painted to imitate the fine hand-painted china that has been so popular in the last few years. The only samples of the higher grades—that have to be examined closely to distinguish them from real china—yet offered here are being shown now by Painchaud, Squire & Co., Montreal. The lot comprises bedroom sets, tea and coffee pots, fancy lamps, vases, flower pots, etc. They are much cheaper than real china. A vase that would probably sell at $8 to $10, may be bought in china steel at 90c. to $1. These new goods will gradually replace earthern and china in many places because they are cheaper and do not break.

A GOOD INVESTMENT.

At the beginning of the year the manufacturers in fixing prices for a certain article agreed to give a rebate of 5 per cent. to every retailer whose purchases amounted to $125 in six months. This information was announced exclusively in THE HARDWARE AND METAL MERCHANT, and only our subscribers got the "tip." It is a very small retailer whose purchases do not amount to $250 in a year. Thus, each of our readers made $12.50 from that one item alone. Is this not a good profit on $2 spent in getting 52 copies of this paper?

There are some jobbers and retailers—not many happily—who have not yet realized that it pays them and their clerks to have the paper regularly. Are you one?

HEATING APPARATUS.

The name Gurney has long been identified with heating apparatus. In 1843, E. & C. Gurney founded a factory in Toronto. Nine years later the firm became Gurney & Carpenter. In 1883-4, "E. & C. Gurney & Co." became the firm style, and ten years afterwards, in 1893, the Gurney Foundry Company was established, with Edward Gurney, president; W. H. Carrick, vice-president; F. F. Skinner, secretary-treasurer, and T. B. Olcott, secretary They have immense factories, and turn out large quantities of the famous "Oxford" heating apparatus.

Two new 50-inch belts for the Montmorency Light Co. have just been supplied by Robin, Sadler & Haworth, Montreal.

FORRESTER'S
Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.
Apply to Patent applied for.
Forrester's Asbestos Warehouse
Asbestos goods of every description. Send for prices. 298 St. James St. MONTREAL



We have just put in New Machinery, by which we can turn out
HAMMERS AND SLEDGES
OF EVERY KIND
At lower prices than ever before.
Only best steel used.
Write for fuller particulars.
JOSIAH FOWLER,
ST. JOHN, N.B.



DO YOU?
WISH THUS TO BUILD
an advertisement
in the
CONTRACT-RECORD,
TORONTO
will bring you tenders from the best contractors.

Beware of Worthless Imitations.



Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.
OUR GUARANTEE
Is of some value.

Sole Manufacturers
METALLIC ROOFING CO., LTD.
84 to 90 Yonge St. TORONTO

We also manufacture **EMBOSSED STEEL CEILING.**
Send for new Catalogue.
Reliable Agents Wanted.

Floor space under roof of
Clauss Shear Co.
Factory, 70,000 square feet.
CLAUSS SHEAR CO. 67 Adelaide East Toronto.

FOR IRON FENCING
BANK AND OFFICE RAILINGS



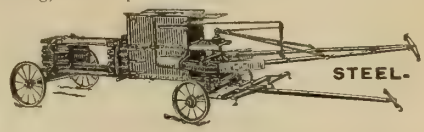
and all kinds of Iron and Wire Work, address
Toronto Fence and Ornamental Iron Works
73 Adelaide St. W.,
Agents Wanted. Toronto

Pedlar's Patent Corrugated Expanding Conductor Pipe



Made in 8 or 10 foot lengths, without a cross seam.
Cheap as a Common Round Pipe.
Will not burst when full of Ice.
Manufactured by
The Pedlar Metal Roofing Co.
OSHAWA, ONT.
Separate Catalogues of Roofing, Siding Ceiling sent on application.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.
Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.
Manufactured by ROYD & CO., Huntingdon, Q.



Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

A good way to revive trade!

Let each reader whose present safe is too small place his order at once for a

Taylor Safe

of a size sufficient to contain all of his business records.

J. & J. Taylor

We make exchanges.



MONTREAL MARKETS.

MONTREAL, May 31, 1895.

HARDWARE.

THE week has been an active one in all kinds of general hardware, especially seasonable goods, and besides the orders already on the books to be filled, a number of new letter orders keep coming in, which helps materially in swelling the volume of business. The business situation is evidently an encouraging one, and country dealers are taking measures in accordance. The noticably active lines this week have been lawn mowers and other gardening tools, several jobbers being worked down pretty low on the former. Sporting goods also are showing more life, and quite a number of orders for harvesting implements keep coming along. The enquiry is maintained for ice-cream freezers, wire nails, barbed and smooth wire and tacks. Cut nails, horse nails and horseshoes rule on the quiet side, as do also plumbing supplies, chain, churns, clothes wringers, etc.

WIRE—A good enquiry is noted for wire this week, both barbed and smooth wire sharing in it. Discounts are the same—60 days, or 2 per cent. off 30 days—prepaid freight on 500 lbs. and over, 18 extra on lighter spools than 75 lbs. each.

ROPE—There has been a steady demand for rope, the naval store enquiry increasing with the advance of the season. We quote: Manilla, 7-16 and upward, 8 to 8 1-2c., and smaller sizes 8 1-2 to 9c.; sisal, 5 1-2 to 6c., and deep-sea line, 14 to 15c.

CUT NAILS—There is a quiet but steady trade in cut nails. The base price is $2.10 per package for Montreal and Ontario points, freight charges prepaid on 10-keg lots to points where the freight does not exceed 25c. per 100 lbs., rebate of 10c. per keg on car lots.

WIRE NAILS—A good active jobbing trade is doing in wire nails of the staple sizes. Discounts are: 75, 10 and 5, except on 1-lb. papers, which are 75 and 10 per cent.

HORSE NAILS—There has been little or no change in these. Discounts 60 per cent. off list.

TACKS—A good fair trade is still reported in tacks. Discounts: B.B.B., iron, carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52 1-2 per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent.; copper, clout and slating, 62 1-2 per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1 1-8 and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67 1-2 per cent.; do., 1 1-8 and longer, 60 per cent.; patent brads, 50 per cent.; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 1-2 per cent.

CHAIN—Quiet and unchanged.

CLOTHES WRINGERS—Remain much as they were last week.

CHURNS—The volume of business is limited, but small orders have kept coming in.

WARE—There has been some enquiry for Peerless, but other descriptions are quiet.

GARDEN TOOLS—Lawn mowers have been one of the most active lines of the week, several of the houses being almost sold out of stock at one time. Garden hose has been active also, and the same is to say of other gardening necessities.

ICE CREAM FREEZERS—There has been a steady enquiry for these in a moderate way.

PLUMBERS' SUPPLIES—Nothing special to report, business ruling quiet.

HARVEST TOOLS—There has been a steady volume of trade in these.

CUTLERY—Business in cutlery is steady, with the volume neither increased nor diminished.

SPORTING GOODS—Demand is making itself felt for ammunition.

WIRE CLOTH—Screen doors and blinds, wire cloth and poultry netting have all exhibited considerable activity.

LEATHER BELTING—No change to report.

CEMENT—The cement market has ruled active, the brisk demand noted last week being well maintained. Orders are chiefly for car lots for western buyers this week, for no large transactions have been spoken of. We quote: English, $1.90 to $2, and Belgian, $1.80 to $1.90 per cask, ex ship.

FIREBRICKS—There has been a good demand for firebricks, and a large volume of business has been put through on the basis of $15 to $21 per 1,000, as to brand.

METALS—The heavy iron and metal market has not shown any radical change since our last, business continuing of moderate volume. Values on the whole are about steady, but somewhat lower prices have been accepted during the week for Nova Scotian pig. In bar iron it is claimed that an attempt was made to come to an agreement upon an advance in price, but the market quotation is the same. Tin plates are disposed to stiffen, and the feeling in metals is firm.

PIG IRON—There is only a moderate trade doing in pig iron. Prices have been shaded on Nova Scotia pig to $15.25 per ton for round lots and we quote $15.25 to $15.75, as to quantity. In Scotch iron the only sales spoken of have been Summerlee at $20 ex yard, while it is offered ex wharf at 50c per ton less. We quote: Summerlee, $20; Eglinton, $19; Carnbrae, $18.50, and Nova Scotia brands, $15.75 to $16.

BAR IRON—It is said that some of the makers are disposed to advance the price on this, but that uniformity is wanting. At any rate, there have been sales at $1.55, but we quote $1.60 in a regular way.

TIN PLATES—The feeling on these is firm, though the demand is not very brisk. Sales of coke are noted at $2.75 to $3, as to quantity, and charcoal at $3 to $3.25.

TERNE PLATES—The feeling in these is steady, with demand moderate at $5.75 to $6.25, as to grade.

CANADA PLATES—There is no change in these, sales being reported at $2 to $2.05, as to quality.

SHEET IRON—There is a quiet, steady trade in sheet iron at $2 to $2.20.

IRON AND LEAD PIPE—Business in both of these continues much the same.

INGOT TIN—There has been a fairly good trade in this line and prices are firmly held at 17 1-2c.

LEAD—A fair trade is to note in lead at firm prices, $3 to $3.20, as to quality.

SPELTER—There is nothing special to report in this line. Prices are firm in tone at $4.50 to $4.75.

SHEET ZINC—There is a fair demand in a small way for zinc at $4.50 to $4.75.

ANTIMONY—A moderate business doing at 10c.

HOOPS AND BANDS—A fair jobbing enquiry is to note, while prices are unchanged: $2 to $2.15 for English, and $1.80 to $1.90 for domestic.

GALVANIZED SHEETS—There is a fair demand for Queen's Head, 28 gauge, at steady prices, business being done on the basis of $4.20 to $4.25.

IMPORT IMPORT IMPORT

Fox Cutlery Mfg. Co.

HIGH-CLASS
TABLE CUTLERY
POCKET KNIVES
SCISSORS, RAZORS





Puritana Enamel Ware Co.

Highest grade manufactured

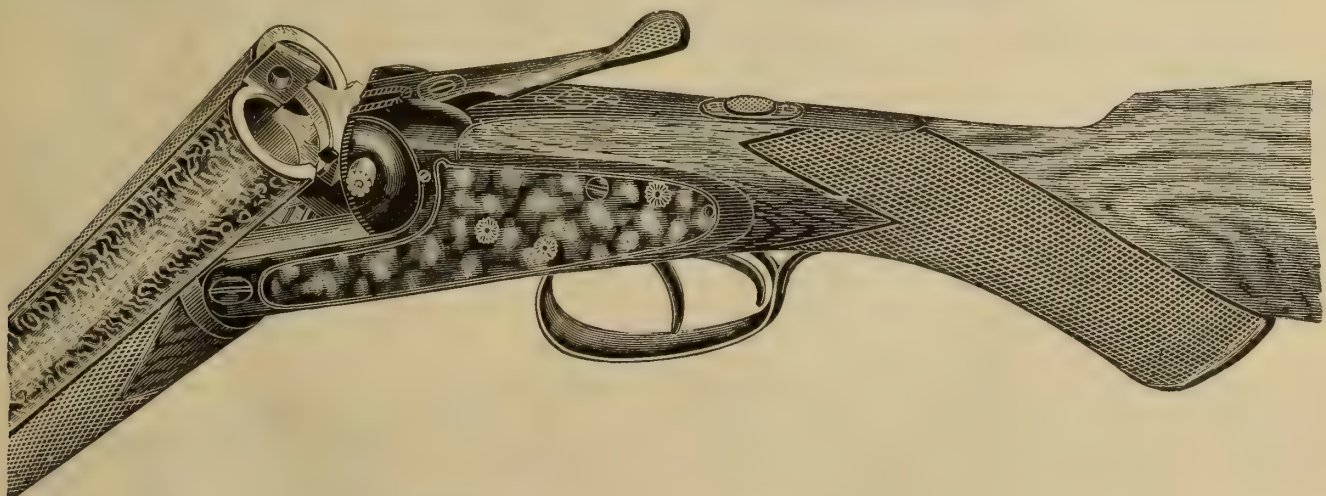
For Stove, Kitchen, Dairy, Toilet.

Quality Unexcelled

China Steel Ware Co.

EXTRA FINE ENAMEL DECORATED WARE

Artistic Hand-Painted Designs
On White and Colored Grounds. . . .



F. DUMOULIN & CO.

Every description of

GUNS RIFLES REVOLVERS

PAINCHAUD, SQUIRE & CO.

DIRECT FACTORY REPRESENTATIVES

MONTREAL, Canada ORDERS PROMPTLY EXECUTED ANTWERP, Belgium

COPPER—The firm ruling in copper is maintained, and no order can be filled for less than 10 1-2c.

SHEET COPPER—There is no change in this line, prices being well maintained at 16 to 25c., as to grade

PAINTS AND OILS—The firm feeling in paints and oils is well maintained, and a good active jobbing trade has been doing in all the staple lines. Government standard lead has been marked up 50c.

LEADS—There has been a satisfactory movement to report in leads of all kinds, and prices are firmer. We quote: Government standard, $5.25; No. 1, $4.50; No. 2, $4.25; No. 3, $4; No. 4, $3.75; dry white lead, 4 1-2c.; red lead, pure, 3 3-4 to 4c.; zinc white, pure, $7.25.

LINSEED OIL—Stock continues light, and prices are 1c. higher, at 57 to 58c. for raw, and 59 to 60c. for boiled.

SEAL OIL—Prices are steady and business quiet, at 37 to 40c.

COD OIL—There is no special activity to note, but prices are maintained at 40c.

CASTOR OIL—Prices rule firm under a light supply at 6 1-2 to 7c.

SHELLAC—This article has continued strong, and prices are 25 to 30 per cent. higher.

PARIS GREEN—The market continues bare of supplies, and prices tend upward, in fact, 17c. is the price that sellers now ask generally.

GLUE—The feeling is firm in glue.

TURPENTINE—Remains unchanged at 47c.

RESINS—These are as they were before. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6 1-2 to 8 1-2c. for white; oakum, 5 1-2 to 7 1-2c., and cotton do., 9 to 11c.

GLASS—A good enquiry is noted for glass, the improvement that set in last week being well maintained. We quote: First break, $1.15 to $1.20, and second, $1.25 to $1.30.

CHEMICALS AND DYESTUFFS—A fair business is doing in heavy chemicals, and all advices from outside markets are stronger in tone. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1 lb. bottles, 25 to 30c.; caustic soda, 60 per cent.. $2.15 to $2.75; do., 70 per cent., $2.40 to $2.50; chlorate of potash, 17 1-2 to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; do. rolls, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7 1-2 to 8 1-4c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $75 to $80; soda ash, 48 to 50 per cent., $1.15 to $1.50; chip logwood, $2 to $2.10.

PETROLEUM—The petroleum market has taken a turn, and American is quoted ½c. higher at 18 1-2 to 19 1-2c., with water white 20 to 21c. Domestic petroleum is steady but unchanged at 13 3-4 to 16c.

HIDES—The market rules firm under light receipts and an active demand. Dealers are paying 8c. for No. 1, 7c. for No. 2, and 6c for No. 3, and are selling at an advance of 1c. on these figures to tanners. Calfskins are firm at 8c,, and lambskins at 20c. each.

TALLOW—The tallow market is dull, and prices are steady and unchanged at 5 to 5 1-2c. per lb., as to quality.

WOOL—The wool market is quiet and steady. We quote: Greasy Cape, 13 1-2 to 16c.; Canadian fleece, 19 to 22c.; B. A. scoured, 25 to 31c.; Canada pulled wool, 20 to 21 1-2c. for supers, and 23 to 26c. for extras; Northwest, 11 to 12c.; B. C., 9 to 11c.

MONTREAL TRADE NOTES.

Caverhill, Learmont & Co. note a very active trade in lawn mowers and gardening tools.

Advices from abroad to A. Ramsay & Son state that leads of all kinds are strong, with a firmer tendency.

Mr. John Thorpe, of Pilkington & Sons, reports firm advices regarding the glass market, remarking that sellers across the water are not by any means urgent.

Lamplough & McNaughton note that the "Service" patent safety razor is finding greater favor with the trade generally.

A. C. Leslie & Co. report a good enquiry for export for Queen's Head galvanized iron. Prices are firm abroad in the line.

W. H. Cottingham & Co. are holders of English Paris green. They have more on the way, and can execute orders promptly.

The total arrivals of cement to date since the opening of navigation are 14,015 casks English and 10,300 Belgian. The arrivals of firebricks to date are 276,000.

TORONTO MARKETS.

TORONTO, May 31, 1895.

HARDWARE.

NO new features have developed in trade during the week. The fairly active conditions which have characterized business have been maintained, although the holiday has naturally interfered with the movement. The belief in a good fall and summer trade is becoming more general and stronger. The tendency of values is still upwards. An increased demand is reported for fencing wire, and business in this line appears to be generally better than anticipated. Cut nails are going out better, and there is some improvement to be noted in the demand for wire nails. In other lines of hardware there is nothing new to note either in regard to prices or volume of trade.

WIRE—Demand is increasing, both for ordinary fencing and barb wire, and the volume of business is now heavier than was

If You Want

Lowest Prices
Best Quality and
Quickest Delivery

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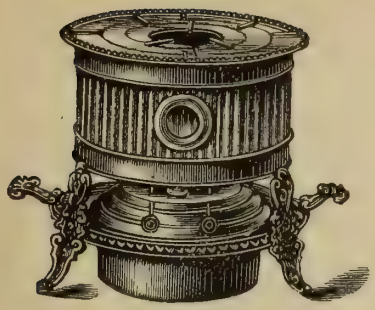
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Wire, Wire Nails and Tacks . . . .

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THE ONTARIO TACK CO.

HAMILTON, ONT.



GERMAN

OIL STOVES

German American and
French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

Galvanized Cloth

For Evaporators
Apple Drying, Etc.

Perforated Sheet Zinc
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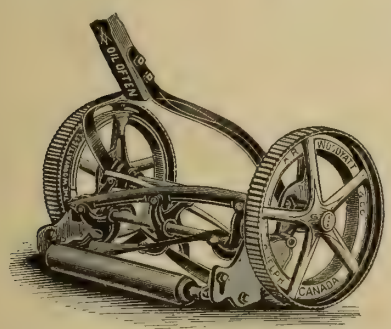
The B. Greening Wire Co., Ltd.

HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

Write for catalogue

The Woodyatt Lawn Mower



Gives Every Satisfaction to Jobber, Dealer and User

Sold by all the Wholesale Trade

Manufactured by

A. R. WOODYATT & CO.

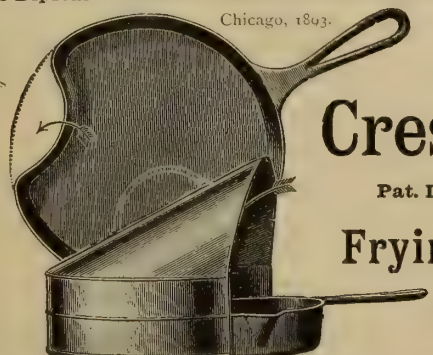
GUELPH, CANADA

Medal and Diploma Awarded World's Columbian Exhibition
Chicago, 1893.

It affords a comfort to Housekeepers that can only be experienced by its use.

Agents Wanted.

Trade Supplied.



THE
Crescent
Pat. Improved
Frying Pan

Patented in United States and Canada.

This Pan is so constructed that all smoke and smell of the cooking is carried up the chimney and out of the house, and all spatters of grease kept from the stove.
Send for folder giving full particulars and prices.

W. J. ROBERTSON, MANUFACTURER,
Port Hope, Ont.

BELTING

W. A. FLEMING.

57½ Frs. Xavier St. MONTREAL | 24 Front St. E. TORONTO | Victoria Chambers. OTTAWA.

anticipated for this time of year. Discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs. and over, with 18c. extra on spools lighter than 75 lbs. each.

ROPE—Demand is steady at unchanged prices. We quote: Sisal, 7-16 in. and larger, 5 3-4c.; 1-4, 5-16, 3-8 in., 6c. Manilla, 7-16 in. and larger, 8 1-4c.; 1-4, 5-16, 3-8 in., 8 1-2c.; deep sea line, 13c.

CUT NAILS—Trade is increasing, but little or no large quantities are moving. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Further improvement in trade is to be noted. Discounts are 75, 10 and 5 per cent., except on 1-lb. papers, on which the discount is 75 and 10 per cent.

HORSE NAILS—There is no change to note. Discounts, 60 per cent. off list for "P.B.," "M." and "C."

TACKS—Business continues fair. Discounts: B.B.B., iron carpet blued (in dozens), 60 per cent.; do., tinned, 70 per cent.; B.B.B., cut tacks (in bulk or dozens), 52 1-2 per cent.; gimp, 50 per cent.; leathered carpet tacks, 35 per cent.; copper, clout and slating, 62 1-2 per cent.; trunk nails, black and tinned, up to 1 inch, 65 per cent.; do., 1 1-8 and longer, 60 per cent.; clout nails, black and tinned, up to 1 inch, 67 1-2 per cent.; do., 1 1-8 and longer, 60 per cent.; patent brads, 50 per cent.; shoe tacks, 50 per cent.; shoe nails, Hungarian nails, etc., 37 1-2 per cent.

CLOTHES WRINGERS—Quiet and unchanged at $27 to $27.50.

CHURNS—Business is still of a sorting up nature. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

WARE—Peerless continues in good demand, with white quiet.

LAWN MOWERS—Activity is still to be noted in this line. Discounts are unchanged at 30 and 12 1-2 per cent. off the list.

RUBBER GARDEN HOSE—Demand continues good. Discounts: "Lion," 70 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE CREAM FREEZERS—Continue in good demand. Discount on the "Gem" 60 per cent.

PLUMBERS' SUPPLIES—In consequence of the advance in copper, there is a stronger feeling in brass goods appertaining to the plumbing trade.

CUTLERY—A fair trade is reported in razors, pocket knives and scissors for immediate wants. No orders appear to have yet been taken on fall account.

SPORTING GOODS—Outside ammunition, there is still practically nothing doing.

GARDEN TOOLS—Trade in this line continues fairly satisfactory.

POULTRY NETTING—Continues in fair demand. Discounts are unchanged at 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—Demand is still fair at $3.40 to $4.15 per dozen for windows and $9.88 for doors.

GREEN WIRE CLOTH—Continues in good demand. Price, $1.85 per 100 square feet; terms, 4 months or 3 per cent. off 30 days.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

LEATHER BELTING—People appear to be more used to the advance in price, and are now buying. Discounts: Extra, 45 per cent.; Standard, 45, and No. 1, 55 per cent.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 yer bbl.; pure coal tar, $3 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CEMENT, ETC.—Trade is quiet. We quote: Portland cement (English), $2.60 to $2.90 per bbl. for best grades; New Brunswick plaster Paris, $2 per bbl.; Canadian water lime, $1.35 per bbl.

FIREBRICK, ETC.—Quiet and unchanged. We quote: Scotch firebrick, $3 50 per 100; Scotch fireclay, $1 per 100 lbs.

METALS.

The metal market, particularly in tin and copper, continues to gather strength. Pig iron is more active, and demand appears to be still improving for bar iron. The latter remarks also apply to sheet iron. In fact, there are a number of lines that share in this increased business.

PIG IRON—We hear of a carload of Summerlee arriving at about $21.50 ex cars Toronto. Orders for American are being booked freely, foundrymen anticipating an advance in prices. We quote Nova Scotia nominally as follows: No. 1 domestic, $18; No. 2, $17.50; No. 4, for pipe making, $14.30.

BAR IRON—Business continues to be on the increase, with the base price unchanged at $1.65.

SHEET STEEL—Trade is quiet and unchanged. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—An increasing demand is reported for black, orders now being more numerous than for some time. Although there are not a great many milk-can trimmings moving, there is a strong demand for iron of all sizes, and there is scarcity of large sizes for cheese vat purposes. Prices are virtually unchanged at 5 3-4c. for 28 gauge in case lots.

PIG LEAD—Prices are firm at the recent advance, and trade is fairly active at quotations. We quote: 3c. for ton lots and 3 1-4c. for small lots.

LEAD PIPE—Orders are more numerous, but they are not yet large. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON—Import orders are more numerous than for some time, and shipments from stock are good. We quote: 28 gauge Gordon Crown and Queen's Head at $4.20 for large lots, and $4.25 for ordinary lots.

INGOT COPPER—Business is quiet. Prices are higher outside and firm on the local market, at 10 3-4c. for ton lots and 11c. for smaller lots.

INGOT TIN—Further advances are reported in the outside markets. We still quote Lamb and Flag and Straits at 17 1-2c. in ton lots and 18c. in small lots.

IRON PIPE—The Canadian manufacturers have followed the example of the makers in the United States and withdrawn their quotations, while jobbers' figures are only subject to acceptance by return mail. Quite an advance is looked for in the near future, especially in black pipe. Trade is active.

INGOT COPPER—Trade is much as before, at 15 1-2 to 16c. for turned, and 14 to 14 1-2c. for plain.

SHEET BRASS—Trade is fairly active at 20 to 30c. per lb.

SHEET ZINC—Trade continues fairly brisk for small lots. We quote: 4 3-4 to 4 7-8c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Trade remains fair. A number of dealers are now asking for the riveted boilers as well as the "Peerless." The Makers' Association in the United States have advanced prices 45c., and we raise our quotations by that amount. We quote: Galvanized, 30 gal., $5.75; 35 gal. $6.75; 40 gal., $7.75; coppered, $16.20 to $20, according to size.

BOILER TUBES—Much as before. We quote: 1 1-4 inch, 7c.; 1 1-2 inch, 7 1-2c.; 1 3-4 inch, 8c.; 2 inch, 8 1-2c.; 2 1-4 inch, 9c.: 2 1-2 inch, 9 3-4c.; 3 inch, 11 1-2c.; 3 1-2 inch, 14c.; 4 inch, 19c.

TIN PLATES—Shipments from stock are considerably larger than they have been, especially in the larger sizes. Import orders are also being freely booked. We quote: Coke,

Special attention given to IMPORT and EXPORT Trade

LETTER ORDERS A SPECIALTY

SHELF AND HEAVY
Hardware

Tinware

LAMP GOODS, GAS FIXTURES

M. & L. SAMUEL, BENJAMIN & CO.
TORONTO

NICKEL PLATERS' SUPPLIES

Metals
Tin Plates, Etc.

PLUMBERS' AND
Steam Fitters'
Supplies

ENGLISH HOUSE:
SAMUEL SONS & BENJAMIN
164 Fenchurch Street LONDON, E.C.

SHIPPING OFFICE:
Hargreaves Building
Chapel Street
LIVERPOOL.

14 to 20 gauge, $3 ; for sizes, 15 to 25c. per box basis more ; "I.C." charcoal, $3.25 to $3.50.

SOIL PIPE—Business is still quiet. We quote : 4 inch, 18 1-2c. per ft.; other sizes, 60 and 10 off the list.

TERNE PLATES—The demand has fallen off materially during the week. Stocks are complete and prices unchanged at $6 for "I.C."

HOOPS AND BANDS—Trade remains active. Base price is unchanged at $2.10.

ZINC SPELTER—A good deal of domestic is still going out. We quote : Domestic, 3 3-8 to 3 1-2c.; imported at 3 7-8 to 4c.

CANADA PLATES — Import business continues to occupy chief attention. We quote : Half-polished, $2.25 to $2.35, according to quantity ; 60-sheet boxes, 10c. per box advance ; 75-sheet boxes, 25c. advance over 52's ; 20 x 28, $2.50.

SOLDER—Is in good demand at the recent advance.

ANTIMONY — Continues quiet and featureless at 10 to 10 1-2c. per lb.

TORONTO MARKET NOTES.

Steel plates for manufacturing steel shingles have advanced 15c per 100 pounds.

The Metallic Roofing Co., Toronto. are running night and day. They are sending large shipments of "Eastlake" shingles to Ottawa just now.

George Butler & Co., Ltd., Sheffield, England, have issued a new catalogue. The pages are much larger than those in catalogues usually are, and there are about a hundred of them. It is interesting to note that one of the trade marks controlled by the firm was issued in 1681. "We are doing a fair share of business," remarked Mr. H. D. Simmons, the agent for Toronto and western Canada.

Craig, MacArthur & Co., of Toronto, have gone into the handling of American malleable and cast iron fittings. They have full lines and intend making a specialty of them.

UNITED STATES MARKETS.

NEW YORK, May 31, 1895.

PIG TIN—There was another fall in prices here and in London, and the market, in a speculative way, seemed to have been without friends. The popular movement was in the direction of hammering prices, and there were no signs of buying except among operators who have short contracts outstanding. Sales to consumers and out-of-town dealers were somewhat above the late average, but the entire business in that connection was only fair. Prices settled at the close to about 14.35 to 14.40c. for spot and May, and 14.30c. asked for later deliveries. On 'Change sales were 10 tons September at 14.35c.

COPPER—The market was very strong, with good and increased demand. Sellers' figures are now 10 5-8 to 10 3-4c. for Lake Superior ingot, 10 1-2c. for electrolytic, and 10 1-4c. for ordinary casting. It is estimated that upward of 500,000 lbs., including the several varieties of copper, have been sold thus far this week, chiefly to home consumers and dealers. Good-sized for July and autumn delivery are under treaty, with more faint indication of considerable business resulting ere long.

PIG LEAD—The market was rather easy under the influence free of Newark lead. Fifty-ton and even smaller lots were offered at 3.20c. delivered here, and a block of 100 tons was placed at 3.17 1-2c., lighterage free. Western common was at about 3.22 1-2c to 3.25c. ex store, but only single carload lots could be placed at those figures. On 'Change carload contract lead was sold at 3.20c. for May delivery. London cable was £10 7s. 6d. for soft Spanish.

SPELTER—Prices are still higher, with 3.65 to 3.70c. quoted for reliable brands of Western common. A few sales were made at 3.62 1-2 to 3.65c. Several producers sold their entire output to July ; others have withdrawn from the market, and those inclined to trade ask 3.50c. at East St. Louis.

ANTIMONY—A fair jobbing business is going on. Prices remain at about 7 7-8 to 8c. for Cookson's, 7 to 7 1-8c. for Hallett's, and 6 7-8c. for Japanese.

TIN PLATE—Business is only fair. Some improvement takes place as the packing season advances, but there is not the amount of business that is usually put through at this season of the year. Prices are steady.

PIG IRON—The market is looking firmer. Several small Pennsylvania furnaces are sold ahead, and one of the largest is sold up closely and the management hint of prices being advanced soon. Several good deals have been put through recently, prominent among which was 1,000 tons of Low Moor. Southern iron is not quite as active, but agents of some brands report a good business at full prices.

THE N. S. STEEL COMPANY'S NEW MINES.

Harvey Graham, manager of the iron department of the Nova Scotia Steel Company, who dropped into THE HARDWARE AND METAL MERCHANT office in Montreal on his way from the west this week, says they are getting ready for active operations at their Newfoundland mines, acquired last fall. They will build a 1½-mile railway, shipping piers, etc., and it will be autumn before they can get much ore out. After these are completed, it will be one of the cheapest mines to work in the world, for the ore is on top of cliffs, with not more than a foot of covering. They estimate they have fully 30,000,000 tons in sight. The ore will be conveyed in barges to within eight miles of the furnace at Ferrona, and then there is only a 15c. freight. It will be mined and laid down at fully 25 per cent. less than it costs to handle the ores at their own door.

As noted at the time of the discovery, the Newfoundland ore is a rich, red hematite, with 60 per cent. metallic iron, and low in phosphrous and manganese. Smelted alone, it would give an iron very much like soft southern, but the Nova Scotia Steel Company will make a mixture of 50 to 75 per cent. of this, and the balance their own Bessemer ores, which will give it the strength most desired by founders.

THE SUMMERLEE OF AMERICA.

The Cherry Valley Iron Works, of Leetonia, O., have been in existence over 25 years. Their brand occupies the same place in American irons that Summerlee does in Scotch. Their aim is to produce a soft fluid iron especially suitable for stove plates and fine casting, where a good smooth surface is required. For this purpose it is used largely among American foundries. Drummond, McCall & Co., have taken the agency for Canada and are pushing it with every success.

SEAL OIL.

No word has reached Montreal of any expected arrivals of seal oil. It is supposed that shipments are going direct from St. John's to England, thus accounting for the absence of supplies going to the St. Lawrence. The visible supply held in Montreal has been, as already noted, taken up by one of the owners, who now controls the whole Montreal stock.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



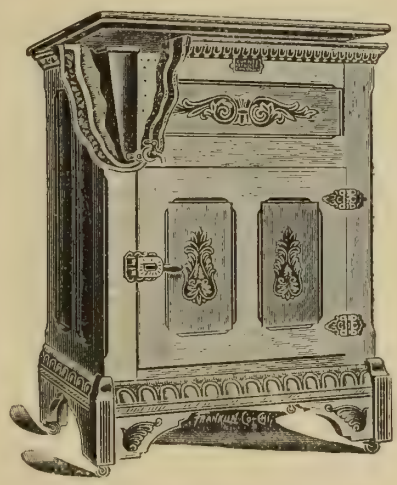
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THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON
MONTREAL.



"GURNEY"
PATENT
REFRIGERATORS

have many points of superiority over all others

Among the most important of these is their patent system whereby EVERY PART IS RENDERED EASILY ACCESSIBLE FOR CLEANING, thus ensuring perfect purity at all times.

This is a very valuable feature that cannot fail to commend itself at once to the judgment of every person of experience.

McDONALD & WILLSON
187 YONGE ST., TORONTO.

The St. John Bolt & Nut Works
ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,
D. S. McINTYRE, Royal Insurance Building



Our Triumph and Bolt Snaps take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Clarkson & Cross

ACCOUNTANTS . . .

Established 1864.
ONTARIO BANK CHAMBERS, SCOTT STREET
TORONTO.

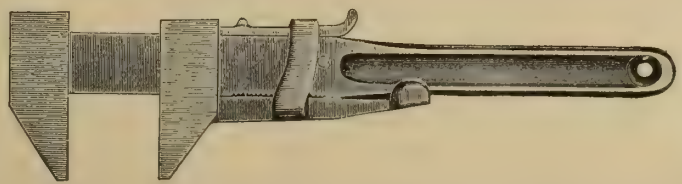
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Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc. **CUTLERY** A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND "C.I.F." THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

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Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by **THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.**

BLACKSMITHS' TOOLS.

"JARDINE"
Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,
HESPELER, ONT.

REGULAR HALIFAX LETTER.

HALIFAX, May 31.

THE hardware trade, in the city and throughout the province, is in a very healthy condition, judging from the volume of business being done. Collections are also reported very good. Some of our city firms are taxed to their utmost capacity to fill orders. Building operations have commenced, and promise to be carried on on an extensive scale, and altogether the outlook is of the most encouraging nature.

Work on the electric street railway will shortly commence. The company has placed an order with the Robb Engineering Company, of Amherst, for two 300-horse-power tandem compound engines.

Three thousand feet of Maltese hose arrived this week for the Halifax fire department.

John Starr, Son & Co., of this city, are manufacturing five standard switch boards, together with the telephones, part of a private contract given in the city of Quebec.

President Stairs, of the Halifax Hardware Association, is preparing something which will be of great value to the trade in this province. It is in reference to people who pay and people who do not pay. It is contemplated to call a convention of the wholesale hardware dealers of the Maritime Provinces at Halifax. The movement is being inaugurated by the Halifax Association, and should be of mutual benefit.

In my last letter I announced that Mr. R. G. Leckie was about to retire from the management of the Londonderry Iron Works. Mr. Leckie retired last Monday. His successor is Mr. C. A. Meissner, of Birmingham, Alabama, a thoroughly practical man. Manager Patterson, of Montreal, was at the works this week, arranging the transfer. The new manager is of German descent, was born in New York and is of a very pleasing address. He has already been well received by the officials and employes. Mr. Leckie will reside in New Brunswick, where he is largely interested in the development of coal and iron industries. He managed the works at Londonderry at a time of great depression, and it is owing to his prudence that the company has been kept as safe as it is to-day. He leaves many friends and no enemies behind him.

The trade in Halifax is seriously crippled by the recent destruction by fire of nearly all the Government wharves. One of the wharves at the deep water terminus, destroyed by fire some months ago, is being repaired. Our shipping facilities are now very inadequate, and, unless the Government does something speedily, the port is bound to suffer severely.

TAUNTON.

NEW ALUMINUM GOODS.

Aluminum goods are all the rage now, and it is wonderful the number of uses to which the material is being put. C. F. Christie & Co., Montreal, are now making such articles as ether inhalers and medical appliances for the use of professional men, some of which articles had formerly to be constructed of glass. A seasonable idea is an aluminum camping outfit. There are 19 pieces, covering nearly every requisite for a camper, and constructed so as to fit all inside a moderate-sized covered pan. In fact, the success of aluminum as a material is so well established that the firm can make castings and specialties to order.

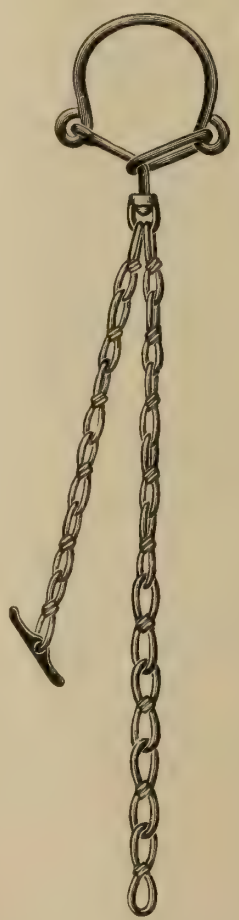
AN IMPROVED PULLEY.

W. A. Fleming, agent for Canada for "Camel" hair belting, has lately added to his agency business at 57 St. Francois Xavier street, Montreal, the well known "Menasha Pulley," which is the only pulley that received a medal at the World's Fair. This pulley should have a large sale in Canada, as it is a vast improvement over the old style of wood pulleys, as the "Menasha" has a solid bent hickory rim, with no glue to be affected by dampness or segments in rim to wear uneven or rough. There is no soft wood in these pulleys. Another prominent feature is the grip upon the shaft.

Mr. Fleming also states that the sales of "Camel" hair belting are increasing in all classes of factories, and especially where there is any dampness. It is much stronger, more pliable, more durable and in every way superior to many other kinds of belting, and manufacturers are commencing to appreciate these facts. Upwards of four million feet of this belting are produced annually. The demand is so great that the manufacturers, F. Reddaway & Co., of Manchester, England, have extended their works to Russia, France, Germany, India, Australia and the United States.

A NEW COW TIE.

THE HARDWARE AND METAL MERCHANT recently announced that the B. Greening Wire Co., Ltd., of Hamilton, had placed a new cow tie on the market. The accompanying cut is an illustration of this tie. The improvement in the tie is material. But notwithstanding this, the price has been reduced fully 20 per cent., making the tie cheaper than the imported, either American or English. A great many have already been sold.

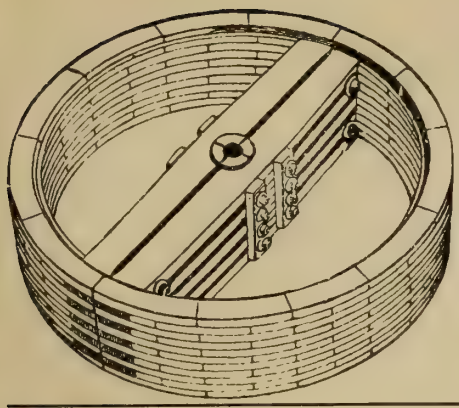


THE TRADE PAPER READER.

A man who subscribes for a trade paper, says Newspaperdom, does so not only because he is alive to the interests of his trade in general, but because he expects to find in it—and generally does—information and suggestions of value in the conduct of his own business. Such a man reads his paper from end to end, advertisements and all, commenting as he goes along. Many things are jotted down on his memo. pad for everyday use, as well as for inquiring further into on his first visit to market. And as it is necessary for a man to be wide-awake nowadays in order to succeed in business, these are the men who subscribe to their trade journal, and are the advertisers' best patrons. They cannot afford to pass anything which promises help or suggests additional profits. Hence, the trade journal is the best medium for advertising things which concern the man of business.

NEVER HEARD A COMPLAINT.

For ten years Thos. C. Collins, Montreal, has been selling agent in Canada for Hubbard & Blake Manufacturing Company's scythes, and he said a few days ago to a representative of this paper that he had sold a great number in that time, and had not one complaint. The reason is that the great aim of the manufacturers—the American Axe and Tool Company—is quality rather than quantity. In their sixteen factories there is a strict rule that anything not of the best quality is not to be sold by them.



THE REEVES WOOD SPLIT PULLEY

Complete stock at

A. R. Williams'

345 and 347 St. James St.

MONTREAL.

Kay Electrical Manufacturing Co.

MAKERS OF **HAMILTON, ONT.**

Electric Motors, Dynamos
Plating Machines, Transformers,
Alternating Current Generators, Etc.

There are more of Kay Machines running to-day in the following cities than any other make, viz:

Toronto, Hamilton, St. Catharines, Guelph, London

Please let us know your requirements. Write for latest prices and testimonials.

S. T. WILLETT - - CHAMBLY CANTON, QUE.

MANUFACTURER OF

SHOVELS, - - SPADES, - - SCOOPS.

When your stock is getting low write us for prices. We use the best steel, and our quality is second to none.

THOS. C. COLLINS, - Sales Agent, - MONTREAL.

IMPERIAL WATERPROOF PAPER CO.

275 ST. MARTIN ST., MONTREAL,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

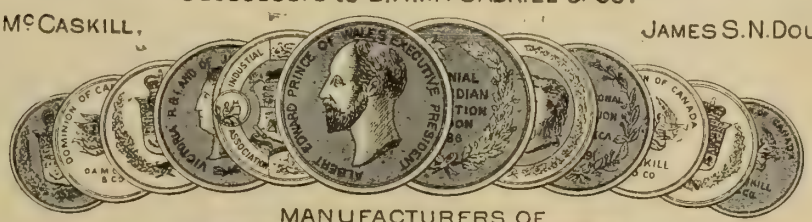
BASKETS

THE OAKVILLE BASKET CO.

McCASKILL, DOUGALL & Co.

Successors to D. A. McCASKILL & Co.

D. A. McCASKILL, JAMES S. N. DOUGALL



MANUFACTURERS OF

VARNISHES JAPANS & COLORS

MONTREAL

PURE PARIS GREEN

(Government Standard.)

100 lb. DRUMS **50 lb. DRUMS**

1 lb. PACKAGES **1-2 lb. PACKAGES**

H. S. HOWLAND, SONS & CO.

37 Front Street West, Toronto.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, May 31, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 16½	0 17
Straits	0 16½	0 17

Tin Plates.

Charcoal Plates Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes		$5 25
I.X., "		6 50
I.X.X., "		7 75
J. R. & Co.		
I.C		5 25
I.X		6 50
I.X.X		7 70
Raven & P. D. Grades		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel -		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J. G. Grade —		
I.C., 20x28, 112 sheets	6 50	6 75
I.X., Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price,
Common Bar, per 100 lbs		1 65
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	2 10	2 20
Hoop " "	2 10	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch		0 10¼
3-inch		0 13½

Steel Boiler Plate.

¼ inch		2 45
⅜ "		2 35
¾ " and thicker		2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
Half polished		2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, 70 to 70 and 5 p. c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams Mars' Best and Queen's Head	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05¼
Gordon Crown—		
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04½	0 04¾
28 " "	0 04¾	0 05

NOTE. Cheaper grades about ¼ cent per pound less.

Chain

Proof Coil, 3-16 in., per 100 lbs		5 00
" ¼ " "		4 38
" 5-16 " "		3 50
" ⅜ " "		
" 7-16 " "		3 15
" ½ " "		3 00
" 9-16 " "		2 90
" ⅝ " "		2 85
" ¾ " "		2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper

Ingot.

English B. S., ton lots		0 10
Lake Superior		0 10

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb		0 19
Spun, per lb		0 23

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet

5 cwt. casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 03	0 03¼
Domestic, per lb		0 02¾
Bar, 1 lb		0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE. Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon		1 00
Second qualities, per gallon		0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt		2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 13½	0 14
" " 100 lb. drums	0 12	0 12½
Burnt Sienna, pure, per lb.		0 08½
" Umber, " "		0 05
do. pure		0 08
Drop Black, pure		0 09
Chrome Yellows, pure		0 12
" " lemon pure, 8 lb. tins, per lb		0 19
Chrome Greens, pure, per lb.		0 12
Golden Ochre		0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	0 69
Extra " "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine, p.g	0 85
No. 1 Carriage, per gal	1 30
Gold Size Japan, "	1 00 1 20
Pure Orange Shellac	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 54
Boiled, per gal	0 56	0 57

Turpentine.

(In bbls.)

5-Barrel lots	0 44
1 " "	0 45

Castor Oil.

Best, per lb	0 06¼	0 07¼

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear		0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 45

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each —
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 35 and 40 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 70, 10, 5 to 75 per cent.
Tire, dis. ,60 to 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 70 to 70 and 10 per cent.

Boring Machines.

mplete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 65 to 70 and 5 to 65 and 5 p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 75 per cent.
Loose Pins, dis. 70 and 10 to 75 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair .. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 to 70 and 5 per cent.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb 0 03⅞ 0 04
12 in. up, per lb 0 02⅞ 0 03
Per doz. set.
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 60 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett.
Hay knives, spear point, L or T handle, 52½ p.c. dis.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   Basis—50 to 60 dy..... 2 10
   40 dy..... 2 15
   30 dy..... 2 20
   20, 16, and 12 dy..... 2 25
   10 dy..... 2 30
   8 and 9 dy..... 2 35
   6 and 7 dy..... 2 50
2. American pattern only—
   From 4 to 5 dy..... 2 60
   3 dy (lath)..... 3 0
3. Canada pattern only—
   From 4 to 5 dy..... 2 60
   3 dy (lath)..... 3 10
   3 dy, A.P. fine..... 3 70
   Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75, 10, and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75, 10, and 5 per cent. from new list, and in 1-lb. papers 75 and 10 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 14 0 15
Carbon safety " 0 17 0 18
Canada w. w. " 0 20 0 22
American w. w. " 0 00 0 25
S. r. seal, per gal..... 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz..... 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors, " 9 00 15 00
Tinners solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per 100 lbs..... 0 01¾ 0 01⅞
Tins, lbs..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03¾
Sliding door, " 0 03¼ 0 03½
Lanes, " 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 50 per cent.
Iron " dis. 55 and 10 per cent.
Tinned and black rivets, 55 and 10 per cent.
Burrs, iron, 50 and 10 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	8¼
¼, 5-16, ⅜ in	6	8¾
Cotton	11	12
Russia Deep Sea	12¾	13½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per ft..... 0 40 0 70
"Empire," McMillan&Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz..... 0 00 7 50

SCALES.

Champion Manufacturing Co., 60 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 0 00 10 75

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinish, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme..... 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 26

WROUGHT SPIKES.

Discount, 20 to 25 p.c.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized, per lb.... 0 02⅞ 0 03⅛
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb..... 0 25 0 50
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... 3 50 5 00
Grind. per ton..... 15 00 18 00

TACKS, BRADS, ETC.

Leather carpet, 35 p.c.
Cut carpet, blued, gimp, dis. 60 p.c.
" tinned, dis. 70 p.c.
Swedes' iron, blued or tinned, dis. 50 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, dis. 62½ p.c.
" tacks, 45 p.c.
Clout nails, dis. 60 to 67½ p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails, dis. 60 to 65 p.c.
Trunk Tacks, dis. 57½ per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 62½ per cent
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 50 per cent.
Shoe Nails, Hungarian Nails, etc., 37 p. c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 15 to 35 per cent. discount.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.
Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb..... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55
Binding, Blue Ribbon..... 0 06¾ 0 07¼
" Red Cap..... 0 06½ 0 06½
" Prison..... ..... 0 00
Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized, 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 per cent. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart..... 2 87½
Galvanized, 4 barb, 4 and 6 inches apart..... 2 87½
Galvanized, plain twist, all delv'd.... 2 87½
"Lock Barb," 4 point..... 2 87½
" Glidden, 2 point 2 87½
Galvanized Barb, "Lyman," 2 to 4 points..... 0 04½
Steel Staples..... 2 87½
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25 2

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital - - -	$2,000,000.00
Assets, over - -	2,375,000.00
Annual Income -	2,200,000.00

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GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

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PRIZE SPORTING POWDER

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Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

John Wilson's

BUTCHER KNIVES

AND STEELS,

Farriers' and Shoe Knives

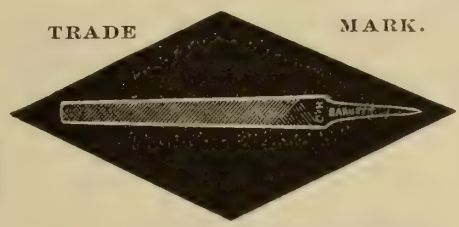
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TRADE ◇ MARK.

Parties not being able to procure them from their wholesale friends will please communicate with P. O. Box 366 Montreal.

BLACK DIAMOND

TRADE MARK.



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21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

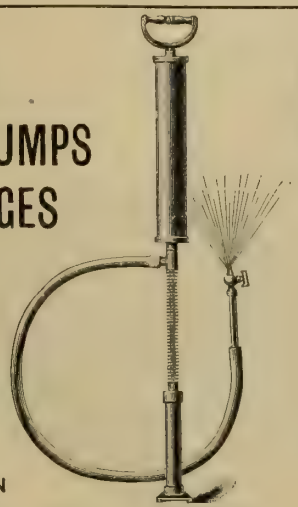
MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
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And every o her description of Sawfiles.

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BRASS SPRAY PUMPS AND SYRINGES



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Stevens Manufacturing Company

LONDON

SPRITE CYCLES

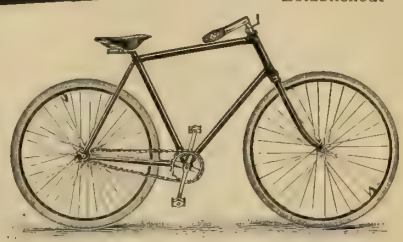
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Parts, Fittings, Pneumatic Tyres, etc. Supplied.

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SPRITE CYCLE CO., BLOOMSBURY, London, Eng.

Rest Your Eyes

All oculists and practical scientists in general agree that it is a good thing to rest the eyes occasionally during the day by looking at a Green Disc for 20 seconds, at intervals of 2 to 3 hours. Drop us a postal and we will mail you a Green Disc.

JOHN LUCAS & CO.

Paint Manufacturers { *Philadelphia* / *New York* / *Chicago*

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BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

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AMERICAN AXE AND TOOL CO.

253 BROADWAY, NEW YORK

Axes, Hatchets, Etc., Scythes

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POWELL TOOL CO.
FRANCIS AXE CO.
THOS. R. MANN & CO.

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BLOOD'S
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The reputation for quality and finish of brands manufactured by this Company is unexcelled, and it will be our constant aim to maintain, and if possible improve, the high standard of our product.

Canadian Representative:

FOR SALE BY LEADING JOBBERS.

THOS. C. COLLINS

10 ST. JOHN ST. Montreal

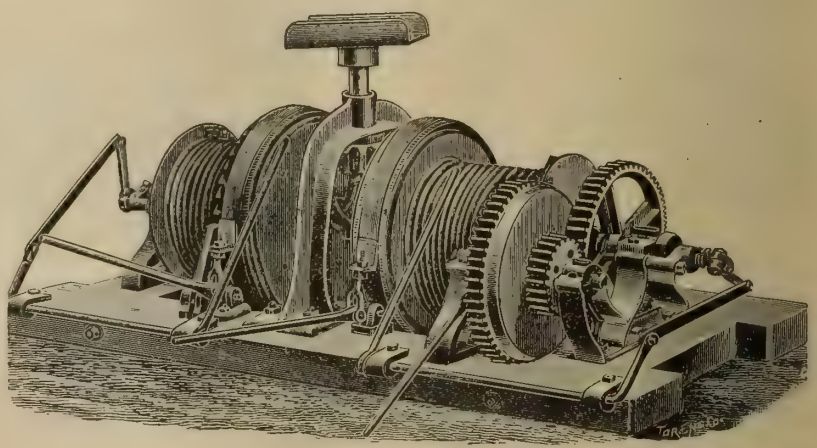
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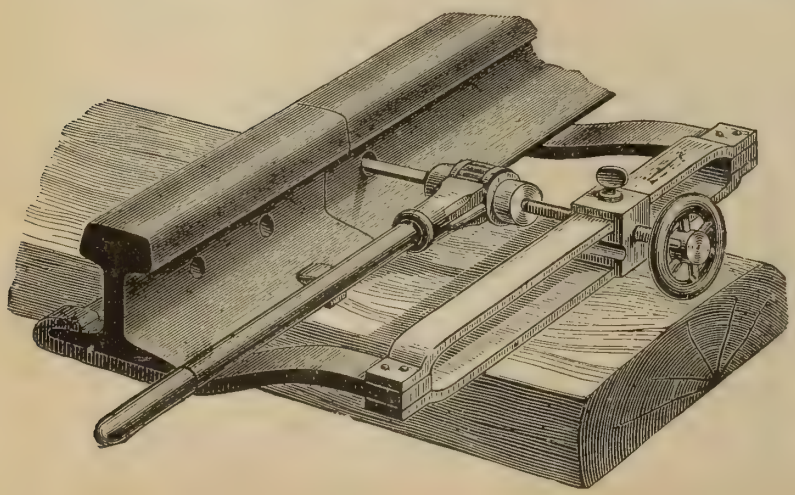
G. & J. Brown Mfg. Co.

LIMITED.

Belleville, Ont.

W. W. LEE,
President and Manager.





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MACHINISTS
FOUNDRYMEN

BRIDGE BUILDERS

Railway and Contractors' Supplies

Hand Cars, Velocipede Cars, Lorries, Jim Crows, Track Drills, Rail Cars, Semaphores, Double and Single Drum Power and Steam Hoists, etc., etc.



Church's Cold Water Alabastine

Do you sell it ?

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Ferrona Pig Iron

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VOL. VII. TORONTO AND MONTREAL, JUNE 15, 1895. No. 24.

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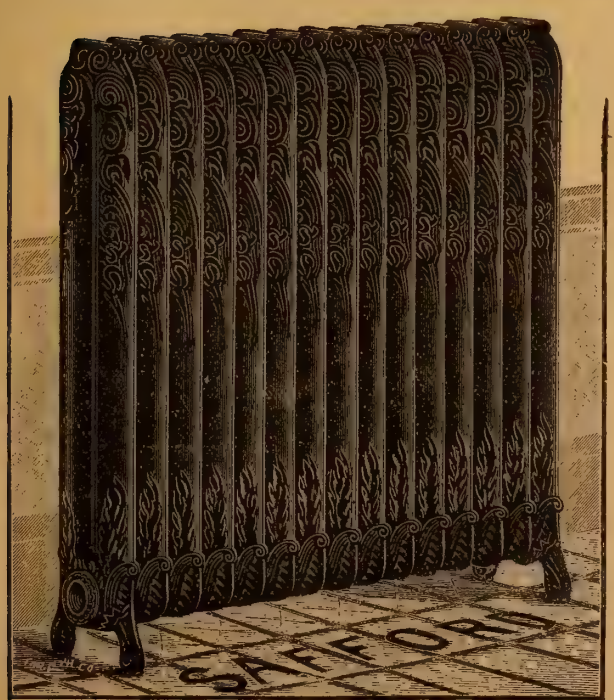
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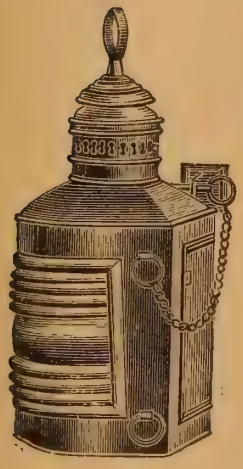
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Sent in exchange for your name.

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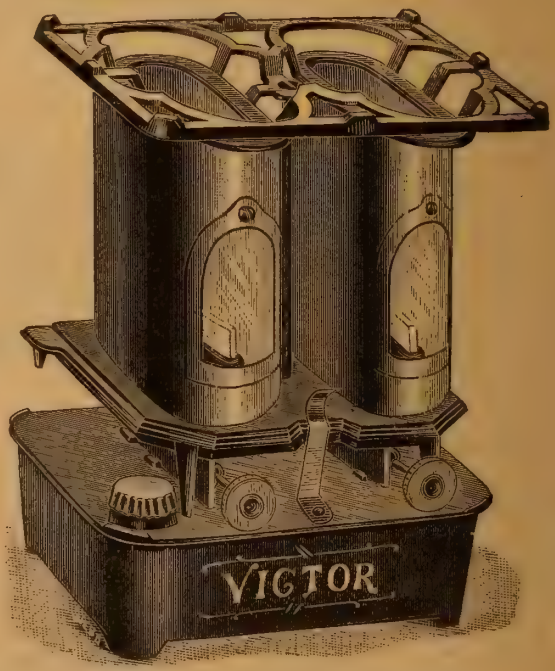
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Finish first-class. No smoke, no smell, but lots of heat.

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HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

Vol. VII. TORONTO AND MONTREAL, JUNE 15, 1895 No. 24

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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A RETAILER'S OPPORTUNITY.

SINCE the marked advance in Paris green of a few weeks ago, not only the manufacturers and jobbers, but also the retailers, have had an opportunity of reaping considerable gain. While the big dealers have had the chance of filling their pockets at the improved figures, the smaller men have enjoyed a like opening for gain.

Some of the retailers have recognized the strength of the situation, and in many Ontario towns dealers have been selling green, which they purchased for from 18 to 22c. per pound, at from 35 to 40c., thus making a neat profit—about 100 per cent. —on their turnover. In most Canadian districts the consumption of Paris green is large, and, at such a profit, the retailers should make a neat little sum this season. Those who have not already benefitted from this state of the market should forthwith put up their prices, and make what they can out of the situation.

PROTECTING RETAILERS.

A certain large Toronto dealer in paints and oils was recen ly approached by the proprietor of a big departmental store, who wished to purchase prepared paints.

The latter wanted a cut pri e on the ground that he would be an extensive buyer, but the wholesaler refused to accede to h s request, stating that he would not give him for any consideration a better figure than his other customers got.

At this the would-be buyer broke off negotiations. Soon, however, he came back and offered to pay the jobber's quotations. And here the latter exacted another concession. In order, he said, that his regular customers might be protected against unjust competition, the proprietor of the departmental store would have to give a written undertaking not to sell below the fixed retail prices. After raising some objections, the latter consented to do so, and according to latest accounts he is living up to his agreement. If jobbers in other lines would act in a similar way, there might be here found at least a partial solution of the departmental store difficulty which is weighing so hard on the retailers.

PARIS GREEN UP THREE CENTS.

The heavy purchases of Paris green made on the Montreal market, to which we referred last week, have caused another sharp jump on the spot price. Since the last large sales round lots of 2,000 lbs. have changed hands at 18c., and prices range up from that to 20c., or 3c. higher than they were last week. It is easy to understand why Americans are free buyers of all they can get at the advanced prices, for they are realizing 50c. exclusive of duty on their Canadian purchases.

HORSE NAILS AND SHOT HIGHER.

The sharp advance in raw material, coupled with a largely increased demand from the jobbing trade, has been largely instrumental in causing the advance in prices that resulted this and last week. In consequence of the condition of affairs, special meetings of the different makers' associations were called, and they have been in session in Montreal. In addition to the changes in wire, iron pipe, and tacks, noted last week, horse nails have, as noted elsewhere, been advanced in price 5 per cent., the discount now being 55, instead of 60, per cent. The manufacturers of shot have also jumped up their basis 2½ per cent., the discount off the list now being 17½, instead of 20, per cent. Wire nails at this writing have yet to be considered, but one leading manufacturing concern in Montreal have, of their own accord, reduced their discount, cutting off the extra 5 per cent. and making it s mply 75 and 10 per cent., with delivery in 10 keg lots as heretofore. The rest of the trade are quite likely to adopt the same basis before the close of the week.

A MEETING CALLED ON LEADS.

Manufacturers of paints and leads in Montreal have withdrawn all quotations this week on all kinds, and it is expected that at a meeting, to be held next Monday, a general and radical advance will be decided upon. In the meantime cable advices are very firm, dry lead being cabled 5s. to 10s. higher than it was this time a week ago at Newcastle.

LINSEED GOING UP.

Cables on linseed oil continue very firm, those that came to hand on Tuesday last being especially so, being equivalent to an advance of ½ to 1c. per lb. abroad. Spot quotations have not responded at th s writing, but they are quite likely to do so before the close of the week.

ECONOMICS AND BUSINESS COLLEGES.

Political economy is not a new science, but it is only now that it is being given its proper place in the curriculum of practical studies. It is a subject of especial importance to business men, and those preparing to go into business should study it.

One Canadian college, the Central Business College, Toronto, offers a very practical yet elementary course. Its value to the young business man can best be understood by reference to an examination paper recently set for its students. The following were some of the questions asked:

1—What are the coal producing districts of Canada?

2—Why was it possible for German sugar refiners to pay a Customs duty and yet compete in Canada with domestic refiners?

3—Trace the history of the Canadian cotton goods industry.

4 (a)—Where is the original home of the tea plant?

(b)—"China must eventually lose her tea trade." Explain this statement.

5 (a)—Explain the terms: Political Economy, Monopoly.

(b) Distinguish between value in use and value in exchange.

6 - Enumerate some of the more ordinary causes of price fluctuations.

7—In what way has the building of the C. P. R. affected the markets of Winnipeg and Montreal.

8—Describe the difficulties of conducting trade without money—i.e., under a system of barter.

This is the kind of education young Canadians need, and it is to be hoped that every business college will place political economy on its course of studies.

WHERE IS THE GOLD?

PERHAPS the greatest problem before the world to-day is what shall be the medium of exchange. Shall it be gold, or silver, or both?

The silver men, so called, claim that there is not sufficient gold to enable business transactions to be fully and freely carried on, and that this makes gold dear. When gold is dear, under our present monetary situation, other goods are cheap. That is, with gold as the most universal standard, the situation is like a teetering board. Gold is on one end of the board and all other products, such as silver, wheat, cotton and wool, at the other end. When gold goes up (in price), all the other products go down (in price). If gold is scarce, more silver, or cotton, or more wheat must be given in exchange for the same amount of gold.

Is there then enough gold to do the work and prevent it reaching an enormous price? Or, in other words, where is the gold?

There is a tendency at present, often remarked by the financial journals, for gold to accumulate in Europe. During the past few years all reading merchants will have noticed the steady efflux of gold in the European direction. In that continent it is being absorbed by the great national banks and the monarchical governments of the different countries.

In the table below are given the specie reserves of the great European banks at the present time:

	Gold.	Silver.	Total.
Bank of England	$187,500,000	.....	$187,500,000
Bank of France	410,440,000	$249,910,000	670,350,000
Imp. Bank of Germany	.....	.....	272,720,000
Austro-Hungarian Bank	96,256,000	67,591,000	163,847,000
Netherlands Bank	21,461,000	35,235,000	56,696,000
Belgian National Bank	.....	.....	22,037,000
Bank of Spain	40,021,000	62,319,000	102,340,000
Bank of Italy	59,850,000	10,250,000	70,100,000
Imp. Bank of Russia	274,075,000	55,095,000	329,170,000
Total	$1,089,603,000	$480,400,000	$1,864,760,000

The above table is taken from an article on the subject in The Engineering and Mining Journal. This same journal points out that in addition to these sums, held to secure currency issues and for other emergencies, there are other hoards. The German Government has a war treasure of $30,000,000 carefully guarded at Spandau. The Austro-Hungary treasuries contain $90,000,000 in gold for Governmental use. Russia is said to hold another lump of over $50,000,000.

The sum total of the gold thus taken out of circulation amounts to at least $1,175,000,000—an almost fabulous sum. That such a sum can have been withdrawn from active circulation and put into strong boxes without affecting prices and values is a statement we would not like to make.

If the world's stock of wheat were hoarded up in that style, prices would be expected to advance. Similarly, when gold is withdrawn from circulation, the part left in circulation must be more valuable. The result is that it takes more wheat, or more wool, or more cotton, to buy the same amount of gold than before the hoarding began. This hoarding of gold has been very marked during the past five years, and during the same period prices have gone down very much. This gives considerable color to the argument that one state of facts is the result of the other.

This hoarding is due mainly to a fear of war in "the armed camp of Europe." Each nation is a rival of all other nations, and each one is afraid of being caught napping. Like the Warrior-Kings of old, they hope to have victory by having plenty of "war-treasure."

Bi-metallists claim that silver should be put on a fixed ratio of value with gold. Then gold would be no more valuable for hoarding than silver, and hence they would be stowed away more equally, leaving more gold in circulation and ensuring better prices. Whether this is true or false, is one of the great questions before the financial world of to-day.

NEW ZEALAND.

A VISIT by the Hon. J. G. Ward, Treasurer and Postmaster-General of New Zealand, to this country, has enabled Canadians to learn much concerning her distant sister colony. Mr. Ward had a conference with the Canadian Government as to the possibility of a commercial treaty which would develop an intercolonial trade.

New Zealand has a population of 678,000 whites and about 50,000 aboriginal natives. The geographical area is a little less than that of the British Isles, with 4,300 miles of sea coast. It is a most healthy climate, with many famous health resorts and hot springs. It is warmer than Canada, but produces cereals and vegetables somewhat similar, and is also rich in coal, gold, etc.

New Zealand has suffered little from the depression in Australia, and was untouched by the banking crisis in the neighboring colonies. When the latter event happened the New Zealand Government immediately guaranteed to help its leading banking institutions to the extent of $10,000,000 This at once allayed all public anxiety.

The gross public debt is $199,130,000, or an average of $284 per head of its population, whereas Canada's public debt is less than $50 per head. This shows that New Zealand's legislators have gone wild in their expenditures, and the capitalists of Europe have been only too willing to lend. They stipulate always that their interest and their bonds be payable in gold, which has during the past few years been steadily increasing in price as compared with other commodities.

In New Zealand the wealth per head of the population is said to be $1,160. In Great Britain it is $1,235; in France, $1,110; in Germany, $665; United States, $1,025; Canada, $980; Italy, $460; Russia, $275. Should this be correct, New Zealand is, privately, very wealthy.

The imports in 1894 were valued at $33,934,135, while the exports reached $46,196,385. In that year the exports of wool were valued at $16,250,000; frozen meat, $5 972,725; butter and cheese, $1,682,199; Kauri gum, $2,500,000. The production of gold last year amounted to $4,500,000.

The manufacturing interests are rapidly growing. In 1893 there were 29,000 people directly employed in manufacturing industries, who received upwards of $11,000,000 in wages, the materials operated upon were valued at $17,355,000, while the goods turned out were worth $37,200,000.

New Zealand is blessed with many and valuable natural resources, and should have a bright future before her. During the past five years her national debt has been reduced 7 per cent., while at the same time a vigorous immigration policy has been carried on as well as the settling of the pauper population on the waste lands.

We wish our sister colony nothing but the greatest success to which she can attain.

SPECIAL NUMBER PRAISED.

A special spring number of HARDWARE AND METAL is just to hand, and is a very satisfactory one indeed in every sense. The typographical work is excellent, and there is a lot of valuable matter supplied to the trade in an able manner. It is refreshing to note that, contrary to the usual rule with trade papers, this matter is all original, proving that the publishers do not spare expense in supplying the wants of their subscribers. The McLean Publishing Co. can congratulate themselves on their number, and the advertising pages show clearly that their efforts are appreciated.—Montreal Gazette.

One of the most artistic and attractive trade papers issued for a long time is the special number of HARDWARE AND METAL, a copy of which has just come to hand. In addition to its appearance, and rich, clear typography, it is, as ever, replete with information and contains special and well written articles on a variety of topics specially interesting to the trade. Among the many readable special articles is one on Hardware Reminiscences, dealing largely with the business experiences of the Hon. Senator Murphy, of Montreal. Timely articles on window dressing are included, while the regular market reports are not neglected. The McLean Publishing Co. are to be congratulated on their latest offspring in the way of special trade numbers.—Montreal Herald.

United States iron employers generally are advancing wages.

THE FRENCH TREATY.

IN another column will be found a full resume of the Montreal Chambre de Commerce's report on the French Treaty. It is a carefully prepared and valuable do ument, full of practical suggestions to our merchants. The committee went into the merits of each detail, and have got together a mass of facts wh ch does credit to the Chambre's earnestness and sagacity. The report is by far the ablest and most exhaustive deliverance on this Treaty yet published in Canada. The discussions in Parliament, mostly by lawyers, were largely a series of wrangles over the political issues involved. Now that the Treaty has got into the hands of practical business men, we see at once the greater value of their investigations, and are shown at once the commercial possibilities opened up by the Treaty. The Montreal Chambre de Commerce is to be congratulated on its labors in this matter. The Chambre has incidentally proved most conclusively the correctness of the arguments used in these columns from time to time, that business men, in handling public affairs, are infinitely wiser and more practical than the legal windbags who form too large a proportion of our parliaments.

Sir Charles Tupper's policy in pushing this Treaty is now better understood than when the arrangement he was able to effect was being pulled to pieces in Parliament by critics who knew very little of what they were discussing. The principal difference between Sir Charles and his critics is that he has the vision of a statesman while they pride themselves greatly on their acuteness as ward politicians. That an important business arrangement like this should ever have been at the mercy of small minded wirepullers is a public calamity. Fortunately, Sir Charles Tupper triumphed in this case, and a promising trade development is opening before us in France.

We might mention, incidentally, that the chief antagonist in the Dominion Government to the French Treaty was a leading member of the committee which recently considered union with Newfoundland. No wonder that in hands like these proposals which involve extensions of Canadian commerce fare very badly. Sir Charles Tupper saw the advantages of Newfoundland union years ago, and paid a visit to the island in 1888 to effect it. But our business interests seem to be in less vigorous hands now.

A VIEW OF OURSELVES.

Canada employs 300 members of Parliament, a dozen Cabinet Ministers and about 100,000 noisy politicians to keep up a continuous squabble concerning her trade policy. And yet all they can say and all they can do is of very little moment.

To explain. If the National Policy were the best thing in the world, Canada's trade would be always on the up grade. If this self-same National Policy were the worst thing Canada could have, her trade would be growing beautifully less. But, in fact, trade is neither steadily growing nor steadily diminishing. Last year it went down month after month, and the merchants of this country became beautifully disgusted Since January 1st, 1895, trade has shown a tendency to expand, and April imports increased three-quarters of a million over April, 1894, while the exports increased a million. The April circulation also showed a substantial increase, which was accentuated in May.

Canada's prosperity depends on the world's markets and the feelings of her citizens. Wheat has advanced in price, floated past the dollar mark in Montreal and Toronto, and Canadian holders have been enriched by a couple of millions of dollars. The National Policy neither caused it nor prevented it. Horses bring from $50 to $75 each more than they did a year ago. The National Policy neither caused it nor prevented it. The farmer is getting three cents a pound more for his wool than at this time last year. The National Policy neither caused it nor prevented it. And so one could go on enumerating the rises, and showing that Canada's trade policy is not the prime factor in determining the prices received for her productions, or in determining whether or not she shall be prosperous.

Just now prices in the world's markets are on the upward turn. Wheat is advancing. Cotton and wool are doing likewise. European manufacturing centres are filled with orders at good prices. Bradstreet's of June 8 says: "The feature of the week, as heretofore, is the continued long list of advances in prices, notably those for iron and steel, and the upward movement of bank clearings." Canada is sharing in the general firmer and more confident feeling.

What deduction must be drawn from this statement of circumstances? The deduction is that Canadian merchants must not look so much to Governmental free trade and protective policies for prosperity, but more to the world's markets and themselves. By studying the prices in primary markets they will know when and where to buy, when and where to unload. They will recognize when trading at present prices is dangerous and when safe. In the second place, as we have said, they must look to themselves. They must be cheery and confident, full of buoyancy and hope. A nation of dyspeptic growlers would be a sorry place to live in, for the few years it would exist. Canada's lands are broad and fertile, her sons are true and strong. Why then should confidence not always exist?

In conclusion, it may be said that present prospects should beget every confidence in a prosperous year. Money is moving freely, and all agricultural products are at a much higher price than at this time last year. Moreover, an abundant crop is assured and improved prospects are expected from every province in the Dominion.

DO NOT BE TOO INDEPENDENT.

"IT does not pay to be too independent in business," said a retailer a few days ago to our esteemed contemporary THE CANADIAN GROCER. "There is —— the soap manufacturer. Six or eight years ago he did the bulk of the trade in Canada. He thought he owned us retailers body and soul. When I protested about something in his way of doing business which was not fair to the retail trade, he told me he did not care whether it was or not. That made me angry, and I said we would handle no more of his soap. He laughed and said we could not get on without it, for he was advertising it and people would have no other.

"I never sold another bar, but took up a brand advertised in your paper. Occasionally people asked for the old brand, but I said I did not keep it, and strongly recommended the new soap, giving the points in its favor which I gathered from the advertisement. Now, I sell that soap almost exclusively. The other soap maker must have treated other members of the trade as he did me, for now you will find his brand in very few places in Toronto. When it is a toss up with dealers which of several equally good brands to handle, it is that of the maker who is generous in his dealings that we give the preference to every time.

"I believe in advertising, but all the advertising in the world will not force me to keep articles I do not want to, when there are others equally good on the market."

Our subscriber's remarks are very much to the point. Too frequently manufacturers get a "big head," and become indifferent to the trade. This may do when they have a monopoly, but not when there is, or may be, competition. The great aim should be to keep in constant touch with the trade. Endeavor to meet their suggestions, for they are just as much interested in selling goods as the manufacturer.

WHY HE LIKED THE BUSINESS.

A young real-estate agent, not long since, made this interesting and suggestive statement: "There is one reason why I like the real estate business; it is necessary to be cheerful in order to succeed in it." Of course a gloomy, long-faced, despondent real estate man would fail; so would he fail, also, in almost any other business—excepting, possibly, that of undertaking.

Cheerfulness is always an important factor in producing success. Who cares to deal with a man whose face is sour, morose, or solemn? Who likes a teacher or preacher whose face always wears a scowl or frown? Who will employ a physician that is despondent and hopeless?

DROPS FROM THE EDITOR'S PEN.

THE Winnipeg retailer who broke the early closing by-law will perhaps yet be compelled by law to observe it.

* * *

Bogus goods are often really good specimens—of impurity.

* * *

A well-displayed "ad.," with few words, speaketh volumes.

* * *

A holiday to a weary man is as a warm rain to thirsty ground.

* * *

A sure-paying investment: Amount spent in subscribing to a trade journal.

* * *

A pleasant-faced merchant is to consumers what clover is to bees—inviting.

* * *

Peace of mind is one of the fruits that come of cultivating the cash system.

* * *

People do not "go" by the advertisement of the lying merchant, but they go by his store.

* * *

From selfish motives alone a business man should be honest. It pays in the long run.

* * *

Selling below cost is like pulling the cork from a barrel of liquor in the hope that more liquor will flow in.

* * *

The successful merchant is often known by the appearance of his store as well as by the size of his bank account.

* * *

Cutting prices is a practice that cutteth him who wieldeth the weapon more than him whom it is aimed to injure.

* * *

He who tries to handle more lines than he should is twin brother to the man who has two many irons in the fire.

* * *

The diligent man shall never want for his bread and water, even if he may not always get the fare of a rich man.

* * *

An advertisement in a live trade paper is the forerunner to the traveler, proclaiming what goods his firm has in stock.

* * *

He who thinks he is sometimes getting something for nothing frequently finds that he has something that is worse than nothing.

* * *

New York merchants have found one birch for the shoulders of department storekeepers in that city. There is a law against selling silverware for pure silver when it is not in accordance with a certain standard. With this law it is alleged the department stores have not been complying, and now twelve of them are figuring as defendants in Gotham's courts.

* * *

People smile a great deal oftener when they are prosperous than when things are going against them. This remark does not apply to teetotallers alone.

* * *

Travelers take orders, but they give information. The merchant who gleans nothing from his contact with the "drummer" is not likely to glean information from any source.

* * *

The products of the three kingdoms—animal, vegetable and mineral—are all developing bullish tendencies these days. Better Times is clearly here the origin of the species.

* * *

"Electricity on the Farm" is the heading that graces an article in a daily paper. We always thought there was very little magnetism about the farm—for the farmer's sons, at any rate.

* * *

Canning horse for the French market is a new industry that is developing in the American Northwest. There is evidently hope for the horse yet. He has been driven out of the street car business, but the canning industry is opening up to him.

METALS ADVANCING.

The metal markets of the United States seem to be verging on to the edge of another boom. During the past two years prices have ruled very low, unprofitably low.

There is a decidedly strong movement in the iron and steel markets, and increased prices are the rule. Unfavorable crop reports have counteracted this tendency to higher prices, but, nevertheless, the upward movement is certain. Last week Bessemer pig iron advanced 50 cents a ton, muck bar 50 to 75 cents, wrought pipe, 10 per cent, steel wire rods slightly, while plumbers' and steam brass goods have gained 10 per cent. in six weeks. Skelp iron showed $1 increase in the same period.

It will thus be seen that the advance is not confined to raw material. Nails are firm and a rise is promised.

Turning to the Canadian metal market, it is the same. The Nova Scotia Steel and Forge Co. report an advance of $2 per ton in steel. This is entirely in sympathy with the United States market. They expect that this will be maintained, and that further increases will be noted. Prices here as elsewhere have been ruinously low, and it is only natural that on the first sign of returning good times higher prices should be demanded.

As an example of the rising of values in manufactured goods, an advance of 5 per cent. in horse nails may be quoted.

The united copper and lead markets are stiff, while tin is weaker. Lead has been advancing very sharply, and is very firm in Europe, higher prices being quoted than for several years.

In this connection the following market report from The N. Y. Metal Worker of June 8th will be found interesting reading:

"Reports from all the leading centres uniformly record either actual advances or a rising tendency. In fact, the pace is getting so hot in some districts that the conservative element is growing nervous of a possible set back. A good many sellers in different branches of the trade are refusing to quote beyond next month because they prefer to await developments. This is particularly true of the rolling mills, whose product has not yet caught up with the advance in raw material.

"The advance in prices has put a quietus on the embryo export trade in many lines, and for a long time to come little will be heard of the exultation of the earlier days of the year. It will echo along probably in the wise editorials of economic writers, in stump speeches and in the halls of Congress.

"The only really valuable trade which we did capture, modest though it be, taken altogether, is that of Canada. We doubt whether serious sacrifices will be made to hold it for the present. When it is wanted again low prices will be the resistless method for recapturing it. In some branches, like the wire trade, we are fast approaching the point again when it will pay to buy foreign wire rods for the export trade under drawback.

"The methods of the Tack Association are now in full operation with the wire nail and the cut nail industries, and prices, particularly for the latter, have been keyed up very considerably. A spell of prosperity is a startling and possibly intoxicating change after years of abject misery.

"The Southern pig iron makers have put up prices another 25c. per ton for the third quarter, making the total advance 75c. from the lowest point. The market has been quite active in Cincinnati and in Chicago."

BIG TRADE IN PARIS GREEN.

Sanderson Pearcy & Co. continue to receive numerous inquiries from the United States for Paris green. This week they filled a large order in San Francisco, and during the past few weeks they have shipped quantities great and small to points in almost every state in the Union north of South Carolina. They claim to have done business, since the recent advance in green, with no concern of a less rating than $100,000, and they have sold to companies having as large a capital as $2,500,000.

ADVANTAGES OF THE FRENCH TREATY.

THE report of the committee appointed by the Montreal Chambre de Commerce begins by stating that a certain number of sub-committees were chosen to enquire thoroughly into and report upon : 1. Each article in the Treaty ; 2. Articles, not in the Treaty, but which we could profitably export to France ; 3. How French demands are already supplied, their extent, and the means of transportation ; 4. The trade we now do with France. The Treaty, it says, has been unfairly attacked, since it provides extension of trade with 38,000,000 of people, and is, at least, as important as proposed arrangements with the West Indies, the Cape, or Australia. While France enjoys certain advantages under the Treaty, principally on wines, that country's sales to us, even if she supplied us with all we consume of the articles in the Treaty, would only amount to $700,000 or $800,000 a year.

Canada, on the other hand, has a larger prospect. First, as to wood, France imports two hundred million francs per year. We could supply two-thirds of this wood. One-half of this will, under the Treaty, enjoy the minimum tariff, that is, an advantage of from $1.25 to $1.95 per M feet, board measure. Already, without this tariff advantage, we sent $100,000 in deals and boards to France. The Maritime Provinces will be able to increase trade in wood.

Next, as to lobsters. France imports annually over a million dollars' worth. Canada exports $1,800,000 worth, of which $125,000 went to France in 1893 4, and $200,000 in 1894-5. The minimum tariff will reduce the duty from 30 francs per 100 kilos to 25 francs. This trade should be increased by the Treaty. So should exports in fresh salmon, canned fish and fresh water fish. In these cases the duties will be reduced from 15 to 10 francs, 30 to 25 francs, and 10 to 5 francs per 100 kilos respectively. France imports at least a million dollars' worth of these kinds of fish. The report continues :

" Canada exported double that value ; in 1894 our exports even reached three millions. Salmon are sent to England and fresh fish to the United States. But we are not aware that any serious attempt has yet been made to place 'directly' these products of Canada on the European continent. With the improved means of preserving fish, it would be surprising if our exporters did not succeed in establishing a trade in France for fresh trout and salmon, for example, as they have succeeded in supplying the English market with fresh meat.

" As to canned salmon, it is interesting to know that two-fifths of French imports are from England, the value being $300,000. As Great Britain herself is supplied almost wholly from British Columbia ($2,327,000 in 1894), it is very probable that the article imported by France would bear a Canadian trade mark. It is evident that the exporters of the Pacific coast would find great advantages in dealing with France directly.

" Next we find on the Treaty the article of canned meats. There are years when France buys millions of this meat, mainly for the army. In 1893 the imports were thirteen million francs. The United States furnish two-thirds of these imports, England coming after them. We have excellent reason to believe that a large part of the meats sold by the latter were originally imported from Canada, so that here again the Canadian producer suffers from the want of direct relations with the French consumer. Indeed, we send 95 per cent. of our canned meats to England, that is, a million dollars' worth, while we only exported $1,300 to France in 1893. Although the importation of these canned meats has decreased apparently in France lately, the reduction from 20 to 15 francs per 100 kilos, equivalent to nearly one-half cent per pound, will naturally induce our exporters to open a direct and more profitable business with the consumer, inasmuch as direct exports only will be entitled to the advantages resulting from the Treaty.

"It is the same with fruits. If we have not a great variety of these products, our apples are nevertheless an excellent article for export. Our exports to Great Britain, which reach two millions, are sufficient proof of that fact. The Ontario producers will find in France a ready market for their apples at very remunerative prices, provided that the article be always of the first class. The United States export 25,000 barrels of apples a year to France. The treaty with France will give the Canadian the advantage of a reduction from 3 to 2 francs per 100 kilos. The imports of apples "for the table" in France in 1893 were valued at 1,253,000 francs. There is also a good demand for dried apples and for cider apples. They are included in the Treaty, the reduction of the tariff being from 2 francs to 1.50 francs for the cider apples, and from 15 to 10 francs for the former. Our exports of dried apples to France last year amounted to $3,660.

" We have but meagre information as to preserved fruits. Our statistics seem to include them with dried fruits. Our exports in any case do not exceed $50,000 per annum. In 1894 mention is made of 99 sales of canned fruits for St. Pierre-Miquelon. Still this article is included in the Treaty and deserves consideration.

"To close the list of food products, we find in the Treaty that pure condensed milk will enjoy the minimum rate of tariff. Without advising farmers to give up or neglect the making of butter or cheese, your committee consider that in these days of severe competition, when there is danger

PARIS GREEN is
Sure Death



WRITE US FOR PRICES

Pure Paris Green

WE HAVE A GOOD STOCK OF

Berger's Genuine Deep Shade In all size Packages.

Also . . .

Canadian Government Standard Green

As prices are likely to be very much higher you will do well to secure your supply at once.

WALTER H. COTTINGHAM & CO.

Largest dealers in Paris Green in Canada.

MONTREAL

that the English market may become congested, it would be wise and even necessary to come to the assistance of the dairy industry by opening up a new outlet for the milk products. The imports of condensed milk in France in 1893 were valued at 2,743,000 francs. The reduction of duty for pure condensed milk is from 10 to 5 francs per 100 kilos under the treaty. Here, then, we have a market for an absolutely new industry, which may be productive of great advantages to the farmers of Quebec, Ontario, Manitoba and of every section of the country.

"Last come the manufactured or partly manufactured articles. Let us begin with wood pulp. France imports of this product, according to the report of the sub-committee, not less than 100,000 tons, of the estimated value 22,000,000 of francs, principally from Sweden. Canada's exports to France are nil and very small to Great Britain ; that is, about 5,000 tons in 1893 and 20,000 tons in 1894. Our powers of producing are such that we could easily increase our output of this product to supply, in a large measure, the wants of France and Great Britain without losing our hold on the American market. The advantage resulting from the Treaty is important, a reduction of duty from 75 to 50 centimes per 100 kilos, equal to 50c. per ton, for wet machine pulp.

"From pulp to paper the transition is natural. Of this latter article, affected by the Treaty, France imports annually nearly 5,000,000 of francs. More than one half is supplied by Great Britain, while Belgium and Germany are the next largest sources of supply. Heretofore Canada has not exported paper, but with the natural advantages for raw material and cheap power which we possess, and with the further advantage of a minimum tariff, which would give us a preferential treatment of 3 francs per 100 kilos, it would be surprising if this rising industry did not gain a footing on the French market.

"Apply the same to the manufactured products of wood, such as furniture, floorings, pavements, barks, extracts of barks, and especially staves and staff-woods, the imports of which alone into France amount to 32,000,000 francs. All these are to be admitted under the minimum tariff after the Treaty is in force. The report of our subcommittee on wood gives full information. Even ocean-going wooden vessels are included in the list, a fact which cannot but bring great profit to the Maritime Provinces.

"Then there are prepared and manufactured hides on the list. The great variety in this class of products may perhaps at the outset be a source of some confusion in the application of the minimum tariff. Nevertheless, the consumption of hides in France is enormous. In 1893 the imports of prepared hides were valued at 45,000,000 francs, and of prepared or manufactured furs at 3,870,000 francs. That indicates an outlet for the product of our tanneries and even for a part of our furs, the importance of which cannot be disputed. The manufacturers of Ontario and Quebec, who are doing a paying trade with Great Britain, and who have already commenced to export to France with some success even in the face of the general tariff, will not be slow in taking advantage of the minimum tariff which reduces the duties by one-quarter or one half."

The report goes on to say that boots and shoes from Canada are favored by the Treaty. France imports half a million of dollars worth annually, one-third of them from England. The quality is of the ordinary kind, about $1.50 per pair. As Canada can export boots to England, she should be able to export them to France, which buys them from England. Our tariff advantage under the Treaty ranges from 60c. to $2.40 per dozen pairs. Already Canada sends to St. Pierre-Miquelon $6,000 worth yearly.

France imports largely of fodder and cereals, rubber goods, agricultural implements, etc., which Canada is able to export. France also, says the report, "imports 13,000,000 of francs of ordinary Dutch cheese, which our cheese could easily replace; 200,000,000 of francs of raw hides and furs; 300,000,000 of wools; a large quantity of cattle and sheep, and an average of 50,000,000 or 60,000,000 of bushels of wheat ; and that graphite, mica, nickel, phosphates, asbestos and other mineral products of Canada are in demand in France and on the free list. In 1894, as an experiment we shipped 50 tons of asbestos to the French market."

The trade of the French Republic with the United States is largely in western products. These might be shipped by the Canadian route, as also the raw silks that come from China and Japan. Canada might also do a better cattle trade owing to the exclusion of American cattle. The committee reports in favor of a direct steamship service, and urges the appointment by the Dominion Government of a deputation of competent business men to visit France and open up direct communicatian with all French Chambers of Commerce and other commercial corporations.

ALUMINUM KNIFE HANDLES.

Yet another use has been found for aluminum, says an exchange, and that is in the making of pocket-knife handles. A Sheffield firm has introduced a new penknife, which is both pretty and useful. The scales are made of pure aluminum, very artistically chased in a variety of designs, making an exceedingly pretty article, appropriate for either a lady's or a gentleman's use. The knives are, of course, very light, and, as the metal is untarnishable, the scales will always retain their pristine appearance. The handles are very strong, too. These aluminum handled knives are made in two sizes, the smaller being designed more especially as a lady's knife, and the larger for gentlemen. They make very pretty and acceptable presents.

THE PRICE OF WOOL.

An answer is required to the following letter :

WATFORD, Ont , June 7, 1895.

HARDWARE AND METAL, Toronto.

DEAR SIRS,—Please give through the columns of your valuable hardware journal your opinion regarding the price of fleece wool in Canada this coming summer, and oblige a subscriber. DODDS BROS.

The prevailing quotations in Toronto are: Fine selections, including Southdown, 21 cents ; fleece, combing, 20 cents ; unwashed, 11½ to 12 cents. But these quotations are high, owing to local competition. Prices in New York and London are not strong, and there is no reason why such large prices should be paid here. The Globe put it well when, on June 8, it said : "Wools are steady, but dealers still maintain that they are paying 1 to 1½ cents per pound over the export price."

The true value of fleece wool in Ontario to-day should be 19 to 20 cents. It is only local competition that has sent the price higher. Should this be maintained, of course country buyers are safe in paying a high price, and immediately turning it over to Toronto jobbers. But this high price is uncertain and without a stable foundation.

THE WINDOW MUST EXIST.

Something for nothing never has been business, isn't business, and never will be business.

That which costs nothing in advertising, and in everything else, is worth about as much as it costs.

The nearest approach to something for nothing, or advertising at the minimum of expense, is the practical advertisement possible for a store window to present to its owner.

A store must have a window, and that window must be upon the street front.

The window must exist, and will exist no matter how it be used ; the window is without cost to the retailer.

The necessary paraphernalia for proper window dressing consists of boards, boxes, frames, figures, cloth, etc.

The merchant simply loans to the window what the window needs for its proper dressing, and beyond the expense of the loan, the time of the trimmer or clerk in dressing the window, and some accessories required, a properly dressed window does not mean additional expense to anybody.

It is obvious that window space had better be used to advantage than not used at all. It is obvious that it had be better curtained up than improperly dressed, for a perfectly plain thing is far more artistic than inharmonious elaborateness.—Harry Harman.

The Canada Paint Company, Ltd.

MONTREAL, TORONTO and VICTORIA.

JUNE LETTER, 1895.

MONTREAL, June, 1895.

We feel it due to our constituents to address a brief acknowledgment and explanation in reference to the somewhat unusual pressure of business during May.

In our January letter we gave notice of our increased appliances and preparedness for extended business, and had our statement verified by a prompt handling of the volume of trade entrusted to us up to end of April.

The sudden rush of business in the very beginning of May, which continued throughout the month, tried our resources to the utmost, and during a part of the month we were unable to keep pace with orders, so that many shipments were not made with our wonted promptitude. By way of explanation, we venture to submit report of our auditor, John Hyde, Esq., Public Accountant and Secretary of the White Lead Association of Canada, certifying that during the month we turned out **233,695** packages of goods, representing **8,988** per working day, during the entire month.

The month closed with only one average day's work on order files, so that our friends have herein an assurance of our ability to maintain our reputation for prompt and careful shipment.

IN VARNISH GUMS we bought heavily before the recent advance, and although this department has advanced more than any other, our tankage of fine Varnishes is more than sufficient for all demands.

IN WHITE LEAD, notwithstanding unprofitable prices, we never issued finer paint. Those of our friends who have been testing our product will not object to pay the small advance in price which we hope to announce shortly.

IN READY MIXED PAINTS our plant has never turned out so large a quantity, and our testing system has enabled us to give thorough satisfaction. Alike in Villa Paints, Floor Paints, Coach Paints, and all ready mixed goods, we claim to make the hardest and most durable Paints sold in the Dominion.

IN CARRIAGE COLORS our success has been complete. Notwithstanding the great increase of business in this department, every batch of Ground Work, Primer, Fine Color and Japan has been proved before shipment. As a result, the leading Carriage Builders have said some pleasant things to us, which we will shortly repeat for the information of any who have not taken advantage of our manufacture in this department.

OUR 93 p.c. CANADIAN IRON OXIDES AND INDIAN REDS are asserting themsleves, not only over the Dominion, but in England, Scotland and the United States. They are the finest goods in any market; they are purely Canadian Bog Iron Ore products, which have never reflected beauty until developed by us.

We introduce this month as a new feature our **TRIPLE STRENGTH COMPOUND TINTING COLORS,** on the same lines as have been so successfully adopted by the National Lead Association of the United States. Our selection opens with twenty of the choicest tints in triple strength, by means of which a desired shade in Pure White Lead Paint can be arrived at with certainty, and without any trouble. Special illustration cards will be ready on 1st July for issue to all enquirers.

Another new feature of much importance is our **GRAPHITE PAINT FOR STRUCTURAL IRON WORK,** a paint which cannot be duplicated outside our factories. Our tests indicate that this paint will rival our Magnetic Oxides for this department of work. For the frames and plating of Iron Vessels in course of construction, we have entrusted the Agency for Graphite Paints for the Clyde to our friends, Messrs. Alexander, Fergusson & Co., of Glasgow. All manufacturers of exposed structural iron will find our tests interesting.

The list is too long to admit of special mention of our specialties in a single letter. We labor earnestly and unceasingly to produce, under every heading, thoroughly excellent goods, at the everyday low price of ordinary manufactures, and we invite our friends to continue their confidence, while we give the continued assurance of our best services.

THE CANADA PAINT CO. Ltd.

Auditor's Certificate.

"The sales books of The Canada Paint Co., Limited, for the month of May, 1895, as audited by me, show the number of packages of merchandise sold and delivered by them during that month to be (233,695) **two hundred and thirty-three thousand, six hundred and ninety-five.**"

(Signed) JOHN HYDE, Chartered Accountant.

SELLING SPORTING GOODS.

THE hardware trade is branching out in many directions that have not hitherto been covered, says The Stoves and Hardware Reporter. They have always handled revolvers, guns and fishing tackle and rods, but have been inclined to neglect such goods as tennis rackets and balls, baseball material and those goods that come under the general head of sporting. The bicycles provided the first step in the direction of sporting goods and every one knows how successful their introduction has been, or, if any one has not learned this fact it is because of his unwillingness to receive the information. And there are other goods in the same general line that promise proportionately profitable results if intelligently bought and given a favorable introduction.

There is hardly a doubt that almost every separate class of sporting goods will be handled in time by the hardware trade. The business is such that an exclusive store in this line cannot be successfully operated excepting in the larger cities and towns, so that a wide field is left open to the hardware dealer in those places where there is no store of the kind mentioned. The people of this country are now paying more attention to athletic sports of all kinds than has ever been known before. Bicycles naturally occupy the first place, as they effect a combination of utility and pleasure, and are more sought after for this reason, but there are other goods which present comparatively good opportunities to the selling trade and it is known that their use is surely extending. Every merchant has had an experience with new goods and may know that it is often difficult to introduce them. But sporting goods have a faculty of introducing themselves, after they have been bought with intelligence and displayed in a taking manner, or the purchasing public has been told where and how they can be obtained. They even have an advantage over the staples in this respect, inasmuch as many people will cater to their amusement, at times, when neglecting their more needed wants. That may not be a very favorable view to take of human nature, but it is nevertheless a fact, and the hardware trade can take it as a part of the grist that comes to the mill.

NEW COMPANIES.

Letters patent have been issued under the Companies Act increasing the capital of the Canada Switch Manufacturing Company from $100,000 to $200,000 ; incorporating the Perce Fishing Company, with $25,000 capital, and incorporating the Danville Asbestos and State Company, capital $250,000.

Notice is given of application for letters patent to incorporate the Stadacona Water, Light and Power Company, headquarters Montreal ; capital, $200,000. The applicants are : Louis H. Tache, advocate ; Joseph O. C. Mignault, Ernest Belanger, Edouard C. Amos, all three civil engineers, and Charles DeBellefeuille Macdonald, gentleman, all of the city of Montreal, all of whom are to be provisional directors of the company.

MINING CONVENTION PROGRAMME.

B. T. A. Bell, general secretary, has issued the syllabus of the proceedings of the united meeting of the members of the General Mining Association of the Province of Quebec, the Ontario Mining Institute, the Mining Society of Nova Scotia, and the Asbestos Club, to be held in the Chateau Frontenac, Quebec, on Thursday and Friday, the 27th and 28th of June. Among the papers to be presented are the following :— "The Development of Our Phosphate and Fertilizer Industries : Why They Should be Encouraged" :—(a) Phosphoric acid in agriculture, by Frank T. Shutt, chief chemist, Dominion Experimental Farm, Ottawa ; (b) Canada—a natural manufacturing centre for fertilizers, by Henry Wigglesworth, New York ; (c) phosphate's future, by Capt. Robt. C. Adams, Montreal. "Recent Improvements in, and the Application of, Electrical Machinery to Mining (illustrated)," by W. F. Dean, of the Canadian General Electric Company, Montreal. On Friday morning, leaving the Chauteau Frontenac at 10.30 there will be an excursion by caleche to the principal points of interest in and around historic Quebec. In the afternoon at 3 o'clock the members and their friends are invited by Carrier, Laine & Co., of Levis, to an excursion by special steamer, visiting the Chaudiere Falls, the Falls of Montmorenci, the dry dock, and the large engineering works of their firm. Any business or papers left over from the meeting on Thursday will be finished at an evening session in the Chauteau Frontenac at 8 o'clock. On Saturday morning the members will visit Roberval and Lake St. John, taking the Richelieu and Ontario boats at Chicoutimi on Tuesday for the Saguenay. Special rates have been secured on all railways and steamers, and the attendance promises to be large.

THE RAILWAY RESPONSIBLE.

We are glad to notice that, according to a recent Canadian court judgment, a railway can be held responsible for the baggage which it carries until the owner actually takes possession of it.

In April last a Mrs. Botterstoll, of Victoria, B.C., arrived in Sherbrooke, Que., with two trunks as baggage, which before leaving the station she saw safely stored by the company's agent. A few days later, when she came for her trunks, one of them was gone.

She forthwith entered suit for $202, the value of the missing box and contents. The Canadian Pacific Railway, defendants, pleaded (1) a general denial ; (2) that upon the arrival of plaintiff at Sherbrooke their liability as common carriers ceased ; (3) that the trunk had been stolen from the baggage room, and that they could not be held responsible, inasmuch as they had exercised due care in the storage thereof. The defence was over-ruled, and the plaintiff's suit allowed.

MAKING HIS MARK.

"I alwuz said John wuz a-goin' to make his mark in this worl'."

"What's he been a doin' of now?"

"Why, he's gone an' wrote a piece for the papers!"

"Do tell!"

"Hit's a fac'!"

"An' what does he say in it?"

"Well, the fust line says his name, in big letters, and the next says as how he's the best butcher in town, with his prices the lowest, and hanged if any of 'em kin sell cheaper 'n what he kin!"—Atlanta Constitution.



HORSE POKES

CLIMAX
IMPROVED I.X.L.
PEARSON NO. 2
DICTATOR
IMPROVED CHAMPION
MONTREAL
KRICK'S METALLIC

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants, 37 Front St. West, Toronto

The **Graham** Cut and Wire Nails are the best.

THE SCYTHE DISPUTE.

NO new feature in the dispute about the valuation of scythes by the Customs authorities has transpired since last week. Imports continue to be brought in, and the duty on the over-valued basis is paid under protest. It is supposed that the Department is contemplating action of some kind, although the importers, having put the case into legal hands, are pushing ahead along that line. The Department should act promptly in the matter, which is one of vital consequence to the hardware trade, since there is a principle at stake affecting every importer of goods.

It is the talk of the officials of the Department "that Mr. Hawthorne, the employe of the Canadian scythe monopoly, was forced upon Mr. Wallace, who, in a moment of weakness, consented to his appointment as a special 'special agent.'" Mr. Wallace now naturally hesitates to change the "Hawthorne tariff," though he has the sworn testimony of many disinterested business men that it is wrong. Probably the easier way out of the difficulty is for Mr. Wallace to do now as he has always done in other cases—send one of the trusted agents of his Department to the States to make a thorough and impartial investigation as to whether the importers or the Welland Vale Manufacturing Co.'s employe are correct. We are quite sure the importers, and the trade generally, will support Mr. Wallace in doing so. It will show he is anxious to arrive at a just decision.

W. Finlay, of Courtright, has been appointed a Customs officer, at a salary of $50 a month.

MOST DISGRACEFUL.

When Mr. Hawthorne, the employe of the Canadian scythe manufacturers, visited the United States manufacturers of these goods as the representative of the Dominion Government, some of the American manufacturers say he did not travel under the above name. It is the rule that all the special agents of the Government carry credentials to show who they are. Can it be that the Government in this case gave Mr. Hawthorne a credential under an assumed name? Mr. Hawthorne, no doubt, knew that on entering some factories in the States he would be thrown out if his real name were known. That the Government should thus assist an employe of one manufactory to spy into the secrets of a rival concern is most disgraceful.

PARIS GREEN

GOVERNMENT STANDARD

BERGER'S ENGLISH AND CANADIAN.

Sanderson Pearcy & Co.

61, 63 and 65 Adelaide Street West

TORONTO.

Now for EXCELSIOR

POTATO BUG KILLER

Sure Extermination. Nothing to Equal It.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West ***Toronto***

HAMILTON TRADE GOSSIP.

NOTHING specially new has developed in trade during the past week. The tendency of business is still towards more satisfactory conditions, but it is the upward movement of prices that is causing the broadest smile of satisfaction at the moment upon the faces of merchants and manufacturers. "It is only to be hoped that they will be maintained," remarked one metal man to me, who spoke as if he almost feared the present tendency of values was too good to be permanent. However, this very same man's eye of faith bids him have confidence.

The Ontario Tack Co. does not appear to have experienced any diminution in trade, as a result of last week's substantial advance in prices. "People are realizing that there is now no mistake in the upward tendency and they are anxious to buy in consequence," remarked a member of the firm.

The Gartshore Works, which resumed some weeks ago, is said to have a number of contracts on hand.

Leitch & Turnbull, the elevator manufacturers in Queen street, are, like most of Hamilton's factory men, busy just now. They have no particularly large contracts on hand, but they are doing a good general trade. "We are not only busier than we were a year ago, but more so than we have been for two years back," remarked one of the partners whom I was interrogating.

Although the green wire cloth season is supposed to be nearing its ebb, the demand last week with the B. Greening Wire Co. for this article was the largest in the history of the firm. "If the demand keeps up at its present rate much longer, there is going to be a shortage in green wire cloth," explained a member of the firm.

Business is still brisk with the Kay Electrical Works. Among the contracts they have just received is one for supplying 200 incandescent lights for the Barton Incline Railway, and the East End Electric Railway has placed with this firm its order for the electric appliances necessary to carry on its business. Orders for small motors have been received from Toronto and other outside places.

The Canada Screw Co. have just placed an order with the Gurney Scale Co. for a 50-ton track scale, at a cost of over $1,000. The scale has a 34-foot platform, and will be used for weighing material in lump, thus obviating the number of drafts hitherto necessary when weighing a carload of the same. In order to save both time and money a number of private companies are, I learn, putting track scales into their establishments.

The advance of 12½ per cent. in the price of horsenails found the dealers here with fairly good stocks on hand, for all which they are truly thankful. "Of course," ventured one jobber, "had we known prices were going to advance so soon you can depend upon it we would have seen to it that we had larger stocks than we now have."

The foundries here appear to be fairly well employed at the moment. One foundryman was heard to remark that he had not been so busy for a long time.

Prospects for local trade are particularly good just now; better, in fact, than they have been for some years. This is, of course, largely owing to the opening up of the Toronto, Hamilton & Buffalo Railway, the Hamilton, Grimsby & Beamsville Electric Railway, the Smelting Works, the proposed Radial road, and various other undertakings.

The rendezvous during the summer for Hamiltonians who can afford it is Burlington Beach. Last week quite a number of families moved their bag and baggage there. In consequence of this, Lucas, Steele & Bristol report that quite an increased local demand has developed for campers' supplies.

Payments have improved wonderfully within the last few weeks. "They were very poor this spring," remarked one wholesaler, "but they have lately shown a marked improvement, and may now be accounted fairly good." W. L. E.

ANOTHER ADVANCE IN HORSE NAILS.

The Horse Nail Association held a meeting this week and decided to make a further advance in prices. There were present the representatives of the Canada Horse Nail Co., Montreal Rolling Mills Co., Peck, Benny & Co., Montreal; James Pender & Co., St. John, N.B. The plan under which the association are now working seems to be a successful one, as they are able to fix and maintain prices. Previous to their organization the competition cut prices to a low basis. The present advance is part of the plan to gradually work them up to a profitable standard.

The association, in accordance with the decision come to at this meeting, has issued this circular to the trade :

We beg to inform you that the following prices, terms and discount for the sale of horse nails in Canada have been adopted by us, and shall take effect this day:

STANDARD LIST.

No.	1	2	3	4	5	6	7	8
Length	1½	1⅝	1¾	1⅞	2	2⅛	2¼	2⅜
Price	$1.50	1 00	.75	.50	.30	27	.24	.23

No.	9	10	11	12	13	14	15
Length	2½	2⅝	2¾	2⅞	3	3⅛	3¼
Price	.22	.22	.22	.22	.22	.22	.22

Trade discount: 55 per cent.

Terms: Four (4) months, net, or three (3) per cent. discount for prompt cash settlement in 30 days.

Delivered: F.o.b. Montreal.

The discount adopted represents, for the reasons given, only a moderate advance over the quotation of sixty (60) per cent. discount, which was adopted January 1st, and which has been in force until the present alteration.

To those who are familiar with the discounts in force, which prevailed for many years previous to 1889, when a forty (40) per cent. basis represented the average discount, the present price will appear as but a reasonable and justifiable advance toward a dividend-earning point. It is conceded by all the horse nail makers that since 1888 there have been no profits earned on the prices ruling since that year. One concern —the Dominion Horse Shoe Nail Co.—retired from the field last December, after endeavoring for some years to maintain a foothold in the market, which was already fully covered by the larger firms, then and now in business. The field in Canada proved too limited for the successful prosecution of a manufacturing business of this nature against brands which had an established reputation, and the proprietors of which were not disposed to relinquish the trade which they had without a struggle; hence the low and unprofitable discounts which prevailed during the period referred to.

The volume of trade in this article has also perceptibly decreased during the past few years, for which two main reasons may be assigned, viz.: First, the introduction of electric railways in the cities and towns throughout this continent, thereby displacing the use of horses, and therefore of horse shoe nails; second, the prevalence of the use of the bicycle.

With a limited and decreasing output, the cost of production increases in a corresponding ratio, and therefore the purchasers and consumers of horse shoe nails may, for the reasons stated, be prepared to accept our prediction as a reasonable one, that it is more likely that this article will advance further in value than that the abnormally low and unprofitable discounts shall be restored.

TURPENTINE POSITION.

Turpentine is reported much stronger in the south, and while at this writing it is still quoted at 43c. on the Toronto market, it is likely to advance to 45c. within a day or two.

Sanderson Pearcy & Co.'s advices from Savannah, Ga., say: The market looks to us to be in a very strong position. The stock in Savannah to-day at the close is only 9,500 barrels against 29,000 barrels at this time last year; the receipts since the first of April are 64,500 against 69,780, while the difference in price at the present day in Savannah is only 1¾c. per gallon. As the visible stock abroad is in about the same porportion short, it seems to us that the position speaks for itself and needs no comment. It certainly does not seem safe to count on lower prices. Yours, etc., Raymond, Judge & Co.



Cow Ties

OPEN RING
CLOSED RING and WALTON

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen.

Manufactured by

The B. Greening Wire Co., Ltd.

HAMILTON, ONT.

Write for catalogue

TRADE CHAT.

ACCORDING to a directory, the population of Winnipeg is 38,500, and the prediction is made that the population in 1898 will be 50,000.

A 6,000,000-foot gas well is reported to have been struck near Leamington.

The commercial treaty between Russia and Japan was signed on Tuesday.

One hundred and ten Canadians settled in Buffalo, N.Y., in May Their possessions are valued at $23,075.

One hundred and twenty-five tons of lead from Mexico passed New York last week, being shipped in bond to Canada.

The Mildmay Gazette says the local foundry is pushed with orders for threshers. It adds that industry is assuming large proportions.

S. W. McMichael, financial inspector of Customs at Toronto, has been promoted to be chief inspector of Customs for the Dominion.

The wire works, New Glasgow, N.S., are working overtime, to fill orders for woven wire fencing, picket wire fencing and spring mattresses.—Halifax Chronicle.

The Commercial Travelers' Association, of Winnipeg, has defeated the London Guarantee and Accident Co. in its suit to recover insurance on the life of a member who was frozen to death in a blizzard. The company urged that the policy did not cover death by freezing.

Chicago box factories alone should use 125,000,000 feet of lumber annually, and through the country at large the box business consumes more than any other one industry, unless it be the building trade.

In March last the employes of Leonard's foundry, London, Ont., submitted to a 10 per cent. reduction in wages. Last week a restoration of 5 per cent. was made. About 100 employes are affected by the order.

Munro Bros., New Glasgow, N.S., are so busy on orders that they have to run their works overtime. They turn out a large quantity of railway and farm fencing and other wire goods. What they do not make themselves they fill orders with American manufacturers' goods.

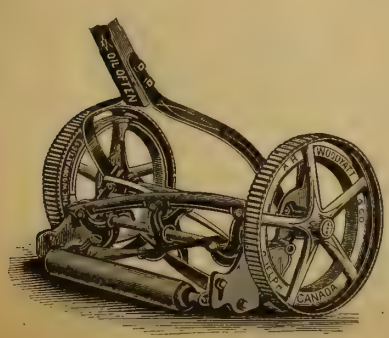
The Council of Sudbury have awarded to M. M. McCarthy, of Sherbrooke, Que., and W. H. Plummer, of Sault Ste. Marie, Ont. the contract for putting in a system of waterworks, sewerage and electric light in the town. The contractors take in payment $30,000 of debentures, payable in thirty years, and $10,000 of debentures payable in twenty years, at par.

W. H. Hunter, of Toronto, was arrested at Sundridge, Ont., on Saturday. A few weeks ago Hunter visited Sundridge and called a meeting of the farmers of the district. He claimed to be a lumberman and agreed to market all the forest produce of farmers who would guarantee to pay him a per capita rate of $2 per month for three months. About 70 farmers entered into the arrangement. Hunter succeeded in inducing the farmers to hand over to him 12 carloads of railroad ties, posts, etc., and these he shipped to Toronto, sold for cash, and, it is alleged, pocketed the proceeds.

Business is booming at the Canada Carriage Works. Every department is crowded with employes. The shipments of vehicles average about 65 daily, while on two days this week the number reached 200. An order has just been received from St. Kitts, West India Islands, for six buggies to be sent via Halifax. The company's output is now represented in almost every portion of the civilized world.—Brockville Times.

Sir Joseph Trutch, an English capitalist, has been in the Kootenay district, inspecting mining properties in which he is interested. While at Nelson, Sir Joseph let the contract for a tram line to be built for the Hall Mines Company, Ltd., from their mine on Toad Mountain (known as the Silver King) to the wharf. The distance to be covered by this tramway is about five miles, the mine being situated some 7,000 feet from the surface of the lake. This will greatly facilitate the handling of the ore, which is at present packed a distance of ten miles by road.

The Woodyatt Lawn Mower



Gives Every Satisfaction to Jobber, Dealer and User

Sold by all the Wholesale Trade

Manufactured by

A. R. WOODYATT & CO.

GUELPH, CANADA

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 14, 1895.

HARDWARE.

THE volume of trade in hardware is increasing materially, and makers of all staples are said to be booked along way ahead on many lines. This fact, coupled with the sharp advance in the cost of raw material, has been the main cause of the special meeting, held this and last week, at which important advances in prices resulted. Further changes this week have been made in horse nails, shot and wire nails. All lines rule active, demand for green wire cloth and screen doors and blinds being especially active, while stocks here are very light. Ice cream freezers have been another active line, and there has been a good demand for assortments of shelf goods also.

WIRE—Trade in wire has been active at the advance noted last week. The discount is 22½, with discounts, 60 days, or 2 per cent. off 30 days, and freight prepaid on 500 lbs. and over, with 18c. extra on spools lighter than 75 lbs. each.

ROPE—There has been a good demand for cordage. We quote: Sisal, 5¾ to 6c. for 7-16 and upwards, and 14 to 15c. for deep sea line. Pure Manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

CUT NAILS—A good trade is doing in these. Prices are unchanged. Base price is $2.10 per package for Montreal and Ontario points, freight charges prepaid on 10-keg lots to points where the freight does not exceed 25c. per 100 lbs., rebate of 10c. per keg on car lots.

WIRE NAILS—One of the manufacturers has reduced his discount to 75 and 10, and the others will follow suit, as a meeting is to be held this week to consider the matter. Orders from the jobbing trade are free.

HORSE NAILS—There has been a good demand for these, and they are also advanced in value, the discount now being 55 per cent., or an advance of 5 per cent. in prices.

TACKS—These have been actively enquired for, both from first and second hands. We quote: Discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

CLOTHES WRINGERS—There is a moderate demand for these.

CHURNS—Orders are for immediate wants and of small size.

WARE — Peerless ware is moving out freely.

LAWN MOWERS—There is an active demand for these.

GARDEN TOOLS—Enquiry for these has been well maintained.

ICE CREAM FREEZERS—These are one of the very active lines, a large volume of trade being done.

PLUMBERS' SUPPLIES—There is a moderately good demand for these.

CUTLERY—There has been a fair demand for assortments.

SPORTING GOODS—Ammunition has been in active demand, and shot is now higher, the discount being 17½ off the list instead of 20, an advance of 2½ per cent.

WIRE CLOTH, ETC.—All the houses report an active demand for wire cloth and screen doors and blinds. The stock of the latter has run down very low with all.

CEMENT—The cement market is firm with a higher tendency and stocks here are light. We quote: English, $1.90 to $2, and Belgian, $1.80 to $1.90.

FIREBRICKS—A good demand is noted for firebricks at steady prices. We quote $15 to $21 per 1,000.

METALS.

The general tendency in heavy iron and metals has been toward more firmness and prices are generally firmly held. Demand, however, has not picked up to any appreciable extent.

PIG IRON—There has been some fair business doing in pig iron. Scotch has sold at $18.75 ex wharf, but we quote $19 to $20 for Summerlee. Canadian has changed hands in round lots at $15.75 and we quote $15-75 to $16.25, and American is nominal at $18.

BAR IRON—The firmer feeling in bar iron last week is maintained, and prices if anything are firmer, for it is doubtful if $1.65 would be shaded except in the case of a good round lot, and we quote $1.65 to $1.70.

TIN PLATES—These have ruled rather quiet, with prices unchanged, at $2.60 to $3 for cokes, and $3.25 to $3.75 for charcoal.

TERNE PLATES—There is no change to report in these, and we quote prices at $5.75 to $6.25, as to grade.

CANADA PLATES—There is no great activity to note in these. Round lots have

Enamelled Ware
MADE IN CANADA
We are daily increasing our lines and gladly invite comparison in every way with any foreign goods—English, American or German. Order a sample lot and see for yourselves what Canada can do.
THE McCLARY MANUFACTURING CO.
London, Toronto, Montreal. Winnipeg, Vancouver.

been moved at $2 to $2.05, but we quote small lots $2.05 to $2.10.

SHEET IRON—There has been a good jobbing demand for sheet iron at $2.20.

IRON PIPE—Demand has been good at the advance noted last week. Discounts are 70 and 5 on block and 50 and 5 on galvanized.

INGOT TIN—Business is quiet and prices steady at 17½c.

LEAD—The feeling in this is very firm and it is doubtful if $3 could be shaded and we quote $3 to $3.25.

SPELTER—A quiet trade at steady prices, viz, $4.50 to $4 75.

SHEET ZINC—Prices on this are held firmer at $4 75.

ANTIMONY—No change to report. We quote 10c.

HOOPS AND BANDS—Some good sized lots of domestic have been moved at $1.90 and English at $2 and $2.10.

GALVANIZED SHEETS — There is no change to report in these. A fair business is doing in staple brands and sizes. We quote: No. 28 guage, $4.20 to $4.25.

COPPER—Quiet and steady at 10½c.

SHEET COPPER—Stocks of this are not large and prices are steady at 18 to 25c., as to grade.

PAINTS AND OILS.

The feeling in leads is very strong and prices point much higher in the near future. In fact, an advance is expected by the beginning of next week.

LEADS—There has been an active demand mand for lead. Manufacturers, in fact, have withdrawn all quotations on them this week.

LINSEED OIL—Cable advices on linseed oil continue firm, and prices are firmly held at 58c. for raw and 60c. for boiled.

SEAL OIL—The market here is getting bare of seal oil. We quote 40 to 45c.

COD OIL—There has been no change in this oil, which is quoted at 37½ to 40c.

CASTOR OIL—Frm at 6¼ to 7c.

SHELLAC—This continues strong in tendency.

PARIS GREEN—Prices on this have advanced 3c. since last week, and now range from 18 to 20c.

TURPENTINE—There has been no change in this. Prices are firmly held at 47c.

RESINS—A good trade is doing at steady prices. We quote: Resins $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

There is no change in glass. Cable advices, however, are firmer from abroad. We quote $1.15 to $1.20 for first break and $1.25 to $1.30 for second.

CHEMICALS AND DYESTUFFS.

There has been no material change in chemicals. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2. to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $70 to $75; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

Demand has been slow and prices are unchanged. We quote Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white 20c. in car lots and 21c. in small lots.

HIDES.

The hide market is firm. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 2 and 3. The receipts of calfskins are fair and values rule steady at 8c. Lambskins are firmer, and quoted 5c. higher at 25c. each. Clips have also ad-

Horse Fly Nets

Fly Exterminator "HOSMER'S"

Hosmer's Axle Grease

M. & L. SAMUEL, BENJAMIN & CO.

WHOLESALE HARDWARE MERCHANTS

ENGLISH HOUSE:

SAMUEL, SONS & BENJAMIN

164 Fenchurch St., London, E.C.

26-30 Front Street West

....Toronto

MONTREAL MARKETS—Continued

vanced 5c. to 15c. Sheepskins are firm at 75c. to $1 each.

WOOL.

The wool market is steady and unchanged. We quote: Greasy Cape, 13½ to 16c.; Canadian fleece, 19 to 22c.; B.A. scoured, 25 to 31c.; Canada pulled wool, 20 to 21½c. for supers and 23 to 26c. for extras; Northwest, 11 to 12c.; B.C., 9 to 11c.

ASHES.

The ashes market is quiet and steady. We quote: $4 10 for first pots, and $3.75 to $3.80 for seconds, and pearls, $5 65 per 100 lbs.

QUEBEC MARKET NOTES.

MONTREAL.

Dry lead in Great Britain has advanced 5 to 10s. during the past ten days.

Advances in horse-nails and shot of 5 and 2½ per cent. are referred to elsewhere.

Arrivals of cement this week are 5,200 casks English and 3,150 casks Belgian.

Mr. Brown, of the McClary Manufacturing Company, says that ice cream freezers are rushing this week.

Only one firm in St. Paul street holds any old seal oil at present. No quotations have been given on new crop yet.

Cables to Pilkington & Sons' Montreal branch state many orders cannot be filled owing to the strike in Belgium.

W. H. Cottingham & Co. are the holders of the best English Paris green. They have been doing a rushing trade during the past fortnight.

Mr. Hardy, of R. & T. Jenkins, secretaries of the different iron manufacturing associations, was registered at the Windsor this week.

Latest mail advices from Liverpool to Wm. McNally & Co. state the cement market there is much firmer. They have placed a round lot of 1,000 casks English this week at $1 90.

ONTARIO MARKETS.

TORONTO, June 14, 1895.

HARDWARE.

WHILE trade remains fair, it can hardly be said to be as brisk as it has been for some weeks past. The demand is principally for ordinary and barbed fence wire, wire nails, harvest tools, spades and shovels, window and door screens and general summer supplies. Quite a number of changes in prices have taken place, which will be noted below. In some lines manufacturers have withdrawn quotations.

WIRE—There is a strong demand for O. and A. wire, and barb is also going out more freely. Quotations on the latter have all been withdrawn, and jobbers are therefore not in a position to quote to-day.

ROPE—Business is fair at unchanged prices. We quote: Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—There is no change to note either in regard to volume of business or prices. Base price, $2 10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Have been going out more freely than at any time since April 1. Prices have been advanced by a meeting of manufacturers held at Montreal. The discount is now 75 and 10 per cent. and 75 and 5 on 1-lb. lots. This was quoted last week, but did not go into effect till June 12.

HORSE NAILS—There is very little change to note in the matter of business in this line, as at this season of the year there is never a great demand. The prices on the three brands are now at a discount of 55 per cent., which means an advance of 10 per cent.

TACKS—Trade is very good in tacks—covering general assortments. There is an advance in all lines of from 10 to 25 per cent. in prices. We quote discounts which show alterations: Leather carpet, 30 per cent; cut carpet blued, 50 per cent.; do., tinned, 57½ per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—Trade is picking up a little, and prices are as before—$27 to $27.50

CHURNS—Business is still of a sorting-up nature. Discounts from the factory are 70 per cent., and from stock 65 and 5 per cent.

WARE—Not much is doing in white ware, perhaps owing to the fact that stocks have been light. Peerless ware is strong, the demand being principally for kettles for preserving purposes.

LAWN MOWERS—Trade has fallen off considerably, most of the dealers having purchased early in the season.

RUBBER GARDEN HOSE—Jobbers are experiencing the same difficulty as before in procuring supplies of "Phœnix" and "Lion" brands. It is claimed the manufacturers are two weeks behind with their orders. Discounts: "Lion," 70 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE-CREAM FREEZERS—Are selling well at a discount of 60 per cent. for the "Gem."

PLUMBERS' SUPPLIES—There is quite a change for the better in this line, especially in country accounts. Not so much can be said for city trade.

CUTLERY—Trade is keeping fair, but there are no special features to note.

SPORTING GOODS—Quiet.

POULTRY NETTING—A fairly good demand, with low stocks, is reported. Discounts are still 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—Some large shipments have arrived this week, and more are expected. It is almost an impossibility to supply the demand for this class of goods. Dealers have been compelled to keep back orders, thus causing dissatisfaction to the retailers. We quote $3 40 to $4.15 for windows, and $9.88 for doors.

GREEN WIRE CLOTH — Trade is still pretty brisk. Price, $1.85 per 100 square feet; terms, 4 months, or 3 per cent. off 30 days.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

LEATHER BELTING—Still quiet. Discounts: "Extra," 45 per cent.; "Standard," 45, and No. 1, 55 per cent.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart

Beware of Worthless Imitations.



We also manufacture EMBOSSED STEEL CEILING.

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers
METALLIC ROOFING CO., LTD.
84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

The metal market is in a pretty good condition. The tendency of prices is upward, and in one or two cases manufacturers have withdrawn quotations.

The metal market is firm with a decided tendency upward.

PIG IRON—An advance of 50c. a ton on all lines since last week is noted.

BAR IRON—Remains strong at $1.70 to $1.75. Trade continues good.

SHEET STEEL—Trade is only fair in this line at unchanged prices. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24 $2.85; 26, $3 10.

SHEET IRON—The demand for black iron is good. Prices are as before at 5¼c. for 24 gauge in case lots.

PIG LEAD—At 5c. for ton lots and 3¼c. for small lots trade is rather active. The N. Y. Daily Metal Market Report for Wednesdays says: Private advices from the west indicate slightly easier values at primary points. London market is also 1s. 3d. lower, and there are sellers here of spot at 3.30, also of June and July deliveries. Buyers at 3 25 and 3 27½. At the moment the market is featureless, there being but very little demand from consumers.

LEAD PIPE—Trade is improving nicely without any change in prices. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

SHOT—Has advanced, the discount now being 17½, instead of 20 per cent., as formerly.

GALVANIZED IRON—Trade is quite lively in this article now, both in booking orders for shipment from stock, and for import. Prices rule at about $4 for Gordon Crown and Queen's Head brands, 28 gauge, but on large quantities some shading is done.

INGOT COPPER—The advance noted last week is maintained, but trade is still quiet. Eleven cents is quoted for ton lots, and 11¼c. for small lots.

INGOT TIN—While trade is fair, a slight reduction in prices has taken place. Ton lots bring 17c., and small lots 17½c.

IRON PIPE—Jobbers are not naming any prices, simply because they are not in a position to do so. All quotations have been withdrawn by the manufacturers, and no new ones have yet been fixed.

SHEATHING COPPER—Unchanged, at 15½ to 16c. for turned and 14 to 14½c. for plain. The New York Daily Metal Market Report says: There is no alteration in the copper market, except that lower offers are being made by brokers representing the copper mining interest on 'Change. Lake copper for all deliveries was offered at 10.60, with 10.25 best bid. Casting copper remains unchanged from 9 90 to 10c. The closing quotation in London shows an advance of 2s. 6d. from the opening. Market closed steady after sales of 1,100 tons.

SHEET BRASS—Trade is active at 20 to 30c. per lb.

SHEET ZINC—Trade continues fairly brisk for small lots. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Trade remains fair at unchanged prices. We quote: Domestic—Galvanized, 30 gal., $5.75; 35 gal., $6 75; 40 gal., $7.75; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade seems fairly satisfactory, and stocks are low in fair qualities of charcoal brands. There is not a great deal doing in coke finish. Import orders are being freely booked for ordinary charcoal and big grades. We quote: Coke, 14 to 20 gauge, $3; for sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.25 to $3.50.

The N. Y. Daily Metal Market Report has this to say about the tin situation on Wedday: London market unchanged and steady this morning at £62 and closed at an advance of 7s. 6d. for spot and 7s. 6d. for futures after sales of about 200 tons.

Bid prices here on open 'Change were reduced to 13½ cents, but offerings were light and nothing below 13 85. The tone on open 'Change was firmer than at yesterday's close, as a re-action from the steady decline which we have had since the market was 15 cents is now due. Coupled with this change is to be noted a slightly increased demand from consumers, caused doubtless by the lower prices now prevailing.

The market closed firmer at the following bid and asked prices:

	BID.	ASKED.
Spot	13.90	14.00
June	13 95	14 00
July	13 95	14.00
August	13 95	14 00
September	13.30	14 00

SOIL PIPE—Quiet. We quote: 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—Demand is light. Stocks are complete and prices unchanged at $6 for "I.C."

HOOPS AND BANDS—While a fair business is being done the base price is held at $2 25.

ZINC SPELTER—Domestic is being held higher at 3½ to 3¾c. in small lots; imported, 4 to 4¼c.

The N. Y. Daily Metal Market Report of Wednesday says: A slightly easier feeling is to be noted, with offers outside of the Exchange at 3.65c, of one or two prime brands from store. Buyers at 3⅝c. London values show also a decline to £14 12s. 6d.

CANADA PLATES—Shipments from stock are exceedingly light, except in the lighter sheets. The principal business now being done is in the import line for fall delivery. We quote the maintained prices: Half-polished, $2.25 to $2.35 according to quantity; 60-sheet boxes, 10c. per box advance; 75-sheet boxes, 25c. advance over 52's; 20 x 28, $2.50.

SOLDER—Continues in good demand at unchanged prices.

ANTIMONY—Continues quiet and featureless at 10 to 10½c. per lb.

GLASS.

There is not much glass moving. A good many import orders are still undelivered on account of the strikes in Belgium. Plate is quiet, and fancy about the same.

PAINTS AND OILS.

The markets have a general upward tendency, and in some lines the manufacturers have altogether withdrawn quotations.

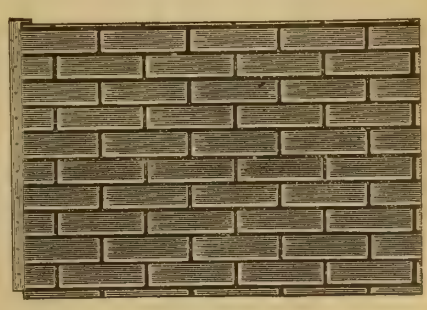
WHITE LEAD—The demand seems to be greater than the supply, and all the makers are short. The larger manufacturers have withdrawn quotations, and those who are offering any will not sell at less than ¼c. advance. We quote: Domestic (when obtainable), 4¼c. per lb.; English, 5¾ to 6c.

PUTTY—There is not much movement in this article, and prices are unchanged, viz.: $1.75 to $1.85 for bladders in barrels, and $2.25 in cases.

PARIS GREEN—Manufacturers and jobbers are conferring with a view to putting the wholesale price up to 30c. per lb. This may occur within a few days, but, meantime, quotations still run from 18 to 22c.

PREPARED PAINTS—Are firmer, $1 still being quoted for pure. It is likely that the

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

MARKETS—Continued

price will advance, in sympathy with the rising figures for linseed oil.

LINSEED OIL—Is firmer and higher both in England and here. Prices have gone up locally about 4c. a gallon, and they may advance still more, as it is now learned that some Canadian crushers have no seed left, and will not accept orders at any price. We quote 57c. for raw and 60c. for boiled, f.o.b. Toronto.

TURPENTINE—Has risen ¾c. in the south, and is very firm at that. Forty three cents is still quoted here, but a couple of days should see an advance to 45c.

CASTOR OIL—Still quoted at 6¼ to 7c. per lb.

VARNISH—Is still quiet, but it is thought manufacturers may advance prices in sympathy with the increased cost of linseed oil.

OLD MATERIAL.

Trade is pretty fair. Metals are a little weaker, but no changes in quotations are to note. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 40c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 5½ to 6c.; light scrap brass, 3 to 3½c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1½ to 1¾c.; scrap rubber, 4 to 4 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.; borings and turnings, 5c.; old rubber, $3.50 per 100 lbs.

SEEDS.

The season is practically over, and no trade is being done. The jobbers' prices quoted are merely nominal. We quote: Red clover, $6.15 to $6.50; alsike, $4.20 to $6; timothy, $2.90 to $3.50 per bushel

SALT.

Trade is brisk at unaltered prices. We quote: Barrels, 85c., ; coarse sacks, 58c.; fine sacks, 60c.; dairy, $1.25; rock, $9.

HIDES, SKINS, WOOL AND TALLOW

HIDES—With an active demand, and stocks fairly light, prices are still for greens: 8c. for No. 1 and 7c. for No. 2.

SHEEPSKINS—Sheepskins bring $1 to $1.25, lambskins 25c., and shearlings 15c.

CALFSKINS—Unchanged. We quote 8c. for No. 1 and 6c. for No. 2.

TALLOW—Still dull. Jobbers give 5 to 5½c., and sell ½c. higher.

WOOL—Dealers are paying 19 to 20c. for farmers' lots, and the demand is active. Local competition seems to be the trouble, as prices in England are the same as last year, and woolen goods are as dull as ever.

PETROLEUM.

Trade is very good considering the season. A good trade is being done in lubricating oils for farmers' purposes. We quote, in 1 to 10 bbl.lots, imperial gallon, Toronto: Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

ONTARIO MARKET NOTES.

TORONTO.

A. E. Bottum, of Bobcaygeon, was in the city Thursday.

The McClary Manufacturing Co. have just received a carload of "Mrs. Potts" irons.

The McClary Manufacturing Co. report that their business daily exceeds the trade they did last year at this time.

The Toronto Steel Clad Bath and Metal Co. say they can hardly keep up with their orders. They work while other people take holidays.

Samuel, Benjamin & Co. are expecting a second shipment of screen doors and windows this week. This will make ten carloads of these articles handled by this firm this season.

A. H. Symonds, manufacturers' agent, has moved into his new office and sample room, at the corner of King and Yonge streets, where he carries a complete set of cutlery and shelf hardware samples. He is the Canadian representative of the following well-known English firms: Messrs. George Butler & Co., Ltd., James Chesterman & Co., Ltd, Robert Sorby & Sons, Ltd., Sheffield; Acton & Borman, London; Henry Rogers, Sons & Co., Wolverhampton (for the Province of Ontario), and others. Mr. Symonds will be pleased to receive a call from his friends when they visit Toronto, and all communications addressed 71 Yonge street will receive his prompt attention.

UNITED STATES MARKETS.

NEW YORK, June 14, 1895.

PIG TIN—Prices weakened slightly and business, compared with that of Saturday, was insignificant. The speculative pulse, in fact, was low and the general surroundings quite the reverse of being stimulating. Out-of-town trade and sales to consumers were only fair. Prices were invariably low, or about 14.10 to 14.15c. ex store. The transactions recorded on 'Change included 15 tons, June delivery, at 14.02½c.

Arrivals yesterday were 100 tons at New York and 50 tons at Baltimore, making a total of 850 tons thus far this month.

COPPER—Orders were only fair in number, and, aside from some that were in hand last week and left open, they were generally for moderate quantities of the metal. The offering is still reserved, however, and, as far as could be learned, the mining companies are standing out firmly for full former prices. The figures generally quoted were 10¾c. for Lake Superior, 10½c. for electrolytic and 10¼c. for good casting stock.

PIG LEAD—Demand was rather slack. The offering was light also and no change whatever was discernable in the attitude of buyers or sellers. In the absence of business prices were quoted on the basis of 3.30c. here for soft western, early shipment. London cable quoted £10 10s for soft Spanish.

SPELTER—Transactions here were on a very moderate scale and the demand was light also, with only single carloads asked for. Prices remain firm at 3.75c. for ordinary western and the offering is very moderate. London cables quoted £14 15s for good merchant brands.

ANTIMONY—There is about the usual jobbing business and prices remain steady at 8c to 8½c. for Cookson's, 7⅛c. to 7¼c. for Hallett's and 6⅞c. to 7c. for Japanese, from store.

TIN PLATE—There was a fair trade all told and the market showed quite steady tone, with prices throughout about the same as they were last week.

IRON AND STEEL—No new transactions of striking importance were reported, but general report as to business passing and under treaty was cheerful. Prices remain almost stationary, and the tendency, where there is any toward fluctuation, seems to be towards a higher plane.

DOUBLING THEIR CAPACITY.

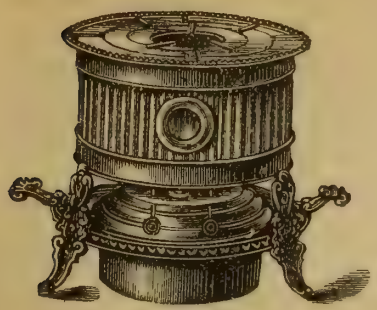
The Metallic Roofing Company, of Toronto, are putting in their factory new machinery that will double their capacity. They will have it in by the end of the month, when they will make an attempt to catch up with their orders. They announce that, notwithstanding the fact that they have now no less than five competitors in the field, their business was never so large as now. They don't cut their prices, but aim always at keeping up the quality of their goods. So many orders have come in that they five weeks ago called in all their travelers off the road.

Among the recent contracts secured by them is one for the covering of the G. T. R. elevator at the foot of Brock street, Toronto, with corrugated steel.

ADVANCE IN LEADS.

Last week this journal predicted an advance in white lead, and the rise has already transpired. The demand is proving greater than the supply, and most of the makers are short in their stocks. The larger manufacturers have withdrawn all quotations, and those who are offering at all have advanced their prices ¼c. per lb.

The advance is the result of the high figure at which dry white lead is held, and dry white lead, like its kindred materials, red lead, orange mineral and vermilion, are very firm, because of the strength of blue pig lead.



GERMAN

OIL STOVES

German American and
French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.

THE THOS. DAVIDSON MFG. CO. LTD.

MONTREAL

IMPORTANT ADDENDA.

THE following important changes in current prices, news of which was received too late for insertion in our regular "Prices Current" table, have occurred :

TIN.

Lamb and Flag, 56 and 28 lb. ingots, per lb.....17 to 17½c.
Straits.....17 to 17½c.

IRON AND STEEL.

Common bar, per 100 lbs., base price..$1.75
Band, " " " .. 2.25
Hoop, " " " .. 2.25

IRON PIPE.

Wrought is withdrawn.

COPPER.

English B.S., ton lots (ingot)...11 to 11¼c.
Lake Superior.....11 to 11¼c.
Boiler and T. K. Pitts, plain tinned, per lb.....20c.
Spun.....24c.

SHOT.

Canadian common, 17½ per cent. dis.

BUTTS.

Cast iron, loose pin, 65 to 70 per cent. dis.

Wrought steel, fast joint, 70 and 10 to 70, 10 and 5 dis.

Wrought steel, loose pins, 70 and 10 to 70, 10 and 5 dis.

HINGES.

Screw hook and hinge, 6 to 10 in., per lb., 4c.

Screw hook, 12 in. up, per lb., 3c.

HORSE NAILS.

Canadian, 55 per cent. dis.

KNIVES.

Clauss, bread, cake and paring knives, $7 doz. sets net to 10 per cent.

NAILS.

Wire nails, 75 and 10 per cent.

Brads and moulding nails in 1 lb. papers, 75 and 5 per cent.

RAKES.

Wood, 20 per cent. dis.

RIVETS AND BURRS.

Tinned and black rivets, 55 per cent.

Burrs, iron, 50 and 5 per cent.

SCREENS.

Door, per doz., $9 88.

STAPLES.

Fence, galvanized, per lb., withdrawn.

TACKS, BRADS, ETC.

Leather, carpet, 30 per cent.

Cut, carpet, blued, gimp., dis., 50 per cent.

Cut, carpet, blued, tinned, dis., 50 per cent.

Copper nails, dis., 50 per cent.

Clout nails, dis., 50 to 55 per cent.

Trunk nails, dis., 50 to 55 per cent.

Gimp tacks, dis., 35 per cent.

Shoe finders' tacks, 40 per cent.

Shoe nails, Hungarian nails, etc., 35 per cent.

WIRE.

Annealed, annealed and oiled, galvanized, 22½ per cent. dis.

Bright, coppered steel, and spring, 22½ per cent. dis.

F.o.b. Montreal, Toronto or Hamilton.

WIRE FENCING.

Galvanized, 2-barb, 2½ and 5 inches apart, withdrawn.

Galvanized, 4-barb, 4 to 6 inches apart, withdrawn.

Galvanized, plain twist, all delivered.

WHITE LEAD.

Pure, Association guarantee, ground in oil, 25-lb. irons, $4 50 per cwt.

LINSEED OIL.

Raw, per gal., in barrels, 57c.
Boiled, per gal., in barrels, 60c.

Quite a large amount of crockery and china has been found at the bottom of Ashbridge's Bay, Toronto. Over $100 worth has been recovered so far, and the water will be further dragged. The suspicion is entertained by the police that this stuff was stolen from one of the large wholesale warehouses shortly before one of the disastrous fires in January last.

Barb Wire Fencing
Truss-Cable Fencing
Plain Twist Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.
Orders filled the same day as received.

FURNITURE MAKERS.

THE regular quarterly meeting of the Canadian Furniture Manufacturers' Association was held at the Palmer House, Toronto, on June 11. There were present: E. F. R. Zoellner, president, Mount Forest; J. R. Shaw, secretary and solicitor, Toronto; J. S. Knechtel, treasurer, Hanover; B. Hibner, W. Simpson, H. Krug, Berlin; L. Hahn, New Hamburg; J. Siemon, Wiarton; S. Snyder, Waterloo; J. S. Anthes, Berlin; J. Baird, Plattsville; Chas. Pease, Toronto, and O. G. Anderson, Walkerton.

The question of the Dominion Bankruptcy Act came up for discussion, and a resolution was passed au horizing the president and secretary to petition the Commons and Senate for the passage of sound bankruptcy laws this session. The association favors the Insolvency Bill now before Parliament.

A deputation from the Canadian Retail Furniture Association was received, consisting of President Hoodless, Hamilton, and Messrs. Trott, Collingwood; Wishart, Rogers and Coryell, Toronto; Clegg, Peterboro', and Duncan, Brantford. The delegation submitted a list of grievances which they thought it in the power of the manufacturers to remove. They stated that their organization extended from Halifax to Vancouver, and that they had it in their power to force their demands unless they were freely granted.

Among other things they asked were these: (1) That the manufacturers stop the practice of furnishing at retail prices hotels and other large concerns; (2) that fixed uniform regulations concerning discounts and trade terms be made; (3) that the manufacturers should not compromise with insolvents without taking into consideration the effect of such compromises upon the solvent trade.

The manufacturers, after considering these demands, have resolved to notifiy the retailers that they are willing to grant most of the requests made, if the retailers will take it into their own hands to regulate the discounts and trade terms. The manufacturers claim that so far they have been unable to do this themselves, and that the only possible remedy lies in the taking of a firm, united stand by the retailers. A joint meeting of the executives of both associations will probably be held shortly to decide upon some action. The annual meeting of the manufacturers will be held in Toronto in September.

STEEL RAILS TO ADVANCE.

The Philadelphia Bulletin of the American Iron and Steel Association, the organ of the iron and steel manufacturers of the United States, in its issue of June 10 says that an advance will soon be made in the prices of steel rails. Notwithstanding the fact that in 1894 there was a great decline in the price of all other kinds of iron and steel, Bessemer steel rails of standard weights remained at $24 per ton throughout the entire year. Bessemer pig iron, steel billets, finished bars, etc., fell in price during the year from $1 to $3 per ton, but steel rails remain at the same figure regardless of the decline in other prices.

In January of the present year the price of rails was reduced from $24 to $22 per ton, and the latter figure has ruled since the first of the year. The old price of $24 will probably be restored.

INCREASED TRAFFIC.

IN ANOTHER column appears an article from The Canada Bookseller and Stationer taking the ground that an improved condition of trade is indicated by the increased railway and steamboat traffic of the season. The N. Y. Journal of Commerce follows the same line and substantiates its assertions by interviews with leading officials of the chief transportation companies. The article is reproduced in full:

Agents of the various transatlantic steamship lines were conversed with at their offices yesterday regarding the demand for cabin accommodation and the steerage and freight traffic. In every instance they reported cabin business in a very satisfactory condition, and in the majority of cases in excess of 1892, which has been recorded as the banner year. As regards the outward steerage traffic agents stated that it was good.

Mr. James Wright, vice-president of the American Line, said: "First and second cabin business is very good, in fact, we have had to refuse one hundred people seeking accommodations to-day. This season exceeds anything in the past. Steerage business is good, too, and our steamers have all they can do to accommodate this traffic, but freights are poorer than they have ever been before."

The heads of the several departments of the White Star Line stated that the line's cabin business was satisfacfory and equal to 1892. If the steamers of the company were larger a great many more passengers would be accommodated that are applying for berths. As it is, upwards of thirty first cabin bookings had to be refused yesterday, and all steamers are full up to July 15. According to one official it would take double the service to accommodate everybody.

Mr. Winter, of the North German Lloyd Line, said that bookings up to the middle of next month compare favorably with previous seasons, and that many people had to be refused. The steerage traffic of the line is in excellent shape, but freights are poor.

M. Forget, agent of the French Line, answered: "Our cabins are crowded, and business generally is in excess of last season, and about equal to the good season of 1892. Steerage business is fair, but freights are poor. La Gascogne, which was to have sailed from Havre last Saturday, was taken out of commission, and La Normandie took her place. It was decided by the officers of the company that it would be better to give the machinery of La Gascogne a thorough overhauling and to put in a shaft that would stand the strain of the increased steam pressure of the new boilers."

Mr. Floyd, of the Cunard Line, replied: "We are doing a better first and second cabin business than in a considerable period, and everything is pretty well taken up to July 15. Steerage business is all that could be desired, but I must say freights are exceedingly poor."

The agent of the Netherlands-American Line said: "Our first and second cabin business is very satisfactory; it is much heavier than during any season within the past five years, but steerage traffic is not all that is desired." The freight agent of the line stated that the results of the import freight trade were considerably better than they were at this stage of the season last year, but that export freights were practically at a standstill. He stated further that the steamship business was not in an entirely satisfactory condition yet, but if the growing corn furnishes a good crop there will be a brisk export movement after September.

PARIS GREEN.

Since the first form of this journal went to press a movement among the manufacturers and jobbers of "green" has come to light which calls for special attention.

It was learned to-day that these controllers of the situation are conferring with a view to putting the wholesale price of green up to 30c. per lb., which would mean an advance of about 30 per cent. in Toronto.

The manufacturers and jobbers argue that stocks are short; that the prospects for a big crop of potato bugs are excellent, and that taking all things together they would be fully warranted in advancing prices.

Of course, at this date the advance has not actually been made, but as a pointer to the trade these particulars of the movement among the producers and big dealers are given.

MORE ADVANCES.

Linseed oil has advanced in England, and a rise of 4c. a gallon on the Toronto market within the last couple of days is also noted.

It is stated that the Canadian crushers have no seed left, and many of them are refusing altogether to accept orders for oil. The prospect is, therefore, that present prices will not only be maintained, but will be advanced still further in the near future.

The effect of this state of the market on other commodities into the composition of which linseed oil largely enters, naturally comes under consideration. Prepared paints, for instance, are very likely to go higher shortly.

Another article in which an advance is looked for speedily is turpentine. Prices have improved in the south, and as stocks there are reported comparatively small, 45c. may be looked for on the Toronto market within a couple of days, instead of 43c. as now.

REGULAR HALIFAX LETTER.

HALIFAX, June 14.

JUNE is never a busy month with the hardware trade in Halifax, and the present is no exception to the rule. The fitting out of vessels and lobster factories has ceased, and with the exception of the city retail trade there is very little doing.

While prices in most lines have advanced in the English and Canadian markets, the figures of two months ago are still quoted here. This is due to the dulness of trade and the large stocks on hand. Dealers, however, look for an early advance all round, which is likely to take place at any moment.

There was an interesting meeting of the Halifax Hardware Association on Tuesday night.

The absorbing item of interest with the trade just now is the letting of the contract for the erection of the new drill hall. The Halifax tenderers were: M. E. Keefe, J. McInnis & Son, Brookfield & Co., and Rhodes, Curry & Co. The contract has gone to James Askwith, Ottawa, for a stone building, at $195,000, just $1,000 lower than Mr. Keefe. Mr. Brookfield informed me that the specification was a very rigid one, and that he had figured on a very small margin. His tender was $252,000 Another unsuccessful tenderer told me that the advance in iron alone since the tenders were sent in would make a difference of $4,000, there being about 100 tons of iron-work on the building.

D. G. Whidden, formerly of Antigonish, and latterly manager of the P. Walsh Hardware Company, this city, has opened a general hardware store, retail, at 107 Barrington street.

Augustus Hermans, one of the oldest and best known plumbers of Charlottetown, died on the 9th inst. He was 70 years of age.

James D. McDonald, of Port Marien, C.B., has invented a car coupler, which he has had patented. He is now on his way to the Thousand Islands, to place it before the association, which meets there.

TAUNTON

ELECTRIC LIGHT INSPECTION.

An Order-in Council has been passed at Ottawa defining that for the purpose of carrying out the Electric Light Inspection Act of last year the inspection divisions shall be co-terminous with the Inland Revenue divisions. All incandescent lamps must have marked thereon the voltage, candle-power, and every contractor must forward to the Department of Inland Revenue a sample of each description of incandescent lamps supplied to him by purchasers. The fee established for the verification of electric light meters and for other tests made under the Electric Light Inspection Act runs from 75 cents for a 10-empere meter to $3.50 for a 100-ampere meter; for each certificate of illuminating power, 75 cents; for each certificate of voltage at the purchaser's terminals, $1.05; for each certificate of tests for insulation, $1.50. An additional fee of 50 cents will be collected in the case of meters which from their construction can only be verified in situ. The annual registration fee for companies is fixed at $25.

THE ADVANCE IN WIRE.

The advance of 2½ per cent. in plain wire last week includes galvanized, coppered, coppered spring, bright, and, in fact, all kinds of wire, except tinned, brass and copper.

Crop reports have been received from nearly every station on the Canadian Pacific main and branch lines from Red Deer to Rocky Mountains. The verdict is unanimous that the crops were never so far advanced at this date in any previous year, and prospects for an early and abundant harvest prevail throughout the whole of Manitoba and the Northwest Territories, where cereals are grown. At Rosser, crops never were better; Marquette, well advanced; Reaburn, never better; Poplar Point, three weeks ahead; High Bluff, equal to last year; Portage la Prairie, never better; Burnside, good. Like reports come from Bagot, McGregor, Austin, Sidney and elsewhere.

Handsomely Ornamented

OXFORD

Quick Working

Gas Stoves and Ranges

WITH OUR 1895 IMPROVEMENTS

ARE UNEQUALLED



Immense Water Heaters.

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

Send for Illustrated Catalogue and Price List

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

PRESIDENT Joseph Lamarche, of the Montreal Master Plumbers' Association, is recovering from the effects of the fracture of his leg, which he sustained some weeks ago.

* * *

THE CANADIAN DELEGATE.

Mr. John Date, vice-president of the Montreal Master Plumbers' Association, is now in Philadelphia attending the annual national convention of American Master Plumbers' Associations, as delegate from Canada.

* * *

A SEASONABLE SUGGESTION.

People too often leave the sanitary improvements necessary in their houses over till late in the season, both to the inconvenience of themselves and the plumbers. Mr. J. W. Hughes, a leading sanitary plumber in Montreal, has addressed to his customers a small printed slip with the following pointed questions: "Are your house drains in order? Has the plumbing been recently inspected? Is the furnace ready for next winter? When the family is away is the proper time to have such matters attended to."

* * *

A MONTREAL MOVEMENT.

At the last meeting of the Montreal Master Plumbers' Association a question of great interest to that body was discussed. A petition is now before the civic authorities asking the suspension or wiping out of that clause in the Montreal health by-law compelling the use of iron drain pipes inside houses. The best sanitary experts among the plumbers are strongly opposed to the change, and are going to make a strenuous fight against it. They have enlisted the sympathy of the Architects' Association and the Citizens' Sanitary Association, and will oppose the granting of the petition by the health authorities. The clause has only been in operation a year, having been passed June 4, 1894. The petitioners complain, for one thing, that iron pipes are not lasting enough. Questioned on this point, Mr. Hughes, one of the principal authorities on sanitary plumbing in Montreal, said to HARDWARE AND METAL: "I have been 35 years in this work, and I never came across an iron pipe which had rusted away by use for this purpose. The fact is, plumbers would get a great deal more to do if iron pipes were not employed inside houses, so selfish interest is not at the root of our opposition."

* * *

EXPOSED PLUMBING.

In The Metal Worker appears this article by Samuel Heins, an authority on exposed plumbing: The leakage of water pipe behind decorated walls and fine ceilings is a sufficient argument against encasing or covering service pipes. The repairs are generally costly, and entail the additional services of the carpenter and decorator. Pipes in casings or placed in walls or partitions as they pass from floor to floor provide especially inviting runways for rats, mice and vermin of all kinds. Nests are built in these places, and pieces of paper, rags and food are carried into them so that they eventually become filthy. The casings or wall pockets, as the case may be, act as ventilating shafts, and distribute the odors from the kitchen and cellar to other parts of the building. In the performance of this work they are faithful and impartial. The hollow walls and floors which are universal in the American system of construction greatly assist in this work.

If any accident occurs in an exposed system, the point at which the break takes place can be reached at once and repairs easily made. The quality of the exposed plumbing work gains materially because the plumber takes pride in putting up work that is creditable to his workmanship when it is to be on continual exhibition. Exposed pipes may be passed through floors without having a large opening; and the space around the pipes can be made perfectly tight, so that the passage of odors is cut off completely. This is a great gain, and the runways for rats, mice and vermin are entirely done away with. These pests can then be exterminated. This is practically impossible in houses where casings protect them and afford perfect breeding places. Cut off these free passages to all parts of the house and they prefer more congenial quarters, where rapid transit is provided and fields for colonization are unlimited.

The appearance of the cast iron pipes may be often made to harmonize with the decorative features of the room. The body of the pipe shows very well when covered with a very dark bluish gray scarcely removed from black. Bands of silver bronze around the hubs and other points on the pipe relieve the monotony, or the whole pipe can be finished in two or three shades of bronze. Lead and wrought iron pipe may receive a similar treatment. If galvanized iron pipe is used, and it is clean and bright in appearance, a coat of varnish is all that is needed. Lead pipe never looks handsomer than when carefully polished and varnished, so as to preserve its brightness. There is no difficulty when a little ingenuity is used in making the decoration of the exposed pipes quite effective.

* * *

THERE'LL BE NO PLUMBERS THERE.

Here's something from The Plumbers' Trade Journal:

FIRST SPASM.

During a late cold snap the fires of hell went out; the imp on guard his satanic majesty awoke, and told him that all the pipes in his domain had frozen up and broke.

SECOND SPASM.

"Call a plumber," said His Majesty, "from among our mighty crowd, and have the pipes repaired, and remove his earthly shroud; for his work we will knight him, he's the only one we dread. Give him all he wants to drink, and see that he's well fed.

THIRD SPASM.

The imp he scooted about all hell and hustled the subjects around pell-mell; until back to His Majesty sadly he went and reported the message his subjects had sent: "We have hunted and might hunt all summer, as we find that in hell there is nary a plumber."

Cheer up, Brother Plumb, we may catch hell on earth; but, as you see, we're not in it later on.

P.S.—The above is vouched for by a printer's devil who was sent there after copy and "pi."

GLUE IS FIRM.

During the past few days glue has advanced 10 per cent. in price in the American market. The advance is in sympathy with the high figures being paid for hides. So far on the Toronto market the price of glue has not risen, but it is very firm, and an advance is looked for any day.

BINDER TWINE.

The binder twine season is just opening, and manufacturers and jobbers are receiving a few enquiries from outside points. As yet, however, very little business has been done. In fact, the merchants and farmers throughout the country seem to be following a waiting policy. At present it is difficult for them to tell how much twine they will want, for this all depends upon the state of the weather for the next few weeks. Unless it rain soon the straw of this year's grain crop will be short, and the amount of twine required will be correspondingly small. Advices say the American market is demoralized, but this will not affect the Canadian market except as regards inferior brands. Central Prison pure manilla, which is a standard Canadian line, is selling to the farmer at 7¼c. per pound, or to the dealer who takes ten tons or more at from 6½ to 6¾c.

The twine is gradually getting more and more into the hardware trade. Dealers in implements are naturally the largest handlers of twine, but the two lines are often associated, and in localities where implement stores are not found the trade goes directly to the hardware dealers.

During the active season this journal will keep in touch with the market on this article, and will keep its readers posted on all movements along the line.

Binder Twine

TWINE SPECIALTIES: Blue Ribbon, Maple Leaf, Beaver, Red Cap, and the only satisfactory low priced twine.

DICK, RIDOUT & CO. Manufacturers, TORONTO

A $5,000 HARDWARE STOCK.

THE following is an essay that took first prize some time ago in a contest gotten up by a contemporary :

If I had $5,000 and wished to start a hardware store, how would I divide up the stock? The first question that would arise in my mind would be : "Where am I at?" Hardware stores, so far as the stock is concerned, differ materially as to the sections of country in which they are located, having different customs and different habits to which to cater, verifying the old saw, "one man's meat is another man's poison." Where, in one section of country—and I have known it to occur where they were almost contiguous—a man would not take, as a gift, a pair of loose pin butts wherewith to hang a door, he requiring loose joint, another in the next section would have nothing but loose pin. So much in having a little foresight in buying my butt hinges.

However, having studied my locality and ascertained whether I was in one of our leading cities where the sign, "Hardware," meant that and nothing more, or whether I was in a small village where the word had no meaning, I would proceed to figure out the percentage of each essential and necessary department of my intended stock. I would divide my stock into four general departments :

1st—Mechanical and Edge Tools.
2d—Builders' Hardware.
3d—Cutlery.
4th—Miscellaneous or General Hardware.

I would allow 20 per cent. of my capital to the first department, consisting, as it does, of the necessary tools for the artisan to work with, whether he be engaged in digging a ditch or making a model for a steam engine. I should allow 25 per cent. for my builders' hardware department, as that would contain all the hardware that people use in the construction of their houses and in and about them. Ten per cent. of my capital I would invest in cutlery, as that is about the percentage it bears to a hardware stock. Lastly, I would devote 35 per cent. of my capital to that wonderful line of goods denominated miscellaneous, which includes anything and everything that anybody may want and which they can find nowhere except at hardware stores.

Thus far we have accounted for 90 per cent. of our capital, and here we stop to enter into details, reserving 10 per cent. as a bank account. The reason is obvious. Until one is thoroughly started he does not appreciate the necessity of that little 10 per cent., in order to meet the demands of his customers for peculiar articles. For instance, if located in a seaport town, cordage, blocks, etc., will form no small part of the stock ; if in the North, lumbering and ice tools will take precedence ; while "out West" miners' tools are as staple as nails.

The foregoing is but a general outline of a stock of that value. To enter into minute particulars would weary us all, as what business is there that consists of so many different kinds of metals from which they are made, so many different kinds of finishes put upon them, so many different sizes of every kind and every metal? I do not think Philadelphia lawyers are in it with us.

Were one settled in the heart of a woodworking section, undoubtedly he would have to allow more of his capital for his edge tool department, and would probably find it advantageous to put in a small stock of woodworking machinery. Were he in a new country, building up, his builders' hardware department would have to receive the addition ; and, again, as I noticed in my early experience, the principal stock carried by hardware merchants in the Lone Star State was guns and pistols, while in the North, fishing tackle forms quite an item. Excluding these extremes, I should proceed thus, taking for example my cutlery department :

Cutlery, 10 per cent.	Pocket knives.....	$125	$450.
	Table cutlery... ...	125	
	Spoons and forks ...	50	
	Scissors.	20	
	Shears	30	
	Butcher knives, etc...	100	

Reserving 10 per cent. of my allowance for any particular style or pattern of any of the above articles to purchase same, as we always have to cater to particular tastes and fancies.

Taking up mechanics' and edge tools, I would proceed in the same way. Starting with saws, I go down the line of files, chisels and gouges, bits and braces, rules, levels, planes, axes, hatchets and hammers, picks, etc., giving to each its just due of my capital. It is when you reach the miscellaneous department that the rub comes in, unless, indeed, you have grown old in the same business, and in the same city, town or village. After the item of nails, in all their various kinds and shapes, has been passed and gone through, come the legitimate articles of hardware, such as sandpaper, glue, shovels, rakes, hoes, forks, currycombs, corkscrews, etc., etc.

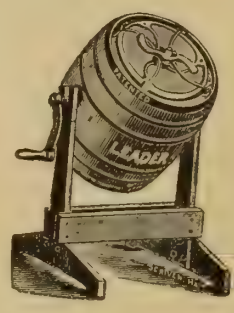
It will not require much time to decide which is more profitable as a stock, revolvers or scythes. Let the general or special store take care of the housefurnishing department, as far as possible ; as, while there is generally a good profit made on such wares, the dead stock at the end of a season will more than eat it up. "Learn to crawl before you walk" is a trite old saying, and I would stick to staple articles until my experience proved that I might attempt to incorporate a few of the many things of so-called hardware into my stock.

I do not think it possible for any man to buy a stock of hardware exactly as he may have figured it out on paper, but I think the foregoing is about what I should do to dispose of some other fellow's $5,000.

ENFORCING EARLY CLOSING.

The Winnipeg Retailers' Association are experiencing considerable difficulty in enforcing the early closing by-law which the City Council at their instigation some time since enacted. A week ago Simon Ripstein refused to comply with the regulations, and the police, urged on by the association, sought to force him to close his store. The attempt failing, Ripstein was charged next day in the Police Court with an infraction of the by-laws, and the magistrate fined him $10 and costs. The defendant says he will test the validity of the law in a higher court.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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HAMILTON, ONTARIO
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Pure Lead
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Oil Stains
Varnishes
ARE AHEAD



"BUILD TO-DAY THEN, STRONG AND SURE, WITH A FIRM AND AMPLE BASE." —Longfellow.

DO YOU?
WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

BUSINESS CHANGES.

THERE is a dearth of business troubles this week, owing to a more active circulation, induced by higher prices for domestic products.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

A. Lemieux, general merchant, of L'Islet, Que., has compromised at the popular figure of 40c.

That officious person, the sheriff, has taken possession of the general stock of Geo. Tapp, of Barachois de Malbaie, Que.

E. W. Bickle & Co., general merchants, at Wellington, B.C., are asking for a longer time than usual to pay their claims.

A. A. McDonald, general merchant, at Plake's Station, P.E.I., is offering the magnificent sum of 25c. on the dollar.

P. Slaven & Co., general merchants, have assigned to John Ferguson, Toronto.

Chas. May, general merchant, Dunnville, has assigned to A. White.

G. W. Robinson & Son, bicycle manufacturers, Kingston, are in trouble. A. Chown is liquidating the business.

The Victoria Railway and Lighting Co., of Victoria, B.C., is liquidating, owing to unfavorable circumstances.

Creed & Small are Montreal plumbers. They got into deep water recently, and now John Creed has compromised with the firm's creditors at 40 cents cash.

SALES MADE AND PENDING.

Among those who have sold out is T. Sturrock, general merchant, Laggan, Ont.

Wm. Stratton, general store, Frankville, has sold out to B. Crate.

H. D. Bibby, Kingston, has sold out to E. B. Loucks.

CHANGES.

Bergan, Peter & Co., general merchants, Gretna, Man., is the name and address of a brand new firm.

R. F. Anderson & Co., hardware merchants, New Westminster, have satisfied a chattel mortgage of $20,000. This is a good move and should be emulated by some other dealers who have these nasty things around their premises.

The Bennett & Wright Co., Toronto, have obtained a charter. This firm are well-known plumbers.

POSTMEN ON WHEELS.

A Washington despatch says: Modern appliances for hastening work are being rapidly adopted by the Postoffice Department. In addition to the wide use being made of trolley cars in various cities, the Department is encouraging the use of the bicycle by individual carriers, both in delivering and collecting mails, wherever the condition of the streets and roads makes it probable that a saving of time will be effected. Scarcely a day passes without requests being received from one or more postmasters that the carriers attached to their office be permitted to use bicycles, and to retain as an offset to the cost the car fares now given to them. In every case the Department declines to permit the diversion of the car fares for the purpose stated, but agrees to grant a certain sum, ranging from $2 to $3 per month, to each carrier to be applied to repairs for his wheel.

HIS MOTHER MADE HIM.

A successful merchant, not long ago, says Trade Magazine, paid a short visit to his native town, a thriving little place, and while there he was questioned by his friends on the generalsubject of success in life.

"But I don't know that I have anything to say except that industry and honesty win the race," he answered.

"Your very example would be inspiring, if you would tell the story of your life," said an acquaintance. "Are you not a self-made man?"

"I don't know about that."

"Why, I've heard all about your early struggles. You went into business with Mr. Blank, when you were about seventeen years old ——"

"So I did, so I did. But my mother got me the place, and while I was there she did all my washing and mending, saw that I had something to eat, and when I got discouraged, told me to cheer up and remember tears were for babies."

"While you were working for Mr. Blank, you studied at night and educated yourself, ——"

"Oh, no, not at all. My mother heard my lessons every night, and made me spell long words every night while she did her work. I remember, one night, I got so discouraged, I dashed my writing book into the fire, and she burned her hands in pulling it out."

"Well, it was certainly true, wasn't it, that as soon as you were able to run about you bought some fruit and began to sell it at the railroad station?"

The successful merchant's eyes twinkled and grew moist over the fun and pathos of some old recollections.

"Yes," he said slowly, that was the way I first began to be a business man, and I should like to tell you a story connected with that time. Perhaps that might do someone good to hear it. The second lot of apples I bought for sale were specked and wormy. I had been cheated by the men of whom I had bought them, and I could not afford the loss. The night after I discovered they were unfit to eat, I crept down to the cellar and filled my basket as usual.

"'They look very well on the outside,' I thought, 'and perhaps none of the people who buy them will ever come this way again. I'll sell them, and as soon as they are gone I'll get some sound ones.'

"Mother was singing about the kitchen as I came up the cellar stairs. I hoped to get out of the house without discussing the subject of unsound fruit, but in the twinkling of an eye she had seen and was upon me.

"'Ned,' she said in her clear voice, 'what are you going to do with those specked apples?'

"'Se—sell them,' stammered I, ashamed to advance.

"'Then you'll be a cheat, and I shall be ashamed to call you my son,' she said promptly. 'Oh, to think that you could dream of such a thing as that!' Then she cried and I cried, and I've never been tempted to cheat since. I have succeeded because I had energy and industry, and I have always acted on the square, not only with my employer and patrons, but with myself. That's the hardest part of the battle to learn. No, my friends, I have nothing particular to say about my early struggles, but I wish you'd remind your boys and girls that their mothers are doing far more for them than they do for themselves. Tell them, too, to pray that their mothers may live long enough to enjoy some of the prosperity they have won for their children, for mine didn't."

Tears glistened in his eyes as he walked away.

TO MAKE BICYCLES.

It is said that the Massey-Harris Co., of Toronto, are going extensively into the manufacture of bicycles. In fact W. F. Johnston and Joseph N. Shenstone, two of that company's leading officers, are, it is stated, at present in the United States for the purpose of buying plant to equip their new factory, which they propose to shortly erect.

WINNIPEG WANTS A TANNERY.

The Winnipeg Board of Trade is endeavoring to have a tannery established in that city. Secretary Charles N. Bell has sent out the following circular calling attention to the matter:

The city has a population of 38,000, and supplies, largely, the goods consumed between the Red River and the Rocky Mountains; and in this vast area there is not any tannery which attempts to meet beyond a small fraction of the demand for leather. The hide inspector at Winnipeg estimates that about 50,000 cattle hides were exported last year and sold in the United States, Eastern Canada and Great Britain. Practically all the leather, boots and shoes, harness and saddlery and other leather goods distributed from Winnipeg are first imported from Eastern Canadian and foreign markets, indicating the extent of a market for the products of an extensive tanning establishment if located in Winnipeg. Investigation will show that any surplus leather produced could be exported at a profit. While tanning would have to be done by extracts of bark or other concentrates, there are no climatic causes to adversely affect tanning operations, as is demonstrated by the operations of the one or two small tanneries now existing.

The capital of the Prairie Province from the above recital would seem to be just the place to establish a successful tannery.

THE WROUGHT IRON RANGE COMPANY.

IN our issue of April 6th last, an article appeared entitled "Peddlers of Stoves," which contained unfavorable comments upon the business methods of the Wrought Iron Range Company, of Toronto, and referred also to the American company of the same name, of which the Toronto company is a branch.

This article contained a clipping from an American paper, and a copy of a letter purporting to be written by a purchaser of a range from this company, which appeared to us to justify the comments contained in the article, which, however, were most unjust in fact as applied to the business methods of this company, as we have been convinced by subsequent and careful enquiry.

The Wrought Iron Range Company having complained of the publication of the article in question, we have taken great pains to enquire into their business methods and have communicated with others who, as we are informed, had occasion to make similar enquiries. We find that the publications in the United States, as well as in Canada, have published withdrawals of somewhat similar charges, and that the facts referred to in the article copied from The American Artisan arose entirely out of the dishonesty of some agent of the American company, for which the company was not responsible, but they nevertheless appear to have assumed the whole loss caused by his dishonesty, to their various customers.

As it appeared possible that the agents of the Canadian company might have been guilty of similar dishonest practices in Ontario, we examined the business methods of the Toronto company, and we feel compelled to state that the interests of their customers are amply protected.

We have been furnished by the company with copies of the agreements and promissory notes which customers are asked to sign.

The promissory note is a simple form, in which the name of the Wrought Iron Range Company is printed in large type, and the amount to be paid is printed both in figures and in letters, in such a way that it is quite impossible to alter or raise the note in any way without the forgery becoming at once apparent.

The agreement which is taken from each customer contains upon its face, in addition to the agreement printed in our article of April 6th, a guarantee of the range for one year, the company agreeing to supply free of charge any parts which may give way within that time, with an express stipulation that no agent of the company is authorized to alter or erase any of the conditions in any way. Upon the back of this agreement is printed in red ink a further warning that the agent is not authorized to sell a range upon any other conditions than those contained in this agreement.

We are informed by the company that this agreement is signed in duplicate, one part being given to the customer and that they under no circumstances receive the promissory note above referred to from the agent unless it is accompanied by the duplicate agreement.

Having satisfied ourselves that the article in question, although published by us in good faith at the time, was in fact unjust (to a reputable manufacturing firm), we regret that we were led by a mistaken view of the facts to publish it and take pleasure in doing justice to them by publishing this explanation.

THE STRONGEST LIFTING POWER.

A good character for integrity, for truthfulness, for fairness, is the strongest lifting force that any young man can carry in and through his business life. I do not mean to say that dishonesty and trickery never lead to wealth. They do. The Psalmist found that out, and our observation of the fact is larger than his. But the natural and ordinary fruit of vice and fraud is failure even by the money test. The criminal is not always revealed before the fact or caught after it, but the pawnbroker gets the stolen jewel for a trifle, and the thief becomes a fearsome fugitive. The man who earns a watch by honest toil can wear it, but the man who steals one must beat out its identity and sell it for old gold.

Such is the law of ill-gotten wealth, whether the ill getting be by statutory larceny or by means not morally different, but just outside the definition. If you want to get the full use of your money, the comfort of it, then be careful that no tainted money gets into your till. No man can live happily without the esteem of good men, and this esteem is not builded upon pillars of coin, however much it may sometimes seem to be. There is more good in a moderate accumulation than in great riches—more time for good thoughts and good company, for wife and child, and neighbor, and for God. The highest places are peaks, walking is dangerous and observation intrusive.

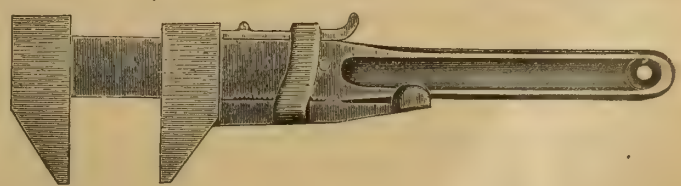
Let fidelity be your watchword; however simple the task, let it be done with scrupulous faithfulness; however small the trust, let there be no default. Settle it now, as an inflexible purpose, that you will never for one moment use for your own purpose one cent of another man's money in your keeping, without his knowledge and consent however desperate your need or however certain it may seem to you that you can speedily restore the money. The temptation to take without any purpose to return is gross; but the temptation to use for a little while and then return is a doorway full of sublety and danger, "and many there be who go in thereat."

A cheerful face and spirit have a large commercial estimation. The man who mumbles, protests over his work, will not survive the first reduction of the force.

To make one's self the most valuable man in the shop, or store, or office, or on the road, is the best assurance of permanency and of advancement. If you have a way to make in life the place to begin is where you stand. If it happens to be rock excavation there, don't run forward to find a softer place—it is waste of time. Life is not a railroad that can be surveyed from end to end before construction begins. What is not within your reach is clearly not this day's task for you. Aim high, but have regard to the range of your gun. And above all, my young friends, do not forget that the man whose plans take account of every hour of life, except the supreme hour, is unspeakably foolish.—Ex-President Harrison.

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THE CHEAPENING OF PIG IRON.

THE Iron Age has taken the subject of the reduction in cost of pig iron up and presented an interesting comparison of furnaces in blast during the past seventeen years.

Of the anthracite furnaces in blast July 1, 1878, the average capacity was 203 gross tons; seven years later it had risen to 352 tons and on the first of May, this year, it was 623 tons. It was due to the introduction of coke into anthracite furnaces, and for that reason a fair test of the improvement in process is to be obtained from the statistics of the coke furnace. The average capacity of all the coke furnaces in blast at the three dates was as follows: 1878, 221; 1885, 477; 1895, 1,105. This general average is lowered each year to some extent by the smaller furnaces in Alabama, where the ratio of improvement, however, has been as great as in other parts of the country. In the Pittsburg district the average capacity has increased from 569 to 1,717 tons; in the Mahoning Valley from 281 to 1,256 tons; in Illinois from 312 to 695 tons and in Alabama from 175 to 1,057 tons. In Illinois and Alabama the increase has been more than five-fold. In Pittsburg it is now nearly eight times as great as it was in the country generally in 1878.

The increase of capacity has really been greater than these figures, for at the earlier date the capacity given was based upon the best estimates obtainable, while now the capacity reported is based upon actual production over considerable periods of time, In short, we are comparing the actual capacity at the present time with that estimated in 1878.

We are making more iron per dollar invested in the plant, says The Iron Age, the efficiency for labor has been improved, and "fuel consumption per ton of product is much less than it was." This we conjectured to be the case from the removal of the Johnson Steel Company from a point very near the coal to a point on the lake shore more convenient to the ore. A different explanation was offered by an officer of the company, who attributed the change of location to the fact that it was now possible to get all the iron out of the ore, but that there was still a great waste in the consumption of coal. We suggested at the time that the explanation did not explain; that the more waste there was in the fuel the more reason there was for doing smelting near the fuel supply in order to pay freight on as little useless material as possible. The removal of steel works from Johnstown to Cleveland looked to us like the result of a decided improvement in the economical use of fuel, though it remains true that there is great waste of fuel even in the best systems of combustion. Now we have the positive assurance of The Iron Age that a great reduction in the amount of fuel consumed per ton of iron produced is one of the recent events in the iron industry. But in addition to these improved and cheapened processes, the production of more iron per unit of time, capital, labor and material, the iron masters are making better iron. "Those furnaces which are running on foundry metal are producing a large percentage of the more salable grades, and those plants which are turning out the raw material for the puddle mill and the steel works have greatly aided those branches by making for them just what is wanted and doing it regularly."

In view of these facts, is the reduction in the price of pig iron and of every variety of manufactured iron and steel to be attributed to a change in the coinage laws? If in addition to this cheapening of the process of making pig iron we take account also of the effect of the Mesabi iron deposits on the price of ore, and the reduction in lake freights incident to the employment of larger vessels and the improvements in rolling mills and other manufacturing plants, the question will occur whether the prices of iron and steel are not being held above their natural level. But without going into this question it is apparent to all that the cheapening of iron and steel, permitting their use for many purposes for which they used to be too expensive, is of immense gain to the country, and that it has been accomplished by a natural healthy and prosperous industrial growth.—Journal of Commerce.

CONCERNING PRICES.

N. Y. Journal of Commerce: We are indebted to Mr. J. M. Swank, secretary of the Iron and Steel Association, for his always valuable statistical report. In speaking of the decline of prices, Mr. Swank says: "We can see no reason to change our previously expressed opinion that the principal cause is to be found in the world's capacity to produce more food, clothing, carpets, iron and steel and other articles of necessity than the world can consume." To be quite correct it seems to us that this should be amplified a little. The producing capacity has outstripped the capacity of the world to consume at the prices of former years. With a sufficient reduction in prices consumption keeps pace pretty well with production, and the reduced costs of production permit the reduction of prices. The revival of business this spring he attributes to the success up to date of the bond syndicate in stopping the outflow of gold and the immunity from danger to the commercial world afforded by the adjournment of Congress. He then says: "This country has heroically adapted itself to the severe industrial conditions which were ushered in by the change in the National Administration over two years ago. Prices and wages have both been reduced." The severe industrial conditions were ushered in when the depletion of the Treasury gold, which had been going on for a couple of years, reached what was commonly apprehended to be the danger line. Prices and wages had been reduced at the time Mr. Swank wrote, but it was also true that wheat, meat and cotton were decidedly rising at the time he wrote, and to a very material extent wages had been advanced. More marked advances in prices and wages have occurred since the report was written.

RICH GOLD VEIN FOUND.

A press dispatch from Rat Portage says: Dr. S. S. Scovil and J. R. Bunn are the owners of the richest gold discovery in this district, and have just secured their patent for the same. By saying it is the richest find I do not merely make the statement in a general way with the intentions of booming their property, as it is one of those claims that requires nothing of that sort to show the richness of the vein. It is called the Mikado mine, and is situated close to Ash Rapids, on the Lake of the Woods, and is within twenty-four miles of Rat Portage. The vein is exposed by nature five feet wide and one hundred feet long, and the vein cuts at right angles through the granite rocks. It has every appearance of being a true fissure vein. The mine was found by an Indian, and he brought in samples of rock taken off the surface, and it is these samples Dr. Scovil showed me. The Indian was not posted by any means, and only picked up pieces that he could knock off with his hatchet in a general way, and the samples could not be said to have been picked ones by any means. Each piece out of some several dozen all showed gold studded throughout, and in the majority of cases as large as grains of wheat. So apparent is gold to the naked eye that as yet the doctor has not had any assay made of pieces that appeared plentifully supplied with the precious metal, but one assay was made of a piece of surface rock that to the naked eye had no appearance of containing gold, and the result of the assay turned out $1,235 gold and $125 silver to the ton. No such samples as these have ever been brought in from any mining location, either in the Lake of the Woods or Seine River.

BECOMING AN IRON CENTRE.

New Glasgow, Nova Scotia, is becoming the iron centre of Canada. With her cheap coal, her rail and water freights, her pushing business men, she has made great progress, yet she has only made a beginning. To-day there is being erected a great grain elevator and flour mill, and it is proposed to bring down grain from the lakes and send up a return cargo of steel, iron, stoves furnaces, woven wire and wire goods. Eighty per cent. of these latter goods are sold west of Quebec.

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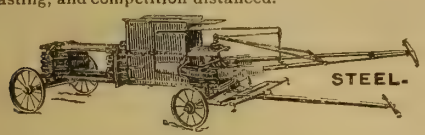
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SIGNS OF THE TIMES.

CANADA BOOKSELLER AND STATIONER.

The amount of patronage enjoyed by the transportation companies is, as a rule, fairly indicative of the prosperity or otherwise of the people. If the traffic on the railway and steamship lines is small, it is likely that the condition of trade and commerce is not very good; but if, on the other hand, the big railroads and ocean vessels are carrying lots of freight and a good many passengers, it may fairly be deduced that money is not very tight.

Taking this as a test, we have another proof of the correctness of the assertion maintained for some time past by THE CANADA BOOKSELLER AND STATIONER to the effect that times are improving. Enquiries among the leading Toronto transportation agents elicit the information that both freight and passenger traffic are picking up wonderfully on the chief railway lines.

But we have to examine into the condition of business with the trans-Atlantic steamship companies ere we obtain a real indication of how things are going; and here we are met with the startling statement that never since 1876 have the ocean liners experienced so much difficulty in handling their human freights. Local agents of the New York lines say that almost every berth on all the vessels leaving that port up to the middle of July are already taken up, and a somewhat similar state of affairs exists in regard to the boats which leave the St. Lawrence. It is, moreover, learned that both outward and inward bound ships are carrying more freight than for some time past.

These are signs of the times.

A LIGHT WHEEL INCIDENT.

Manufacturers of bicycles are earnestly engaged in solving the problem of lightness in the making of their wares. Every effort is being made to strip the steel horse of all useless incumbrances. No doubt that they are succeeding with surprising results, as a little incident that happened on Main street hill this morning will attest. A young man, riding a very light, slim machine, rolled down the grade at a smart clip, much to the consternation of the pedestrians who were crossing the street. On reaching Front street he attempted to cross the car tracks, when the rear frame of the bicycle snapped in twain. The unfortunate rider was propelled to the ground with such force that he was dazed. A passing car caught the remains of the bicycle and carried them up the hill. The rider was considerably bruised and shaken up, but sustained no serious injury. The wheel he was riding was a 19-lb. machine; but it is safe to say that he will hereafter confine himself to a 28-lb. wheel, even if he can't make such good time and pose as a "scorcher."—Rochester Union Advertiser.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



Our Triumph and Bolt Snaps take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

P. D. Dods & Co. - Montreal.

188 and 190 McGill St.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, June 14, 1895

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag -		
56 and 28 lb. ingots, per lb.	0 16½	0 17
Straits	0 16½	0 17

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.		
I.C	....	5 25
I.X	....	6 50
I.X.X	....	7 70
Raven & P. D. Grades.		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

NOTE. Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J. G. Grade		
I.C., 20x28, 112 sheets	6 50	6 75
I.X., Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base	Price,
Common Bar, per 100 lbs	....		1 65
Refined " "	....	2 35	2 65
Horse Shoe "	....	2 60	2 75
Band " "	....	2 10	2 20
Hoop " "	....	2 10	2 20
Swedish " "	....	4 00	4 25
Sleigh Shoe Steel "	....	....	2 50
Tire Steel		3 00	3 25
Machinery		2 75	3 00
Cast Steel, per lb		0 10	0 14
Russian Sheet, per lb		0 10½	0 11
Tank Plates, 1-5 and thicker.		2 00	2 25
Boiler Rivets		4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, 70 to 70 and 5 p. c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams Mars' Best and Queen's Head	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05¼
Gordon Crown -		
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04½	0 04¾
28 "	0 04¾	0 05

NOTE. Cheaper grades about ¼ cent per pound less.

Chain

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper

Ingot.

English B. S., ton lots	....	0 10
Lake Superior	....	0 10

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 14½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 19
Spun, per lb	....	0 23

Wire.

Pure, in coils		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	0 23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead

Imported Pig, per lb	0 03	0 03¼
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE. Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE. Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc guarantee, ground in oil, 25 lb. irons	$4 25
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 22	0 22
" " 100 lb. drums	0 18	0 18
Burnt Sienna, pure, per lb	....	0 08½
" Umber, " "	....	0 05
do. pure	....	0 08
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 12
" " lemon pure, 8 lb. tins, per lb	....	0 19
Chrome Greens, pure, per lb	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 54
Boiled, per gal	0 56	0 57

Turpentine.

(In bbls,)

5-Barrel lots	....	0 44
1 " "	....	0 45

Castor Oil.

Best, per lb	0 06¼	0 07¼

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	....	0 09

Liquid Glue F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 20 per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 20

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 35 and 40 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis. 70, 10, 5 to 75 per cent.
Tire, dis. 60 to 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 70 to 70 and 10 per cent.

Boring Machines.

Complete, with augers, each .. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 65 to 70 and 5 to 65 and 5 p. c.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 75 per cent.
Loose Pins, dis. 70 and 10 to 75 per cent.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 to 70 and 5 per cent.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... 0 03⅞ 0 04
12 in. up, per lb..... 0 02⅞ 0 03
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc., dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 60 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett.
Hay knives, spear point, L or T handle, 52½ p.c. dis.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern

Basis—50 to 60 dy	2 10
40 dy	2 15
30 dy	2 20
20, 16, and 12 dy	2 25
10 dy	2 30
8 and 9 dy	2 35
6 and 7 dy	2 50

2. American pattern only—

From 4 to 5 dy	2 60
3 dy (lath)	3 0

3. Canada pattern only—

From 4 to 5 dy	2 60
3 dy (lath)	3 10
3 dy, A.P. fine	3 70

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75, 10, and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75, 10, and 5 per cent. from new list, and in 1-lb. papers 75 and 10 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto)	0 14	0 15
Carbon safety "	0 17	0 18
Canada w. w. "	0 20	0 22
American w. w. "	0 00	0 25
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis 40 p.c.	37½ to	
Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	0 01¾	0 01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 50 per cent.
Iron " dis. 55 and 10 per cent.
Tinned and black rivets, 55 and 10 per cent.
Burrs, iron, 50 and 10 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	8¼
¼, 5-16, ⅜ in	6	8¾
Cotton	11	12
Russia Deep Sea	12¾	13½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per ft	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.

S. & D., 35 to 40 per cent.		
Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Champion Scale Co., Gurney and B. S. & M. selling agents, 60 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	10 75

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinish, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 26

WROUGHT SPIKES.

Discount, 20 to 25 p.c.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized, per lb	0 02⅞	0 03⅛

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz	1 75	
No. 1 stove paste, per gross	9 00	
No. 2 " "	4 80	

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
Cut carpet, blued, dis. 45 p.c.
" tinned, dis. 45 p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 5

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 15 to 35 per cent. discount.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.
Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized, 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 per cent. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	2 87½
Galvanized, 4 barb, 4 and 6 inches apart	2 87½
Galvanized, plain twist, all delv'd	2 87½
"Lock Barb," 4 point	2 87½
" Glidden, 2 point	2 87½
Galvanized Barb, "Lyman," 2 to 4 points	0 04½
Steel Staples	2 87½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	2

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All grades, plain, polished, and nickel plated. See our samples and prices before placing orders.

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BUTCHER KNIVES
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Farriers' and Shoe Knives

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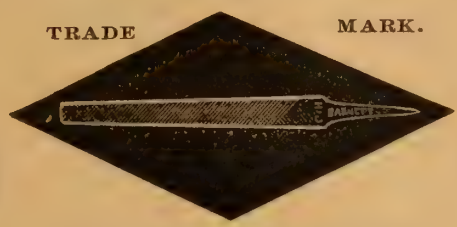


You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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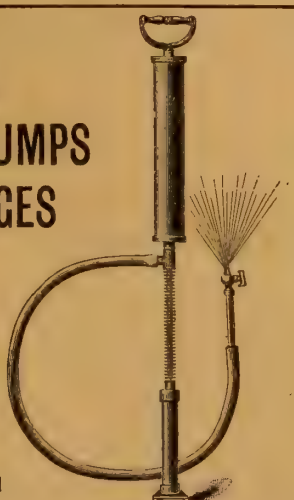
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Great American Cross-cut Sawfiles.
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Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

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"AN ARC THAT IS AN ARC."

THIS SPRINKLER is instantaneously changed from a Circular to an Arc Sprinkler by simply moving the small screw on the outside of disk to the opposite side of slot.

By moving screw back a circular spray is again obtained. The Arc is made as represented by cut, in brass, handsomely finished and nickel plated.

Made for ¾-inch hose attachment.

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"Maltese Cross," "Extra Quality," (Black or White), "Kinkproof," (Wire Bound), "Antimony," (Red), "Lion," "King," "Leader," "Fairy," (Cotton).

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MACHINE-MADE, AND HAND-MADE

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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, JUNE 22, 1895. No. 25.

MAGNOLIA METAL

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

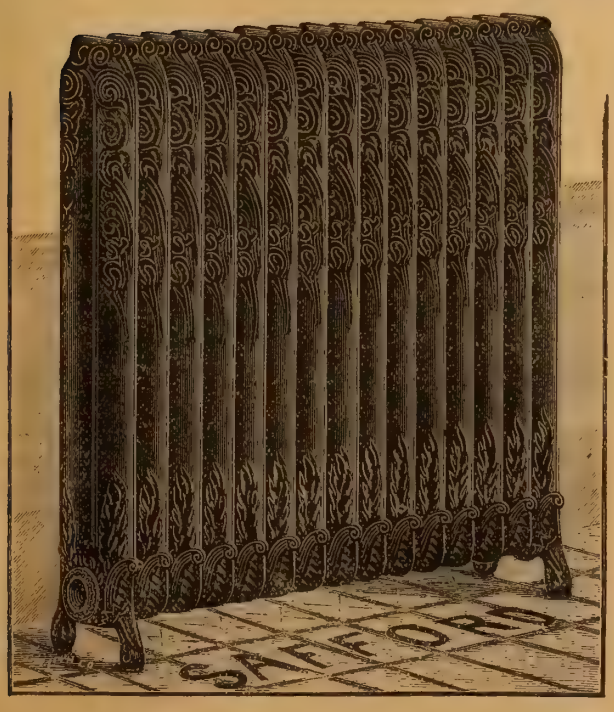
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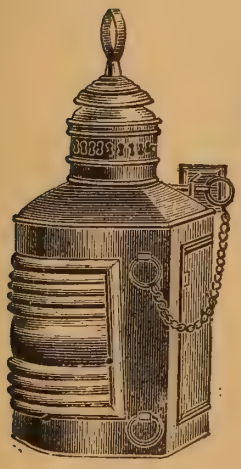
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LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE

OF ALL KINDS.

RICE LEWIS & SON, Ltd. - - Toronto.

Copper Tea Kettles

WITH BOOTH'S PATENT HANDLE



Heaviest, Strongest and Best Kettle Made

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THE BOOTH COPPER CO.

Coppersmiths and Metal Spinners

TORONTO ONTARIO

OIL STOVES

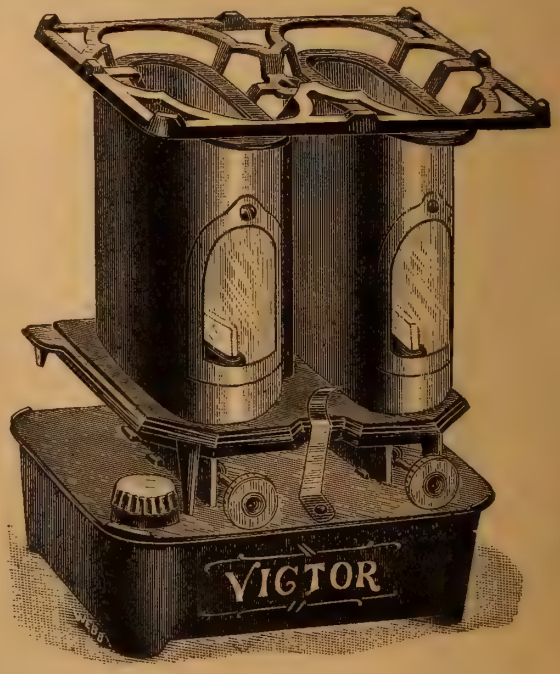
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Victor

Iron Bottom.

Daisy

Tin Bottom.



One, two and three Burners, Ovens and Extension Tops.
Finish first-class. No smoke, no smell, but lots of heat.

Kemp Manufacturing Company

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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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In future the annual subscription price of this paper, mailed to British and other European places, and to China, Japan, South America and Africa, will be $3 a year.

THE SCYTHE DISPUTE--THE IMPORTERS WIN.

THE Customs authorities have given way on the question of the scythe importations. Information has been received by Mr. T. C. Collins, representing the American Axe and Tool Co., of New York, in Canada, from his solicitors, Macmaster & Maclennan, that in the matter of scythes the Customs will accept, as a basis of valuation, the prices quoted by the importers. This back-down completely vindicates the importers. It also proves that HARDWARE AND METAL was perfectly correct in the strong stand it took on the question. The trade must now perceive the benefit of waging a vigorous fight in a case of this kind, and the advantage of having the merits of the question thoroughly ventilated through this paper.

* * *

Now that the Customs Department has resolved to act justly it must in fairness be admitted that it looks as if Hon. Mr. Wallace, who has the reputation among business men of desiring to administer the Customs law honestly, had seen through the "Hawthorne tariff" and resolved to discard it. Anyway, that is the effect of the decision, and it will do the Controller no harm in frankly admitting that the Department was led astray, and righting the wrong, when the facts were pressed upon his attention.

* * *

But see what a grievous injustice has been done. Mr. Collins, who was importing the scythes for the trade, has had to wait several weeks before the Department set itself right. That time is long enough to demoralize any man's business. At first, when the importing values were challenged, it was no easy task to find out the grounds of the challenge. The circular list of importing values was issued by the Department to its own collectors, not to the trade. The importers had to discover for themselves the fact that the employe of a rival concern was at the bottom of the absurdly high figures quoted by the Department. Naturally enough the American makers were notified by the Canadian agents not to send forward scythes until the dispute was decided. The goods went to American customers, and now that the Customs here have backed down and admitted their error, Canadian purchasers have to wait for their goods to their own inconvenience and the discomfiture of the agent in Canada who is in no way responsible for the delay. Any business man will realize the serious loss in orders and the favor of the trade involved in an episode like this Now the authorities climb down and admit themselves in the wrong all through !

* * *

So far as HARDWARE AND METAL is concerned it has nothing to regret in its own course. It saw from the outset that a wrong had been done, and was not afraid to tackle the wrongdoers and denounce their methods. Its article was copied into the daily press, and naturally, being those of a trade journal, with no party or personal interest to serve, had some effect. The trade may rest assured that this journal will always fearlessly do its duty where a clear case, like the scythe dispute, is brought to its attention. We have the satisfaction of knowing that leading business men have expressed the highest satisfaction with the attitude of the paper.

* * *

A decided victory has been won. Mr. Hawthorne, or persons like him, will make no more trips to the States to load the Customs "up the other way." Importers will get justice, or, if it is delayed, they will know how finally to bring the officials to time.

GOVERNMENT RULES ON PARIS GREEN.

The demand for Paris green continues unabated. In this connection the trade in Montreal were served with a circular by Government officials calling their attention to the requirements governing the sale of the article. The circular informed them that on the 8th of February last the following enactment became law : "Paris green, an insecticide. Nothing can be marked as such unless it tests at least 50 per cent. of arsenical acid, and at least 30 per cent. of cupric acid ; also being completely soluble in aqueous ammonia." As an evidence of the vast quantity of spurious goods that pass for Paris green and are palmed off on the trade, it may be interesting to note that out of 72 samples submitted to the Government analyst, 52 tested as pure and good ; 5 below the standard ; and 15 were declared to be adulterated.

DID YOU SEE THE BOOM ?

Did you see it ?

We refer to the increase in trade last week.

As a proof read the following paragraph from Bradstreet's :

"For the Dominion of Canada the clearings were : Montreal, $12,294,656, increase 14.1 ; Toronto, $7,040,456, increase 41.7 ; Halifax, $1,367,170, increase, 36 ; Hamilton, $736,203, increase 7.9 . Winnipeg, $860,503, increase 19.2. Total, $22,622,088, increase 22.8."

OUR VIEWS ENDORSED.

The Halifax Chronicle endorses the stand taken by HARDWARE AND METAL on the appointment of Mr. Hawthorne of the Welland Vale Manufacturing Company, as a special commissioner on scythe duties to the States.

In the same issue The Chronicle reprints The Canadian Grocer's views on the Newfoundland question, and backs them up in no uncertain terms.

MAY TRADE RETURNS.

APRIL trade, it will be remembered, showed an increase of nearly 25 per cent. over April, 1894, and a slight increase, about 6 per cent., over April, 1893.

May returns are to hand. During May, 1895, goods to the value of $9,439.957 were imported, as compared with $9,161,161, an increase of 3 per cent. The exports were $8,898,932, as compared with $7,863,960 in May, 1894, an increase of over 12 per cent. Unfortunately, this increase was all in the products of other countries and thus was not so profitable as it might otherwise be.

In looking over the classes of goods imported some peculiar changes are noticeable. The importation of corn and oatmeal in May, 1894, amounted to $17,736, while this year it was only $5,275. Drugs and medicines show an increase of about $19,000 for the month. Earthenware, stone and chinaware declined 25 per cent. in the value of the goods imported. The imports of glass declined from $197,000 to $124,000, but this is mostly in window glass, although there is a considerable decline in bottles, jars, decanters and tableware. Pickles, sauces and capers declined over 20 per cent. Provisions, lards and meats were valued at $44,333, as against $55,803 in May, 1894, but the imports of butter and cheese ran down even farther, viz., from $20,364 to $7,866. Spices and molasses were about stationary, the latter increasing 10 per cent. There is a large increase in the value of imported cutlery, hardware, tools, implements, machines and engines. Cottons and woolens show a considerable increase.

In the free imports, the value of coffee imports declined from $94,527 to $39,242 or over 50 per cent. Fruits increased from $108,273 to $114,220. Hides and skins increased from $150,963 to $307,023 or 50 per cent. Salt declined from $67,149 to $47,140. Sugar increased from $369,837 to $978,238, owing to possibility of a change in duty. Tea increased from $90,441 to $136,152.

In exports there were increases in the produce of the mine, produce of the fisheries, animals and their produce, manufactures and miscellaneous. Produce of the forest declined slightly, but the greatest decline was in agricultural products, which were valued at $1,562,794 in May, 1894, and at 1,013,574 this year, a decline of over one-third.

On the whole trade may be said to be very encouraging, and prospects for a good fall trade are very bright.

BOOM FOR CANADIAN IRON.

The recent imposition of the higher duty on scrap iron, with an intention to encourage the development of the use of Canadian iron, is having its effect. The Ontario Rolling Mills Company has been putting in a puddling furnace, with a capacity of four (4) tons a day, and will puddle a special grade of iron from Three Rivers, thought to be superior to Norwegian iron—one of the best grades in the world. In case this new departure proves successful it may have the effect of largely increasing the consumption of Canadian iron and will tend to boom the smelting business.—Hamilton Spectator.

Since the above was written advices to HARDWARE AND METAL announce that the first test with the iron has taken place and has proved it to be of the finest quality, passing the test most satisfactorily. The iron in question is the C.I.F. brand of Three Rivers charcoal iron made by the Canada Iron Furnace Company. In future Canadian buyers of iron will be able to get a Canadian iron equal to the best in the world.

THE NEW PRICES ON LEADS.

The advance in leads that HARDWARE AND METAL intimated as coming last week, became an accomplished fact in Montreal on Monday last, when the price of all kinds of manufactured leads were advanced by Montreal makers 25c. There was no formal agreement in regard to the matter, but at a meeting held to consider the situation the tacit understanding was arrived at that no one would sell under the basis of $4.50, and that $4 75 would be the price for general business. On this basis, therefore, the range for ordinary jobbing purposes will be as follows: Choice brands white lead, Government standard, $5 to $5.25; No. 1, $4.75; No. 2, $4 50; No. 3, $4.25, and No. 4, $4. Dry white lead, 5c.; red lead, pure, 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50; No. 1, $6.50; No. 2, $5.50.

THE INSOLVENCY BILL.

A leading wholesale merchant was this week asked what he thought about the failure of Parliament to pass the Insolvency Bill.

He replied that so far as the members of Parliament were concerned his opinion of them had not improved. "They are a selfish crowd," said he, "and have not the true interests of the country at heart."

He blamed the bankers also. They had stuck out for a double ranking in the case of commercial paper. In Ontario, when a bank holds commercial paper, it must value these securities and then rank only for the balance of its claim. The bankers wanted the opposite to this in the Insolvency Bill, and the merchants wouldn't agree.

"If Nova Scotia passes a bill for the proper distribution of an assignee's estate and for the abolition of preferences—and such a bill is promised at the next session—we can snap our fingers at the Government and at the bankers. We will work steadily along at having the provinces improve their laws of this character, and thus obtain from the provinces what the Dominion will not give us, although it is their place to do so."

In conclusion, he remarked that some day the bankers might want the aid of the Boards of Trade, and then their present action would not be forgotten.

JAMAICA WILL NOT BUY OUR GOODS.

DEAR HARDWARE,—Some time ago Mr. G. Cecil Brown went to Kingston, Jamaica, and in a letter just to hand he says:—

The prospects of doing much of a business are not encouraging. The American houses have a big hold, and their prices are somewhat lower than ours, so I am told. The Americans deliver goods here as cheaply as they are sold in New York. Freight rates are against Canadians, and altogether there seems to be a strong prejudice against Canadian trade of any kind. As to freights, a box from New York to here costs 15 cents, the same package from Halifax costs 36 cents and 6 cents wharfage, so you see we Canucks get it where the chicken got the axe.

Canada and Canadian manufacturers have a hard name, and several good houses here have made it a rule not to handle Canadian goods at all. Some goods shipped here from Canada arrived in bad shape, such as flour, pork and cheese, and this has given these people the idea that Canadians were no good, but even if we were able to get away down in prices, etc, and deliver our goods in decent shape, the freight arrangements would knock us out. Canadian manufacturers want to explain a few points to their Government about this matter. The whole trouble is just here. Our reputation down here is bad. Freight arrangements from Canada to Jamaica are bad. Our dealings in the past have not been O.K., and it will need a lot of time to rearrange affairs. H. C. F.

EARLY SHOPPING AND CLOSING.

It is as easy, says The Toronto Telegram, for each one of the two hundred thousand people to resolve to shop early as it is for each one of two hundred merchants to close early.

Each individual's share in the mental labor of forming a resolution which will govern the actions of two hundred thousand people, is no heavier than each individual's share in the labor of reaching a resolution which will close two hundred stores.

The early shopping habit will not become universal until the world is nearer the millennium than it is now. But if early shopping should become general, the change will supply the advocates of early closing with their strongest argument.

It is all right to say that if the merchants close the stores the people would learn to shop early, but when the people shop early the merchants will learn to close the stores.

HAMILTON TRADE GOSSIP.

BUSINESS continues fair, with prospects increasing in brightness. A good many orders are being received for cut and wire nails, people apparently anticipating their wants somewhat.

The pig iron trade is quiet at the moment, the largest consumers having placed their orders for requirements during the next few months. At present transactions are confined to a few carload lots of American. "Even with the advances," remarked one metal man, "we can lay American pig iron down here in Hamilton at about the cost of iron in Glasgow."

Nothing particularly new has developed in any of the mills or factories during the week. From what I can gather they are all fairly well employed.

Bar iron is in much the same position as a week ago, the demand being fair and prices firm at the base figure of $1.70 to $1.75.

Still once again have American manufacturers withdrawn the price of iron pipe. I saw a telegram on Wednesday which Adam Hope & Co. had received the previous day, announcing the fact and explaining that this step was necessary owing to the advance in raw material, which had caused the manufacture of iron pipe to be unprofitable at old quotations.

The manager of the Hamilton Hardware Co. told me, during a chat regarding trade, that the volume of the business done by his firm during May aggregated $2,000 more than the same month last year, when they had two stores instead of one as now. "We have never been so busy in May, and in fact so far for June, as we have been this year. In what lines have we had the most activity? Well, in refrigerators we have done an enormous trade. For instance, during two days of the hot snap we sold more refrigerators than we did the whole of last season. It seems to me that people are beginning to wake up to the advantages of these little household conveniences. The demand for window screens and garden hose we have been unable to supply fast enough."

I understand that Wood, Vallance & Co. made large purchases of iron pipe before the recent advances, and that from this article they now expect to earn a nice little profit.

The work of boring the new tunnel was begun on Wednesday, but operations were stopped before noon. The cause was a threatened injunction. It is expected, however, that the Railway Committee of the Dominion Government will smooth matters at Saturday's session, and that active boring operations will be resumed in a few days.

The Hamilton, Grimsby & Beamsville electric railway is daily demonstrating its usefulness to Hamilton wholesale merchants who have goods to ship to merchants in the different villages on the route, and convenience to the merchants at those places who want quick delivery of the goods they buy. The utilitarian property of the road for passenger traffic is, of course, well understood. Cars run every hour. The other day I took a run over the road from Hamilton to Grimsby, and a most delightful trip it was. There is not the same food for excitement as on the Niagara River electric line, but one gets on the Hamilton line what he fails to get while skirting the Niagara River, namely, a peep into the fruit garden of Canada, while comparatively close at hand during the whole route, to feast the eye upon, is the Niagara formation, which, by courtesy, is called The Mountain when it reaches Hamilton.

W. L. E.

THE WOOL MARKET.

Last week in reply to inquiry we quoted wool in Toronto at 20 to 21 cents and said that this price was too high, adding that "the true value of fleece wool in Ontario to-day should be 19 to 20 cents."

Since then wool has declined and country dealers who paid 20 and 21 cents for fleeces will not make any profit. Those who paid 18 and 19c. may. Farmer's lots are bringing from 19 to 20c. in Toronto.

The United States markets have been very week during the first two weeks of the month. During the last few days prices have revived a little. The Philadelphia market was reported on June 18 as follows:

"Wool in good demand; stocks light; prices firm. Ohio, Pennsylvania and West Virginia, XX and above, 16 to 16½c.; X, 14 to 15c.; medium, 18 to 20c.; coarse, 19 to 20c.; New York, Michigan, Indiana, etc, fine of X and XX, 14 to 14½c.; medium, 17 to 18c.; coarse, 19 to 19½c.; fine washed delaine, X and XX, 16 to 18c.: medium washed combing and delaine, 19½ to 20c.; coarse, do. do. do., 20 to 21c.; Canada, do. do. do, 21½ to 22c.; tub-washed, choice, 22 to 23c.; fair, 20 to 22c.; coarse, 20 to 21c.; medium unwashed combing and delaine, 14 to 15c.; coarse, do. do. do., 16½ to 17½c.; Montana, fine, 9 to 11c.; medium, 10 to 12c.; coarse, 11 to 12c.; Territorial, fine, 7 to 10c.; medium, 10 to 11c.; coarse, 10 to 12c.

TO RAISE REVENUE.

A new scheme for raising revenue was discussed in the Senate the other day. The question was brought up by Senator Boulton on a resolution asking the House to declare that if the excise on spirits, beer and tobacco were made equal to the protective duties on those articles, on the basis of the average consumption during the past five years, an increase to the revenue would result amounting to $5,000,000, and if 25 cents a gallon on spirits and 10 cents a pound on tobacco were added to the present rate of duty a further increase would result amounting to $2,000,000 more. Speaking to his motion, the Senator, in a lengthy speech, outlined a scheme whereby from four to six million dollars could be added to the revenue by an equalization of the excise and customs duties on spirits, beer and tobacco, and by an increase of the excise duties on spirits of 25 cents a gallon, and on tobacco of 10 cents a pound. He contended that the difference between the excise duty on spirits of $1.70 a gallon and the customs duty of $2 25 a gallon on imported spirits was the profit accruing to the Canadian distillers. His proposition was to make the excise duty the same as the customs duty, thereby diverting $1,579,000, which he said now went into the pockets of the distillers, into the public revenue without increasing the cost to the consumer. Then by increasing the excise duty on spirits 25 cents a gallon, making the total excise duty $2.50 a gallon, he found another $1,000,000 to add to the revenue. The only people who would be affected by this change, he said, were eight distillers in Canada who were reaping this large sum in profits out of the excessive protection now afforded them.

MR. MACMICHAEL'S PROMOTION.

Business men generally will join us in congratulating S. W. MacMichael on his promotion to the rank of Chief Inspector of Customs. No officer of the Department has enjoyed the confidence of merchants as he has. His long experience and his knowledge of business has enabled him to deal intelligetly with many matters that are constantly in dispute between importers and the officials of the Department. His aim has always been to assist importers wherever possible. When, as is frequently the case, he has had to decide against them he has always been able to explain his reasons in such a way that they agree that the ground he takes is a fair one.

He has worked his way up from the lower ranks of the service, and his knowledge must be invaluable to his chief, Hon. Clarke Wallace.

NEW FORGING COMPANY.

George Gillies, Gananoque, James Worthington, Toronto, Caroline F. Worthington, Toronto, Alexander E. Ormiston, Gananoque, and Charles John Gibson, Toronto, are applying for incorporation as "The Swansea Forging Company, Ltd.," with $100,000 capital and headquarters at Swansea (near Toronto), to manufacture drop and carriage forgings, bolts, nuts, screws, etc., and deal in, buy and sell iron and steel in a general way.

DROPS FROM THE EDITOR'S PEN.

Two and two make four, but two wrongs do not make a right.

* * *

Flies come from everywhere, but merchants wish they were nowhere.

* * *

Musquitoes, like burglars, do their best work at night We speak whereof we know.

* * *

Discounted is the clean record of a merchant if dirty is himself, store and all his belongings.

* * *

A salesman that never sleeps is the advertisement that graces the columns of a good trade paper.

* * *

Many things harmless in themselves have become synonymous for evil because unwise people have abused them.

* * *

The sweat of the brow by which man earns his daily bread puts muscle in his arm and health in his body.

* * *

Business men who do not take a holiday in the woods may be compelled to take a "holiday in bed" ere long.

* * *

Now that the "match" is apparently off with Canada and Newfoundland, we sigh as we think "it might have been."

* * *

Young clerks in the A B C's of business should not, like children who have mastered the alphabet, imagine they know everything.

* * *

York County Council has at last decided to abolish the toll gates. And thus is another of mediævelism's relics to be razed.

* * *

The merchant who imagines that the maxim, "Slow but sure," gives him license to slothfulness will be sure to quickly become a bankrupt.

* * *

Those who fail to recognize returning good times must be blind indeed if they fail to see them in the regular trade and navigation returns of the Dominion.

* * *

The people of Hamilton, Ont., will have their heads worse swelled than ever now, for someone has praised the Mountain City's public library and called it a "model."

* * *

Is the Dominion Department of Trade and Commerce making, or proposing to make, any special effort to secure for Canada a share of the increased trade with China, which is likely to develop with civilized countries in consequence of that nation's experience with Japanese soldiery. If it proposes to move, it cannot move any too quickly.

* * *

Unequal to the task of coping with the ups and downs of every-day life are men who have been spoon-fed all their days. Young men starting out in life should digest this fact.

* * *

We who live in the cities and laugh at the "greenness" of farmers, discover when we go into the country that white almost in comparison with our "greenness" is the verdure of the woods and fields.

* * *

The Dominion Government may guarantee that its decision not to now furnish a guarantee to the Hudson Bay Railway Co. will earn the "well done" of the people of the country.

* * *

Commisserated with, and not vilified, is to be the merchant who these balmy summer evenings fancies it pays better to keep his store open and put cents into his till than close up and put fresh air into his lungs.

* * *

When concern for the commercial interests of the country are even as important with the average parliamentarian as party exigencies, sessions of Parliament will be shorter, and the list of Acts of real benefit to the country longer than they now are.

* * *

A suit recently brought by a member of a business in a United States court to dissolve the partnership between himself and his associate, on the ground that the associate was drinking too much for the welfare of the firm, discovers an old agreement made by the two men when they went into the plumbing business. In the articles of agreement was a clause to the effect that should either member of the firm become addicted to the use of intoxicating liquors to an extent that made him unfit for conducting his share of the business with credit to the firm, the other should have the right to demand a dissolution of partnership. Acting upon this clause, the plaintiff recently brought suit in the Superior Court, praying for a dissolution of the firm and the appointment of a receiver, on the ground that his partner had violated the liquor clause.

Young men who read this should take warning and not include such a clause in their partnership papers.

AUSTRALIAN IMPORTS.

Hon. N. Clarke Wallace stated, in answer to a question in the House of Commons, that the total importations from Australia from June 30, 1894, to March 31, 1895, were of the value of $53 012. The chief items were: Bananas and pineapples, $1,346; hides and skins, $1,458; wools, $12 460. These are the free items. The dutiable imports were: Eggs, $4; oranges, lemons and limes, $2,874; butter, 36,907 pounds, $5 926; lard, $187; salted beef, $161; canned meats, $7,413; mutton and lamb, 16 052 pounds, valued at $576; poultry, $96; sausage casings, $366; tallow, $43; honey, $93.

TIN PAILS.

Did you ever realize the wealth of usefulness in a tin pail, that can be purchased at any five or ten cent store? says Good Housekeeping. Then when you think of the pails of varied size and quality to be obtained from our large housekeeping establishments, their possibilities begin to dawn upon you. The old woman who bought a dozen gimlets, because they were handy to have in the family, may be laughed at by those who know not the value of a gimlet as a gimlet, to say nothing of how they can be utilized as hooks, and easily adjusted in their place on the wall or in the corner. But she who buys her dozen of pails can afford to be laughed at and exclaim, "Let them laugh that win." Now for a few of their good points. First, they are inexpensive, easily cleaned, have covers and handles. If one lives in a flat without a cellar they are worth a small fortune. They are invaluable for liquids, fruits, food of all kinds, and are handy receptacles for left overs that are placed in the ice chest, when all articles should be kept covered to avoid filling the chest with odors, and also to keep food from poisonous gases. Having handles, they may be hung on hooks, out of the way, and to utilize space, if the pantry be small. Try them for flour, meal, all dry stuffs, bread, cake, sugar, oatmeal, rice, farina, etc. Pails are also found useful to put articles to cool in cellar or out of doors. Cover them and the contents are safe. They are easily kept clean and bright, give such a compact, secure feeling and make one's pantry look so tidy. One can defy flies and water bugs; indeed, there is no better method known to avoid the annoyance of these pests than plenty of tin pails. Every bride ought to number at least a dozen among her bridal gifts, as they are of infinitely more value than an equal number of cheap silver articles. But the uses of tin pails are "too numerous to mention." Give them a trial, and, like Oliver Twist, the housekeeper "will still cry for more.

HIGH GRADE BINDER TWINE.

We beg to call the attention of our readers to the Hobbs full page advertisement of binder twine. This concern has the sole sale of the Plymouth twines which are recognized as among the highest grades of goods produced in the United States. The trade of Canada seem to be realizing the fact that there is a growing demand for a first-class article. One of the advantages in handling a line of goods as advertised by the Hobbs Hardware Co. is, that customers can make their own prices without fear of competition. Some dealers fancy they should start to cut prices as soon as harvest is on. The Hobbs Hardware Co. also deals extensively in other brands of twine, such as Red Cap, Blue Ribbon, White Sisal, etc., etc.

OIL FIELDS ACTIVE.

THE American Manufacturer has an article to show the increased activity which has been shown during the month of May, 1895, in the Appalachian and Lima-Indiana oil fields. It says: From a comparison of the last two months, April and May, the increased activity in these fields will be manifest. The Appalachian oil field includes the districts in New York, Pennsylvania, West Virginia, and southeastern Ohio; the Lima-Indiana, the Trenton rock oil fields of Western Ohio and of Indiana. In the Appalachian field the number of wells completed increased from 462 in April to 658 in May, an increase of 196 or 42 per cent.; the initial daily production increased 1,471 barrels, or some 23 per cent.; the number of drilling wells at the close of May was 824, at the close of April 635, an increase of 189 wells, while the number of rigs building at the close of May were 599, at the close of April 457, an increase of 142.

In the Lima-Indiana field the number of completed wells increased from 427 in April to 534 in May; of initial daily production from 9,681 barrels in April to 11,196 barrels in May; of drilling wells from 351 in April to 414 in May, and of rigs building from 334 in April to 407 in May.

Consolidating these for the entire field it will be seen that the number of wells complete in the Appalachian and Lima-Indiana fields, we have the following:

WELL RECORD OIL FIELDS UNITED STATES FOR APRIL AND MAY, 1895.

	April.	May.	Increase. in May.
Wells completed	889	1,192	303
Initial daily product, bbls	16,069	19,055	2,986
Wells drilling	989	1,238	249
Rigs building	791	1,006	215

This shows a remarkable activity, the cause of which is not far to seek. An examination of the detailed tables will show that the chief activity is in lower Pennsylvania oil fields in Butler and Southwest Pennsylvania 514 of the 849 wells drilling at the close of May being in these districts.

A comparison of the well records for May of the current year with those for the same month, 1894, will still better indicate how great is the present activity.

WELL RECORDS FOR MAY, 1894 AND 1895.

	Appalachian Field.		Lima, Indiana.		Total.	
	1894.	1895.	1894.	1895.	1894.	1895.
Wells completed	324	658	358	534	682	1,192
Initial daily production	7,430	7,859	11,741	11,196	19,171	19,055
Wells drilling	410	824	187	414	597	1,238
Rigs building	237	599	120	467	357	1,006

The most interesting feature about the above table is that though nearly 80 per cent. more wells were completed in May, 1895, than in May, 1894, the total initial daily production was a little less in 1895 than in 1894. The average of the May, 1894, producing wells in New York, Pennsylvania and West Virginia was 29.3 barrels; of the May, 1895, but 12 barrels; of the South-Eastern field in May, 1894, 20.05 barrels; in May, 1895, but 15.6 barrels; of the Buckeye in May, 1894, 32.8 barrels, in 1895, 21.9 barrels, and of the Indiana district in May, 1894, 45.9 barrels, and in 1895, 30.35 barrels.

All this would indicate that the production of 1895, even with the greatly increased activity, would not equal that of 1894, when the total production in the United States was a little over 49,300,000 barrels, of which about 48,000,000 were produced in the fields named. Unless some more productive territory is struck than is indicated in the well records, the new production will not be sufficient to compensate for the natural decline of old wells. The average daily production in the New York, Pennsylvania and West Virginia field in 1894 was 79,388 barrels. It is estimated that the average life of a well is six years. The initial daily production of new wells will not keep up the loss.



It is a Sure Sign

When you see painters and consumers using the products of The Sherwin-Williams Co. that they know what goods are best suited to the best work. Sound judgment is better than riches. With the former you can attain the latter, but with the latter the former does not always follow. Use the best materials, satisfy your customers and yourself, and win success.

Represented in Canada by

Walter H. Cottingham & Co.

Finest Paints and Varnishes

MONTREAL.

THE SHERWIN-WILLIAMS CO.

Paint Manufacturers

CLEVELAND, CHICAGO, NEW YORK.

U.S. IRON ORE EXPORTS.

During the past few weeks the first shipments have been made in the history of the American iron trade of iron ore for export. The Iron Age says: "The shipments do not indicate that the ore mining industry has reached the point where producers can meet the competition of the world. The export movement now initiated and likely to continue deals with special requirements. The enormous development of the basic process in Europe, and notably in Germany, has created a demand for ores high in phosphorus. In the basic Bessemer process phosphorus is needed to furnish the heat through its combustion for carrying through the blow. Formerly the specifications for basic Bessemer pig called for 2 to 2½ per cent. of phosphorus, although latterly the German works have learned to work successfully with 1.75 per cent. and less. Still, high phosphorus metal is desirable, partly on account of the fact, too, that it produces a cinder rich in phosphoric acid and, therefore, salable to better advantage as a fertilizer. Early in the development of the basic process accumulations of puddle cinder were drawn upon to carry the phosphorus in the burden of the blast furnaces higher and German works even imported quite considerable quantities from England. In the last few years the German works have been drawing quite heavily on Sweden for a supply of high phosphorus magnetities.

A source of satisfaction must it be to the sound money people of the United States to learn that the free silver advocates in the new Congress are well in the minority. But then, the United States Congressman is an uncertain quantity, and the silver kings have much money.

OIL STORING.

By Scott McKerrow.

THERE are many things in the every-day life of the retail hardware man that do not tend to make "his lot a happy one."

The handling and storing of oils and varnishes is perhaps the biggest thorn in his side for several reasons, viz: It is dirty and nasty to handle. Loss by evaporation and leakage makes a big item (when it can be estimated, which is seldom) on the wrong side of profit and loss account. The accumulation of drippings makes an almost uncontrollable start for a fire in the accidental falling of an ignited match.

How often have you decorated your clothes and "barked" your shins climbing over barrels to get at "Damar varnish" that comes in gulps from its ventless can? How often have you wished that coal oil was never heard of, as with aching arms you pumped it from barrel to tank, meanwhile calculating how much you are going to lose on the lot? How often has your clerk (you never did) left the tap half closed, and the profits were soon "spreading themselves?' Oh, I've been there!

Presumably it was with a memory of these experiences vividly impressed on them that caused Messrs. Robertson & McKay, Ingersoll, in building their new store to carefully enquire for a solution of the difficulty, and which, for the benefit of their suffering hardware brethren, I give in detail.

Tanks of ninety gallons' capacity are let in from the floor above, running down straight half-way, and then tapering four-square to a point. The advantage of this will be seen at once in not allowing any sediment to gather, as the feed pipes are attached at this point. Also at this elevation oils are easily kept warm in winter, thereby preventing their thickening.

Above, each tank has a separate trap door, below which is the intake pipe, having an outside cup, so to speak, which is filled with water, so that when the cap is placed over the mouth of the pipe it becomes "air tight." Each cap has a pet cock, to give the tanks vent, or to shut tight for coal oil and turpentines. In the intervening space between the base of the tanks and the fawcets shelves for the storing of prepared paints and five-gallon tanks for expensive varnishes, etc., are placed.

Fawcets only take up quarter the space of tanks, supply pipes are therefore run diagonally, the thinner oils occupying tanks furthest away. Below said taps is a tray "V" shaped, sloping towards the wall, and in the end of the tray a hole is made to allow the drainings to run into a square vessel placed in the cellar below. Similar traps are supplied above, on which a barrel is rolled. The oil does the rest. They have also iron gratings to stand measures on.

The tanks are made of galvanized iron, cased in 1½ inch pine, and covered with ash and varnished, and behold in this arrangement you have oil storing which is, to the majority, a vexation and an eye sore, converted into a compact, ornamental and economical branch of our industry.

I understand that Messrs. Sanderson Pearcy & Co. have tanks similar to above in use, and merchants who realize the value of proper oil storing cannot do better than see these when in Toronto. And I am sure that the above renowned firm will gladly do all they can to put the handling of oils and varnishes on a more economical and pleasant basis.

LIME COMBINE.

The Manitoba Grey Lime Burners' Association has been fully organized, and is now at work, with headquarters in the MacIntyre block, Winnipeg. The association comprises the lime-burners of Stonewall, Stony Mountain, St. Andrew's Parish, Gonor, East Selkirk and Tyndall. There is a local society at each point. Each member is bound not to sell lime unless he receives an order from the local secretary, who first receives it from the head secretary in Winnipeg, who divides the sales proportionately among the different localities. The price of lime has been raised to 18c. a bushel. All the burners in the Tyndall district, except one, have joined the association and Mr. James Pruden is now burning a kiln to fill the first order sent him.

U. S. BINDER TWINE.

The following article on the binder twine situation in the United States, taken from the Stoves and Hardware Reporter, may be read in connection with our outline of the Canadian position last week: Binder twine is beginning to move more freely from this market, and some fairly good sales have been made. A preference is being shown for sisal, on account of the lower cost, but the proportion of manilla is about the same as usual, and it is probable that this will be increased as the harvesting season develops and it is seen that the crops are making a better yield than was expected. Some hurry-up orders have been received this week, and a considerable rush is soon expected from those dealers who are invariably late with their orders. Prices are a trifle more firm, with an advancing tendency as at present considered. A large stock of goods is on the market, and this may prevent an upward movement, especially as the cordage combine is being reorganized, and money may be needed from the sale of twine to complete the necessary arrangements. On the other hand, it is announced that the new company has been authorized to issue bonds, and it may be that the money realized from their sale will prevent the throwing of too much twine on the market and thus breaking the price.

TOTTENHAM FIRE-SWEPT.

THE village of Tottenham, Ont., was subjected to almost total destruction by fire on Tuesday. About 3 o'clock in the afternoon the flames broke out in McKinney's foundry, in the south-easterly part of the village, and, as a strong south-westerly wind was blowing at the time, the flames spread rapidly towards the east and north. Everything being so dry, fires started simultaneously in dozens of places, so that while the fire engine was doing good work in one direction scores of places elsewhere were in flames, which spread so rapidly that citizens could do little more than helplessly look on. About 80 buildings were burned, including the foundry, Mercer's store, Potter's block, Lyon's shop, Verney & Co.'s furniture rooms, Sanford's drug store, and the Methodist church. The loss is estimated at $125,000; amount of insurance not yet known. Allandale sent down a fire engine, which did good work. A large number of Beeton and Alliston citizens came over with a quantity of hose, which was badly needed, also some 300 volunteers from the camp in Beeton came on a special train, and all, citizens and soldiers, worked like Trojans, and to their unsparing efforts may be attributed the fact that even so much of the town was saved.

On the list of business places burned are: D. McKinney, foundry; D. C. Fraser, shoemaker; W. & C. Brown, woolen store; T. G. Wolfe, two implement shops; P. Garrity, pumpmaker; J. A. Mercer, flour and feed; J. V. Childs, woodworker; J. C. Anderson, blacksmith; D. Martin, bake shop; J. Henderson, shoemaker; W. Dillane, barber; J. Riddell, shoemaker; Verney & Co., furniture; F. Brawley, blacksmith; W. H. Sanford, druggist; H. Stone, insurance agent; J. Anderson, butcher; S. Windsor, shoemaker; T. J. Turner, tailor; T. Moffatt, factory.

Besides these a number of dwellings were destroyed and several other places of business were damaged by the flames.

BIG PURCHASE OF PARIS GREEN.

M. & L. Samuel, Benjamin & Co. have made another large purchase of Paris green. They have not yet advanced their figures, although there are indications that there will be a further rise in the price of this article within the next few days. They will be pleased to give prices on application. It is exyected there will be quite a scarcity in Paris green very shortly, and the price may then be advanced materially.

PURE PARIS GREEN

IN STOCK

100 lb. Drums
50 lb. Drums
1 lb. Papers
1-2 lb. Papers

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants, 37 Front St. West, Toronto

The **Graham** Cut and Wire Nails are the best.

INEFFECTIVE ORGANIZATION.

IT has been learned that about a hundred hardware dealers in central New York have organized an association which has for its object the purchase of goods from the manufacturer without the intervention of the jobbers. They propose to purchase in car lots, so as to obtain better prices and freight rates, and to establish an agency through which their orders must pass. The practicability of the plan is doubted, remarks Stoves and Hardware Reporter. They may lump their purchases, and by so doing may possibly be given reduced quotations, but lower freight rates are impossible, excepting in cases where a carload is sent to the one town. If partly unloaded at one point and then sent on to another, local rates would be charged, and these are always higher in proportion than for the longer haul. Then, again, if two dealers in the one town buy together, each dealer knows what the other has paid for his goods, and this is certainly not the right kind of knowledge for a competitor to have.

The avowed object of the association, as stated, is to do away with the jobber, on the theory that he is making money out of the dealers' purchases and which they can save for themselves. But the jobber is a trade necessity. He is always well supplied with goods, and his assortment is so varied that the dealers can obtain a full stock without involving themselves in the expense and time necessary to buying direct from the manufacturers. A dealer who builds up a stock in this latter way must make as many orders as the number of different goods which he purchases, while he cannot obtain at those prices because he buys in small lots in each case. When he buys a complete stock from one jobber, or when his trade is regular throughout the year, he obtains close figures and better accommodation, and is not obliged to establish so many credits or open such a large number of accounts. For these reasons the success of the new association is doubted. Trade organizations are to be commended when their purpose is for the better interest of all concerned, which is most assuredly not the case in the present instance.

The M. & L. Samuel, Benjamin Co.'s baseball team won a good match from the Bell Telephone nine last Saturday by 18 runs to 14.

PARIS GREEN

GOVERNMENT STANDARD

BERGER'S ENGLISH AND CANADIAN.

Sanderson Pearcy & Co.

61, 63 and 65 Adelaide Street West

TORONTO.

Now for EXCELSIOR

POTATO BUG KILLER

Sure Extermination. Nothing to Equal It.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West ***Toronto***

TRADE CHAT.

A CALF on the farm of James Rogers, South Norwich, Ont., swallowed a silver watch belonging to Frank Rogers. A calf like that needs watching.

The Wallaceburg glass works will not be opened until September.

Belleville merchants have granted a Friday half holiday to their employes.

J. G. McLean & Co., of Pilot Mound Man., are putting an addition to their store.

G. L. Darling, of Simcoe, has secured a United States patent for a bicycle gearing.

The Burrard Inlet Red Cedar Lumber Co. have opened a lumber yard at Oak Bay, B.C.

Mr. Henderson, tinsmith, Mount Brydges, is building a fine dwelling adjoining his store.

When you go gunning for frauds be sure you are at the right end of the gun when it goes off.

The increased wheat acreage in Manitoba is said to be 8 per cent. Prospects remain very bright.

An application was made in court last Thursday to quash the Winnipeg early closing by-law.

Mr. J. A. Vaillancourt, merchant, has been appointed justice of the peace for the district of Montreal.

The Hamilton Changemaker Company, for the manufacture of registers, has been incorporated, with a capital stock of $20,000.

J. W. Sharpe, for 20 years a banker in Dresden, has retired from business. The Merchants Bank may establish a branch there.

Evens Cuthbert, one of the sufferers from the recent fire in Hartney, Man., has commenced to excavate for a brick store, 20x40, on the main street.

Chicago's proposal to lower the level of the great lakes in order that she may float her sewage away is just like Chicago. She doesn't want the earth. The water will do.

The funeral of Ald. Daniel B. Ouellette, of Windsor, Ont., was one of the largest ever seen in that city. Nearly every business place in Windsor was represented by one or more persons.

The California orange crop this year amounted to 5,300 carloads, 50 carloads being the average daily shipments. That is a pretty lively infant industry for a state that a few years ago scarcely raised enough oranges to supply its own needs.

The American Artisan recently offered prizes for articles on the various forms of heating, and we observe that in the competion for "Hot Water Heating," the second prize was awarded to John Millar, Chicago, formerly of this city. Mr. Millar represents the firm of Douglas & Duggan, Chicago, manufacturers of heating apparatus, both of whom are Canadians, and doing a large and flourishing business.—London Advertiser.

The Newfoundland Government propose wholesale retrenchment by cutting all salaries from 10 to 20 per cent., and to reduce appropriations to the extent of $486,000 within a year. Duties will be increased.

Col. Tisdale's bill to amend the Act incorporating the St. Clair and Erie ship canal which gives it power to increase its bonding limit from $5,000,000 to $8,000,000 has passed the House Railway Committee at Ottawa.

A business house in Nelson, B.C., last week took a $10 bill of the Imperial Bank of Canada. On its back the following words were written: "Beware of fast women and strong drink. This is the last of a large fortune."

The "Soo" Canal is not open and not likely to be for some time yet, perhaps not before August. The dredging and blasting of boulders is still going on. There are still defects in the opening gear of the locks to remedy.

The advertisement of the Dominion Construction Co. for tenders for the construction of 40 miles of railroad from Hamilton to Welland is in print, and it is expected in a couple of weeks work will be sent to the best and most reliable contractors in Canada and the States.

A well-known figure in Hamilton has passed away in the death of P. B. Hennessy, locksmith, at the age of 50 years. He had been ailing for two years with Bright's disease. He was an inventor of a time lock for safes, and was known widely as one of the cleverest locksmiths on the continent.

The planing mill and shop belonging to Joseph Shurr, of the village of Kohler, were completely destroyed by fire. All the machinery, which was entirely new, is gone; also fifty thousand feet good pine lumber. Total loss about five thousand dollars. No insurance.

Henry Arkell, postmaster at Aylmer, Ont., is dead, aged 70. When at Port Stanley deceased carried on an extensive shipping and mercantile business. Retiring, he became postmaster there. He was afriend of Sir John Macdonald.

By the provisions of the will of Hiram Walker, Mayor H. A. Walker, of Walkerville, will become owner of the Labadie farm above Walkerville. E. C. Walker will become owner of the Essex farm of 15,000 acres, worth many thousand dollars.

Mr. J. A. Proctor, barrister, Toronto, has been appointed by the Ontario Government to the position of official arbitrator of the city of Toronto, and Mr. J. S. Wlthrow has been appointed official assessor to the arbitrator's court.

John Spencer, the man who was charged with setting fire to Creighton's block, Owen Sound, Ont., causing damage to the extent of about $4,000, some time ago, pleaded guilty, and was sentenced by Judge Creasor to 14 years in Kingston Penitentiary.

Mr. Geo. A. Stimson, the Toronto debenture broker, has just purchased the $12,800 town of Tilsonburg bonds. They bear 5 per cent. interest, and mature in 1915. It is said that the premium paid was the largest the town ever got for its bonds.

One of the Newfoundland Government's retrenchment proposals is the abolition of the Allan Line ocean mails between Philadelphia, Halifax, St. John's and Liverpool, and the substitution therefor of a special service between St. John's, Halifax and Boston by local steamers. This, it is estimated, will effect a saving of $25,000, and will largely increase the trade between Newfoundland and New England. This new scheme is said to be approved of by business people on the island.





Cow Ties

OPEN RING
CLOSED RING and WALTON

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen.

Manufactured by

The B. Greening Wire Co., Ltd.

HAMILTON, ONT.

Write for catalogue

U. S. IMPORT REGULATIONS.

THE United States Treasury Department has issued a circular revising the regulations governing the classification for the monthly statements of foreign commodities arriving in that country. In part the circular follows :

The kinds and quantities of all imported articles, free from duty, shall be ascertained by entry, made upon oath or affirmation by the owner, or by the consignee or agent of the importer, or by actual examination where the collector shall think such examination necessary ; and the values of all such articles shall be ascertained in the same manner in which the values of imports subject to duties ad valorem are ascertained. (Customs Regs. 1892, Art. 1265.)

The values of all imported articles subject to specific duties shall be ascertained in the manner in which the values of imports subject to duties ad valorem are ascertained. (Customs Regs. 1892, Art. 1265.)

The values of imported merchandise, subject to ad valorem rates of duty and duty imposed upon and regulated in any manner by the value thereof, shall be "the actual market value or wholesale price of such merchandise as bought and sold in usual wholesale quantities, at the time of exportation to the United States, in the principal markets of the country from whence imported, and in the condition in which such merchandise is there bought and sold for exportation to the United States, or consigned to the United States for sale, including the value of all cartons, cases, crates, boxes, sacks and coverings of any kind, and all other costs, charges and expenses incident to placing the merchandise in condition, packed ready for shipment to the United States." (Section 19 of the Act of June 10, 1890, and Customs Regs. 1892, Art. 1266.)

In determining, for statistical returns, the values of imported commodities, care should be taken to add to the foreign market value of free merchandise and merchandise subject to specific rates of duty, as well as to merchandise subject to ad valorem rates of duty, the values of the coverings, and other costs, charges and expenses, required by the Act of June 10, 1890, to be added to the actual market value or wholesale price of such merchandise in the principal markets of the country whence imported. (Customs Reg. 1892, Art 1267.)

The accounts of the commerce of the United States with foreign countries shall comprehend and include, in tabular form, the quantity, by weight or measure, as well as the amount of value, of the various articles of foreign commerce, whether dutiable or otherwise. (R. S, 3336, and Customs Regs. 1892, Art. 1270.)

Collectors will make a preliminary examination of all import entries * * * of merchandise, and when found inaccurate or incomplete, either in the description of articles or in omitting proper quantities or values, or for any error apparent on the face of the entry, * * * will require the correction thereof before completing the entry. (Customs Regs. 1892, Art. 1273.)

For statistical purposes the date of entry will be regarded as the date of importation of merchandise. (Customs Regs. 1892, Art. 1275.)

Collectors will consider the country in which imported merchandise was invoiced as the country whence the same was imported into the United States ; and will direct that all entries of imported merchandise shall indicate both the country and place where the invoice was dated, and the country and port whence the final shipment to the United States was made, together with the nationality and motive power of the vessel in which the same was brought to the first port in the United States. (Customs Regs. 1892, Art. 1280.)

INCREASING THEIR BUSINESS.

Munro Bros., wire workers, New Glasgow, N.S., are now adding iron bedsteads to their list of manufactures, and in a couple of weeks will have a patent combination bedstead and mattress that, while it effects a saving in cost, is far more comfortable than anything they have yet put out in this line.

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.

Orders filled the same day as received.

CONDITION OF THE IRON TRADE.

THE advance which has taken place in the price of iron and steel products has, according to The Engineering and Mining Journal, without doubt, come to stay, and unless all present indications are at fault, further advances may be expected before fall. It is impossible to predict what may be the conditions after the autumn trade commences, but if the present industrial expansion continues we will then be on the verge of another boom similar to that of 1886.

On January 1st of this year we quoted Northern 2X at $11 to $12, and Southern No. 2 at $10.25 to $11.25. Pittsburg quotations were $10 for Bessemer and $9 for Gray Forge. In February the same quotations held. In the early part of March there was no change in New York prices, and in Pittsburg, while the same figures held, the market was much weaker, billets selling for $14.90. April showed the commencement of the change. The wages of coke workers had been advanced, and with them the price of coke and lake ore. In Chicago there was an advance of 50 cents in pig. New York prices were stationary, as were also those in Philadelphia. Pittsburg showed a general stiffening, Bessemer selling up to $10.65 and Gray Forge to $9.25, while billets sold to $16 at mill. During the following week trade conditions became even stronger, and by May 4th had developed a steady business at advanced prices, and with prospects of a further rise. About this time various industrial establishments commenced advancing wages, and in our columns we recorded a long list where the advance had averaged over 10 per cent. At nearly all furnaces shipments were in excess of production, and in all markets prices were held firm and orders for following months were either declined or taken at advanced prices.

The most marked advance, however, is noted during the first week of June, when prices in New York were held at $11.50 to $12 for Northern 2X and $11.25 to $11.50 for Southern No. 2 foundry. In Pittsburg, Bessemer sold for $11.75, June and July delivery, and Gray Forge $10.40. Billets for June and July sold $17.50, and August $18.75.

On June 14 even these prices have been exceeded, Northern 2X selling for $11.50 to $12, and Southern No. 2 foundry $11.50 to $12 in New York, while in Pittsburg Bessemer sold $12.35 for July, August and September; Gray Forge $10, July and August. Telegraphic reports from our correspondent say billets have advanced to $19.

The advance in prices is established on a very much sounder basis than mere speculation. As shown in the following table, our weekly output has remained practically the same, a very slight increase being shown in coke iron, which is more than counterbalanced by the decrease in anthracite and charcoal.

Fuel Used.	Week ending June 15, 1894.		Week ending June 14, 1895.		From Jan., 1894.	From Jan., 1895.
	Furs.	Tons.	Furs.	Tons.	Tons.	Tons.
Anthracite	30	12,350	32	20,124	378,539	495,526
Coke	41	47,590	122	131,800	2,098,596	3,246,649
Charcoal	20	3,930	18	3,961	96,028	95,640
Totals	91	63,970	172	155,885	2,573,163	3,837,806

While all the returns have not been received of our reports on stocks, from those in hand it is apparent that there has been a decline of nearly 100,000 tons during the month. That is, about 12 per cent. of the amount in stock on May 1st has been consumed in addition to the entire output of all the furnaces during the month. Our present rate of production is 8,100,000 per annum, but the rate of consumption is over 9,000,000 tons per annum. With consumption about 25,000 tons per week above production, our present stocks would, if the output continued the same, last for only seven months, and if from unforeseen strikes or other causes production should decline, our supply would necessarily be used up within a shorter period. In other words, our total stocks represent four weeks actual consumption if production ceased.

GOLD PRODUCTION IN 1894.

THE N. Y. Journal of Commerce prints this Washington despatch: The Director of the Mint, R. E. Preston, estimates the world's production of gold for the calendar year 1894 to have approximated 8,780,518 fine ounces of the value of $181,510,100, against $158,836,000 for 1893, showing an increase of $22,678,000 in 1894.

The greatest increase in the production of gold in any one country in the year was:

Africa	$11,400,000
Australia	6,073,000
United States	3,500,000
Mexico	3,195,000

Mr. Preston estimates the world's production of silver for 1894 at 165,918,338 fine ounces, of the coining value of $214,481,000; the bullion value of the same at the average price, viz.: 63½ cents, of silver for 1894 was $105,348,135, showing a difference between the coining and bullion value of $109,132,965; the increase in the production of silver in 1894 over 1893 was 722,000 ounces.

The greatest increase in the production of silver was:

Bolivia	$10,800,000
Mexico	3,500,000
Peru	2,000,000
Chili	1,400,000
Greece	1,400,000

Both the production of gold and silver in 1894 exceeded that of any prior year in the world's history.

The following is Mr. Preston's estimate of the world's production of gold and silver for 1894 by countries:

World's production of gold, calendar year 1894:

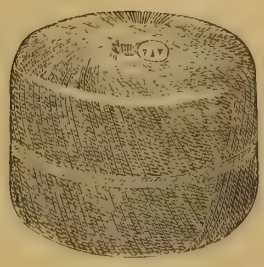
Countries.	Amounts.
United States	$39,500,000
Australasia	41,760,800
Mexico	4,500,000
Dominion of Canada	954,400
European countries—	
Russia	27,646,000
Germany	2,203,100
Austria-Hungary	1,684,800
Sweden	62,500
Italy	117,000
Turkey	8,000
France	185,300
Great Britain	65,800
South American countries—	
Argentine Republic	95,000
Colombia	2,892,800
Bolivia	67,000
Ecuador	68,400
Chili	249,500
Brazil	219,500
Venezuela	806,100
Guiana (British)	2,310,100
Guiana (Dutch)	579,500
Guiana (French)	1,329,200
Peru	74,400
Uruguay	141,600
Central American States	470,500
Japan	489,800
China	6,014,000
Africa	40,346,000
India (British)	3,986,900
Corea	467,200
Total	$181,510,100

World's production of silver, calendar year 1894:

Countries.	Amounts.
United States	$64,000,000
Australasia	23,367,700
Mexico	60,817,300
Japan	2,529,700
Dominion of Canada	321,400
European countries—	
Russia	420,500
Germany	8,027,300
Austria-Hungary	2,548,400
Sweden	119,200
Norway	195,500
Italy	1,200,500
Spain	2,643,400
Greece	1,472,700
Turkey	63,000
France	4,076,100
Great Britain	329,700
South American countries—	
Argentine Republic	1,551,600
Colombia	2,182,400
Bolivia	28,444,400
Ecuador	10,000
Chili	3,685,500
Peru	4,474,800
Central American States	2,000,000
Total	$214,481,100

Mr. Preston states that the estimate is a most conservative one, both as regards the production of gold and silver. Great labor has been bestowed upon the collaborating of the figures and ascertaining their correctness.

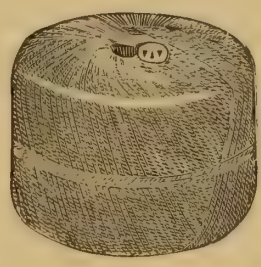
TWINE



American Sheaf



Absolutely Pure



Gold Medal

Plymouth Binder Twine

HIGH GRADE GOODS

Can be sold at a profit when the prices are low.

Try Them. We sell only one firm in a town. Make your own prices. . . . .

HOBBS HARDWARE CO.

Selling Agents for Canada

LONDON, ONT.

Get our prices on . . .

White Sisal
Red Cap
Blue Ribbon

H. Special
and . . .
Standard Twine

Sell for a Profit

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 21, 1895.

HARDWARE.

BUSINESS in most staple lines of hardware has been quite active during the week, and jobbers appear to be confident of a continuation of this activity. The only additional changes in values have been in bolts, on which the makers have adopted the American list, which has necessitated a readjustment of the trade discounts. The lines in most demand have been cut nails, wire nails, tacks, clothes wringers, churns, ware, screen doors and blinds, and wire cloth.

BARBED WIRE—Rules active and firm. We quote: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3c., shipments of 500 lbs. and upwards delivered in Quebec and Ontario, and 3⅛c. delivered in New Brunswick and Nova Scotia, when the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra.

PLAIN WIRE—There is a good demand for all the standard sizes at the advanced prices. The trade discount is 22½ off the list 60 days, or 2 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario and Quebec.

ROPE—There has been more demand for cordage and values have a firm tendency. At this writing, however, no quotable change is reported. We quote: Sisal, 5¾ to 6c. for 7-16 and upwards, and 14 to 15c. for deep sea line. Pure Manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

CUT NAILS—Makers report that they have all the orders they want and the demand from jobbers is well maintained also. Base price is $2.10 per package for Montreal and Ontario points, freight charges prepaid on 10-keg lots to points where the freight does not exceed 25c. per 100 lbs., rebate of 10c. per keg on car lots.

WIRE NAILS—The demand on the advanced basis has been quite active both from first and second hands. The trade discount now is 75 and 10, deliveries f.o.b. Montreal, Toronto, Hamilton, Gananoque, London, Quebec, St. John and Halifax; shipments of over 1,000 lbs. in one shipment, delivered f.o.b. at all railway stations where freight does not exceed 25c. per 100 lbs.

HORSE NAILS—There has been a fair trade in horse nails. Discount is 55 off the list delivered f.o.b. Montreal.

TACKS—A good active trade has continued in tacks. We quote: Discounts, B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

CLOTHES WRINGERS—A fairly good enquiry is to note at steady prices.

CHURNS—A quiet trade is doing in these at steady prices.

WARE—Peerless ware continues fairly active, but otherwise business is quiet.

LAWN MOWERS—These and other gardeners' tools rule quiet.

ICE CREAM FREEZERS—There is a good steady demand for these goods in a jobbing way.

PLUMBERS' SUPPLIES—Outside orders are of a fair character. Otherwise business is dull.

SPORTING GOODS—Some demand has been experienced for shot. The discount on it is 17½ off the list.

CARRIAGE BOLTS—Makers have advanced prices in these. The discount now is 60 and 10.

MACHINE BOLTS—Discounts on these are now 60 and 5.

COACH SCREWS—The new discount on these is 70 and 5, and on bolt ends and blank bolts 60 per cent. off.

CUTLERY—A fair jobbing trade continues in this line.

WIRE CLOTH, ETC.—Jobbers are working on very moderate stocks of wire cloth and screen doors and blinds, as supplies are slow in arriving.

LEATHER BELTING—Quiet and unchanged.

CEMENT—This market is firm, higher and fairly active. English, $1.95 to $2.05; and Belgian (unchanged), $1.80 to $1.90.

FIREBRICKS—A good demand is maintained for these at $15 to $21 per 1,000, as to quality.

METALS.

The better tone noted in the iron market last week has been maintained, and values all round show firmness, while buyers are showing a more general disposition to do business than they have manifested over a year back.

PIG IRON—In pig iron sales of Scotch have been made at an advance of 25c. ex-

Enamelled Ware

MADE IN CANADA

We are daily increasing our lines and gladly invite comparison in every way with any foreign goods—English, American or German. Order a sample lot and see for yourselves what Canada can do.

THE McCLARY MANUFACTURING CO.

London, Toronto, Montreal. Winnipeg, Vancouver.

wharf, and now it is doubtful if any can be had under $19, and we quote $19 25 to $20 as a range on Summerlee and equal brands. Canadian pig is held firm also, with transactions at $16 for round lots, also an advance of 25c. per ton, and we quote $16 to $16.50.

BAR IRON—Bar iron continues firm. The base price is $1.60 from makers' hands, but we quote $1.65 to $1.70 as the range.

TIN PLATES—A firmer feeling is to note in tin plates, and the fact has led to rather more activity. We quote $2.75 to $3.10 for coke, and charcoal, $3.25 to$3.75.

TERNE PLATES—No change is to note in these, the feeling ruling steady, at $5.75 to $6.25, as to grade.

CANADA PLATES—A firmer tendency is to note in these, although sales are still heard of at last week's range. We quote $2.05 to $2.10.

SHEET IRON—Quiet and steady at $2.10 to $2.20.

IRON PIPE—Demand is good. The discounts now are definitely fixed at 60 and 10 to 70 and 10 on black and 31½ to 40 and 10 per cent. on galvanized.

INGOT TIN—The feeling is rather firmer, and we quote 17½ to 18c. as a range.

LEAD—The firm feeling is maintained, and the market here can be quoted steady at $3.25.

SPELTER—Quiet and steady at $4.50 to $4.75.

ANTIMONY—Featureless and unchanged at 10c.

HOOPS AND BANDS—Business is quiet, and we quote: Canadian, $1.90, and English, $2 to $2.10.

GALVANIZED SHEETS—A good demand is to note for No. 28 guage, which is held firm at $4.25.

COPPER—The firm feeling in copper is maintained, and prices are ½c. higher at 10½ to 11c.

SHEET COPPER—Stocks are light and prices firmly held at 18 to 25c., as to grade.

PAINTS AND OILS.

The chief features on this market have been the sharp advance in leads and the active demand for paris green.

LEADS—All prices are advanced and demand is brisk at the rise. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

PARIS GREEN—The active enquiry for this article has been fully maintained and prices are firmly held at 18 to 20c.

LINSEED OIL—Demand for this abroad is strong and prices there are steadily moving upward. The stock on spot is light and values are firmly held, 58c. for raw and 60c. for boiled.

SEAL OIL—Business has been done in new crop seal oil, sales of a few small lots being reported at 35c. net cash on the wharf here. We quote from store, however, 40 to 45c.

COD OIL—Steady and unchanged at 37½ to 40c.

CASTOR OIL—Firm and unchanged at 6½ to 7c.

SHELLAC—Strong and active.

TURPENTINE—Rules steady but quiet at 47c.

RESINS—A good trade is to note at firm prices. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

There is a good active trade in glass at firm prices. We quote $1.15 to $1.20 for first break and $1.25 to $1.30 for second.

CHEMICALS AND DYESTUFFS.

Demand for heavy chemicals has been good, and prices are steady. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50;

Binder Twine

We will be glad to quote you prices on binder twine in any quantity, of the following grades.

OUR LEADING BRANDS ARE:

Blue Ribbon **Red Cap**
Sterling **Common Sense**

Correspondence cheerfully answered and prompt delivery of goods guaranteed.

M. & L. SAMUEL, BENJAMIN & CO.

TORONTO

ENGLISH HOUSE:
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

Paris Green
Guaranteed Government Standard.

QUEBEC MARKETS—Continued

chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $70 to $75; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

Demand for petroleum has been slow, but there is no quotable change in prices. We quote Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

HIDES.

The hide market is firm. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 2 and 3. Calfskins are unchanged at 8c., lambskins at 25c, clips at 15c. and sheepskins at 75c. to $1 each.

WOOL.

The only sales in wool have been some lots of greasy Cape at 13 to 15c.

ASHES.

There is no change in the ashes market, business ruling moderately active and prices steady at $4.10 for first pots, and $3.80 for seconds, and $5 50 for pearls, per 100 lbs.

MONTREAL MARKET NOTES.

Petroleum is very firm and unchanged.

Turpentine rules steady.

Cement has advanced 5c. per barrel to $1.95 to $2.05 for English, but Belgian is unchanged.

W. H. Cottingham & Co. report a brisk demand for the new lines of the well-known Sherwin-Williams paints that they have introduced this spring.

Painchaud, Squire & Co. say that trade is picking up materially in all the lines of goods that they handle.

New crop seal oil has opened here at 35c. This is lower than last year's opening figure.

In the case of every sample of Paris green submitted recently to the Government by W. H. Cottingham & Co., all were found to exceed the test demanded by law.

The Thos. Davidson Manufacturing Co., Ltd., are sending to their customers a beautiful 20 x 28 lithographed fine card of their extensive plant. This card is unique, in being made of tin and so large. Neither pains nor expense has been spared in getting this card up, and the taste of design and harmonious blending of color show how perfect this work has become. If you have not already received one, see that you are not forgotten, as they are well worth having.

Beware of Worthless Imitations.



We also manufacture **EMBOSSED STEEL CEILING.**

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers

METALLIC ROOFING CO., LTD.

84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

ONTARIO MARKETS.

TORONTO, June 21, 1895.

HARDWARE.

TRADE seems to be generally in a fair condition, and in some lines there is quite a remarkable activity. The season is about over for lawn mowers and churns, but for other summer goods—such as ice cream freezers, lemon squeezers, garden hose, and screen doors and windows—there is a continued demand. In most lines of nails the trade is slightly improved over last week. Metals are still exhibiting an upward tendency, and in some lines the manufacturers have cancelled quotations. Brass goods have advanced ten per cent. on the New York market. White lead and linseed oil are firm at increased figures, and prepared paints and other commodities into the composition of which one or both of these enter show an upward tendency. Turpentine has advanced 1c. on the local market. Binder twine is beginning to move, but not freely as yet, as the dry weather makes it uncertain what the yield of the straw of the growing crop will be, and country merchants and farmers therefore do not know how much they will require.

WIRE—It can hardly be said that there is any falling off in the demand, though barb wire is not going out as freely as a while ago. Barb is now being quoted at 3c. (terms and conditions as heretofore) and oiled, annealed and other kinds at 22½ per cent. discount.

ROPE—There is very little doing, prices remaining the same as last week, viz.: Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—While no carloads are reported to have changed hands, the trade remains steady, principally for lots of ten kegs. Prices unchanged. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—The activity in this line continues, most of the dealers throughout the country being now acquainted with the ruling prices quoted last week. The discount is as then 75 and 10 per cent. and 75 and 5 on 1-lb. lots.

HORSE NAILS—There seems to be a little better demand for these at the increased price recorded in these columns last week, the discount being 55 per cent.

TACKS—There is no change to record in the position of tacks since the advance noted last week. Trade remains pretty good. We quote discounts as follows: Leather carpet, 30 per cent; cut carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—With a fair demand, prices remain $27 to $27.50.

CHURNS—The trade for the season seems about over. Of course, orders are daily being received, but for small lots only. The orders are being partly supplied from jobbers' stocks, and partly from the factories.

WARE—Stocks are just now more complete than for some time, both in Peerless and white. The fruit-preserving season being now nicely open, there is a good demand for kettles and saucepans.

LAWN MOWERS—The season's trade is about over, although an occasional order is still received by the jobbers.

RUBBER GARDEN HOSE—There is still a good demand, while the jobbers are in a better position to supply the demand. There are still some brands in which there is a shortage. There seems to be very little "Kinkproof" selling this year, the demand being chiefly for "Lion" and equals.

ICE CREAM FREERERS—Are now being called for daily, as well as lemon squeezers.

PLUMBERS' SUPPLIES—There is nothing new to say in this line, the situation of last week continuing, a discount of 60 per cent. ruling for the "Gem."

POULTRY NETTING—The demand is good, with low stocks. Discounts are still 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—Stocks are now complete and back orders are being rapidly filled. Most of the dealers are asking for the completion of their orders, being annoyed over the delay in delivery, which was unavoidable. The demand is much greater than at this time last year.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

LEATHER BELTING—Still quiet. Discounts: "Extra," 45 per cent.; "Standard," 45, and No. 1, 55 per cent.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

CUTLERY—Nothing new to note. Trade is fair.

SPORTING GOODS—Trade is fair.

METALS.

Prices continue to have an upward tendency, and some manufacturers have cancelled quotations.

PIG IRON—No change since last week's advance of 50c. a ton.

BAR IRON—Firm at $1.70 to $1.75.

SHEET STEEL—Trade is only fair in this line at unchanged prices. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—A nice trade is being done in black sheets, principally of the lighter gauges. Tinned iron is also going out quite freely. Prices have not been changed.

PIG LEAD—A moderate trade is being done at 5c. for ton lots and 3¼c. for small lots. The N. Y. Daily Metal Market Report has this to say on lead: Sales yesterday afternoon were made for delivery this month, lighterage free, at 3¼c., and public bids this morning on the Metal Exchange were reduced to 3.20. The market is slightly easier, notwithstanding the firmer values from the west, and there is some offering of lead from western centres at under 3.30. Futures continue to hold steady, but at the moment there is no demand for spot lead, and consequently a slightly easier tone is to be noted.

LEAD PIPE—We quote the same price as last week, viz: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

SHOT — Discount remains at 17½ per cent.

GALVANIZED IRON—There is a good demand for all gauges. Import orders are being freely booked and sales from stock are being made. Prices rule at $4 for Gordon Crown and Queen's Head brands, 28 gauge.

INGOT COPPER—Trade is quiet at 11c. for ton lots, and 11¼c. for small lots.

INGOT TIN—Ton lots are quoted at 17c., and small at 17½c.

IRON PIPE—While manufacturers are not inclined to make quotations yet, a number of the jobbers are selling ¼, ⅜ and ½ at 67½ discount; ¾ and 1 at 70; 1¼ and 1½ at 70 and 5; 2 at 70 and 10. There seems to be quite a scarcity in the matter of both the Canadian and the imported article.

SHEATHING COPPER—Unchanged, at 15½ to 16c. for turned and 14 to 14½c. for plain. The N.Y. Daily Metal Market Report says of the copper situation: London market opened at a decline of 5s. per ton, closing quiet at unchanged values, on total sales of 600 tons, of which 425 spot and 175 tons futures.

Outside of supporting bids by a broker representing the mining interest on change at 10½c. for all deliveries, there was absolutely no interest taken in the market. The same broker offered to sell at 11 cents.

On the outside the open market quotation is 10¾ cents a pound. Probably for desirable orders this price would be shaded.

Electrolytic continued in good demand and supplies pretty well absorbed. Market is firm at 10⅜ to 10½c.

Casting copper is unchanged with the open market quotation at 10¼c. Some sales reported at 10⅛ to consumers. The floating lots which were in the market last week at 10 cents a pound are still obtainable. They have been offered very liberally to consumers, who, however, are not attracted by them, as the cost of freight from New York makes them cost more than the price at which the companies will sell delivered.

SHEET BRASS—Trade is active at 20 to 30c. per lb.

SHEET ZINC—Trade continues fairly brisk for small lots. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Trade remains fair at unchanged prices. We quote: Domestic—Galvanized, 30 gal., $5.75; 35 gal., $6.75; 40 gal., $7.75; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade seems fairly satisfactory, and stocks are low in fair qualities of charcoal brands. There is not a great deal doing in coke finish. Import orders are being freely booked for ordinary charcoal and big grades. We quote: Coke, 14 to 20 gauge, $3; for sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.25 to $3.50.

SOIL PIPE—Trade is dull. We quote: 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—There is not much demand. Stocks are complete and prices unchanged at $6 for "I.C."

HOOPS AND BANDS—While a fair business is being done, the base price is held at $2.25.

ZINC SPELTER—Domestic is being held at 3½ to 3¾c. in small lots; imported, 4 to 4¼c.

SOLDER—Demand is good at unaltered quotations.

ANTIMONY—Quoted at 10 to 10½c. per lb.

GLASS.

Trade is not by any means brisk, and many import orders are still unfilled. Plate and fancy glass are both quiet.

PAINTS AND OILS.

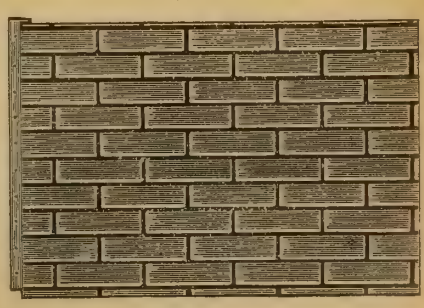
The advances in dry lead and the scarcity of flax gives the markets an upward tendency.

WHITE LEAD—The 4¼c. quotation noted last week has been withdrawn, and very little is being pushed even at 4½c. Some jobbers are asking 4¾c. Demand is brisk.

Quotations for putty have been cancelled and what there is selling is going out at $1.85. The feeling seems to be that the price will touch the $2 mark before long. The appreciation of prices is due to the advance in oils and dry leads.

PARIS GREEN—There is no specially

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

MARKETS—Continued

brisk demand just now, the season being a little late. Prices rule at 18 to 22c. yet.

PREPARED PAINTS—Are very firm at $1, and some jobbers are inclined to quote $1.05. The advance in white lead and linseed oil is responsible for the upward tendency.

LINSEED OIL—56 and 59c. are quoted, these figures being about the cost of laying down English oil here. It is held that it must go higher, as the Canadian works are shutting down for want of seed.

TURPENTINE—Reports from the South indicate a very firm market there, and an advance of 1c. is noted locally. Forty-four cents is now quoted, and 45c, it is said, will be the figure shortly.

CASTOR OIL—Is again firm, being quoted at these advanced prices: In cases, 6½c.; in single tins, 7½c.

OLD MATERIAL.

Trade is fair and metals somewhat firmer. The mills are buying freely and founders claim to receive orders for new goods quite frequently. There is no market for borings and turnings, but prices do not pay for the handling, the dealers say. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 6 to 6½c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1¾ to 2c.; scrap rubber, 4 to 4 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

SEEDS.

The season for seeds is over, and no trade is being done. The jobbers' prices quoted are merely nominal. We quote: Red clover, $6.15 to $6.50; alsike, $4.20 to $6; timothy, $2.90 to $3.50 per bushel.

SALT.

Trade is brisk at unaltered prices. We quote: Barrels, 85c.,; coarse sacks, 58c.; fine sacks, 60c.; dairy, $1.25; rock, $9.

HIDES, SKINS, WOOL AND TALLOW

HIDES—Are getting rather scarce, the few that are coming in finding ready sales at 8c. for No. 1 and 7c. for No. 2.

SHEEPSKINS—Few are offering, the season being nearly over. Sheepskins bring $1 to $1.25, lambskins 25c., and shearlings 15c.

CALFSKINS—Still quoted at 8c. for No. 1 and 6c. for No. 2.

WOOL—Still bringing 19 to 20c. on the Toronto market, but the competition is not quite so active. Receipts from country points are coming in freely, and the aggregate of wool moving is large.

PETROLEUM.

Trade in illuminating is not very good, but in lubricating oils business is rather brisk. Prices are unchanged and firm. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

ONTARIO MARKET NOTES.

TORONTO.

The Gurney Foundry Co. will shortly hold their annual picnic.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of English tile and draining spades.

The Canada Paint Co. during the month of May shipped 1,240 tons of oils, paints and varnishes, made up in 233,695 packages for various destinations. They expect the June trade to be every bit as good.

The McClary Manufacturing Co. say that people are beginning to send in orders for stove pipe elbows and Canada plates, as many seem to be under the impression that these lines will advance.

H. S. Howland, Sons & Co. are just in receipt of a large consignment of "Protector" knife polish, put up in packages which can be retailed at 10c., giving the dealer a good profit. They also have a complete stock of Acton & Borman's emery and emery cloth. These goods are of world-wide reputation and unexcelled in quality.

GUELPH.

The "Perfect" barn door hanger, advertised in another part of this paper, is manufactured by the well known makers of the Woodyatt lawn mowers. It is acknowledged by the trade as one of the most perfect in the market, both in mode of construction and quality, and has become very popular. Those of our readers who have not seen it would do well to make some enquiries.

KINGSTON.

At Kingston Penitentiary during the season, 331,000 lbs. of binder twine was manufactured, realizing $15,515.

INGERSOLL.

Robertson & McKay, Ingersoll, have removed to their new store, and in these new, extensive quarters feel they have room to move about them. The store is 26 ft. front by 90 deep, and has plate glass windows and splendid store space. The shelf goods are put up in boxes, nicely sampled. The store is heated by hot water and air. It has the latest system of oil storing, reference to which is made elsewhere, and incandescent lights throughout. In fact, every department shows the utmost care and attention has been paid to the minutest details, and the proprietors have just cause to be proud of the results of their enterprise and labor, as they have an establishment which for equipment is second to none in Canada.

UNITED STATES MARKETS.

NEW YORK, June 21, 1895.

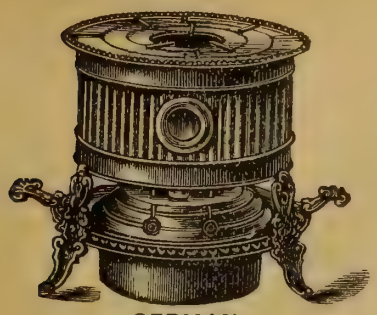
TIN PLATES—Prices weakened a fraction, in sympathy with lower quotations by cable from London, and speculative operations here were more active at the decline. On 'Change and outside probably 150 tons changed hands. Some improvement was noted also in sales to consumers and out-of-town dealers at a slight advance on local contract rates. Prices here were on the basis of about 13 80c. net cash for round lots during the greater portion of the day, and in London as low as £61 15s. was touched. Transactions recorded on 'Change included: 25 tons, seller's option to double between July 1st and December 1st, one day's notice, at 13.75c.; 25 tons June delivery, one day's notice, at 13.80c.; 15 tons November at 13.80c.; 15 tons December at 13.80.

COPPER—More or less business in Lake Superior ingot and the varieties of copper favored for electrical purposes is passing. The business is mostly effected direct between producers and consumers. Few particulars are made public, but it is understood that most purchases are for August and later deliveries; that the amount of copper involved is fairly large at intervals, and that 10¾c. for Lake Superior sorts and 10.40 to 10½c. for electrolytic were the prices. Those figures are now generally quoted by the mining companies. Occasional small sales of Lake Superior are made by dealers at or about 10½ to 10⅝c. cash for prompt delivery. Casting stock is selling to a fair extent, chiefly at 10⅛ to 10¼c., according to quantity and brand, but 10c. seems to be touched in remote instances.

PIG LEAD—In this market there was no change. Buyers are going slow because of uncertainty as to what may be done with Newark lead in this city and vicinity. Hesitancy is also caused by offers of Western lead for delivery in this locality at prices somewhat below those realized in quarters where Newark competition is not as keen. At 3.30c. there were free offers of Western and it seemed very probable that 3.27½c. would be accepted for good-sized lots, early shipment. London cable was £10 6s. 3d. for soft Spanish.

SPELTER—Eastern buyers are placing very few orders here, and, according to last advices, have not purchased with any freedom of late in the Western market. Consumers at some other points are buying direct to a very fair extent, however, and with the statistical position good, prices remain steady. Western brands are quoted at 3.70 to 3.75c. delivered here. London cable was £14 10s. for good merchant brands.

ANTIMONY—Sales of jobbing lots are fair, but business otherwise is moderate. Prices remain at about 7⅞ to 8c. for Cookson's,



GERMAN

OIL STOVES

German American and
French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

7.10 to 7.15c. for Hallett's and 6⅞c. for Japanese.

TIN PLATE—Lively interest was manifested in foreign coke plate for near future, and prices for the same advanced to spot trading basis here and to the extent of 1½d. in the English market. The movement was stimulated by cables from abroad stating that a general strike of workmen on July 1 for higher wages was considered probable. In goods from store there was a moderate trade only, but the market shows stronger tone.

IRON AND STEEL—The pig iron market is very firm, and it is difficult to purchase for delivery next month or later at prices at which small lots are being dealt out at the present time. The general quotations for standard brands, July or later shipment, are on the basis of $13 at tidewater for No. 1 foundry. Demand latterly has been largest for No. 2 foundry iron, and stocks of the same are lower than those of other grades. The proportionately larger business in No. 2 is attributed to the fact that many foundry men secure as good results from the No. 2 as from the No. 1, and that analyses have shown comparatively little difference in desired properties—relatively less than the percentage of difference in price.

Old iron rails are in good demand. Few lots seem to be obtainable in this locality, and those are generally held at stiff prices. Old steel rails are in nearly as strong a position and very firmly held. Wrought scrap is also rather scarce, most yardmen in this city and vicinity being practically all sold out. Other old material is not offered with any freedom, and prices for all kinds of stock are quite firm. Iron street rails sold at $2.50 here, and $14 was paid for special section tees, delivered to buyer's mill.

In manufactured steel and iron there is, upon the whole, a very good trade. Orders from the railroad companies still fall short of expectations, but some contracts are being placed for rails and fastenings at full prices. Architectural and bridge-building material are in fairly active demand, but competition is keen enough to keep prices rather low. The same may be said of plates. Black sheets for tinning are in active demand and very firm. Galvanized sheet also has fair sale at stiff prices, and bars and other small shapes are faring quite as well.

U. S. FINANCIAL POSITION.

The June financial circular of Messrs. John H. Davis & Co., New York, summarizes the situation as follows :

Two years ago we were in the height of a currency panic, and trying to hammer enough sound sense into Congressmen to secure a repeal of the Sherman silver law. One year ago we were in the midst of a commercial depression such as the country had not seen for a generation, and also following, day by day, the course of Coxey tramps and of internal war brought on by blind and bigoted "labor" leaders. To-day the whole country is alive with quickened industries and hopeful men. The corn crop promises to be the biggest on record. The iron and coal men of the south have combined to stop ruinous competition. The soft coal men of Pennsylvania and Ohio have returned to work. The railroad freight agents report increased shipping business. The dry goods jobbers of Chicago and St. Paul say orders for next fall and winter are from 100 to 400 per cent. greater than last year. Voluntary increases of wages have been announced by scores of manufacturers. Europe is buying our stocks and bonds. Money is abundant and cheap for legitimate enterprises. Iron rails are advancing. The Western Union Telegraph Company reports a surplus of $164,000 for the quarter ending June 30, against $29,000 in 1894, indicating increased business between business men. The Atchison reorganization plan is a success. The Northern Pacific plan will soon be announced, and it will have the co-operation of the chief rival of the line in the carrying trade. Railroad earnings are gaining.

Cleveland Blue Rock

TARGETS

100,000—full car lot just received.



Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

Special quotations for good orders.

LONDON, ONT.

REGULAR HALIFAX LETTER.

HALIFAX, June 21.

"ANY change in prices?" was the query I put to the genial secretary of the Halifax Hardware Association to-day.

"None in Halifax. Prices are stiffening," he continued, with a smile, "but nobody seems desirous of being the first to put them up."

"What is the cause of the advance elsewhere?"

"For my part I see no change whatever, I look upon any rise in prices as nothing but a piece of extortion."

"How is business?"

"No change; just so so. We are all pegging along, looking for better times. There is not a change in anything worth letting the readers of HARDWARE AND METAL know about."

That little interview expresses the situation in Nova Scotia to a nicety.

The Outlook, a weekly paper published at Middleton, Annapolis county, has a lengthy article on the Torbrook Iron Mines. It dwells on the extensive mining operations carried on there by Mr. R. G. Leckie, late manager of the Londonderry mines. At the present time the pay roll amounts to $4,000 monthly, but will be largely increased when Mr. Leckie opens his smelting furnaces at St. John, to which place the ore will be shipped.

Gold mining speculators are in a state of excitement over reported "finds" throughout this province and the newspapers tell some marvellous stories, which, however, should be taken with a big pinch of salt.

TAUNTON

CORDAGE TENDING HIGHER.

Jobbers in Montreal have been notified by the cordage manufacturers that the latter do not now guarantee prices, and that all orders are subject to any advance that may be decided upon. A leading jobber told HARDWARE AND METAL on Wednesday that he would not be surprised if prices advanced before the end of the week. Higher prices on everything were in the air just now, and there was no reason why cordage should be an exception, especially as present values were unusually low. For instance, twelve months or so ago sisal was selling at 10 to 11c., or 4c. more than it is now, and manilla 12 to 15c., or 4 to 6c. higher than to-day's prices. It was easy to see, therefore, that there was room for recovery.

INTERNATIONAL AFFILIATION.

A meeting of the Executive Committee of the Montreal Master Plumbers' Association was held on Tuesday at the residence of Mr. Lamarche, the president, who is still confined to the house by his broken leg. The meeting received the report of Mr. Date, who represented Canada at the Philadelphia convention. The question of international affiliation is left in the hands of the new Executive of the American Association, which is willing, whenever a Dominion organization is formed, to make the necessary constitutional changes admitting the Canadian brethren.

The Montreal Executive also considered the action to be taken by the city plumbers against the suspension of the by-law enforcing the use of iron pipes inside houses. It was decided to secure the active co-operation of the medical and sanitary associations, the medical faculties of the universities, and to meet the Civic Health Committee at an appointed day and discuss the whole matter.

NEW LIST ON BOLTS ADOPTED.

Toward the close of last week the jobbers were notified by the makers that henceforth the latter would sell bolts of all kinds on the American list, also advising them of the necessary readjustment in the trade discounts which the change called for. The alteration is equivalent to a small advance in prices all round, and considering all the circumstances of the case it is surprising that the American list was not adopted long ago. The latter is much more uniform in its scales, etc., than the Canadian one, and therefore fairer to the manufacturer, as it ensures a reasonable return on the full range of bolts. The jobbers receive the change with satisfaction, and assert that it will be easier and more satisfactory to them to sell off the American list. The changes in the trade discounts are as follows:

Carriage Bolts—60 and 10 per cent. off the list.

Machine Bolts—60 and 5 per cent. off.

Coach Screws—70 and 5 per cent. off.

Bolt Ends and Blank Bolts—60 per cent. off.

These changes went into effect last Monday.

PLATE GLASS RATES CUT.

A Chicago despatch to The N. Y. Journal of Commerce, dated June 18, says: Notwithstanding the large increase in the cost of plate glass the rates on plate glass insurance are being slashed in Chicago, in many cases as high as 50 per cent. Street report charges the Union Casualty of St. Louis with being the strongest candidate for cut-rate honors, but it is to be inferred that practically all of the companies have a finger in the pie. This is regardless of the rules of the compact, which was organized a year ago, and which was maintained for a time. The Union is adopting the methods of the New York Plate Glass Insurance Co. when it entered this field. Its policy was to cut rates in any amount in order to get the business on its books. When it had a good line of renewals it was ready to join hands with the other and older companies, and now is one of the fold. The Union Casualty having been in the cut rate line for some time, common report says, is now about ready to get in out of the wet.

PERSONAL MENTION.

M. S. Plumley, agricultural implements, Napanee, was in Toronto the other day.

Mr. Greenland, of Phillips & Co., Orillia visited Toronto this week.

S. P. Gourlay, plumber, St. Catharines, Ont., was in Toronto the other day.

Mr. Palmerston, of Palmerston & Madden, Simcoe, Ont., was seen at the office of the Gurney Foundry Co., Toronto, this week.

A. B. Noble, hardware merchant, Shelburne, Ont., and his brother, who was formerly in business with him there, visited Toronto during the early part of the week.

Mr. Charles Fox, buyer and manager for Mr. J. O. Cadham, Portage la Prairie, has been in Toronto this week, combining business with pleasure. Mr. Fox has not been east for eight years, and, from his appearance, the west thoroughly agrees with him. His old friends in the east hardly knew him, he had grown so large.

NOTES.

Andrew Sullivan, tinsmith, Williamstown, Ont., is dead.

Turnbull & Nott's hardware store, Brantford, was robbed of goods to the value of $200 on Saturday last.

The Dominion Carriage and Wheel Mfg. Co., St. Therese de Blainville, Que., are applying for incorporation.

The partnership heretofore existing under the name of Wigle & Co., merchants, Leamington, Ont., has been dissolved, and Robert Wigle and Solomon Wigle are no longer interested in said business, the same now being carried on by Everett B. Wigle and Russell Wigle.

A London (Eng.) dispatch says: "The British exports to Canada increased 4 per cent. in May and decreased 7 per cent. for the five months. The imports from Canada increased 5 and 8 per cent. in the same periods. The chief increases were oxen and sheep. Both cheese and butter also have nearly doubled this year."

First Employer—I hear you have yielded to the demand for eight hours' work at ten hours' pay. How can you afford it?

Second Employer—You see, my men promised to work, while they are at it, instead of standing around and chatting about capital and labor.

RAILROAD TIES OF METAL.

THE metal railroad tie is destined sooner or later to largely displace its wooden predecessor, says The Age of Steel. As this will have to be brought about for economic purposes, it is safe to assume, that so long as forest supplies are abundant and the differences in first cost are in their present disparity, the metal tie will be a comparatively slow evolution. There may be differences in localities and conditions to favor the more rapid and general use of the metal tie, but in a broad sense it has to bide its time to secure its eventual supremacy. In a very interesting and able report on the "Use of Metal Railroad Ties," published by authority of the Secretary of Agriculture, we find the following statements: "The substitution of metal for wood in railroad ties has progressed steadily since the first report published in 1890, until now more than 35,000 miles, or, allowing for omissions in the report, about twenty per cent. of the railroad mileage of the world outside the United States and Canada is laid on metal." In reference to its coming into more general use in this country the report says:

"Although progress has been slow it is only a question of time when this saving of forest supplies, which will at the same time insure greater efficiency, safety, and final economy, will be forced upon them by the waning of forest supplies, and as railroad companies begin more and more to assume a permanent and less speculative character. Meanwhile preservative processes and metal tie plates may be applied to wooden ties with advantage, postponing the time when the better but more expensive metal tie shall be adopted."

This is a candid and reasonable view of the situation as at preseut developed, the conclusion, however, being none the less definite and assured that steel-tie manufacture is destined to be an important industry in the United States. This is a question of more than ordinary importance to the steel manufacturer, and, as the report pertinently says, "is a very live issue for consideration." In this report the review of the situation covers types of track, forms, dimensions, weight and fastenings, durability, renewals and economies of maintenance. The use and results of metal ties in Europe, Africa, Australia, Asia and South America are given in their historic order, the summary of the situation being that the metal tie will eventually be the rule and not the exception.

U. S. LEAD PRODUCTION.

The statistics of the production and movement of lead in the United States for 1894 are contained in a bulletin prepared by Dr. D. T. Day, of the Geological Survey, for insertion in his annual report on the mineral resources of the United States. The product of desilverized refined lead in 1894 was 181,404 net tons. Included in this net total were 38,635 net tons of lead derived from foreign base bullion refined in bond.

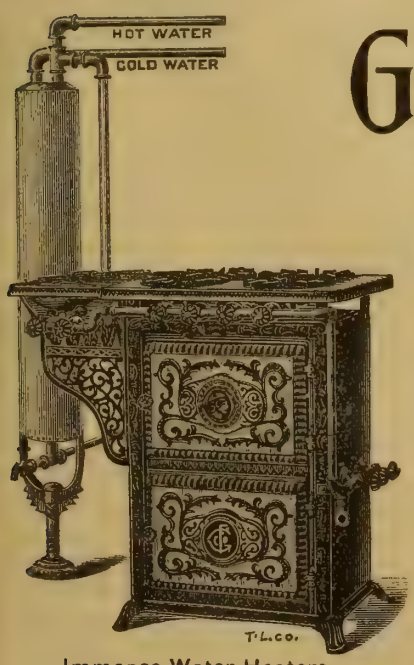
The product of soft lead smelted in Missouri and Illinois, and a small quantity from Virginia, footed up 37,686 net tons, a considerable increase over the preceding year. The total product of refined lead in the United States was therefore 219,090 tons. Colorado smelted a larger quantity of it than any other State or Territory, her product being over 50,000 tons. Idaho came next with 33,000 tons, and Utah followed with 23,000. Montana produced nearly 10,000 tons, and Nevada, New Mexico, Arizona, Missouri, Wisconsin, Kansas and Tennessee followed with 2,000 to 3,000 tons each. California also produced a little.

The total imports of lead from foreign countries amounted to about 70,000 tons, 21,000 tons of which was in the form of ore and came from the Pacific Coast and the Southwest. Base bullion, amounting to 43,000 tons, came in at New York, and 1,000 more came to Omaha. Some 6,000 tons of pig lead came in to the Boston, Philadelphia, Pittsburg and other custom districts. The consumption of lead in the United States during the year is placed at 192,000 tons, and the surplus now on hand at about 15,000 tons.

Handsomely Ornamented

OXFORD
Gas Stoves and Ranges

Quick Working



Immense Water Heaters.

WITH OUR 1895 IMPROVEMENTS ARE UNEQUALLED

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

Send for Illustrated Catalogue and Price List

OCCASION OF DISCONTENT.

THE Iron Trade Review has this article on a subject of present interest in a recent issue :

One of the paradoxes of our quarter of the century is that every artisan and mechanic, and the laborer in every department to-day, with shorter hours of labor, receives 25 per cent., and in many cases 50 per cent., more than he did 30 years ago. While he receives thus one-third more than he did 30 years ago, his dollar will buy in clothes and food twice as much as it would 30 years ago. One would think that the laborer ought to be supremely happy when he compares the past with the present, and that beyond his living he ought to be laying up in the savings' bank the fund which would speedily make him a capitalist. And yet he feels a discontent which his father 30 years ago, with two-thirds to three-fourths less the wages, and his dollar only buying half as much, never knew.—Chauncey Depew.

Not so much of a paradox as it seems on first sight. The question is not whether wages and the purchasing power of the American wage-earner's dollar have increased in the past generation, but whether this increase has kept pace with the increase in other directions. Is the wage-earner getting his share of the prodigious advances made in mechanics, of the wonderful discoveries of stored up wealth in the earth, of the rapid transfer that has been going on in the quarter-century from the luxury column to the necessity column? The civilization of the closing years of the century has been heaping up wants for the ambitious wage-earner; the question about which he and some others disagree is whether the means of gratifying his wants have been correspondingly increased. It is not a problem of the absolute, but of the relative purchasing power of a day's labor. The contention on behalf of many classes of wage-earners is that there has been a rapid movement all about them, but that theirs has been a lagging advance, with the result that a comparative few have reaped a large share of the advantage of inventions, discoveries and the new developments in commerce.

The question is a broad one, and its discussion is seldom free from envy and the discontent bred of ill-success. It is the uneven pace of the advances in various lines that has furnished socialism its favorite propagating ground. The rapid accumulation of fortunes, often by men of less than moderate capacity, has suggested to many that the acquisition of wealth is largely a matter of hap, and thus there has been an underestimate of the factors of industry and brains in the achievement of business success.

Yet one can see signs already of the passing away of the day of quickly-made fortunes, and if there be such a tendency it will help so far to allay the discontent which comes from labor's belief that it has not shared fairly in the general advance. The pioneers in any industry, who made money rapidly because they were pioneers, are finding competition sharp enough to-day. It is less and less possible for a manufacturer to remain practically undisturbed in the possession of a special field until he has grown rich in it or has acquired a prestige that makes him secure against serious rivalry. There are so many alert investigators on the trail of nature's secrets that there is little chance to monopolize any discovery that may yet be made. It would seem that in the generation just ahead success in business is to be less a matter of accident or being early on the ground and much more a matter of close study of processes to cheapen them, of intense concentration and specialization, and of a studious avoidance of methods that partake of speculation.

Speaking on a line of thought somewhat akin to the above, but referring especially to iron and steel and allied industries, Mr. David Dale said in his presidential address before the Iron and Steel Institute three weeks ago :

The time seems to have gone by, at any rate for the present, when many investors in manufacturing enterprises can hope to amass the great fortunes which marked the progress of the rapidly developing trade of the country when we were yet the pioneers of the great mechanical industries, and had the expanding markets of all the world wherefrom to choose.

While this was spoken with special reference to England, it has its application to the United States. Such an evolution would indicate that the discontent of labor is to be answered by the removal of one of its chief occasions. But going further into the question, Mr. Dale intimates that the condition of reduced remuneration for capital is becoming more and more aggravated:

In ordinary times practically the whole of the proceeds of manufacturing operations tend more and more to go into the pocket of the worker Very often for long-continued periods these proceeds have themselves to be supplemented out of that of the employer, who can only look for anything like an adequate return for his enterprise in those spurts in trade due to some exceptional temporary conditions, which apparently tend to become both fewer and further between in proportion to the development of the resources of the world and the ever increasing resulting competition.

Again noting that the words have reference to developments on the other side of the water, it would be only truth to say that manufacturers on this side have more than questioned whether they too were not entering upon such an era. It may be that the first quarter of the new century will show to the critics, who have been pointing to the uneven distribution of the benefits of American development, that the pendulum is swinging in the other direction.

IN MEMORY OF CABOT.

"John Cabot," remarks The Canadian Gazette, "is at last to have his due. Next year will be the quadri-centennial of his discovery of the North American continent, and Canadians mean to make the occasion one for national rejoicing. At the Chicago Fair, they say, nothing but the Columbian discovery was thought of, and it is now Canada's turn to show that the real discoverers of America were the Genoese-Bristol adventurer and his sons. Seeing that Cabot landed at Bonavista, in Newfoundland, it seems rather a far cry to hold the celebration at Toronto, in the heart of the continent—as is, we see, proposed; but, wherever held, the occasion should be made one for hearty co-operation. Perhaps a Cartier celebration could be combined with it. Canada owed far more to Cartier and those brave French adventurers who followed him than to John Cabot and his West County pirate-traders."

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There is no wisdom in buying a safe for your papers unless you are sure it is reliable.

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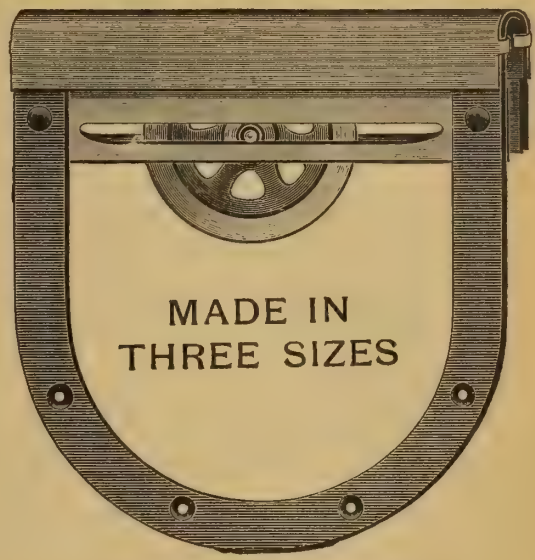
Taylor Safe

THE "PERFECT"

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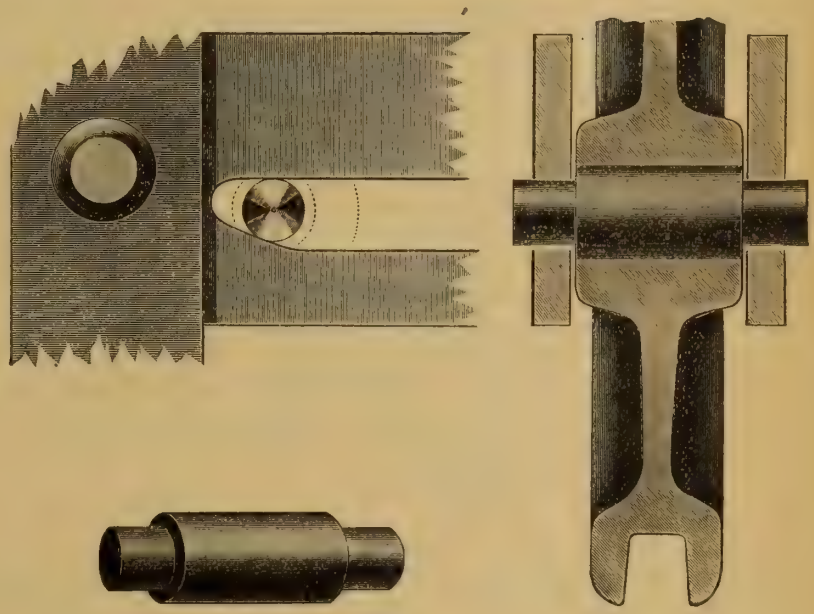
Barn Door Hanger

WITH SELF LOCKING LOOSE AXLE.



This is an all steel hanger, the wheel excepted, which is of high grade gray iron, japanned. The slot is contracted at the ends. The axle is loose in the wheel, and when it reaches end of slot it locks and wheel turns on axle. This prevents cutting of the axle and wear at the ends of the slot in the rider bars.

By reference to the sectional cuts shewn herewith you can get an idea of the improvements.



SOLD BY THE WHOLESALE TRADE WITH STEEL TRACK AS REQUIRED.

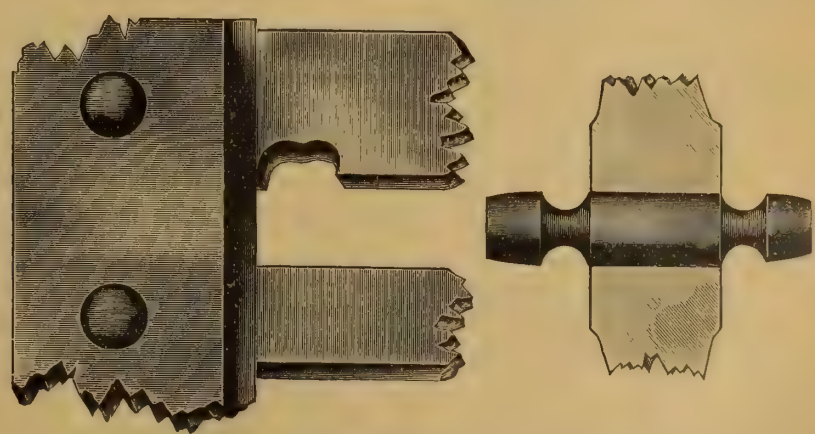
Manufactured by

A. R. WOODYATT & CO.

GUELPH, CANADA.

Ask your dealer for prices of

"PERFECT" BARN DOOR HANGERS



Sectional Cuts of an Old Style Hanger, made with the Fixed Axle, after use.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

CANADA'S DELEGATE.

The thirteenth annual convention of the National Association of Master Plumbers of the United States was held in Philadelphia last week. On the second day of the convention in connection with the report of the Committee on Credentials Chairman Davlin read a letter received from the president and secretary of the Master Plumbers' Association of Montreal, embodying a copy of a resolution passed by that organization on the 6th inst., appointing John Date, the association's first vice-president, a delegate to represent it at the convention of the National Association of Master Plumbers, at Philadelphia, and requesting that he be allowed such privileges as could be permitted.

Upon motion the representation was accorded, and Mr. Date was introduced to the meeting amid applause. Mr. Date suitably acknowledged the courtesy, and expressed a hope that the growing interest as regards organization among Canadian plumbers would lead to an affiliation of their associations with the National Association of the United States. As a plumber of 50 years' experience he appreciated the mutual benefit to be derived from such a course.

Mr. Date returned on Monday from his trip. He was very kindly received by the Association, he assured HARDWARE AND METAL, and was immediately invited to a seat on the platform, and asked to occupy a similar position during all the sittings of the convention. All the delegates with whom he conversed were favorable to affiliation with a Canadian association, and no dissenting voice was raised. The matter is now in the hands of the Executive Committee, who will have further correspondence and negotiations concerning it.

Mr. Date also attended the National Convention of Steamfitters, who form a separate organization in the States, and who were likewise meeting in Philadelphia last week.

* * *

STEAM BOILER INSPECTION.

In view of the failure of its advocates to get a bill for the inspection of steam boilers through the Ontario Legislature last session, an Act recently passed by the Massachusetts Legislature along the same lines should prove interesting. Perhaps some suggestions for an acceptable Ontario measure may be derivable from it. Section 1 of this Act provides that all individuals or corporations owning or using steam boilers, except those specifically exempted, shall within sixty days from the passage of the Act, and annually thereafter, report to the chief of the district police the location of such boilers. Section 2 makes it the duty of the owners or users of boilers, in case the inspector shall so direct, to have the boilers blown off dry, the man-hole and hand-hole covers removed, ready for inspection on the day designated by the inspector, and directs the inspector to give fourteen days' notice of such inspection. Section 3 directs the inspector to issue a certificate of inspection in case his examination of a boiler shall be satisfactory to him, but that he shall withhold such certification in case it shall be unsatisfactory, and that it shall be unlawful for any individual or company to operate such boiler without certification. Section 4 empowers the inspector, in case he should find too much steam pressure put upon any boiler, to fix a maximum pressure which may be carried, and also direct the owner or user to place upon the boiler such device as he (the inspector) may deem expedient, such device to be approved by the chief of the district police. Section 5 authorizes the inspector to charge $2 for each inspection, and directs that he shall pay over each month moneys thus collected to the Treasurer of the Commonwealth. Section 6 authorizes the chief of the district police to adopt such rules and regulations, to be approved by the Governor, as may be necessary to enforce the provisions of this Act. And section 7 provides that persons who may be convicted of violations of the Act shall be punished by fine not exceeding $500, or imprisonment not exceeding six months, or both, at the discretion of the court, for each offence.

* * *

A PLUMBER'S CARELESSNESS.

A plumber who was repairing the glass dome of the Chamber of Deputies at Lisbon, Portugal, on Tuesday, left a brazier burning on the roof while he went to his dinner. The woodwork on the roof caught fire, and despite the efforts of the firemen and others the Chamber was destroyed. All the archives were burned. The Chamber of Peers and the adjoining buildings were saved. Four persons were injured during the fire. The Chamber was built of wood, within an old convent.

* * *

RATS AND PLUMBERS.

Rats have always been friendly toward the plumber. When there is no other chance of a plumber being needed, they will eat a hole in the supply or waste pipe and flood the house with water or sewer gas, making his presence necessary. Some days ago, while a full-grown rat, that is on friendly terms with the plumbers, was making work for them, by cutting a hole in the flush pipe of a water closet, he lost his balance and fell into the closet bowl. Luck seemed to be against the good intentions of the rat for a moment, but fortune favored him. It was a closet in the toilet room of a large office building and the bowl happened to be one which he could not climb out of without help. He was soon discovered and the janitor called to help him out. The janitor was about as much afraid of rats as were the guests and was very shy about lending a hand. However, after several well directed blows with a stove poker, he succeeded in breaking the closet and the rat got out. This particular closet seems to be in ill luck. Shortly after it was installed last summer a lead thief cut out the supply and flush pipe while the office force were looking out the window at a funeral procession.

* * *

FIRE FROM STEAM PIPE.

Neither ordinary live steam nor "superheated" steam, says The Southern Lumberman, will heat a pipe thick and strong enough to convey it to a degree sufficient to produce fire on wood, however dry. It will not even set charcoal aglow or in a blaze. But dry charcoal, when the heat is removed from it, being nearly pure carbon, will absorb oxygen from the air under favorable conditions, so rapidly as to produce active combustion—that is a glow or a blaze. The process of a fire from a steam pipe is: The heat from a steam pipe will, in the course of time, char, or, as the machinists say, carbonize wood in contact or close to it. When this charring process extends to any depth in the wood it presents a surface full of fissures and cracks, thus exposing a large section to the action of the air. This process of charring drives the oxygen out of the charred portion and keeps it out while the heat is kept up. When the heat is removed the charcoal reabsorbs oxygen from the air, and if this action is rapid enough in a dry atmosphere, combustion is the result. This explains why fires in steam plants and buildings heated by steam, that originate from steam pipes, always occur after the pipes have cooled—generally during the night. The idea of "superheated" steam in a cold pipe is the most absurd one we ever "ran up against."

COMPANIES INCORPORATED.

Wm. and J. S. Hendrie, J. H. Tilden and C. S. Murray, of Hamilton, and H. C. Symmes, of Niagara Falls South, have been granted letters patent as "The Hamilton Bridge Co., Ltd.," with $10,000 capital, to carry on business as makers of all kinds of steel and iron bridges and ships, and as general founders.

The following have been granted letters patent as the Laughlin-Hough Drawing Table Co., Ltd., with $55,000 capital, to carry on business in Canada and elsewhere as manufacturers of this table and general cabinet makers: R. L. Torrance, G. A. Griffin, James Hough, Robt. Torrance, Wm. Tyler, Henry Hewitt, J. R. Reed, Robt. Thompson, D. A. McDonald, John Smith, S. J. Laughlin, all of Guelph, and G. D. Forbes, of Hespeler.

RETAILERS AND JOBBERS.

REGARDING the relations of whole sale and retail grocers The Minneapolis Commercial Bulletin has this to say: "There is a movement under way in the east that cannot be too strongly stamped on, for it has for its objective feature the unfair treatment of the jobber. It is surprising that retailers of groceries can be so short-sighted as to think it for their interest to oppose the jobber. The jobber and the retailer should stand together, and schemes that propose to ignore the jobber in the retail trade should be stamped out at once.

"Some of the New York retails propose to organize in syndicates of say 100, and buy directly from manufacturers where it can be done in carload lots, and thus ignore the jobber. This is cutting off a nose to spite a face. Why ignore the jobber?

"Who is it that carries the credit of the retailer when he wants accommodation, the jobber or the manufacturer? Who is it that pays local taxes so that the retailer will not have as much to pay, the jobber or the manufacturer in another city? Who is it that keeps a stock on hand for the accommodation of the grocer, the jobber or the manufacturer? We need to be a little less short-sighted in this matter, and exercise a little more common sense, or we will 'put our foot in it,' to express it vulgarly.

"The advocates of the buying exchanges say a card price cannot be sustained, and then they proceed to enforce what amounts to that, in this way. The club of retailers make their purchase and proceed to retail at a supposedly uniform price. It is discovered that one or two are making a liberal cut in price. The result is that when the syndicate arranges to buy goods the second time, the dealers who have broken faith are left out. What is this but seeking to enforce card rates.

"This will never do. The jobber is a factor in the retail business, and it is decidedly of more importance to have him ranged on the side of fair profits for the retailer, through his support of price agreements, than it is for him to obtain a slight concession from a manufacturer and lose an ally in the jobber. The consumer admits the retailer is entitled to a fair profit, and the card agreement enables him to get it; the jobber supports the agreement by refusing to sell to any retailer who is cut off by the association for price cutting, and this refusal holds until the association notifies the jobber that the dealer has been reinstated. Then he can again buy supplies at home.

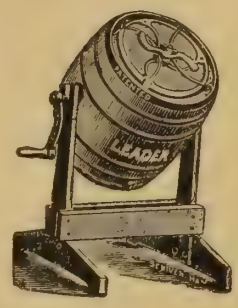
"The jobber is the retailer's friend, not his enemy. Stand by him, and devise no plan for the regulation of the retail trade that would leave him out."

The Swansea Forging Co., Swansea, Ont., are applying for a charter.

FORRESTER'S
Asbestos Iron Stand
Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.
Apply to Patent applied for.
Forrester's Asbestos Warehouse
Asbestos goods of every description. Send for prices.
298 St. James St. MONTREAL


We have just put in New Machinery, by which we can turn out
HAMMERS AND SLEDGES
OF EVERY KIND
At lower prices than ever before.
Only best steel used.
Write for fuller particulars.
JOSIAH FOWLER,
ST. JOHN, N.B.

WESTERN Incorporated 1851.
ASSURANCE COMPANY
Fire and Marine
Capital - - - $2,000,000.00
Assets, over - - 2,375,000.00
Annual Income - 2,200,000.00
Head Office: TORONTO, ONT.
GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

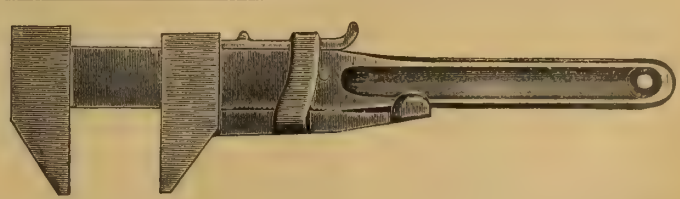
See our new Malleable Handle with Locking Attachment. No more Broken Hooks nor Lost Plugs.


LEADER CHURN
DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

Binder Twine
TWINE SPECIALTIES: Blue Ribbon, Maple Leaf, Beaver, Red Cap, and the only satisfactory low priced twine.
DICK, RIDOUT & CO. Manufacturers, **TORONTO**

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc. **CUTLERY** A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench

Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Geo. W. Holdenby, general store, Islington, Ont., has assigned to Alex. Fleming, Toronto.

C. & M. Mills, Iroquois, Ont., are general merchants, and they have compromised at 50c. cash.

J. G. Staebler, general merchant, Tavistock, has assigned to Alfred White, Toronto.

SALES MADE AND PENDING.

The general stock of Moise Duguay, Gentilly, Que., has been sold at 60c.

The sheriff is advertising the general stock of Alfred Jackson, Thornhill, N.W.T.

The general stock of Leakey & Co., Calgary, N. W. T., is advertised for sale on the 19th.

The general stock of J. Menzie & Co., Burk's Falls, is to be sold by auction on the 25th inst.

The general stock of Latimer Bros., Dunnville, has been sold at 58c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

E. Clermont & Co., have started a general store at Gentilly, Que.

John Argall & Sons, paint manufacturers, Three Rivers, Que., have dissolved. R. C. Argall retires.

Gardner & Owen, hardware, Rapid City, Man., have dissolved partnership. E. Gardner continues the business.

A. Daoust & Co. are a new firm at Ste. Timothe. They will continue the general store formerly run by A. Daoust, Jr.

Boucher & Langstaff, general merchants, Emo River, Ont., have taken in a new partner, and the style is now Boucher, Langstaff & Holmes.

The machinery business carried on under the name of A. R. Williams, Montreal, is now placed under the name of A. R. Williams & Co. Mrs. Williams and S. D. Wilson are the owners.

Henderson Bros., general merchants, Chilliwack, B.C., have dissolved, A. C. Henderson having bought the interest of J. C. Henderson, who will open a grocery and feed store on his own account.

CHANGES.

Wm. J. Christie, general merchant, Little Glace Bay, N.S., has had his estate reconveyed to him by the assignee.

S. K. Colquhoun, general merchant, is removing from Gainsboro', Man., to Hartney.

D. McGillivray, general merchant, Chilliwack, B.C., has been succeeded by Joseph Farr.

FIRES.

At the big fire in Tottenham this week, J. C. Anderson, blacksmith; F. Brawley, blacksmith, and D. McKinney, founder, were burned out. So were a dozen other business men.

DEATHS.

Mrs M. Rioux, general store, Bic, Que., is dead. So is Wm. McCumber, of Bouchette.

INDUSTRIES IN THE EAST.

THE cessation of hostilities between China and Japan, and the foreshadowed consequences of the same in the industrial development of both countries, has started a host of competitors in a rush for the spoils, says The Metal Worker. There can be no doubt but that sooner or later enterprise and energy in this direction will have their reward. A new era of commercial activity is certainly dawning in the East. Industrial enterprises will be the logical outcome of present conditions, and in these, up to a certain point, Europe and America must of necessity be leading figures. In the supply of machinery and tools, implements, locomotives, steel rails and other transportation equipments, electric light plants, telegraph construction and numerous other necessary apparatus in modern industrial progress, the foreign manufacturer and builder will be the more immediate source of supply. It must, however, not be forgotten that, in China especially, there are numerous obstructions to any positive and rapid progress. Tradition is not easily sponged from any national slate, however urgent may be the policy of so doing. National character counts for something even in reforms. Diplomacy has also much to do in all Asiatic trade and commerce, and in China especially is an indispensable if sometimes a dishonest and over-reaching factor. It is possible even with far-seeing and astute commercial men to be engaged in counting chickens by unhatched eggs, and to place their calculations far ahead of eventual results. The progressive and industrious Japanese are likely in the near future to be a formidable exporting nation, and to dispute the eastern markets with both Europe and the United States. The cotton mills of this embryo Britain of the East have already seriously displaced the products of other countries. In deftness of hand and executive skill, and in the all important factors of a low cost of labor, and geographical proximity to the great consuming centres of China, the shrewd and enterprising Jap can handicap other competitors. In an impressive statement made on these possibilities by the newly-elected president of the Iron and Steel Institute of Great Britain, we quote the following paragraphs :

In a paper read on February 12, of this year, before the Royal Colonial Institute, by the Hon. T. H. Whitehead, member of the Legislative Council of Hong Kong, who spoke with the authority of 20 years' banking experience in India, China and Japan, much stress was laid upon the decadence of our eastern trade in consequence of competition with goods of eastern manufacture. The prosperity of the Japanese cotton mills, 21 of which in 1891 paid an average dividend of 17 per cent., whilst Lancashire mills were working at a loss, estimated in 1894 to amount to £411,000, is a very significant feature, whilst equal stress was laid upon the enormous development of late years in the cotton mills of India and China, and the prophecy was hazarded that before long the products of Asiatic mills would dominate the markets of Europe. It was also stated that Sir T. Sutherland had recently remarked at a P. and O. meeting that there might be gentlemen present who would live to see the day when the company's steamers would be built on the Yangtsze in China, instead of on the Clyde, the Tees, or the Tyne. "Lancashire cotton goods and Dundee jute goods," it was stated, "are being driven from the markets of the east, and in the case of jute, from the Australian and American markets also, by the productions of the Bombay cotton mills and the Calcutta jute mills, whilst in other industries the same holds good in a greater or less degree."

There is food for thought in this conditional forecast—though in a near-by sense it should stimulate an early and persistent effort to secure a foothold in Asiatic markets.

SOLID BACK BRUSHES.

An improvement in brushes, which is becoming more and more appreciated as it becomes known, is the "Solid Back," manufactured by Charles Boeckh & Sons. It is used in scrubbing brushes, in stove and shoe brushes, as well as in horse and dandy brushes of all kinds, and it makes not only a very handsome and saleable brush, but the back being dovetailed into a solid block, it cannot warp or become detached as in the old style of tacked or screwed backs.

These goods are manufactured only by this firm, they having obtained letters patent for said improvement, and their name and brand is a sufficient guarantee that the goods are right in quality, and sold at the right price, that is, as low as is possibly consistent with good quality and workmanship.

The trade will serve their own interests by handling these goods, as their customers are sure of getting good satisfaction and full value for their money.

Farming in Manitoba is getting down to a rational basis in that the farmers are not depending entirely on their cereal crops. Twenty new cheese or butter factories are being established this year.

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

THE

UNIVERSAL VARNISH

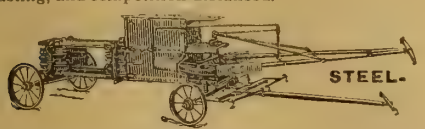
Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

Kay Electrical Manufacturing Co.

HAMILTON, ONT.

MAKERS OF

ELECTRIC MOTORS,
DYNAMOS,
PLATING MACHINES,
TRANSFORMERS,
ALTERNATING CURRENT GENERATORS, ETC.

There are more of Kay Machines running to-day in the following cities than any other make, viz: **Toronto, Hamilton, St. Catharines, Guelph, London.** Please let us know your requirements. Write for latest prices and testimonials.

GOLD IN ONTARIO.

O. R. Sprague, of Buffalo, claims to be in possession of the mining rights to more than 3,000 acres of land in the province of Ontario, containing the most valuable deposits of gold yet discovered in Canadian soil. These mineral lands are mostly in the county of Hastings. The discovery of gold, Mr. Sprague says, was accidental. He was in quest of simple mineral paint clay last fall, and during his search came upon nuggets of gold-bearing quartz. These analyse about $5,000 in gold to the ton. Mr. Sprague immediately began prospecting for gold on a large scale, while preserving strict secrecy, and associated with him Mr. Dewitt C. Blackman, also of Buffalo. As a result of their investigations the mineral rights to more than 3,000 acres were quietly picked up, the farmers who owned land being, according to Mr. Sprague, too ignorant to suspect that they owned anything but the commonest common stones. Messrs. Sprague and Blackman have been working holdings in a modest way since the snow left the ground this spring, and now intend pushing operations on a more pretentious scale. A stamp mill will be built near the principal mine, and further machinery will, they say, be introduced without loss of time.

THE SPECIAL NUMBER.

The Montreal Star: "HARDWARE AND METAL is the title of a very neatly arranged publication, published in Toronto in the interests of the hardware and metal trade of the Dominion. It is a medium for bringing into touch all the various lines of the hardware business and fully covers the whole Canadian field. The several articles on the output of iron and other metals and their manufacture are to the point, while very interesting and carefully thought-out statements on buying and length of credit in the trade, by many of the leading hardware merchants in the country are given much space, and should be invaluable advice to the young merchant. There are also neatly prepared tables showing the actual amount of capital invested in Canada in this line of business. Taking the two provinces of Ontario and Quebec into comparison, Ontario leads with 984 retailers and $8,777,000 capital, and 48 wholesalers with $4,606,000. Quebec comes second with 532 retailers and $1,857,000 capital, and 50 wholesalers having $3,995,000 invested. As is pointed out, when the two leading cities, Montreal and Toronto, are compared, the former has considerably the best showing. In Montreal the sum of $1,011,000 is invested in retail hardware and $3,239,000 in wholesale, while Toronto stands at $575,000 and $1,841,000 respectively. The market prices in Montreal and Toronto are made a feature, and in fact everything connected with the hardware trade has a place in the work, and should prove very useful to the trade generally."

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



Our Triumph and Bolt Snaps take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

P. D. Dods & Co. - Montreal.

188 and 190 McGill St.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, June 21, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.X	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 50	6 75
I.X., Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price,
Common Bar, per 100 lbs	....	1 75
Refined " "	....	2 35 2 65
Horse Shoe "	....	2 60 2 75
Band " "	....	.... 2 25
Hoop " "	....	.... 2 25
Swedish " "	....	4 00 4 25
Sleigh Shoe Steel "	....	.... 2 50
Tire Steel	....	3 00 3 25
Machinery	....	2 75 3 00
Cast Steel, per lb	....	0 10 0 14
Russian Sheet, per lb	....	0 10½ 0 11
Tank Plates, 1-5 and thicker.	....	2 00 2 25
Boiler Rivets	....	4 50 5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, withdrawn.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11	0 11¼
Lake Superior	0 11	0 11¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03	0 03¼
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra.

Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 50
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 22	0 22
" " 100 lb. drums	0 18	0 18
Burnt Sienna, pure, per lb	....	0 08½
" Umber, " "	....	0 05
do. pure	....	0 08
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 12
" " lemon pure, 8 lb. tins, per lb	....	0 19
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 57
Boiled, per gal	....	0 60

Turpentine.

(In bbls.)

5-Barrel lots	....	0 44
1 " "	....	0 45

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 20

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 35 and 40 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 and 10 p. c. off new list.
Tire, dis., 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 60 and 5 p.c. off new list.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz..... 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ p.c. dis.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitæ, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy	2 10
40 dy	2 15
30 dy	2 20
20, 16, and 12 dy	2 25
10 dy	2 30
8 and 9 dy	2 35
6 and 7 dy	2 50
2. American pattern only—	
From 4 to 5 dy	2 60
3 dy (lath)	3 0
3. Canada pattern only—	
From 4 to 5 dy	2 60
3 dy (lath)	3 10
3 dy, A.P. fine	3 70

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75, and 10, per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75, 10, and 5 per cent. from new list, and in 1-lb. papers 75 and 5 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	0 01¾	0 01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, "	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 50 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	00 8¼
¼, 5-16, ⅜ in	6	00 8¾
Cotton		11 12
Russia Deep Sea		12¾ 13½
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per ft	0 40	0 70
"Empire," McMillan&Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Champion Scale Co., Gurney and B. S. & M. selling agents, 60 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinish, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 26

WROUGHT SPIKES.

Discount, 20 to 25 p.c.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized, withdrawn.
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 " "		4 80

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey " "	0 00	0 50
Arkansas " "	0 00	1 50
Water-of-Ayr " "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
Cut carpet, blued, dis. 50 p.c.
" tinned, dis. 50 p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tiny tacks, 35 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 5

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33½ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03
Galvanized, 4 barb, 4 and 6 inches apart	0 03
Galvanized, plain twist, all delv'd	0 03
"Lock Barb," 4 point	2 87½
" Glidden, 2 point	2 87½
Galvanized Barb, "Lyman," 2 to 4 points	0 04½
Steel Staples	0 03 0 03¼

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	

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ELBERFELD, GERMANY.

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All grades, plain, polished, and nickel plated. See our samples and prices before placing orders.

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UNRIVALLED

PEARL STEEL WARE

Finest and best Enamelled goods in the market.

RICE LEWIS & SON,
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Limited.

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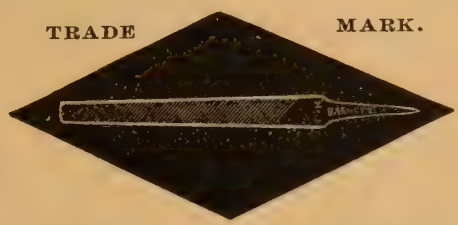


You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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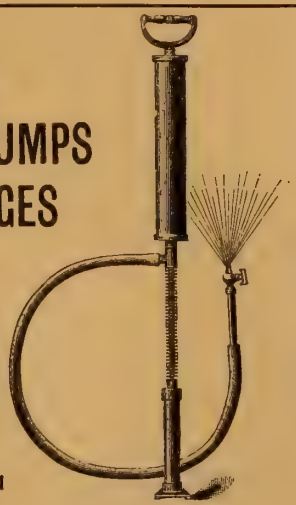
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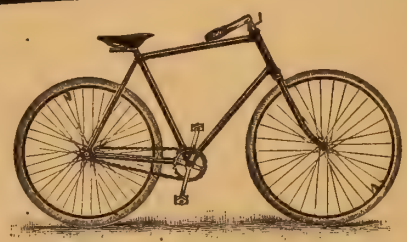
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By moving screw back a circular spray is again obtained. The Arc is made as represented by cut, in brass, handsomely finished and nickel plated.

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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, JUNE 29, 1895. No. 26.

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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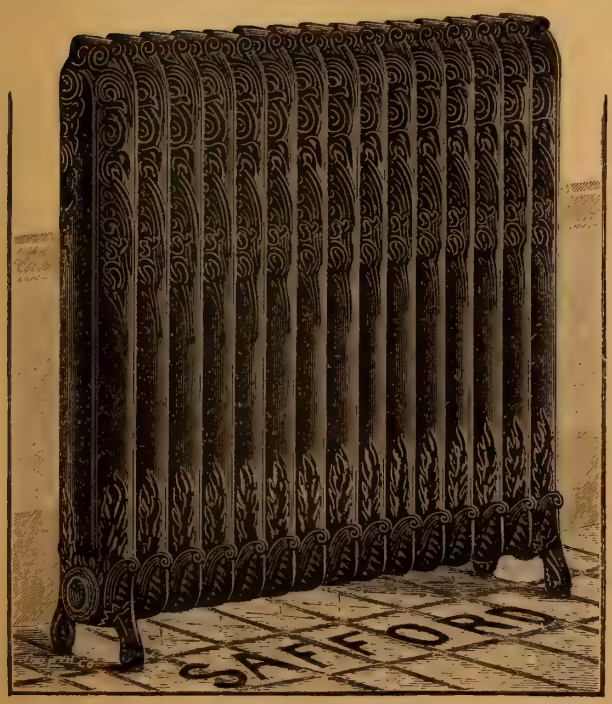
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Positively the only Radiator on this Continent that will stand any and every test.

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For 1895



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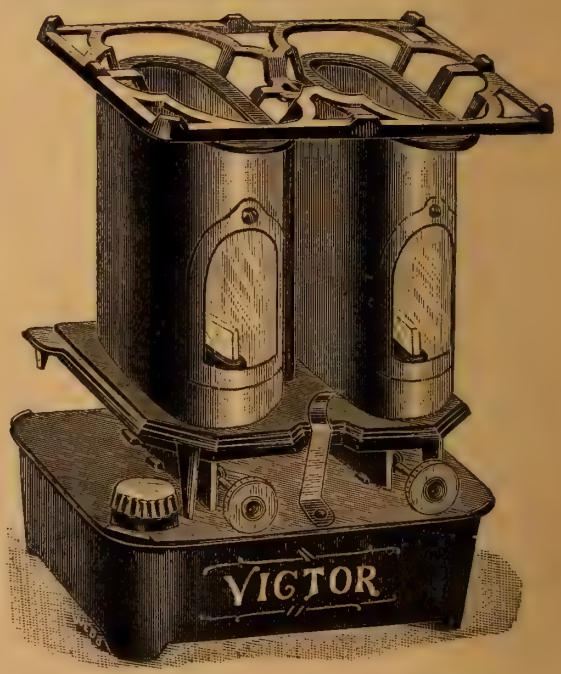
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Victor
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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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ADVANCE IN SUBSCRIPTION PRICES

In future the annual subscription price of this paper, mailed to British and other European places, and to China, Japan, South America and Africa, will be $3 a year.

THE BINDER TWINE EPISODE.

THE episode in the House of Commons the other day regarding binder twine naturally caused much surprise in the country.

The Patron is the self-appointed watch dog (?) that keeps i's eye on the manufacturer and merchant to see that they take rather less than more of the pound of flesh from the farmer. And for a statement to be made on the floor of the House of Commons that the Patron of Industry binder twine factory at Brantford had formed a combination with the Canada Cordage Co. for the purpose of fixing prices, could not but create doubts as well as surprises. It is not, it must be remembered, the first time the virtuous have been assailed. And is not the Patron the paragon of virtue?

The charge brought its denial. Of course, a Patron, even if he did have his money in a binder twine factory, would have no dealings with the Samaritans, as exemplified in the Canada Cordage Company. The clean and the unclean could not put their heads together, even if it was the "nimble sixpence," that was the end in view.

But although the existence of the alleged combine is denied, the statement made in the House by the Minister of Justice, that some of the stockholders of the Patron factory had written complaining of the low prices at which the Kingston twine was being sold, has not been denied, while, furthermore, the president of the Brantford factory acknowledged that he had importuned the Customs Department to make as large as possible the appraisal on old American twines coming into the country, which, in other words, meant, "Stick on the duty."

As a manufacturer there was perhaps nothing wrong in the president so urging, but as a member of an organization that is so solicitous for the farmers that it proposes to revolutionize the trade and commerce of the country in order that the farmers may become their own manufacturers and merchants, and thus secure unto themselves the profits that now go to these, is he not inconsistent?

According to Patron tenets there should be rejoicing, instead of wailing and gnashing of teeth, in the Patron binder twine factory at Brantford over the farmer getting cheap twine.

But the trouble is that the Patron is, after all, only an ordinary mortal, and, like all ordinary mortals, when he has anything to sell wants to get a good profit, even if his customer be the down-trodden farmer.

THE ADVANCES ON IRON PIPE.

AMERICAN iron pipe has been one of the most striking features of the recently developed strength in the metal market. This is obvious from a glance at the changes which have been made in this article during the last six or seven weeks.

For instance: On May 16, jobbers in Canada were notified by wire that quotations had been withdrawn. On the 4th of June another telegram was received announcing the new prices. Fourteen days later another message was sent out by the makers in the States, announcing that, owing to the advance in raw material and increase in wages, prices were again withdrawn. The new prices were issued June 22, and these still obtain.

Here are in figures the result of these different changes.

Up to May 16 the base discount for butt and weild, 1¼ inch and smaller, was 70, 10, 10 and 7½ per cent., and for lap weild, 1½ inch and larger, 77, 10, 10 and 7½ per cent. The change of June 4 placed the discount on 1¼ inch pipe at 67½ per cent., and on 1½ inch and larger, 75, 10, 10 per cent. And now, owing to the changes inaugurated June 22, the discounts are 62 and 70 per cent. respectively.

These marked advances may be attributed in part, at least, to the fact that stocks of pipe, having been allowed to run very low during the period of depression, were much wanted when the prospects for better prices and business dawned. Of course, the chief cause for the appreciation in values was the advances in raw material and wages.

The advances by the Canadian manufacturers have not been so marked as by the American manufacturers. They are largely governed by the English market, which has not yet materially appreciated.

In spite of the advances, the demand for iron pipe continues brisk.

ANOTHER ADVANCE IN WIRE.

Wire has again advanced. It was only about a month since the last change was made. The descriptions affected are annealed, oiled and annealed and galvanized.

The advances are all the way from 5 to 50c. per 100 lbs., according to No. and description. To particularize:

Annealed—No. 10, $2.80; No. 11, $2.90; No. 12, $3; No. 13, $3.10; No. 14, $3.25; No. 15, $3.50.

Oiled and Annealed—No. 7, $2.65; No. 8, $2.65; No. 9, $2.70; No. 10, $2.80; No. 11, $2.90; No. 12, $3; No. 13, $3.15; No. 14, $3.30.

Galvanized—No. 7, $3.15; No. 8, $3.15; No. 9, $3.25; No. 10, $3.35; No. 11, $3.45; No. 12, $3.60; No. 13, $3.75; No. 14, $3 90; No. 15, $4.25.

These embrace all the changes, and they went into force on Wednesday afternoon. The agreement among the members of the association to advance prices was arrived at through correspondence.

The increase was due to the appreciation in the price of raw material, rod having advanced $5 per ton.

The mills are well employed, and some of them at least are experiencing difficulty in filling orders.

The gold reserve in the United States Treasury reached $107,447,853 on Wednesday. The reserve has for so long been below the normal mark that the Treasurer no doubt now feels like "taking something."

BRITISH VS. AMERICAN IRON.

HARDWARE AND METAL, some months ago, referred to the possibility of British iron and steel and Canadian pig driving out American material, owing to the advanced cost of the latter.

Of late this result has actually come to pass in one or two leading lines.

The advance in American prices on many staple lines has been 10 per cent., and over 10 per cent. in some cases. This appreciation, notably in the case of galvanized iron, has had the effect of causing English makes to recover a lot of the trade they had lost in the West.

A large order for 10 tons recently put through on Winnipeg account is an instance in this connection. It has been several months since a Montreal selling agent was able to place an order in that territory.

It is worthy of note, also, that boilermakers in Montreal, who recently were large buyers of American steel plates, have been placing orders for British plates.

The latter can now be laid down in Montreal for very much less than the American. This tendency of the Canadian market is receiving attention in Britain, for a Scotch paper dwells with satisfaction upon the fact that an order for 1,000 tons of Summerlee was recently executed in Glasgow on Canadian account at a price equivalent to $19.50 ex wharf Montreal.

The paper in question, in commenting on it, states that a transaction of this magnitude has not been put through on Canadian account for a long while, and argues that it is a practical demonstration of the advancing prices in the States.

It may also be remarked, as interesting to the iron manufacturers, that this week a good-sized lot of English bar iron was laid down in Montreal at a trifle over $1.71.

If British bar can be laid down as cheap as this, there is not much room for further advance in the domestic make.

CANADIAN ENAMELLED WARE.

In a recent issue reference was made to the enamelled ware made by Canadian manufacturers, and it was stated that in time they would hold their own against the world. They seem to be making more rapid progress than even HARDWARE AND METAL anticipated.

The McClary Co., London, were not content with turning out staple goods, but they have made successful experiments in what is known as "china steel." These goods have hitherto been made by only one or two firms in Germany, and, as far as is known, none of the American manufacturers have attempted them. At any rate, they have shown none on this market.

These goods are made in imitation of ordinary hand-painted china tea and coffee pots, vases, plates, cups, buckets, etc. Each article is hand-painted, and some striking effects are shown. This company is going into these goods on an extensive scale, and is erecting a large building specially for the work.

The McClary Co. has also begun the manufacture of enamelled steel signs, which have not hitherto been made in Canada. They are used for streets' names and numbers, business and advertising purposes.

The imports of these have been considerable, but the McClary Co. should now fill all these orders, and increase the sale of them.

ADVANCE IN PIG IRON.

Early this spring HARDWARE AND METAL pointed out the strong possibility of a higher level of prices on crude iron material.

Its reason for doing so was the advancing tendency of the markets in the States and the fact that Canadian ironmasters had intimated their desire to try and bring about a gradual advance in values.

As its reports of the markets have shown, this process has been going on for over a month past, and now the price of Canadian pig in Montreal is fully $1 per ton higher than it was on May 1 last. But even at $16 per ton for domestic and $19 per ton for Nova Scotian ex-wharf, prices are low comparatively with other years.

For this reason the expectation seems to be that if general trade conditions improve on the lines they are now following, further appreciable advances will be witnessed.

In the meantime the iron market is firm in its tone, as the general advance in the price of various staple lines of manufactured goods, recently chronicled in these columns, fully demonstrates.

A CURSE AS WELL AS BLESSING.

PARADOXICAL as it may seem, great blessings are sometimes accompanied by great curses. The building of railways and canals is an evidence of this.

Ordinarily the construction of railways and canals tends to benefit the localities through which they run even before they are in operation: There is material to be bought and food for man and beast demanded.

But, unfortunately, in supplying these necessities much evil is wrought to the manufacturers and farmers who supply them.

And the reason is that unbusinesslike and unsafe methods are employed in carrying on the transactions.

Two instances, one of recent and the other of somewhat remote date, will serve to illustrate.

The recent instance had its cause in the construction of the branch of the Toronto, Hamilton and Buffalo railway from Hamilton to Brantford.

The contractors of this line were Americans with much ambition but little money. At any rate, some of those from whom they bought both labor and products got little or no money. The navvies of course could not exist without food, raiment and shelter. As a Hibernian once put it, "God knows you can't work unless you ate." In order, therefore, that their employes might have the necessities the contractors issued scrip which would be acknowledged on presentation. With this scrip the navvies paid their board, if single, and for their rent, clothing, provisions and other household and personal necessities, if married.

Before the road was finished the contractors failed, with the result that to-day there are large quantities of scrip floating around in search of a resting place, while many retail merchants are unable to collect accounts due them, boarding-house keepers are bemoaning scores of unpaid board bills, and employes are lamenting unpaid salaries. Some of the scrip is being taken by speculators at 50 cents on the dollar, it is said.

The other and remote instance is the construction of the Welland Canal. There, on account of the loose methods employed, comparatively large numbers of merchants were ruined. One well-known wholesale merchant, who was during that time a traveler, declared to HARDWARE & METAL that of all the merchants along the route of the canal that catered to the trade which developed owing to its construction, only one was in business to-day.

The lesson is obvious: Unless merchants can secure payment in the legal tender of the country, they should abstain from catering for a species of trade that has, in both recent and remote periods, wrought so much injury to business communities.

THEIR NEW FACTORY.

Last Monday the Toronto City Council finally, after deliberating two or three months over the question, decided to grant the Kemp Manufacturing Co. exemption from taxation for ten years on property having a frontage of 410 feet on Bell street. Here the company will erect a three-storey factory, plans of which have been completed and contracts let. The work of construction is already begun. The new factory is being erected for the company's enamelled ware work, which they intend to push with a will.

The company report having more hands employed now than ever before at the same season of the year.

The London Street Railway Co. have commenced work on their line to Springbank, on the south side of the river.

THE PREMIER AND NEWFOUNDLAND.

DURING a brief speech in the Senate last week, Sir Mackenzie Bowell, the Premier, dwelt upon the recent negotiations for the union of the Dominion and Newfoundland, and, in terms whose meaning there was no chance of mistaking, he animadverted upon the trade advantages that would accrue to Canada with the consummation of this union.

It is well. The Premier is evidently a stronger advocate of the union than a good many supposed. But why was he not a more ardent champion of the idea when the prospect for its consummation was more auspicious than it is at the moment? The price that Canada was asked to pay was undoubtedly the wet blanket that dampened his ardor. It should not, however, have obscured his business acumen.

Reading between the lines of Sir Mackenzie's recent speech on the subject, a suspicion arises that he now regrets the turn the negotiations took, although he, of course, does not acknowledge as much. He evidently thought that the Newfoundlanders were so anxious to enter Confederation that they would soon be hurrying back with amended terms more favorable to Canada.

Where the Dominion Government erred was in the imperative manner in which it declined to entertain the propositions of the Newfoundland delegates.

Deficient as it is in the business sense, it should first have consulted the business men of the country. Had it done so, it is safe venturing that negotiations, instead of being broken, would at least be in a pending condition.

For proof of this it is only necessary to refer to the opinions of the leading merchants of the country as voiced in the columns of HARDWARE AND METAL.

Fifteen millions is undoubtedly a great deal to pay for the privilege of taking a new province into the Dominion, but, as this journal has already pointed out, it is cheap when we consider the money we are paying in steamship subsidies in order to induce trade with countries thousands of miles away.

In purchasing Newfoundland we would be securing a permanent customer for our products, and a customer which would naturally improve when affiliated with the Dominion, while our trade with foreign countries, and even with our sister colonies, will naturally be more or less fickle.

It is to be hoped the Premier's ardor will lead him to reopen negotiations with the colony down by the sea.

HOW CANADA IS GOVERNED.

A new book on Canada, by Dr. Bourinot, will shortly be issued. It is entitled "How Canada is Governed," and gives in plain, simple language a short account of the executive, legislative, judicial and municipal institutions of the country, together with a sketch of their origin and development. The book will be illustrated with numerous engravings and autographs, and, being the work of so eminent an authority as Dr. Bourinot, will be indispensable to those who wish to be well informed about the affairs of the Dominion.

FINANCIAL OUTLOOK.

THE address of President Byron E. Walker at the annual meeting of the Canadian Bank of Commerce shareholders has an interesting bearing on the present financial situation of this country and the neighboring republic. Among other things Mr. Walker said:

"The activity of the last month or two would seem to indicate that the tide of trade is already rising, but we want many evidences, still lacking, before we are quite convinced of this. One of the most hopeful and significant of the changes between April and June is in the employment of labor. We learn from Bradstreet's that in the United States 227 establishments, closed during the depression, opened up for work, that 53,400 wage-earners obtained work who were before idle, and that the wages of 178,000 employes were advanced. During this period about 36,000 employes joined various strikes, and of these about 25,000 demanded higher wages, but on the whole there has not been serious trouble from that source. The next most significant change has been the improvement in both gross and net railroad earnings. This has already been experienced to a satisfactory degree, but if the tide has really turned a much greater increase will develop during the ensuing year. Excessive competition by railroads may be a very good thing for trade, but the other result in the shape of inadequate earnings is ruinous to the financial credit of all North America, and indirectly does far more harm than the benefit by competition to trade. There is some ground for hope that the era of free railroad building in the United States, that is, building under a general railroad Act, and without reference to public requirements, may be gradually checked. An Act passed in 1892, in New York state, intended to prevent the paralleling of lines or the building of railroads in localities where they are not required in the public interest, has been in one case actually put into force."

Coming to agricultural interests the president delivered himself thus:—

"I am sorry that for the first time we cannot speak with positive encouragement of the dairy interests of Canada. We have had rapid growth in volume and satisfactory prices for cheese for many years, but it looks as if we are to have something in the nature of a check. Owing to the severe drought of last summer, the shipments, which for the first half were much larger than for the former year, fell off in the last half so that we only scored a total of 147,039,000 lbs., against 146,595,000, with a value of $14,683,000, against $14,647,000, a very trifling increase. In the United States a slight increase, the first in some years, is shown, but they evidently still eat nearly all the cheese they make, as the total value of their export was only $6,609,000. Our success has caused the building of many new cheese factories during the past year, and in several districts where cheese was not made heretofore. This will ensure a large product, but it will be very disappointing if in these new districts lower prices should bring about discouragement. The farmer did well enough last year, as to price, but the English buyers lost heavily, and still have large stocks of old cheese on hand. We are also destined to meet serious competition from New Zealand. At the moment quotations have recovered somewhat, and the dry weather in England and here may improve the price at the cost of the quantity manufactured. In cheese and pork the farmers must have prospered last year. In almost all other products the experience was very disappointing, but the changes of the last month or two have caused a feeling of great cheerfulness throughout our farming community, notwithstanding the damages by frost and dry weather. In the fruit districts the frost has certainly done very serious damage, but as far as we can learn there is likely to be no such general failure in yield as was at one time feared. Our people, however, are apt to overlook the great money value of the fruit crops in this province as a whole, and the extent to which it exceeds all other agricultural interests in the district specially adapted to fruit-growing. The outlook in this province is not uniformly good, even apart from fruit, frost having done damage to fall wheat and some other crops, but it is too early to form a definite opinion as to the general results of farming in Ontario. At the moment the prospect for hay is not good in many parts, and hay and grass are perhaps our most valuable crops. In Quebec and in the parts of our province which were not advanced too much by the early warm weather, the whole outlook is excellent."

A FIRM CHANGES HANDS.

The business of J. Harris & Co. and S. R. Foster & Son, St. John, N.B., has been taken over by the Portland Rolling Mills Co., L'd., with J. C. Robertson, president; S. Hayward, vice-president, and James Mowat, treasurer. The business will be practically under the same management as heretofore, but the consolidation should enable them to carry on the work more economically and better than ever. The original Harris & Co. was established in 1828 and the Foster & Son in 1858. The new company, therefore, boast that it is descended from one of the oldest manufacturing concerns in Canada.

DROPS FROM THE EDITOR'S PEN.

Perseverance is the plow which opens up the furrow along which success is to follow.

* * *

Be politic, but not political, in business matters.

* * *

It is the live advertiser who is "in it" these days.

* * *

A bright advertisement denotes a healthy advertiser.

* * *

Renewed tenure of life is relaxation from business cares.

* * *

The advertising dodger is about as unreliable as the artful dodger.

* * *

Push, perseverence and policy are the three "p's" of success in business.

* * *

It is the studious clerk that becomes the merchant with a stupendous business.

* * *

Business is not a lottery: it is an arena where those who would win must fight.

* * *

Money makes the mare go, but it requires push, as well as money, to make business go.

* * *

Many of our desires go ungratified because we do not will to go and appropriate them.

* * *

"Cleanliness is next to Godliness." This applies to the store as well as to the individual.

* * *

Cobwebs in the store and mustard in the wheat field have their origin in one cause—laziness.

* * *

Politics and religion are strange bedfellows, but they often sleep together on the same couch.

* * *

Good times are coming. But it is just as well not to go to sleep. They may pass before you wake.

* * *

The man who tries to go through business with slipshod methods usually finds that business goes through him.

* * *

"A salesman should be trained" remarks a contemporary. Where he is not, trade will be maimed, that is sure.

* * *

The ancient Lacedæmonians must have been pushing business men. Lycurgus compelled them to use iron money, in order that its weight might deter them from overmuch trading; and all the rulers who would put barriers in the way of trade are not dead yet.

* * *

Those who cannot see an improvement in the trade of the country must have their eye to the wrong end of the telescope.

* * *

The mosquito bores for blood and the merchant for business. The latter should not, however, like the former, be a "bore."

* * *

The whiteness of the fields does not necessarily mean that they are white unto the harvest. It means they have a large crop of daisies.

* * *

It is well to give the store the appearance of life whether business be good or bad. A dead store is almost as repulsive as a dead man.

* * *

It is the young man who has faith in himself, and possesses the industry to make the best out of his ability, who makes business a success.

* * *

Because a pleasant countenance fails to thaw all frigid customers, it is no reason why the pleasant countenance should go down behind a cloud.

* * *

Merchants who cannot see the advantage of saving the discounts are not necessarily color blind. The seat of their trouble is in their appreciative faculties.

* * *

It may not be like locking the stable door after the horse is stolen to stop extravagance when necessity compels it, but it is a very near relation to it, at any rate.

* * *

Political questions will now have to give way to educational questions, and legislation of import to business men stands still less chance of receiving attention.

* * *

The Dominion Agriculture Department has been notified that the medals of award for the World's Columbian Exposition are expected to be ready about the latter part of August. There is evidently, then, a glimmer of hope that the children of the winners of these awards will yet receive the fruits of their fathers' prowess.

VERDICT AGAINST EATON.

The St. George Engineering Co. has succeeded in obtaining judgment for $5,284 against the T. Eaton Co., of Toronto. The suit was for a balance due on a purchase of 500 "New Rapid" bicycles, manufactured by the plaintiffs in Birmingham, Eng. The defendants alleged that the Hall bottom bracket, which formed a portion of the article supplied by the plaintiffs, was defective both in design and construction. The plaintiffs contended that this bracket was adopted at the defendants' instance. The defendants counter-claimed for damages for breach of contract to supply a merchantable article.

As stated above, the original suit succeeded, but the counter-claim was dismissed.

SOUTHAMPTON VS. LIVERPOOL.

THE rivalry between these two ports continues unabated. The Liverpool Journal of Commerce, which, of course, ardently defends its own port, says: "The deepening of the bar, and the improved landing facilities of Liverpool, at last admit of an authoritative contradiction being given to the many published aspersions on our port still in active circulation throughout both hemispheres, and to turn the tables upon our competitors by the equally authoritative statement that it is now possible for the American traveler to reach London via Liverpool in 14 hours' less time than he ever has done or is likely to do for years to come via Southampton. The basis of calculation for this statement is found in the logs of the two steamers that have at present made the fastest time between New York and Liverpool and New York and Southampton, and it will be observed that the margin is wide enough to allow of two other Liverpool steamers, judged by their records, making better time to London than the best via Southampton, while three of our other steamers' performances show that these passengers could reach London within one to three hours' time of the best record via Southampton, including the detention off Queenstown.

NEW YORK TO LONDON, VIA QUEENSTOWN.

	Dys.	Hrs.	Min.
From Sandy Hook Lightship to the Mersey bar, including detention off Queenstown	5	19	33
(Add from wharf to lightship)	0	1	50
Mersey Bar to Rock Light.	0	0	35
From Rock Light to alongside Stage	0	1	0
Landing and examining baggage and loading up same in train at Liverpool	0	0	40
Rail journey, Liverpool to London	0	3	50
Total New York wharf to London	6	3	28

NEW YORK TO LONDON, VIA SOUTHAMPTON.

	Dys.	Hrs.	Min.
From Sandy Hook Lightship to Southampton dock	6	13	26
(Add from wharf to lightship)	0	1	50
Landing and examining baggage and loading up same in train at Southampton	0	0	40
Rail journey, Southampton to London	0	1	45
Total New York wharf to London	6	17	41

"It is understood that the Mersey Docks Board are preparing for distribution throughout the United States chromo-lithographs depicting the extended landing-stage and the Riverside Railway station. If to that be added information that the new station is distant only 3 hours 50 minutes from London, or so many hours from Glasgow, Edinburgh, Leeds, Bradford, etc., the fact will come home to observers that all parts of the United Kingdom, including the metropolis, are far more accessible from Liverpool than from any other port."

TRADE SCHOOLS.

THE following was a paper read at the recent convention in Philadelphia of the Master Steam and Hot-water Fitters' Association :

In the fall of 1894 the New York Trade School, founded by the late Col. Richard Tylden Auchmuty 14 years ago, and situated on First avenue, Sixty-seventh, and Sixty-eighth streets, New York city, informed the local organization of Master Steam and Hot-water Fitters' Association of New York city that they were ready to establish a class of young men in their institution and give every facility for their instruction in the erection of all kinds of steam and hot water heaters and mechanical appliances connected with them. The local organization appointed a committee to assist the trade school authorities in formulating a plan of instruction for the proposed class, consisting of John J. Smith, Enoch Rutzler, J. D. Clark, S. J. Geoghegan, James Curran, and Charles J. Gillis. Ample room having been furnished, on the recommendation of the committee Mr. Thomas E. McNeill, a mechanical engineer with large experience in erecting steam heaters, was placed in charge of the class, assisted by Charles A. Coolidge, a practical steam fitter. The class started with 13 members from different parts of the country. Mr. McNeill delivered two addresses each week to the class on the scientific aspects of the business, on steam, its power and vast influence upon modern civilization; on the construction of the various types of steam and hot water heaters, explained the operation and construction of steam pumps, of gauges, pump governors, injectors, and return steam traps and the articles used in the construction of heaters. Mr. Coolidge showed the class all about the different sizes and kinds of wrought iron pipe, the use of screw plates, taps and dies, cutters, cocks and valves. He made all the members of the class work with their own hands, cutting threads on pipes and doing all the labor necessary for a complete apparatus, and after some weeks of daily instruction in these matters he furnished each man a drawing, and made each pupil cut all the pipes to measure and proceed to put them up, connecting them with radiators, boilers and tanks. This was repeatedly done during the term of three months' instruction until every one of the graduates had personally put up an apparatus with his own hands, for the instructors did not themselves do any of the work, only directing how it was to be done. It goes without saying that young men instructed in the manner set forth must, of necessity, know more about the business when they graduate in three months than the helper, who, by the rules of their unions, cannot become a steam-fitter until he has served five years. The graduates of this school ought, after serving one year as helpers, to be admitted to the steam-fitters' union. The graduating class, 11 members, two from New York, four from New Jersey, two from Massachusetts, one each from Wisconsin, New York state and Illinois, received their diplomas and departed to their near and distant homes, and may, if the rules of the unions permit, at once commence work as helpers at good wages, and at no distant day become members of the National Association of Master Steam and Hot-Water Fitters.

The steam heating business is but 50 or 60 years old, one of the founders, the venerable James J. Walworth, of Boston, upward of 90 years old, being still with us, while many others more than 70 years old will soon be joining the vast majority beyond the skies, far away from the cantankerous architect and the lowest bidder on contracts ; and presumably, if they have done good and honest work, will repose on clouds and forever be listening to the divine music of St. Cecilia and her choir of attendant angels. And who is to take the places of these departed ones ? Surely the educated mechanic. Surely the graduates of the trade schools.

After the experience of the first season of the steam heating branch of the New York Trade School it may be considered a pronounced success, far reaching in its consequences, calculated to make better and more successful mechanics, and to place the business in a more dignified position. Let us always remember with profound reverence the founder of this school, Col. Auchmuty, who, in the latter part of his life constantly suffered from a severe wound received in the war of the rebellion, patiently listened to the application for the formation of a class for instruction in steam heating and gave his consent.

Battling, at the inception of this enterprise, with difficulties which would have rapidly discouraged many less heroic spirits, he persevered with a fixity of purpose begotten of unshaken confidence in the righteousness of his endeavor and its practical value to the community. Always avoiding notoriety, and only accepting publicity because of its educational influence upon other communities, he pursued his course with a single-heartedness as admirable as it was efficacious. Steadily developing the scope of the institution, and perfecting its methods of operation, he had just completed his final studies and finished the preparation of his text-books when death intervened.

Let us also give due credit to the noble and successful efforts of the present managers of the trade school, R. Fulton Cutting, Pierrepont Morgan and their associates, why continue the good work of the founder.

We read in the newspapers that a lady in San Francisco has left $3,000,000 to establish a trade school in that city. Trade and technical schools are already in full operation with marked success in Philadelphia, Brooklyn, New York, Boston, Ithaca, and many other places.

I hope the members of this association will bring their influence to bear upon such institutions and get them all to have classes of instruction in the erection of steam and hot-water heaters.



It is a Sure Sign

When you see painters and consumers using the products of The Sherwin-Williams Co. that they know what goods are best suited to the best work. Sound judgment is better than riches. With the former you can attain the latter, but with the latter the former does not always follow. Use the best materials, satisfy your customers and yourself, and win success.

Represented in Canada by

Walter H. Cottingham & Co.
Finest Paints and Varnishes
MONTREAL.

THE SHERWIN-WILLIAMS CO.
Paint Manufacturers
CLEVELAND, CHICAGO,
NEW YORK.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THERE has been of late a general advance in the price of plumbers' materials. Soil-pipe has risen rapidly in the States and Canada, while iron pipe has already advanced from 15 to 20 per cent. in both countries.

Many dealers, however, seem inclined to believe that the advance in iron pipe is only temporary. The reason given for the rapid improvement in this line is that a short time ago a big coke combine was about to be formed, and all iron products of course advanced in consequence. This projected combine caused the manufacturers to raise their quotations, and dealers, expecting still further advances, placed large orders, until all the mills in the United States, and the mill in Canada, were so crowded with work that they will not be able to make all their shipments for weeks to come. The bottom has now fallen out of the coke combine, and just now quotations on coke are lower than for some time past. This is sure to be followed, so many think, with a reaction in the prices of iron pipe, etc.

* * *

Some of the loan companies are pushing work in Toronto, and only last week one concern alone let plumbing contracts for 23 houses.

* * *

One good thing is that the class of plumbing being done this season is better than usual. This is owing to the fact that there is very little speculation in building just now, and any structures erected are built for the owner's use, and consequently nothing but "A1" material is used.

* * *

Craig, McArthur & Co., Toronto, have been putting in a full stock of malleable and cast iron fittings of the best American makes. They are prepared to fill orders at low figures.

* * *

MONTREAL MASTER PLUMBERS.

At the regular meeting of the Montreal Master Plumbers' Association on the 20th inst., Mr. Lamarche, the president, was able to be present for the first time in many weeks, his broken leg being fit to use. He was warmly greeted by the members. Among those in attendance were J. W. Hughes, John Date, P. C. Ogilvie, J. A. Sadler, W. A. Stephenson, D. Gordon, H. Patton, Thos. Christie, W. M. Briggs, D. Sexton, J. Marien, J. Creed, John Watson, F. Hortan and G. Denham.

Mr. Hughes, the corresponding secretary, went over recent correspondence which the association had had. In connection with the sending of a delegate to Philadelphia, the secretary had written to Mr. Burroughes, of the Toronto body, suggesting the choice of a representative from Ontario to accompany the Montreal delegate. The same suggestion had been made to Mr. Picard, of the Quebec association, with the expression of a hope that a French-Canadian would be selected. Replies had been received regretting the inability of these associations to send delegates.

Correspondence had also taken place about the petition to the City Council which the association were opposing. The petition set forth that the health by-law should be amended so that the use of iron pipes inside houses be not obligatory, but that earthenware be substituted "as being better, lasting longer, and costing less." Mr. Hughes reported having written to the deans of the medical faculties of the University, to Sir William Hingston, Mr. R. P. Fleming, Mr. Venne, of the Provincial Architects' Association, Mr. Laporte, president of the Chambre de Commerce, Mr. Cantlie, president of the Board of Trade, and others, asking their co-operation in resisting the change.

The Executive Committee suggested that an effort be made to secure a change in the drawing up of agreements between contractors and house owners regarding the heating of houses. As contracts are now drawn it is usual to specify the various arrangements required by the owner, with a blanket clause added that the heating must be satisfactory to the owner in all respects, or that a temperature of 70 degrees shall be maintained inside when the weather outside is 30 degrees below zero. The association would like this to be replaced by a clause to the effect that the heating should be tried by the proprietor for one winter, and if he requires additional apparatus the contractor would be bound to put it in, at the proprietor's expense, but at the same rate as the rest of the contract.

The action of the Executive on these matters was endorsed on motion of Mr. Watson, seconded by Mr. Sexton.

Mr. John Date was called upon to give his report of the visit to Philadelphia, which he did briefly. He had been very kindly greeted there, the meetings were well conducted, about 397 delegates attended, as well as a number of visitors, and some members were quite eloquent. Being unsupported by any other Canadian delegates, it was not possible for one man to do much

It was moved by Mr. Gordon, seconded by Mr. Sexton, that the thanks of the association be conveyed to Mr. Date for his services. This was carried amid applause.

A discussion took place on the advisability of suspending the regular meetings of the association until September, leaving to the Executive all business arising in the interval. If necessary, a special meeting of the association could be called at any time. On motion of Mr. Stephenson, seconded by Mr. Hortan, this was carried. In endorsing the idea the president, Mr. Lamarche, pointed out that the Executive could deal with all outstanding matters at present.

The meeting then adjourned.

CEMENT PIPES FOR DRAINS.

Experience seems to show some special advantages in the use of cement pipe for sewers and drains, its adaptation to withstand the chemicals in sewage being satisfactorily demonstrated. It has been found that a mortar suitable for such pipe is best made by combining two parts of standard cement and three parts of clean sand, the latter of various degrees of fineness, from the very finest to the size of one's finger end, and in such proportions that the finer fills up all the chinks, as the cement finally coats each particle, and fills all remaining spaces. These materials are thoroughly mixed dry, and the mortar well rammed into the molds. It is also important that the right amount of water be used. Every particle of cement and sand should be wet, but the mortar be stiff enough for the rammer to bring up solidly on it, and press it firmly together, instead of displacing it horizontally. The cores are usually drawn almost immediately after the pipe is finished, and in good weather the cases removed in about half an hour. The pipe is kept under cover two weeks, and then put out in the sun and air, and well wet every day. The pipes thus made are, according to an American journal, ready for ordinary use six weeks after they are out.

AN ANCIENT SEWER.

According to The Architect and Contract Reporter, an interesting discovery made in erecting a large block of buildings on the vacant site at the corner of Milton and Chiswell streets, London, Eng., is an enormous piece of brickwork 100 feet in length and about 10 or 11 feet in diameter, which has lain like a huge leviathan at the back of the Chiswell street houses so long that it had passed out of the recollection of the oldest inhabitant. We are not able to fix the date of its construction or use, but as the houses which were built over it were some 150 to 200 years old, it may take us back to the days when John Milton was a resident in the neighborhood, or even much earlier. What now remains of the work seems very solid and well constructed. The drain, we are informed by Mr. Coney, was full of refuse, which had so saturated the soil beneath it that his men had to go down 8 feet below to the "maiden soil" before they could find a satisfactory foundation for the iron columns which are to support the new building. It is somewhat startling to learn that for many years a coffee-shop kitchen, where the coffee for several generations of Londoners has been innocently brewed, stood directly over one portion of this not too savory relic of our ancestors. Among the articles which the workmen found in the excavation of other portions of the site were some coins of the Georges, some small vessels of the early days of the manufacture of English pottery, a chimney ornament, a curious stone flagon (which might possibly be identified, as it bears a maker's mark), some fragments of stoneware, and a small quantity of tobacco pipes of the days of Charles I. Some of these last, which we did not see, we are informed measured 10 inches in length, and have small bowls and stems a quarter of an inch in thickness.

RIXFORD'S HARVEST TOOLS

BEST GOODS MADE.

HAY FORKS MANURE FORKS
SCYTHES

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants, 37 Front St. West, Toronto

The Graham Cut and Wire Nails are the best.

WINDOW-DRESSING DEPARTMENT.

A WINDOW POINT.

We are all agreed nowadays that we must take all we can out of the window, says a contemporary. No more stuffing it with goods and allowing them to get faded and dusty there. No more lolling in the office chair while people are rushing past and never giving a glance at the window because it is so stale, flat and (consequently) unprofitable.

The window is to be dressed often, very often, and never without some real attraction, either in the marked character of the goods, the unique method of their arrangement, or the crisp and fascinating phrases on the card.

On the card? Yes, yes, the card must be a strong element in the combination. It used to be the fashion in old London, the London that was even so late as the Stuarts, it was the fashion, we say, for shopkeepers of all trades and their apprentices to stand at the open end of their bazaars and accost the passers, urging them to buy. Lots of trade was got that way, but now that method has but a narrow acceptance, not likely to be imitated.

In place of the miscellaneous salute is the silent window. Let its printed words be eloquent with that eloquence which both arrests the eye and convinces the judgment. What line of attack shall we use? Here is one line—hitch on to the current thought of the people. Seize whatever is uppermost in the newspapers or in local talk and make some allusion to it that everybody will instantly grasp, then attach a reference to the contents of the window that will be sufficiently reasonable, even in its absurdity, to tickle the popular fancy. When you get started you will find the subject popping up in many directions.

MOVABLE LIGHTS.

Where electric lights are employed, a little persuasion, remarks a contemporary, might induce the proprietor to allow the use of a few movable incandescent lights for service in the windows.

These can be had with small shades, the detached insulated wire allowing them to be placed anywhere in the window at will.

Many novel effects can be introduced with these, and by hiding them under folds of goods they will throw a strong steady light on almost every part of the window, without the source of illumination being seen from the outside. By covering the globes with heavy tissue paper, such as is used for making lamp shades, startling and novel light effects can often be originated.

PARIS GREEN

GOVERNMENT STANDARD

BERGER'S ENGLISH AND CANADIAN.

Sanderson Pearcy & Co.

61, 63 and 65 Adelaide Street West

TORONTO.

Now for EXCELSIOR

POTATO BUG KILLER

Sure Extermination. Nothing to Equal It.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West Toronto

ELECTRICITY AND STEAM.

THERE are few sights, says G. J. Varney, in Lippincott's Magazine, more fitted to convey an idea of power than a steam locomotive just starting or arriving ; the whistling and roaring of the steam, the throbbing in the smoke pipe, the tremor of the ground, lead the mind to expect a proportional effect, as from some animate monster. An electric locomotive in a similar situation is an embodiment of apathy and harmlessness in its appearance. There is neither throb nor roar, no steam to scald the wayside passer, nor cindery, sooty smoke to blind the eyes, choke the breath or stain the immaculate linen. In action, however, the electric machine, still comparatively quiet in its movement, often rolls along with a tigerish purr or a hum as of a vast swarm of angry bees, with now and then a lurid flash—weird evidence of the mysterious power, invisible as the wind, that lurks in the miles of wire curled round and round the magnets and armatures of the huge electric motors concealed in the dark interior of the massive frame.

Last year, when two of these locomotives were under construction at the works of the General Electric Co., in Lynn, there was one day a rare sight. It became necessary to test the comparative power and economy, pound for pound, of an electric and steam locomotive. The two huge machines—one the bombastic and terrifying consumer of water and coal, the other a silent mass of iron—came gently together on a branch track of the Boston and Maine Railroad leading to the electrical works. Coupled with each other by a strong bar, each monster attempted to drag the other from its position—the steam sometimes, and then the electric machine, appearing triumphant. This struggle for mastery was watched by many spectators, and with intense interest by those concerned in the manufacture of the two kinds of locomotive.

FORGING STEEL.

The usual rule given for forging steel is : "To work it at as low a heat as possible." But that, says a writer in Tradesman, is somewhat of a mistake. Steel should be worked at as great a heat as it will bear, but that heat is much less than what iron will stand, hence the caution to work it as cold as possible. But some steels will stand a much greater heat than others, and they should be heated accordingly while being forged. The best cast tool steel should not be heated above a dull red, or a moderately bright red at the most. Other kinds of steel will stand a brighter color, but heat any of the tool steels to where a yellow color begins to show, and the good qualities of the metal are destroyed entirely, or greatly damaged.

Other kinds of steel, machinery for instance, can be successfully worked at a bright yellow heat, and welded nearly as freely as iron. Bessemer steel is not harmed by welding heats, and it may be handled about like iron. A very good test for the right temperature at which to work any kind of steel is to heat one end of a bar or plate, giving as great a range from black heat to yellow as possible, then quench in cold water and test for hardness with a file. Try all along the best pieces, and observe the gradations from extreme hardness, if any, to the softest part of the steel, which may be along toward the last of the heated portion.

Having found the part where hardness sets in, try to remember the degree of heat that existed at that point, and that heat was the greatest to which the particular kind of steel should ever be subjected in working.

THE STORMER CYCLE.

On another page of this issue will be found the advertisement of "Stormer" cycles, by the Hobbs Hardware Co., of London, who we understand are sole agents for the Dominion for the Acme Mfg. Co. "Stormers" and the Royal Cycle Works "Royals."

The enormous demand for "Stormers" and the total inability of manufacturers to fill orders speaks volumes for the attractive models and improvements distinctive on "Stormer" wheels.

The Hobbs Hardware Co. are taking steps to secure wheels for 1896, and to be placed in a position to fill orders for all models with any make of tires at a moment's notice.

THE PATENT LIMIT.

It is generally supposed from the reading of the law and of the patents granted in Canada, that to keep the patent valid, the patentee must manufacture the invention in Canada within two years from the date of the patent, or obtain from the commissioner of patents an extension of the period. Such interpretation is erroneous. The meaning of the law, as decided by the commissioner of patents, is that, for two years the patentee has the privilege of refusing to allow any person to manufacture who offers him a reasonable price, but after that period the privilege ceases. Hence, if the patentee has no demand for his invention, he is not required to manufacture or sell it to keep his patent valid, nor is it necessary to obtain an extension of the period of two years if the patentee is willing to sell the right to manufacture in Canada at a reasonable price. —Star, Montreal.

A NEW FISH SCALER.

Covert's Saddlery Works, of Farmer, N.Y., U.S.A., have brought out a new device in the line of fish scalers. It works so complete that after once used the old methods have no charms. The rapidity and ease with which a fish can be scaled and cleaned with this scaler makes it very desirable for the fish market, the fish peddler and the family. It will not tear the fish, will not corrode, and is light, neat and very small in price. The accompanying cut is an illustration of this scaler.



Write for their complete catalogue and price list.

It is stated that a linseed oil manufacturer, M. E. DeKeyser-Goethals, of Eccloo, Belgium, is thinking of moving his plant to Sidney, B.C. The mill, if established, would have a capacity of 50,000 lbs. of flax seed every 24 hours. It is said that the bulk of the oil to be produced has already been engaged by a Canadian firm while the surplus oil cakes will be shipped to Europe.

WHAT! THE
Finest Scissors
On the market and sold lower than others !
Perhaps you never knew this before.
CLAUSS SHEAR CO. 67 Adelaide East Toronto.

Galvanized Cloth

For Evaporators
Apple Drying, Etc.

Perforated Sheet Zinc
and Hardware Grade Cloth

FOR FANNING MILL REPAIRS

Manufactured by

The B. Greening Wire Co., Ltd.

HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

Write for Catalogue.

BRITISH TRADE IN MAY.

THE Board of Trade returns for the past month, as summarized by The London Times, are fairly satisfactory, even after making allowance for there being one more working day in the past month than in May, 1894. The imports are valued at £34,752,086, which is more than the total of May, 1894, by £618,026, or 1.8 per cent.; the exports of British and Irish produce amount to £18,344,744, an increase of £860,532, equal to 4.9 per cent. The exports of foreign and colonial merchandise are valued at £5,215,785, which again is £311,677 more than the total in the corresponding month of last year. As regards the classes into which imported goods are divided, animals, articles of food and drink, raw materials other than for textile purposes and sundry articles, are less in value, but metals, chemicals, etc., oils, raw materials for textile manufacture, manufactured articles and parcel post articles are more.

The receipts of barley and Indian corn are much below last year's totals. Butter also is lower, the shipments from Denmark having fallen off. Refined sugar is more in quantity and value; both Germany and France have sent more. Raw sugar is greater in quantity, but less in value, the increase being in beet sugar. Cocoa, tea and tobacco each show considerable increases. Copper is less both in quantity and value, but iron ore, quicksilver, tin, zinc and lead are more both in quantity and value. Petroleum oil is more in quantity by 12.7 per cent., and in value is 97.2 per cent. more, owing to the great rise in its price. Cotton, hemp and flax were shipped more freely, but there is a heavy fall in jute. Sheep's wool is less 1.7 per cent. in quantity, but in value 9.7 per cent. Hides are much more both in quantity and value. Hewn wood also is more in quantity and value, but sawn is less by 151,000 loads in quantity and £326,346 in value. Manufactured articles as a whole have increased by £913,300 net. Of this large increase cotton manufactures account for £62,000, leather for £137,000, linen yarn for £45,000, paper for £39,000, silks for $390,000, and woolens for £160,000.

As in previous months of this year the shipments of yarns and textile fabrics to the United States have conduced to the increased total value. Cotton piece goods, which are 2.0 per cent. less in quantity, are, however less in value by 7.7 per cent. Textiles are generally lower in price. Woolens have, however, best maintained their prices. The following figures illustrate how the shipments of textiles in the five months to the United States stand in comparison with last year :

	Five Months— 1894. Yards.	1895. Yards.
Cottons	20,790,000	35,090,000
Jute piece goods	43,612,000	51,388,000
Linen piece goods	29,389,000	59,410,000
Woolen piece goods	629,000	5,028,000
Worsted piece goods	5,516,000	29,827,000

Copper and iron are each more in quantity and value, but telegraph wires, etc., are less by £63,000. Of iron the chief increase is in pig. As to machinery, steam is less on account of Russia having taken fewer machines other than locomotives and agricultural. The shipments of mining machinery to South Africa are valued at £46,000, compared with £13,000 in May, 1894. Several countries in Europe have taken more of textile machinery.

LUMBER EXPORTS.

The Manufacturers' Gazette says: "It is a somewhat singular fact that Canada exports several million dollars worth of lumber each year more to the United States than to Great Britain. Thus, in 1893 Canada's total export of forest products to Great Britain figured $11,105,482, while to the United States that aggregate showed $14,841,455 worth. Yet with this enormous export of lumber to the United States and to Great Britain, the value of Canada's forest products is about $80,000,000 per annum, leaving a balance for local consumption of about $55,000,000 nearly 70 per cent. of its forest products, and equaling more than $11 per head of population. It is somewhat surprising to note that Canada uses twice as much lumber at home as she ships abroad. This is a similar fact to that which we have noted concerning the largely increasing local consumption of lumber in the New England states."

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.

Orders filled the same day as received.

THE PROSPECTOR.

UNDER this heading Sigillaria contributes the following interesting sketch of a miner and his life to The Canadian Colliery Guardian: "What more pleasant than the life of a prospector? The ozone of the mountain air enters one's lungs and exhilarates to the verge of intoxication. The warbling of the feathered songsters atunes the heart with joy and mingles harmoniously with the gurgle of some mountain stream or the perpetual wash of the sea. Then with what interest one pictures the outline of the earth beneath one's feet through the various geological ages. How one delights in uncovering the rocks and laying bare in imagination the stratification, and the causes and extent of all its dislocations, until the whole field is as apparent to us as the pages of a well-thumbed volume.

That is the poetry of prospecting, and every true student of geology will bear me out in saying, that, no matter how we may have suffered the night before with inclement weather, or even if we have had to go supperless and wet to our camp bed, the morning brings new hopes, new aspirations, and new weather, and while the summer lasts life is a holiday.

Did you ever meet a prospector who was a mean man? If so, name him, and we will go to see the curiosity. The very life of a prospector is as far apart from mercenary matters as the north pole from the south. As soon as he becomes wedded to the dollar he is no longer a prospector. He becomes a speculator, a schemer, a city man. He may get wealth, but it is at the expense of health, of lightheartedness and love of nature, and while he tots up his bank balance, he sighs for the mountain, the map and the hammer.

And yet he is sometimes a lazy man. Look at him in winter, how he hangs out at the village inn or loafs around the city hotels, smoke and sleep, lounge and loll. He is mapping out his next spring's work, and it needs many a pound of tobacco to settle things. There is that disputed anticlinal to settle definitely, he will go there; but no, Middle River has first claim, he must find the lead where these washings came from, that settles it. But wait, these Sydney fellows are pressing him to assist in tracing the Tracy seam, and Father ——— is crying out, "come over and help" us at ———, and Muckle John M. is sure a good thing awaits the prospector in Country Harbor, while three or four different parties are inducing him to assist in finding iron that will "drive all others out of the market" on the shores of roaring Fundy.

With such a variety our prospector is at a loss, and in indecision he fills another pipe, and rolls over until spring comes; nothing is settled, and the final upshot is that with his hammer and one of Church's County maps he drops off the train at some wayside station and disappears from civilization's ken until the falling leaf recalls him.

Wonderful man is Church. No matter where you wish to go, Church, of Bedford, has a county map for you. You get to some out-of-the-way city up in Inverness or Victoria, consisting of two houses and a wooden church, and every little brook, path and hut is shown on Church's map. You show it to your worthy Cape Breton host, and he studies a minute as if he had been used to maps all his life, and then he says—"Oh, yess, yess, and sure there is big Angus R.'s house too, and that will be the McDonald's bridge as well, whateffer," and he realizes that he at last lives in a part of the world recorded by civilization.

What funny experiences we meet at times on our rambles! Let us but drop from the stage coach at some little village, with a hammer visible on our person, and our hostess has hardly laid the cool, white cloth for supper until every man jack in the hamlet is at our feet with half of the alluvial debris of the district to know if we think they have "got a mine." To the average villager a "mine" is like the algebraic x. It is an unknown quantity. As we were told once by two rustic amateur geologists who had found stones of every variety of shape and color, "they could easily find a mine if they only knew what it was like." We have been often tempted to believe that, to some folks, mines can be procured by the running yard, with a reduction on taking a quantity. But what pleasure can equal that of retiring from the hum and worry of business to listen to the eager tales of these honest villagers? If there is any mineral in their neighborhood it is sure to be the best of its class ever known, and any want of development in the district has been entirely owing to the spite of some blood-sucking capitalist or the incompetency of some "expert" who had previously visited it. "But now that you have come," they insinuate, "you who are so clever, surely things will go on all right and the old place will hum once again." When they say this the words are accompanied with a look of mingled appeal and flattery, and, from want of a ready answer, your eyes droop and silence gives consent, and for the time being you are a "daisy."

Then there is the prospector who is engaged to visit and report on some property for a special purpose. His work takes him to a district for a few days, and his limited time compels him to accept assistance from every available source. Let this fact be known and the amount of information he will have pressed upon him will enable him to report favorably on the existence of every known mineral from gold to lignite. The sulphur sheen of a coal seam becomes gold, the existence of plumbagineous shale betokens anthracite, while the micaceous specks in some sand rock are either samples of rich silver or tin

As the rabbit dreads the weasel, so has the prospector to dread the speculator who lives off "suckers." We do not mean the speculator, who, if he hears you have a good thing, will come and offer to bear all expense and put up cash against your experience, so that both may benefit. That is legitimate trading. But what we detest is the so-called speculator, whose entire stock in trade is located in his gall bladder, and whose mode of existence is as mysterious as that of the church mouse. Isn't he a phrasy rogue? See how he pulls his whiskers as he salutes you. "Hallo, old man, how goes it, eh? Got anything new this season? Gold, eh? Rich lead? Uh! hu! Got it dead sure, eh? Well, look here, old fellow, I know a lot of A1 men, regler tip-toppers, sign their names to six figures, every one of 'em, and they want me to look for a mine for them, and so help me, if I don't think its your very mine they want, so don't give it away until I—" Etc., etc., etc., and the sorry fool chatters on about his prospects and his big friends, and all the rest of it, until he probably believes his own lies, while his highest ambition is to make as much, as a go-between, as will settle his hotel bill and give him a fresh start for a week or two.

EXPENSIVE IMMIGRATION.

There is one aspect of the immigration question, says The N. Y. Commercial Bulletin, that appeals purely to business men. The social and moral influences on the American people of the unrestrained horde of Europeans pouring upon our shores are, of course, the most important, but the heavy tax in money thus levied upon the American people is not to be disregarded.

According to the last census, in addition to those of foreign parentage, the persons of foreign birth supported at the public charge of the people of the United States, were divided as follows:

Insane	35,300
Criminal	15,932
Pauper	27,648
Total	78,880

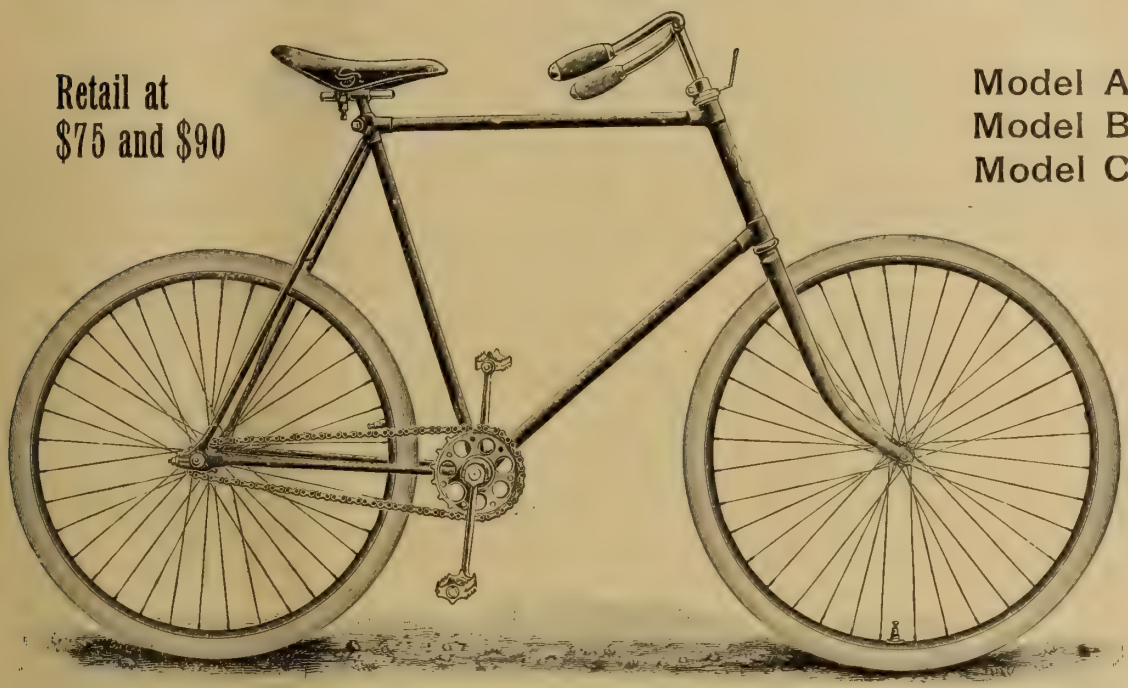
The average annual cost of a pauper, a lunatic, or a prisoner, in the conservative and economically managed public institutions of Massachusetts, is one hundred and fifty dollars.

The annual cost, then, of maintaining this standing army of foreign born vagabonds is not less than $11,832,000.

If to this could be added the expense of maintaining the American born children of foreign paupers, vagabonds, and criminals, the figures would be even more startling, but unfortunately the figures on parentage are defective.

Hobbs' "Stormer"

Retail at
$75 and $90



Model A - 28 lbs.
Model B - 25 lbs.
Model C - 22 lbs.

Wholesale prices

A - $60 00
B - 70 00
C - 70 00

We are Sole Agents for the Dominion for

"Stormer" High Grade American Wheels

Manufactured by the Acme Manufacturing Co., of Reading, Pa., and for **up-to-date improvements, finish** and **attractiveness** are at the top and rank **second to none in America.**

"STORMER" LADIES'

29 LBS.

Wholesale, $65 00
Retail, 80 00

G. & J. or Dunlop Tires
$5.00 advance.



HOBBS HARDWARE CO. - - London, Ont.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 28, 1895.

HARDWARE.

THE iron market, in its many varied branches, is commencing to give more pronounced signs of strength, and this fact, and the consequent appreciation in values, is having its due influence on buyers. For the first time in months the latter exhibit a disposition to operate ahead. This is evidenced by the better orders that makers are receiving for cut nails, wire nails, wire horse nails, tacks, bar iron, in fact all lines of staple hardware articles. The metal market also continues strong in tone, and the different standard lines of heavy iron are showing the effect of this by stronger prices. The distributing demand from jobbers' hands continues fair on the whole in screen doors and blinds, ice cream freezers, etc., and other lines of summer goods.

BARBED WIRE—Orders with makers continue good, and a fair jobbing enquiry is also to report. We quote: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3c., shipments of 500 lbs. and upwards delivered in Ontario, 3⅛c. delivered in Quebec, and 3c. in New Brunswick and Nova Scotia, where the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra.

PLAIN WIRE — There is no special change to report. Business is moderate. The trade discount is 22½ off the list 60 days, or 2 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE — The firm feeling in cordage is well maintained, and a good jobbing enquiry is noted. We quote: Sisal, 5¾ to 6c. for 7-16 and upwards, and 14 to 15c. for deep sea line. Pure Manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

BINDER TWINE—Demand for this article is on the increase. We quote: 6 to 6¾c. as the range.

CUT NAILS—Makers are booking good orders, and the distributive movement from jobbers is fair. Base price is $2.10 per package for Montreal and Ontario points, freight charges prepaid on 10-keg lots to points where the freight does not exceed 25c. per 100 lbs., rebate of 10c. per keg on car lots.

WIRE NAILS—These have been an active line both from first and second hands. The trade discount now is 75 and 10, deliveries f.o.b. Montreal, Toronto, Hamilton, Gananoque, London, Quebec, St. John and Halifax; shipments of over 1,000 lbs. in one shipment, delivered f.o.b. at all railway stations where freight does not exceed 25c. per 100 lbs.

HORSE NAILS—Demand for these has shown an increase. Discounts are 55 off the list delivered f.o.b. Montreal.

TACKS—Tacks move along with a fairly active movement, much as they were a week ago. We quote: Discounts, B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

CLOTHES WRINGERS—Demand fair at steady prices.

CHURNS—There is little to report in connection with these.

WARE—Peerless ware has been moving fairly well. Other descriptions are quiet.

ICE CREAM FREEZERS—A good jobbing enquiry is maintained for these.

PLUMBERS' SUPPLIES—Nothing special to report. Business is of fair proportions.

WIRE CLOTH, ETC.—Screen doors and blinds and wire cloth, etc., have continued one of the most active lines in a jobbing sense. Stocks of the former are light.

LEATHER BELTING—No change is to note in leather belting.

CUTLERY—A fair jobbing trade is to report.

SPORTING GOODS—There has been some enquiry for ammunition. Shot is 17½ off the list.

CARRIAGE BOLTS—Business is fair at the advance, 60 and 10 off.

MACHINE BOLTS—Discounts, 60 and 5, with a fair enquiry.

COACH SCREWS—A fair trade is doing at 70 and 5 off, and 60 off bolt ends and blank bolts.

CEMENT—Strong advices from abroad have led to a much firmer feeling in English brands. Prices in consequence are firm at $1.95 to $2.05 for English, and Belgian, $1.80 to $1.90.

FIREBRICK—The demand for firebricks is fair at $15 to $21 per 1,000.

METALS.

An improved feeling is noticeable in both metals and heavy iron, and business is ex-

Enamelled Ware

MADE IN CANADA

We are daily increasing our lines and gladly invite comparison in every way with any foreign goods—English, American or German. Order a sample lot and see for yourselves what Canada can do.

THE McCLARY MANUFACTURING CO.

London, Toronto, Montreal. Winnipeg, Vancouver.

panding. Values all round manifest a firmer tendency, if anything.

PIG IRON—There has been more doing in pig iron, and no domestic is obtainable under $16, and we quote $16 to $16.25. Scotch pig is selling at $19 ex wharf for Summerlee and equal brands.

BAR IRON—The firmer feeling in bar iron is fully maintained. Business can hardly be done now under $1.65, and we quote $1.65 to $1.70.

TIN PLATES—The firm feeling is accentuated if anything by the strong advices from the other side. We quote: Cokes, $2.70 to $3.10, and charcoal $3.25 to $3.75, as to grade.

TERNE PLATES—A fair trade has been done in ternes at steady prices. We quote: $5.75 to $6.25.

CANADA PLATES—There are none of these now available under $2.05, and we quote the range firm, with demand fair, at $2.05 to $2.10.

SHEET IRON—A quiet trade, with prices steady at at $2.10 to $2.20.

IRON PIPE—There is an active business doing in iron pipe, and makers are very firm in their views. Discounts are slightly firmer again on black pipe at 60 and 10 to 70 and 5, while galvanized are steady at 37½ to 40 and 10.

INGOT TIN—Continues firm, and rather more active at 17½ to 18c.

LEAD—Prices on pig lead are firmly maintained at $3.25.

SPELTER—There has been a moderate business in spelter at $4.50 to $4.75.

SHEET ZINC—A fair demand is experienced, at 4½ to 5c.

ANTIMONY—Quiet and unchanged, at 10c.

HOOPS AND BANDS—Business fair. Canadian, $1.90, and English, $2 to $2.10.

GALVANIZED SHEETS—Quite a good demand is experienced for No. 28 gauge Queen's Head, at $4.25.

COPPER—The firmness noted in copper is well maintained. We quote: 10½ to 11c.

SHEET COPPER—No change to note, and prices firmly held at 18 to 25c.

PAINTS AND OILS.

The firmness and advance noted in this market last week have been well maintained, and business has been quite active on the whole.

LEADS—Demand for these has been good at the recent advance, and makers are operating cautiously. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

PARIS GREEN—Enquiry for this has been active at 18 to 20c.

LINSEED OIL—With light stocks and firm advices values are strongly held at 58c. for raw and 60c. for boiled.

SEAL OIL—New crop seal oil is offered at 35c. net to arrive ex wharf. Spot prices are as before, 40 to 45c.

COD OIL—No change to report from the range of 6½ to 7c. The tone is firm.

TURPENTINE—Quiet and steady at 47c.

RESINS—Business in these is expanding. Prices are steady. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

Glass has continued fairly active. We quote $1.15 to $1.20 for first, and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

Demand for heavy chemicals of all kinds has been good. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $70 to $75; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

The petroleum market is quiet, but the tone is firm and values are well maintained. We quote Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

HIDES.

The hide market is firm and unchanged. Tanners are active buyers, but small offerings restrict business. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 2 and 3. The season for calfskins is drawing to a close, and prices rule steady at 8c. Lambskins are quiet at 25c. each., clips at 15c. and sheepskins at 75c. to $1 each.

TALLOW.

The tallow market is quiet and steady at 1½ to 3c. for rough and 4¾ to 5c. for refined.

WOOL.

There is very little doing in wool. Business is quiet at 13 to 15c. for Capes.

ASHES.

A fair business is reported in ashes at steady prices. We quote: First pots, $4.10; seconds, $3.80, and pearls, $5.50 per 100 lbs.

MONTREAL NOTES.

The Sherwin Williams' colors have been very active sellers with W. H. Cottingham & Co. during the past few weeks.

Wm. McMaster, managing director of the Montreal Rolling Mills, has been away from town for the past few days on a business trip.

Makers have it is claimed booked contracts for fully one million feet of black iron pipe recently at the advanced basis for future delivery.

W. Bonnell, the western representative of the Consumers' Cordage Company, was in

CANADIAN RUBBER CO.

OF MONTREAL

Manufacturers of superior quality

Rubber Belting

Of following grades:

"Extra Star," "Fine Para"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"

All kinds of

Rubber Hose

Made with our Patent Process Seamless Tube, including

Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore,
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

WESTERN BRANCH:

Cor. Front and Yonge Sts. - Toronto

J. H. WALKER, Manager

town on Friday and Saturday of last week, and again on Monday and Tuesday of the present week.

Caverhill, Learmont & Co. have just sent out their handsome catalogue of firearms for 1895-96. It is an illustrated pamphlet of several hundred pages, showing plainly what a large and varied assortment of firearms and ammunition this firm carries.

Wm. McNally & Co. placed a large contract for 3,000 casks of Belgian cement this week. The price was $1.85 ex-wharf, the buyers being western parties.

Linseed oil is again cabled firm this week to importers in Montreal, and it would cost an advance to lay down fresh stock on the wharf here.

Practically only one or two houses have any stock of Paris green on hand here. Naturally, with stocks diminishing, they are holding it very firm.

A. C. Leslie & Co. report an excellent and increasing demand for galvanized iron, especially No. 28 Queen's Head. They have done a larger business than ever before in this brand.

Beware of Worthless Imitations.



We also manufacture **EMBOSSED STEEL CEILING.**

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers

METALLIC ROOFING CO., LTD.

84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

ONTARIO MARKETS.

TORONTO, June 28, 1895.

HARDWARE.

THE feature of the hardware trade this week is the advances in wire. Outside this particular line nothing particularly new has developed. Trade is, perhaps, not as brisk as it was a week ago, and it is certainly not as good as it was two or three weeks ago, but that is to be expected. Harvest tools are receiving the greatest share of attention, trade in this particular line being decidedly active. Demand keeps exceedingly good for wire nails. Ware is receiving a fair meed of attention. Trade in rubber garden hose continues to keep up fairly well. Ice cream freezers are still in demand. Plumbers' supplies show, if anything, increased activity. Poultry netting, on the other hand, is not so much wanted. Leather belting is still in fair request. A feature of the trade that may be worthy of note is the fact that jobbers are beginning to push apple, peach and cherry parers.

WIRE—An advance of from 5 to 50c. per 100 lbs., as noted elsewhere, has taken place in annealed, annealed and oiled, and galvanized wire, while discounts have been withdrawn. Dealers therefore are only accepting orders at the ruling market price. Barb wire is quiet and unchanged at 3c. per lb.

ROPE—Business continues quiet at former quotations. Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Trade is fair, and still nearly altogether for ten-keg lots. Prices unchanged. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Manufacturers are still kept exceedingly busy, quantities going out quite freely. Discount, 75 and 10 per cent. and 75 and 5 on 1-lb. lots.

HORSE NAILS—Are in moderate demand at 55 per cent.

TACKS—While trade is good there is no special feature to note. We quote discounts as follows: Leather carpet, 30 per cent; cut carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—Are not much wanted. Prices are unchanged at $27 to $27.50.

CHURNS—The season is about over, and the movement is therefore naturally light.

WARE—Business is brisk, being especially so in Peerless, although whiteware is coming in for a larger share of attention than for some time. These goods are now all sold at net figures instead of discount off the standard list.

LAWN MOWERS—Trade remains much as before—moderate for the season.

RUBBER HOSE—The demand does not appear to have yet fallen off to any appreciable extent. Jobbers have had a very difficult time this season in supplying the demand, especially in the standard brands. Discounts: "Lion," 70 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE CREAM FREEZERS—Are still going out nicely. Discount on the "Gem" is unchanged at 60 per cent.

PLUMBERS' SUPPLIES—Trade in this line exhibits a good deal more activity, both on Ontario and Northwest account. Orders are coming in quite freely for fittings of all descriptions. Prices have advanced on quite a number of lines in the United States, but no change has been made yet by the jobbers in Canada.

POULTRY NETTING—Demand for this has fallen off materially. Stocks, however, are fortunately low. Discounts are still 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—Back orders which jobbers were compelled to make have now been completed, and although fresh orders have been received they are only small.

LEATHER BELTING—There is still a fair volume of business passing. Discounts: "Extra," 45 per cent.; "Standard," 45, and No. 1, 55 per cent.

CUTLERY—Sorting up trade is light, and there will be no active movement for some time.

SPORTING GOODS—In guns and rifles there is very little doing. Revolvers are in occasional demand, and there is a fair movement in ammunition.

HARVEST TOOLS—Trade is good. The chief demand is for scythes, grain cradles, hay rakes, and barley forks.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

There is no material change to note in the metal market. Business is fair, and as a rule prices are firm.

PIG IRON—The tendency of this market

is still upward. Business appears to be altogether confined to American iron.

BAR IRON—Is still being held largely at the base price of $1.70 to $1 75 Toronto. A few carloads have, however, changed hands at $1.60 f.o.b. Toronto.

SHEET STEEL—Quite a demand has sprung up for this during the week owing to some cheap lines that have been placed on the market lately. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Some nice orders have been received, and trade generally is reported to be satisfactory. Prices have not been shaded to any extent.

TINNED IRON—Jobbers have been compelled to again cable orders, the demand this season having greatly exceeded the supply.

PIG LEAD—Trade is fair only at 3c. for ton lots and 3¼c. for small lots.

LEAD PIPE—There is very little to say beyond the fact that some houses have withdrawn their quotations on this article. We quote the same price as last week, viz, Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

SHOT—Is beginning to move a little more freely at discount quoted last week, viz, 17½ per cent.

GALVANIZED IRON—Trade is quite brisk in all gauges covering from 20 to 28. Through an error we last week quoted "Gordon Crown" and "Queen's Head" brands at $4. It should have been $4.25 per 100 lbs. in case lots for 28 gauge. We quote: 28 gauge, $4.25 to $4.50; 26 gauge, $4 to $4.25; 24 gauge, $3.75 to $4; 22 gauge, $3 50 to $3.75.

INGOT COPPER—Is exceedingly quiet at 11c. for ton lots, and 11¼c. for small lots.

INGOT TIN—Demand is brisk for Straits, and a good many orders are being received for Lamb and Flag. We still quote ton lots at 17c., and small lots at 17½c. Outside markets are firm, although in New York there is some hesitancy on the part of consumers to make further engagements for future delivery.

IRON PIPE—The market is virtually in the same condition as last week. While jobbers are quoting net figures again, they are only subject to acceptance in course of post, and will not be held open for any number of days. The article is quite scarce, but from all reports quite a quantity will arrive within the next few days. On galvanized 50 per cent. is the ruling discount, and larger sizes of 2½-inch and upward, 75 and 5 per cent. is the quotation.

SHEATHING COPPER—Very little change has taken place. Stocks are low and demand slow. We quote 15½ to 16c. for turned and 14 to 14½ for plain.

SHEET BRASS—There is a good demand for stencil purposes, for which 28 to 33 gauge is required. There is also a good demand for hard sheets, 4 x 2. Price is unchanged at 20 to 30c. per lb.

SHEET ZINC—The demand has improved. Quite a few cask lots here been called for during the week. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Trade remains fair at unchanged prices. We quote: Domestic—Galvanized, 30 gal., $5.75; 35 gal., $6.75; 40 gal., $7.75; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Stocks are very low at the moment, especially in the odd sizes. There is not a great deal doing in the way of coke tin, but in the higher class tin the demand is good. We quote: Coke, 14 to 20 gauge, $3; for sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.25 to $3.50.

SOIL PIPE—Trade is dull. We quote: 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—Demand is steady for small lots. Prices are unchanged at $6 for "I.C."

HOOPS AND BANDS—Trade is fairly good, although not many of the larger sizes are moving. Prices are being held at $2.20 to $2.25.

ZINC SPELTER—Domestic is being held at 3½ to 3¾c. in small lots; imported, 4 to 4¼c.

SOLDER—Demand continues good at unaltered quotations.

ANTIMONY—Is quiet and unchanged at 10 to 10½c. per lb.

GLASS.

A big batch of delayed import orders have come to hand this week, and about all the glass wanted for the spring and summer trade is now delivered. Shipments from stock are larger than they were, and trade is upon a more satisfactory basis.

PAINTS AND OILS.

Business on the whole is hardly as good as it was, although in some particular lines the demand is fairly active.

WHITE LEAD—The bottom quotation for white lead is now 4½c., but most dealers are asking and getting 4¾c. There is a very fair demand, and the feeling is that white lead will go higher yet.

PUTTY—Is still quoted $1.85, but no one seems to want to sell at that figure.

PARIS GREEN—Is selling a little more freely, bugs being reported very plentiful this year. Quotations are unchanged, prices ruling still at 18 to 22c.

PREPARED PAINTS—Are selling more freely. The advance to $1.05 noted last week does not seem yet to have been generally adopted by the jobbers, though some are asking it.

LINSEED OIL—Has advanced this week from 56 and 59c. to 58 and 61c. Even at the latter price the margin on the present cost is very small, and it is only the large stocks held by some that keep the prices down so low.

TURPENTINE—Is still firm in the south, and there is no change here, 44c. still ruling.

CASTOR OIL—Is no easier than last week, and quotations are still: In cases, 6½c.; in single tins, 7½c.

OLD MATERIAL.

Business seems to be pretty good and prices are unchanged. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 6 to 6½c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 1¾c.; scrap zinc, 1¾ to 2c.; scrap rubber, 4 to 4 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW

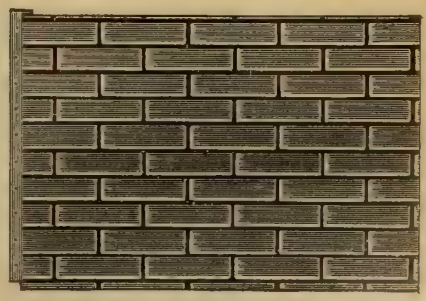
HIDES—Hides on the western markets are reported ¼ to ½c. off in price, but no change is recorded here, 8c. for No. 1 and 7c. for No. 2 being paid on the few brought in.

SHEEPSKINS—Few are offering, the season being nearly over. Sheepskins bring $1 to $1.25, lambskins 25c., and shearlings 15c.

CALFSKINS—The season for those is over practically.

WOOL — Local competition has forced prices up again to 20 to 21c. There is considerable activity on the market and dealers

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

are buying freely at those figures. They seem well satisfied too, as they say the selections they are getting are excellent, and worth holding over for better figures than can now be got from the mills.

PETROLEUM.

Petroleum is quiet, both locally and on the primary markets, but prices have not altered. The long days will soon be over, and then an advance in illuminating oils is looked for. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Advices received here announce a slight advance in the price of chain in England.

Stewart & Wood have received a large consignment of star and double diamond glass.

The Metallic Roofing Co. are now making fire proof doors and shutters. They are made with abestos filling, and the firm has already secured several contracts.

Sheet lead has advanced $4 a ton within the past 10 days, and dealers think it will advance further at an early date.

Several tons of ingot tin have changed hands during the past week, but prices are a little lower if anything than last week's quotation.

Harrington Bros., Toronto, are closing their store in Queen street west and enlarging their Yonge street store.

Tickets for the City Travelers' excursion can be had from M. A. Morell, one of M. & L. Samuel, Benjamin & Co.'s city travelers.

Abbott & Co., of Montreal, are now carrying a stock of nails in Toronto, so their agent, W. J. Jeandron, reports.

American steel hoops have advanced about $5 per ton, according to advices received on the Toronto market.

UNITED STATES MARKETS.

NEW YORK, June 28, 1895.

PIG TIN—Speculation was extremely flat and trade otherwise lacked spirit. In fact, the conditions generally were such as go to make up an unsatisfactory market. Prices dropped a fraction under the weight of unfavorable influences, or to 13.90c. for current month and later deliveries on Exchange contract, while jobbing parcels were at about 14c. cash, 14.10c. thirty days. London cables, quoting 10s. decline, were responsible in some degree for the decline here, but lack of support from the late "bull" operators was quite as prominent as a negative feature. The steamer Manitoba, from London, brought 160 tons, making a total of 1,330 tons received thus far this month.

COPPER—General situation is practically unchanged. Transactions continue to be moderate for the most part, and inquiries suggest hesitancy among consumers about venturing further than they have thus far in anticipating distant future wants on terms quoted by the mining companies. Spot business meanwhile is rather slow, and enough copper is offered to keep prices somewhat uncertain. On Lake Superior ingot the range is 10⅝ to 10¾c. Electrolytic sorts remain at about 10⅜ to 10½c., and for casting stock 10⅛ to 10¼c., as to brand and quantity, is quoted. The Calumet & Heckla Company, it is reported, has recently sold at 10¾c. to a liberal extent on export account.

PIG LEAD—A weakish sort of undertone still characterizes the market. Consumers' purchases are light; jobbers take only a carload occasionally, and little or no outside interest is manifested. Sellers do not attempt to force business, but enough lead comes out to keep prices down to about 3.27½c. for western common. Single carloads realized 3.30c. London cable quoted £10 3s. 9d. for soft Spanish.

SPELTER—A slow dragging market is about all that we find to report. The situation at producing points is unchanged, except that deliveries are not as free as they were some time ago, and consumers' purchases are extremely commonplace. Prime western brands are quoted at 3.67½ to 3.70c., and some that is not as popular have been sold at a parity of 3.62½ to 3.65c. here. One sale of a good brand at 3.62½c. was reported. London cable quoted £14 11s. 3d. for good merchant brands.

ANTIMONY—Demand is slow and transactions are mostly in small lots. Prices remain at about 7⅞ to 8c. for Cookson's, 7 to 7⅛c. for Hallett's and 6⅞c. for Japanese.

TIN PLATE—There is no distinctly new feature to note. Buyers seem to be educated up to the real condition of affairs and purchase only as well defined wants may dictate, paying current prices with little ceremony. While not as large as during the early part of the month, business is of very fair volume, particularly in cokes for future delivery.

IRON AND STEEL—American pig iron is selling very fairly in moderate sized lots for prompt and near future delivery, with No. 2 foundry faring noticeably well in the dealings. Transactions on a large scale are few and far between, however, as consumers are disinclined to stock up ahead largely at present prices. Upon the whole, the market is firm, and iron for delivery during the next two months is offered with some reserve.

Old material, car wheels excepted, is sparingly offered, since supplies are moderate in nearly all quarters. This, along with fair demand, keeps prices very firm, particularly for rails and wrought scrap.

STEEL RAILS—Buyers are not at all numerous in this locality, and those who are negotiating do not appear anxious. The combination price for heavy sections, 45-lb. upward, is kept at $24, f.o.b. mill, and manufacturers affirm that no concessions, indirect or otherwise, are being made. Light sections sell at $24 to $26, f.o.b. mill. Girder rails are in steady demand, and it is difficult to secure promise of delivery within 90 days on new orders.

In other manufactured steel and iron a fair amount of business is passing, but there is not the snap to operations that was a prominent feature in some departments a short time ago. Prices are quite firm all along the line.

REGULAR HALIFAX LETTER.

HALIFAX, June 28.

THE Nova Scotia Steel Co. have raised prices $2 per ton all round. Upper Canadian customers are anxious to book orders even at the advance for large quantities, in the event of prices going still higher.

Sheet iron (black) is quoted at from $1.95 to $2.10, according to gauge.

There is nothing doing in tin plate, the lobster packing season being about over.

Pig lead, and indeed all lead goods, are higher. Pig lead is quoted at $3.25; sheet lead at $3.75; lead pipe at $4.25, and shot at $5 25.

Zinc, sheet, is stronger, being worth $4.80 to-day.

Cotton canvas has advanced. Yarmouth mills duck is selling at 32½ per cent. discount off list. It was 35 per cent.

There has been no change in cordage since May 6th.

Portland cement is dull. Belgian is worth $2.10, ex store, and White's $2.40.

There is no change in glass.

There is no change in cut nails, which are still selling on $1.90 basis, ex store.

Linseed oils are higher, raw being quoted at 58c. and boiled at 61c. Some dealers, however, are selling under these figures.

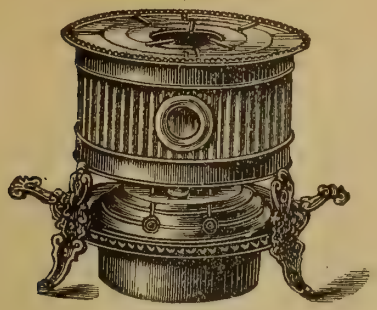
Wrought iron pipe is stronger. American is worth 60 per cent. off list, and Scotch the same.

An advance in boiler tubes is looked for. To-day's quotations are: 2 in., 7½c.; 3 in., 7¾c.

The proposed conference of hardware dealers of the Maritime Provinces is still in statu quo. The Halifax Hardware Association discussed the matter at their last meeting, and the secretary is now in correspondence with the St. John Association.

The stock in trade of the P. Walsh Hardware Co. has been removed to A. M. Bell's. Mr. Bell bought out the business. The old and well-known stand near the postoffice is now vacant.

The city plumbers held a meeting Monday evening and temporarily organized a branch of the Plumbers' Association. There


GERMAN

OIL STOVES

German American and
French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

was a good representation of the trade present. Officers were elected pro tem, and another meeting will be held next Monday evening, when the organization will be perfected.

The Board of Fire Commissioners decided on Monday night to purchase a new Babcock No. 3 chemical engine, the price being $2,250. H. H. Fuller & Co. are the agents here. A Holloway engine was offered at $2,500. One of the latter has been in use for two years, and has given general satisfaction.

Trade still remains dull, but a change for the better is looked for. Building operations are very inactive this year.

TAUNTON.

PERSONAL MENTION.

Two of A. B. Dowell's clerks got married last week. They were Mr. Alf. Williams and Mr. Brooks. The former's bride was a daughter of the proprietor.

The wife of Mr. Geo. Dean, hardware dealer, 818 Queen street east, who was in the General Hospital, has recovered sufficiently to be able to return home.

"Barney" Saunders, city traveler for H. S. Howland, Sons & Co., who has been taking Mr. White's route during the latter's illness, is again "doing" the city.

THE FARMER AND THE BUGS.

Our jobbers in Paris green are this year delighted to hear reports from all sides that the festive potato bug is over-spreading the country like an army of devouring locusts—for the more of these striped beetles we have the better for the dealers in the green.

An Eglinton farmer by the name of Gorman came into a Toronto wholesale and retail establishment the other day, and while his order of Paris green was being made up he told of the danger in which his potato patch stood. He had, he said, four acres in potatoes, and right across the road was a neighbor's patch. Now, the day before, a swarm of bugs had struck his neighbor's field, and when morning broke had left it level with the ground.

"When I got up this morning, continued the farmer, "those bugs had got tired of the picnic over the way, and were marching in order across the road to my land. They were actually so thick in the roadway that wagons passing crushed them in hundreds. It took only about half an hour for them to reach my fence, and then I got scared. So I called out every man, woman and child around the place, armed them with clubs and started on a bee line for the city to get some Paris green. And here I am."

The last seen of Mr. Gorman he was boarding a street car for Eglinton with the green under his arm. It is to be hoped his family had succeeded in beating back the invaders until the succor arrived.

THE NEW WIRE LIST.

The following shows the old and new wire list, together with the amount of advance, referred to in our editorial columns :

	Old List.	New.	Advance.
Annealed—			
No. 10.....	$2 75	$2 80	$0 05
" 11.....	2 85	2 90	0 05
" 12.....	2 95	3 00	0 05
" 13.....	3 00	3 10	0 10
" 14.....	3 00	3 25	0 25
" 15.....	3 35	3 50	0 15
Oiled and Annealed—			
No. 7.....	2 50	2 65	0 15
" 8.....	2 50	2 65	0 15
" 9.....	2 50	2 70	0 20
" 10.....	2 50	2 80	0 30
" 11.....	2 50	2 90	0 40
" 12.....	2 80	3 00	0 20
" 13.....	3 10	3 15	0 05
" 14.....	3 25	3 30	0 05
Galvanized—			
No. 7.....	3 00	3 15	0 15
" 8.....	3 00	3 15	0 15
" 9.....	2 85	3 25	0 40
" 10.....	3 20	3 35	0 15
" 11.....	3 20	3 45	0 25
" 12.....	3 20	3 60	0 40
" 13.....	3 50	3 75	0 25
" 14.....	3 60	3 90	0 30
" 15.....	3 75	4 25	0 50

Cleveland Blue Rock

TARGETS

100,000—full car lot just received.



Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

Special quotations for good orders.

LONDON, ONT.

FIRES FROM ELECTRICITY.

WILLIAM McDEVITT, chief of the electrical department of the Phi'a-de'phia Fire Underwriters' As-ociation, recently gave a demonstration of some of the ways in which fires may be caused by electricity. The first danger was that arising from the common practice of grounding telephone wires on gas pipe. A bad connection is generally made—quite sufficient for telephone purposes—and then if the telephone wire becomes crossed with an electric light wire the larger current, meeting resistance at the ground connection, heats the joint, punches a hole in the gas pipe and the arc formed lights the gas. Mr. McDevitt gave a complete demonstration of the gas and insulation on the wire burning simultaneously. He also exhibited a section of gas pipe that had caused a fire in just this way. The wires in the sockets of electric lamps are liable to touch the casing, when an arc may be formed. For this reason no drapery should be used around the lamp sockets. The advantage of using metal conduits with insulated lining through which to run the wire was demonstrated, a wire outside being dangerously heated, while from that inside the conduit there was no risk. A caution was given against the rough handling of flexible cords used for electric lights as a common cause of short circuits and fire. There are other dangers, due to ignorance on the part of the general public of the character of the electric current. In one case on record the walls of a room were upholstered with stuff in which were woven a great number of metal threads. These were in contact with the electric wires, and when the current was turned on the whole room was set ablaze. An obscure danger from frictional electricity has been traced. Sparks may be caused by shuffling the feet on carpet or by the rubbing of silk. Where benzine is used to clean such materials a spark thus caused may give rise to a dangerous fire. It is believed that some benzine fires have been caused in this way. Another cause of fires is the unreliability of fuses. They are put in the line to be burned out when an excessiue current is turned on, but, like safety valves, they do not always work. If they fail to fuse, a dangerous current may be carried along the line. To obviate this danger a standard should be adopted.

MARRIED IN JUNE.

On June 19 Frank Edwin Taylor, of the firm of Allan Taylor & Co., general merchants and foundrymen, Waterloo, Que., was married to Miss Laura Emily, second daughter of E. L. Roberts, of West Shefford, Que. Rev. R. D. Mills, M.A., rector of Berthier En Hunt, uncle of the bride, performed the ceremony, assisted by Rev. Seth Mills, rector of West Shefford. Service over, the large party of invited guests repaired to the hospitable Roberts mansion, where a most recherche repast awaited the guests, and where the vast number of valuable wedding souvenirs were on view. The newly married couple left on the Halifax express for a lengthy trip through the Maritime Provinces and New England States.

Mr. Conklin, for many years traveler for Sanderson Pearcy & Co., of Toronto, was married on Wednesday last to Miss Auchincloss, daughter of Mr. Alexander Auchincloss, of Toronto. The occasion gave the firm and employes an opportunity to wish Mr. and Mrs. Conklin long life, happiness and prosperity, and to present the newly married couple with a handsome set of dining-room furniture. Mr. and Mrs. Conklin left for a trip through the Eastern States, and will not return for two or three weeks. Mr. Conklin has many friends upon the road who will have an opportunity later on of congratulating him.

TWELVE CENTS ON THE DOLLAR.

The insolvent firm of Boyd & Co., iron workers, Huntingdon, Que., have declared through the liquidator a first dividend of 12 per cent. This firm, it will be remembered, was involved in the Somerville failure and went down with the crash of 1894.

TO STOCK T., H. & B.

A meeting of railway magnates will be held at the Queen's Hotel, Toronto, on Tuesday next, July 2. Representatives will be present from the T., H. & B., N. Y. C., M. C. R., Canada Southern and C. P. R., and the object is the issuing of bonds, stocking the road, and to discuss other matters in connection with the Toronto, Hamilton & Buffalo Railway.

IRON, COAL AND SUGAR REVENUES.

Worthington C. Ford, Chief of the U. S. Treasury Bureau of Statistics, has compiled figures which show the amount of revenue derived for the eleven months ended May 31, from the articles of sugar, iron ore and bituminous coal. His figures are :

Coal, bituminous, $537,880 ; iron ore, $102,308 ; sugar, $15,642,648. Total, $16, 282,836.

Whether these three articles should go on the free list or dutiable list was one great bone of contention between the House and Senate for several months when the Tariff Bill was under consideration. Since the articles were put on the dutiable list much interest has been manifested as to the bearing of this Act upon the revenue.

On June 1 the Government deficit for the fiscal year to date was $47,000,000. Had the above articles been continued on the free list, where they were put by the House bill, the deficit would have been on the above date $63,000,000.

NOTES.

The Winnipeg Board of Trade favors abolishing the City Council and substituting commissioners.

John McIntyre has re-entered the establishment of George Ashdown, Morden, hardware, etc., as chief salesman.

The sweeping reductions made in salaries in Newfoundland in the new budget have caused the resignation of several officials.

The Massey-Harris Co. have taken out a permit for a pattern shop in Toronto to cost $6,500. The new bicycle factory will begin at once.

Black & Co., wholesale hardware, Halifax, N.S., are erecting a substantial three story brick block, to be used on the ground floor as shops and upstairs as offices, etc.

Mr. Foster gives notice of a resolution: "That it is expedient to provide for the payment of a sum, not to exceed $15,000 in 15 years, to encourage silver and lead smelting in Canada, the payment for each ton of lead smelted not to exceed 50c."

John Power, carriage builder, of Dartmouth, N.S., is having a furnace built for heating tires. It will be a vast improvement over the old style, as several tires can be heated at once. J. E. DeWolf & Sons, of Halifax, have a similar arrangement.

The Good Hope Mining and Milling Co. is the name of a new corporation, organized in Spokane, to work British Columbia mineral properties. The stock of the company is 500,000 shares of the par value of $100, and the stock is fully paid up.

The ore shipments from West Kootenay since June, 1894, are as follows : Nelson, 766½ tons ; Trail Creek (gold ore), 4,589 tons ; Ainsworth, 730 tons ; Slocan, via Kaslo, 930½ tons ; Slocan, via Nakusp, 6,720 tons ; ex Blue Bell, 15,256 tons. Total, 28,992 tons.

At Monday's session of the Windsor, Ont., City Council, Dr. Coventry was present to explain the necessity of passing a plumbing by-law. The doctor said there are many deaths annually in Windsor from sickness caused by sewer gas which escapes up into houses on account of defective plumbing. The by-law was advanced another stage.

The Montreal Star says : "The Canadian Rubber Co. are receiving large orders for their goods from Australia. Some three months ago the company received orders for some 30,000 pairs of rubber shoes. Since then orders have been received for 10,000 additional pairs. The goods are shipped over the C. P. R., via Vancouver, and are landed at Sydney. From there they are distributed throughout the country. Orders are also being received from the same source for belting, hose, and packing. This is the first venture of this company in this direction. Heretofore England has received the lion's share of this trade, little or none of it coming to Canada."

HOT AIR HEATING.

IT would be impossible to lay down a fixed set of rules for furnace work that will always accomplish their purpose. The obstinacy of material things has become proverbial, and a rule that will apply in one particular case may signally fail in another. The great point of furnace work, therefore, is to obtain a thorough understanding of the principles of the rules and to alter them in application to individual cases. Where a defect has been discovered, says Stoves and Hardware Reporter, in the working of any apparatus, the cause should be discovered before endeavoring to apply a remedy, while the exercise of an awakened mechanical sense will be of equal value to the rules themselves. A synopsis of the different articles appearing in these columns is here given. They cover the general subject and will serve as a ready reference to the principles of heating.

The upward motion of the warm current is caused by the lifting power or pressure of cold air. Cold air being a denser, heavier body than the warm, does not mix with the latter, but simply pushes it out of the way and takes its place. The result of the operation of this natural law in the confines of a furnace jacket must be a lifting of the heated air into the upper part or bonnet of the casing and thence through the pipes and registers into the room connected with the furnace.

As the natural movement of heated air is upward, it follows that the greater the elevation of the warm air pipe the more rapid the flow of air.

Air, like water, will always flow toward the point of the least resistance.

Two bodies cannot occupy the same place at the same time. As cold air and warm air are two separate and distinct bodies, the warm air from the furnace cannot occupy the space of the cold air, already in the room to be heated, without displacing the cold air.

The velocity of the air movement through a warm air pipe depends, first, upon the excess of temperature of air in this pipe and the air in the cold duct; second, on the height of the outlet above the furnace; third, on the amount of frictional resistance in the pipe itself; and, fourth, on the pressure of resistance in the room in which the outlet is placed.

Air at 32 degrees Fahrenheit or less is practically without moisture, and when heated above that point doubles its capacity for moisture with each 27 degrees of heat added. It increases its capacity for moisture very nearly four times, from 32 degrees to 72 degrees.

Ventilation and furnace heating should always go together. As the warm air from the furnace must displace the cold air in the room, provision should always be made for cold air ducts from the rooms heated.

The success or failure of a well constructed furnace job lastly depends on the chimney. This should be equal in area to one-fourth of the area of grate to be used, in square inches. In respect to shape it should be preferably round or square, without offsets or other openings, and elevated above the highest point of the roof.

HARDWAREMEN AT PLAY.

The employes of Rice, Lewis & Son, Ltd., held an enjoyable picnic on Saturday at the Humber. To the number of 60 they went out in three large drags, while some wheeled out on their machines. The invited guests were: Mr. Tinning, G.T.R.; W. G. Ross, James Robertson, John Webber, Walter Blight and E. J. Berger, of Morgan & Wright, Chicago. The baseball match between the wholesale and retail departments was won by the latter, the score standing 22 to 11. Batteries—Bullock and Adamson for the retail, and Crawford and McHardy for the wholesale. The football match resulted in favor of the retail department, the score being 1 to 0. In the tug-of-war the retail defeated the office team by 2 to 1, and the iron house defeated the wholesale in two straight heats.

Handsomely Ornamented

OXFORD

Quick Working

Gas Stoves and Ranges



Immense Water Heaters.

WITH OUR 1895 IMPROVEMENTS ARE UNEQUALLED

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

Send for Illustrated Catalogue and Price List

HOW TO HANDLE BICYCLES.

J. C. Belden, in Iron Age.

THE most of the goods carried by the hardware dealer require but little technical knowledge on the part of the salesman. The customer knows what he wants, and the salesman has but to produce the article and name the price; or, if any further knowledge is necessary, it is nothing but what an ordinarily intelligent person can readily acquire, and once learned is not easily forgotten, nor does it often become obsolete. With bicycles it is somewhat different. The customer usually has but a hazy idea of what he wants, and the salesman must inform him on that point and prove it to him. He must be able to exhibit every point of advantage that his machine possesses, to explain every detail of its construction and to show the differences between his machine and others which the customer has heard praised. It is an advantage to the salesman if he is a cyclist, riding the machine he sells and convinced of its excellence, and if he is popular with the other riders and somewhat of a crank on the subject it is so much more in his favor. In hardware a few minutes is usually all that is required to make a sale. With cycles several hours are often consumed, or perhaps two or three seances several hours long. It is hard to find any similarity in treatment between bicycles and the regular run of hardware.

VARIETY OF STOCK.

The merchant who finds his situation favorable to the undertaking, has a suitable salesman for the line, and the floor and window space he is willing to devote to it, can make money in handling bicycles. Trade in different towns varies, both as to the quality and the assortment necessary, but as a general rule the dealer should be able to show a good machine at a medium price and a strictly high grade, such as lists this year at $85 to $100. The medium grade should be of a line which has machines for men, women, boys and girls, and the high grade for men and women. It is desirable to have one of each of the machines handled, but where the dealer does not wish to make the investment, or has not the space to spare, one machine of each line will suffice as samples, with a liberal allowance of catalogues, the different features in the other models of the same make being easily pointed out by the aid of the cuts. Perhaps a high grade men's wheel and a medium grade machine for women would be the best to have. To confine himself to one line or to one grade of bicycles would be to turn away no inconsiderable portion of the trade, for the demand in general seems to be about equally divided between those who want the best, irrespective of price, and those who ask first as to price and want good value for their money. The high grade machine should have an established reputation and a name that is generally known, and the medium grade should be first-class. There are medium grade machines on the market that have all the good qualties of many so called high grades, and one of these should be secured if possible.

MANNER OF ADVERTISING.

In selling the machines, it pays to advertise them well. The newspapers should be used, of course; but perhaps the most valuable aids to publicity are display in the front window and a liberal use of the printed matter furnished by the manufacturers of the machines. Any of the manufacturers will furnish supplies of catalogues, and one of these carried home and perused will often convince a prospective purchaser of the merits of the machine and inform him on points that the salesman neglected to mention. It is also important to keep on good terms with the persons who have bought cycles, for a satisfied rider is a continual sub agent, working without pay, and his word goes a long way with others who contemplate buying but know little about bicycles and wish to profit by the rider's experience. The salesman should be handy with tools and be able to make slight repairs and alterations, and thus help inexperienced purchasers to keep their machines in order. It will assist in keeping the purchasers pleased and will redound to the dealer's credit.

SUNDRIES.

A stock of sundries is also a valuable aid, as it attracts cyclists, accentuates the fact that the store is Cycle headquarters, and pays a handsome profit. A slight expense will secure a good assortment of accessories, for the quantity of each article purchased should be small, particularly of wrenches, oilers and pumps, which are sometimes furnished with machines free of charge. Some dealers find an advantage in having an old bicycle to loan to beginners on which to learn to ride, others keep their stores open in the evening for the benefit of cyclists, but the expediency of this last is doubtful.

REPAIRING.

If the salesman knows his business he will be able to repair a punctured tire, or to replace any of the smaller interchangeable parts of the bicycles he sells. This work requires no special tools, and can be done anywhere. More important repair work should be done at the factory where the machine is made.

INSTALMENTS.

In some places the practice obtains of selling bicycles on time, say one-third down and the balance in payments of $10 or more per month, but there is no reason why the dealer should not sell bicycles upon the same terms as his other merchandise. A careless or inexperienced rider will often break a machine down before it is fully paid for, and then complain of the quality and force the dealer to make repairs in order to get his money, and there is always the danger of loss by failure to pay. This method of selling is a bad one, and should be avoided.

EARLY PASSENGER TRAINS.

AS IS well known, the first railways were devised for freight traffic, principally for the conveyance of coal from the pitheads of the different collieries to points of export or distribution. The use of the lines for passenger traffic was an afterthought, and probably originated from the habit the men still have in those regions of riding to and from their work, hanging on to the rearmost truck. Mr. Clement E. Stretton, who has spent so much time in examining into early railroad history, concludes that there were three steps in the development of passenger traffic. In the first place, passengers were conveyed by locomotive power on private lines either experimentally, or, being workmen, adopted this mode of conveyance as the most convenient method of reaching their work. At a later period the practice of running mixed trains carrying paying passengers was introduced, and, finally, the passenger train proper made its appearance. Mr. Stretton asserts that the first instance of passengers riding behind a locomotive was in 1804, when Trevithick conveyed a party of seventy over the Pennydarran cast-iron tram-road to Merthyr Tydfil, a distance of seven miles. In this instance the passengers sat on the iron bars, with which the trucks were loaded. In 1808 Trevithick built an experimental line with a circular track, in London, near Euston Square, and gave the public trips round the circle at 1s. per head. The speed is stated to have been 12 to 15 miles per hour. In 1812, Mr. John Blenkinsop, of the Middleton Colliery, placed a locomotive on this railway, and had also built a small covered vehicle for the conveyance of workmen from Leeds to the colliery, a distance of 3½ miles. The locomotive started at 5:30 every morning with a train of empty wagons, returning at 6 in the evening. George Stevenson's "Blucher" was put to run on the Kenilworth Colliery line in 1814, and shortly afterwards Lord Ravensworth had one of his four-in-hand coaches mounted on flanged wheels, and used it for running over the line. This example was followed by the Duke of Portland in 1817. The Stockton and Darlington Railway was opened in 1825, and at first mixed trains were run, but the time occupied in shunting and making up the various freight cars forming the bulk of the train was so great, that passengers were disgusted and preferred the old stage coaches. Hence, the running of these trains was abandoned, but they were introduced again in 1830 on the Canterbury and Whitstable Railway. Later in the same year the first solely passenger train was run on the Liverpool and Manchester line, there being eight engines and trains, conveying in all about 600 people, and the day following this a regular passenger service was instituted.—Engineering

DECIDED IMPROVEMENT IN IRON.

The Iron Age says the rush in the trade continues, and has been gaining headway during the past week at a rate which is beginning to frighten some of the more conservative.

The one single article which breaks the cheerful monotony of advances in price is coke, in which a merry war seems again imminent. Contracts have been made at lower price, and the echo of the threatened advance to $1.50 has died away.

Reports from Chicago and St. Louis have it that the railroads have become livelier buyers of rails, and that actually an advance has been secured in some cases.

The crude forms of material are very scarce for early delivery throughout the central west and fancy prices are paid for what can be secured. Pittsburg is actually drawing upon other sections and seems eager to secure more steel for early delivery. Chicago is credited with a desire to retain at home steel contracted to be shipped elsewhere some time since.

As much as $12 in the Valley has been paid for large blocks of Bessemer pig for delivery during the balance of the year, and the west has even been forced to draw upon Central Pennsylvania, having purchased from 25,000 to 30,000 tons of Cornwall pig.

Billets are now selling at $18.50 to $18.75 at western maker's mill for delivery during the third quarter.

Even the importers are having memories of past years revived. We note a sale of about 3,000 tons of basic Bessemer and basic open hearth billets for a special purpose, and of several thousand tons of wire rods, partly for the Pacific Coast and partly for the Atlantic Coast export wire nail trade. As yet there is no danger of imports of foreign material in direct competition, but in some lines caution may soon become necessary.

The rolling mills are very busy throughout the country, and the demand is heavy, although no very large individual transactions have cropped up. The western bar manufacturers have raised their prices $1 per ton, and their eastern colleagues have followed suit with 0.1c. per lb.

M'LAREN BELTING COMPANY.

Letters patent of the province have been issued incorporating David W. McLaren, merchant; A. Cummins Walker, wife separated as to property of Alexander Walker; Alexander Walker, agent; Barnard S. Sharing, clerk; Joseph Ryan, accountant, and Gordon W. McDougall, advocate, of Montreal, to manufacture and deal in belting and general mill supplies, by the name of "The J. C. McLaren Belting Co.," with a total capital stock of $99,000, divided into 990 shares of $100.

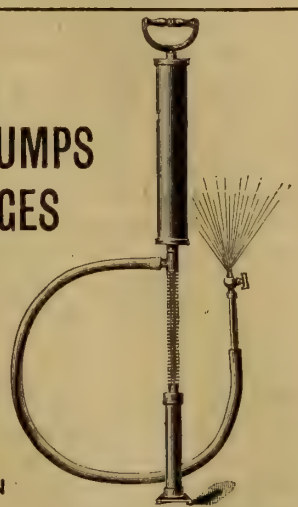
WHY HIRAM WALKER NEVER TOOK THE OATH.

Many people have wondered why Hiram Walker never became a British subject, because it was in this country that he first made the money that laid the foundation of his immense fortune. But Mr. Walker's refusal to take the oath of allegiance now means the saving of nearly a quarter of a millton to him. Some years ago the Local Government passed a law levying a tax of so much per cent on the estates left by deceased persons from a certain sum upward, the amount so derived to go to the fund for the maintenance of the asylums and penal institutions of the province. The executors of the will of the late Alexander Cameron paid the Government $35,000, and if Mr. Walker had taken out his naturalization papers it would have cost his estate over $200,000, taking $8,000,000 as the amount of his possessions in this province.—Ex.

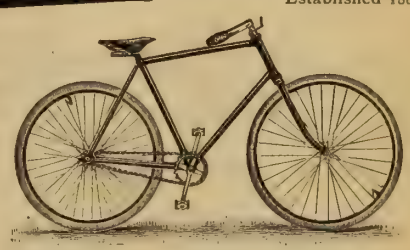
WILL BE OPEN ALL WINTER.

Travelers will be pleased to learn that the Northern Hotel, at Port Arthur, will hereafter be kept open all the year round, instead of during the summer months only, as formerly. A new manager, in the person of Mr. O'Kelly, is in charge, and he has already received letters from Americans who anticipate sojourning at his host'ery for a season.

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SPRAY PUMPS
AND SYRINGES
WRITE . . .
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Manufacturing
Company
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LEAD FOR LOW PRICES
QUALITY
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AGENTS WANTED
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Parts, Fittings, Pneumatic Tyres, etc. Supplied.
Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.
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Rest Your Eyes

All oculists and practical scientists in general agree that it is a good thing to rest the eyes occasionally during the day by looking at a Green Disc for 20 seconds, at intervals of 2 to 3 hours. Drop us a postal and we will mail you a Green Disc.

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Paint Manufacturers { Philadelphia, New York, Chicago

BRUSHES
BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

HAMILTON TRADE GOSSIP.

BUSINESS in general hardware and metals continues brisk. "Of course," remarked a metal man, "there are a great many people throughout the country who have not yet really begun to realize the advance in prices. They will, however, realize it when they have got to buy goods."

The wire makers, those of Hamilton with the rest, advanced prices on annealed, oiled and annealed, and galvanized on Wednesday. The advance ranges all the way from 5 to 50c. per 100 lbs. The local mills are all busy.

Now that metals have advanced all along the line, jobbers are anticipating a general upward movement in shelf hardware. "We look for an advance in American hardware any day," remarked the buyer in one house. "English made goods, except heavy articles, rarely change. They are like the laws of the Medes and Persians, they never change."

There is a wit in Hamilton who cannot resist the temptation of making even the dead a subject of his peculiarity. There died in the city the other day a locksmith who in his time was famous far and near for opening locks, safe as well as ordinary kinds. A combination lost he would find it. And when he died this aforesaid wit remarked: "Well, there is no use paying for masses for him. He'll open the door of Purgatory or any other place."

A nice demand is reported for bar iron, and the base price is firm and unchanged at $1.70 to $1.75.

The B. Greening Wire Co. is still being overtaxed to supply the demand for green wire cloth. "We are running from hand to mouth," said a member of the firm, "and shipping the cloth as it comes from the loom."

At a meeting of the City Council on Tuesday night the request of the Smelting Works for an extension of the time for finishing the works to December 1 was granted.

Good times are in evidence around the premises of the Hamilton Bridge Works. This I learned when I called Wednesday. Their largest job just now is the supplying of the necessary beams and other iron work for Simpson's new department store in Toronto. They have also secured the contract for the iron work for the new Bell Telephone building in Montreal. The contracts for both these buildings include a new system of fire proofing which obviates the necessity of using pottery. Mr. Schaub, the manager of the works, was in London on Wednesday trying to get the contract for bridges on the London and Port Stanley railway at Mill Creek and Kettle Creek. I had almost forgotten to mention that the Hamilton Bridge Co. is also doing the fire proofing for the Toronto Globe building.

The Gurney Scale Co. has received a contract from Valparaiso, Chili. It includes a dozen different styles of scales, with capacities ranging from three tons to four pounds. All the scales with bars have double systems—the English and the French decimal.

At a meeting of the Railway Committee in Ottawa on Saturday, that body was asked to decree that before any further concessions were made to the T. H. & B. railway they be compelled to pay the arrears of wages due the workmen. Hon. Mr. Haggart explained that the committee had no authority to deal with a matter of that kind. It might, however, be made a condition in any legislation before Parliament. Now a Hamilton firm of lawyers is advertising for the signatures of the creditors of Bracy Bros., the insolvent contractors of the road, asking the Dominion Government to rule that no further legislation shall be granted to the T. H. & B. until the laborers and those who supplied material have been paid.

Work on the tunnel of the T. H. & B. was commenced June 24th. There are over 200,000 cubic yards of earth to remove, and four steam shovels will be employed in this work. The tunnel is to be 1,900 feet long, made of brick and stone, and is to cost somewhere in the neighborhood of $300,000.

The Board of Trade met on Monday and elected these officers, all by acclamation: Messrs. John Hoodless, president; J. G. Bowes, vice-president; C. R. Smith, secretary-treasurer; Geo. E. Bristol, J. B. Fairgrieve, George E. Tuckett, Wm. Hendrie, J. Turnbull, John Proctor, A. T. Wood, to Council of the Board for three years; J. M. Young, R. T. Steele, Alfred Powis, J. M. Burns, to Board of Arbitration for three years. The annual meeting will be held on Tuesday next, when the retiring president, Mr. Kittson, will deliver an address.

I had a little chat a few days ago with Mr. H. C. Beckett, of W. H. Gillard & Co., who has been holidaying in the neighborhood of Port Arthur. "Trade prospects," he said in reply to a query of mine, "are fairly good. They are getting out a good deal of pulp wood, which appears to be one of their principal industries just now. Port Arthur is going to be a great place yet. One man told me that in 1878 you could have shot a cannon ball down the main street without striking anyone, while there were so many unfinished buildings that window and door sashes were taken out and shipped to Duluth for use in buildings there. If Duluth has become such an important place, I don't see why Port Arthur cannot, do you?"

W. L. E.

TRADE CHAT.

NEWS has been received of the robbery of the Bank of Rainy Lake on Thursday by two masked men, who, after holding up and knocking senseless the cashier and binding the teller, robbed the bank of some $30,000, and made their escape.

Australian trade declined £8,000,000 last year.

The Toronto City Council has decided to abolish market fees.

The Cornwall canal, three lock gates of which were carried away by the steamer Ocean last Wednesday week, has been reopened for navigation. The Ocean was floated and taken to Montreal to be put in dry dock for repairs.

"I am too much of a gentleman, sir, to tell you what I think of you here," exclaimed the irate politician, "but if I ever catch you in Congress, I'll call you a liar, sir."—Chicago Evening Post.

At a meeting of the Civic Finance Committee yesterday afternoon, it was decided to recommend Council to instruct the city solicitor to defend the suit now pending against the legality of the early closing by-law.—Free Press, Winnipeg.

The Standard Oil & Gas Co., the stock of which is chiefly owned by the Detroit Gas Co., this spring announced that they would enter the field in competition with the Ontario Gas Co. and proceeded to sink wells in Essex. It now appears that their idea was merely to use the incorporation as a club over the Ontario Co., and they have since made an arrangement with that company to supply the Detroit Gas Co. with gas at 8c. per thousand feet, about half what they formerly paid. The customers of the Ontario Co. in Windsor pay 25c. a thousand, and are somewhat nettled at the difference in price.

The Consumers' Cordage Company, of Montreal, obtained a second victory in the Exchequer Court at Ottawa on June 17th, the referee having reported in favor of their having no importations of dutiable goods, on which duty was not paid imported since January 27, 1894, and Justice Burbidge gave judgment confirming the report. This concludes the case upon which judgment was given on the merits some time ago.

In Montreal, one day last week, Mr. Justice Champagne dismissed an action of Ouimet versus Robidoux, in which the former sued for $50 damages, Mr. Robidoux having written to him on a postal card, demanding payment of a certain debt, and threatening proceedings. Mr. Robidoux pleaded to the action for damages that he had used a mode of communication permitted by law, and had acted without malice and had caused no damage. This plea was maintained.

CREDIT ON "BIKES."

IN days gone by we have endorsed the plan of selling bicycles on the instalment system, says Farm Implement News, and while we are not ready to recede entirely from that position, we do not believe that it is good policy to accept such risks this season. The conditions are vastly different this year from what they were a few years ago. Then the prices of wheels were unreasonably high, now they are normal. Then the supply was larger than the demand, and it was often necessary to offer inducements to effect sales. Now the demand is so far ahead of the supply that no factory is able to fill its orders. It follows, also, that the dealers cannot supply the demand in their respective localities.

Now unless all prospective buyers demand the instalment plan, we believe it good policy to let the cash customers be served first. This class embraces those who are responsible or can give security and settle their purchase by an interest-bearing note, in addition to those who pay cash on the spot. There is always more work, and certainly more risk, about the instalment plan, and since the supply is not equal to the demand, it is the plain business duty of the dealer to avoid it as far as possible.

In this connection an incident related by a writer in The Western Plowman is apropos. A farmer's son wanted a bicycle. He had not the price, neither had his father. The boy had no credit, but the father had. By using the father's credit the boy got a bicycle, and to secure himself the farmer adopted a novel plan. He apportioned one acre of ground to the son, to be planted in potatoes, the planting and care of the crop to be done entirely by the son. The father took a mortgage on the crop for security. Thus he taught the boy a lesson in business obligation and showed him that credit favors must be earned. And we may add to this that he enabled a dealer to transact business in a strictly business way. The farmer promises to report the outcome of the deal when the potato crop has been gathered and sold. This is not a year which calls for concessions on the part of bicycle dealers. The price should be maintained and the sales made as indicated. If this is done the result is sure to be satisfactory.

EXPORTS OF BREADSTUFFS.

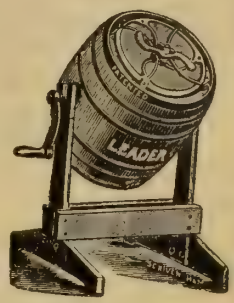
Exports of wheat and flour as wheat at both coasts of Canada and the United States last week, as telegraphed Bradstreet's, amounted to 2,857,307 bushels, against 1,781,000 bushels the previous week, when the movement was exceptionally small, 1,927,600 bushels in the third week of June, 1894, 3,553,000 bushels in 1893, 2,457,000 bushels in 1892, and 1,906,000 bushels in the corresponding period in 1891.

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Asbestos Iron Stand
Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.
Apply to Patent applied for.
Forrester's Asbestos Warehouse
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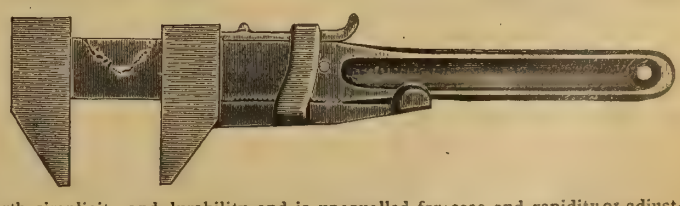
TWINE SPECIALTIES: Blue Ribbon, Maple Leaf, Beaver, Red Cap, and the only satisfactory low priced twine.

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The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

JAS. CHARETTE & CO, general store and lumber, The Brook, Ont., have assigned to E. N. Hurtubise.

E. O'Callaghan, general store, Cornwall, Ont., has obtained an extension.

Wm. McEwan, general store, Maxville, Ont., has assigned to Alex. Mutchmor.

Way & Co., general store, Tamworth, Ont., have assigned to Jas. Aylsworth.

E. H. Brooks, carriage maker and furniture dealer, Mount Albert, Ont., has assigned to John Elliott.

The creditors of the Interior Wood Work Manufacturing Co., Toronto, have been called together.

A. Therriault & Co., general store, Fraserville, Que., are offering to compromise at 40c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

J. Gareau & Co., traders, Montreal, have dissolved.

Rochon & Leclerc, wheelwrights, Montreal, have dissolved.

Shaw & Davidson, general store, Windsor, N.S., have dissolved.

Bonhomme & Normandeau, carriage-makers, Montreal, have dissolved.

Turnoth & Dagg, general store, Belmont, Ont., have dissolved. Geo. Turnoth continues.

SALES MADE AND PENDING.

The business of D. Beauchamp, crockery, Montreal, is for sale.

The assets of J. A. M. Davignon, general store, Farnham, Que., are to be sold by auction on July 3.

The Colonial Manufacturing Company, Toronto, has been sold out.

J. W. Johnston, general store, Lacombe, has sold out to D. G. Stewart.

The assets of Miss E. Gregoise, general store, Fort Coulonge, Que., are to be sold by auction on July 2.

The stock of A. Jackson, general store, Thornhill, Ont., has been sold to Kilgour & Jordan at 64c. on the dollar.

The stock, machinery, etc., of the Rosedale Pressed Brick and Terra-Cotta Co. (Ltd.), Toronto, are advertised to be sold by auction on July 3.

CHANGES.

The White Pine Lumber Co., Toronto, is applying for a charter.

The Manitoba Light Co., Winnipeg, has been incorporated.

The Ontario Steam Copper Co., Ltd., Toronto, have obtained a charter.

The Gurney Stove and Range Co., Ltd., Winnipeg, has been incorporated.

James McClary, Frank Elton Leonard, W. R. Hobbs, John Bland, Moses Masuret, W. J. Reid and Geo. C. Gunn, have been incorporated as The London Merchants and Manufacturers Steamship Co., with $50,000 capital, for the purpose of transporting passengers and merchandise between different points upon our railroads and waterways.

The J. C. McLaren Belting Co., Montreal, has obtained a charter of incorporation.

The Stonewall Farmers' Elevator Co., Stonewall, Man., has applied for incorporation.

Augustin Larivee, Jr., and Magnoire Benoit have been registered proprietors of Larivee & Benoit, agricultural implements, St. Hyacinthe, Que.

Eva R. Ross, wife of James D. McDonald, has been registered proprietress of the tinsmithing business of McDonald & Co., Windsor Mills, Que.

DEATHS.

J. F. Burns, of J. F. Burns & Co., general store, Kingston, Ont., is dead.

FIRES.

J. Shavalcar, harnessmaker, Selkirk, Ont., has been burned out.

Manson Campbell's fanning mill factory at Chatham, Ont., has been burned out.

Duncan McAlpine, general store, Lockport, N.S., has been burned out. Insured for $2,000.

CATER TO THE LADIES.

If I had $5,000 with which to start a hardware store, says a writer in a contemporary, I would buy goods differently for a Missouri trade than for a store in Colorado. Then, too, the size of the place would largely govern the division of the stock. So that, in my division of the $50,000, I will lay the plot in Pueblo, a city of 40,000 people, on Main street, between Second and Third. I would invest $1,000 in builders' hardware. There is nothing which brings closer competition, but as we have a good lien law, would protect myself thereby. Another $1,000 would go for household ware, and I would pay special attention to the wants of the women; for if Mrs. A has a better clothes wringer than Mrs B, every woman in the block knows it, hence a circulating advertisement. The third thousand would go into stoves and ranges, and the fourth thousand into a tin shop and for miscellaneous ware. An additional $500 in nails and barb wire, and then I would save the last $500 to discount the $4,500 already bought, and for running expenses. Would then try to obtain a good clerk, and we would be in the swim.

NEW INDUSTRY.

The Toronto Metallic Roofing Company is going into an entirely new line of manufacturing for Canada. They are now turning out corrugated conductor pipes and eave troughing. The new line is taken up to meet a special demand of the trade.

CAST IRON PIPE, ETC.

The Toronto Radiator Manufacturing Co. are going into the iron, gas and steam pipes and fittings line. They have ten carloads of pipe unloading now, and the other day, according to report, they placed the largest cast iron fittings order ever given in Canada. They expect to do a big business in this line.

ENAMELLED WARE.

The McClary Manufacturing Co. this week shipped another carload of their enamelled ware from their London factory to their Toronto warehouse. This lot includes a "B" grade, which goes to the trade a trifle cheaper than the "A" grade, which is already well-known in many parts of the country.

WIDE TIRE TEST.

"At the Ohio State University," says The Carriage Journal, "a test was made during the fall of last year, the result of which was as follows: An ordinary wagon, with a new 3-inch tire, was loaded with 4,480 pounds, the dynomometer being used to measure the draft. On a hard dirt road the draft was 254 pounds; on a grass field it was 468 pounds; on newly plowed land it was 771 pounds. The draft power of a horse of 1,000 pounds is 150 pounds, and therefore two horses could draw the load easily on a good dirt road, or one and a half tons on a grass sod. With a narrow tire, half as much is a full load for a two-horse team, showing a marked advantage for the wide tires, in addition to which they become rollers, and smooth and level the road, and so make it better the more it is used, instead of cutting it into ruts, as is well known the narrow tires do on soft roads."

PAINTERS AS BUSINESS MEN.

"Whatever may be said of the average master painter as a mechanic," says Painting and Decorating, "it is only too true that the majority of them are not successful business men, and this may be said of almost every building trade mechanic. The reason is obvious, when one remembers that the early years of the master painter are given up to the acquirement of that mechanical knowledge which it is necessary for him to have in order to successfully practise his vocation, and the apprentice boy is rarely, if ever, instructed in what might be termed the business portion of the trade. Though the knowledge of business principles is not essential, perhaps, to enable the journeyman to earn his daily bread, it is this very lack of knowledge of mercantile practice that makes the journeyman, or the young master painter who is just starting in business for himself, the most dangerous competitor of the established painters."

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

Kay Electrical Manufacturing Co.

HAMILTON, ONT.

MAKERS OF

ELECTRIC MOTORS,
DYNAMOS,
PLATING MACHINES,
TRANSFORMERS,
ALTERNATING CURRENT GENERATORS, ETC.

There are more of Kay Machines running to-day in the following cities than any other make, viz: **Toronto, Hamilton, St. Catharines, Guelph, London.** Please let us know your requirements. Write for latest prices and testimonials.

BIG LUMBER PROJECT.

ANOTHER sign of the soundness of commercial affairs in Canada, and the eagerness with which our American, particularly New England, cousins, seek for Canadian investments is to be found in the projected Dominion Lumber Company (limited), incorporated under the laws of Nova Scotia.

The object of this company is to manufacture at different points in Nova Scotia, especially on the Atlantic and Bay of Fundy coasts, deals and other lumber and pulp wood, with a view to exporting the manufactured article to England, France, Africa and the United States. As is well known, the reckless operations of the Yankee lumberers have practically destroyed the forest resources of New England and the adjoining states, whilst the formation of the Adirondack park, if a somewhat later attempt to preserve some relic of the pristine beauty of the country for later generations, will effectually exclude from this market some 3,000,000 acres. The demand for lumber in these states, however, continues to grow, and at the same time the export trade to England, France and Africa is greatly improving, and it is to meet these demands that the Dominion Company finds its raison d'etre. The promoters of the company, besides already holding considerable timber limits, have been able to secure options on nearly 100,000 acres, which so far have been innocent of the lumberer's axe, and which are heavily timbered with matured spruce, hemlock, pine, beech, birch, maple, etc. From these limits the promoters expect to be able to produce 100,000,000 feet of lumber annually, and they claim that the judicious cutting of trees in a spruce forest, by letting in sunlight and air, and diverting sustenance to the smaller trees, causes an annual growth greater than before the cutting occurred. The promoters already own mills and improvements valued at $262,000, and the requirements for the output above referred to would necessitate the expenditure of some $100,000 additional. The limits owned and under option are well watered by lake and river, in the majority of cases the "drive" would be but short. The capital of the company will be some $5,250,000.

Amongst the capitalists who are connected with the new venture are: Messrs. C. R. Flint, of New York; Louis A. Hale, of Baychills; Waterman A. Taft, of Boston; T. J. McMillen, of Truro, N.S.; H. R. Holliers, New York; Spencer W. Richardson, Boston; M. Dwyer, Halifax; Benj. F. Pearson, Halifax, and Hon. David McKeen, M.P., Cape Breton, manager of the Dominion Coal Company.

Mr. Pearson was recently in this city on a flying visit, when he briefly outlined the new venture to some of the leading investors of the city.—Montreal Gazette.

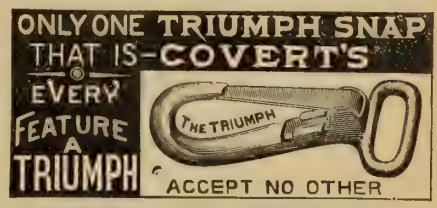
The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



Our Triumph and Bolt Snaps take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

P. D. Dods & Co. - Montreal.

188 and 190 McGill St.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, June 28, 1895

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.XI	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	3 10	3 25
I.C., special sizes	3 25	3 35

Charcoal Plates—Terne.

Dean or J. G. Grade		
I.C., 20x28, 112 sheets	6 50	6 75
I.X., Terne Tin	8 75	9 00

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price,
Common Bar, per 100 lbs	....	1 75
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	....	2 25
Hoop " "	....	2 25
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, withdrawn.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11	0 11¼
Lake Superior	0 11	0 11¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03¾	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03	0 03¼
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 50
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French "	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome "	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 22	0 22
" " 100 lb. drums	0 18	0 18
Burnt Sienna, pure, per lb	....	0 08½
" Umber, " "	....	0 05
do. pure	....	0 08
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 12
" " lemon pure, 8 lb. tins, per lb	....	0 19
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 57
Boiled, per gal	....	0 60

Turpentine.

(In bbls,)

5-Barrel lots	....	0 44
1 " "	....	0 45

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 20

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 35 and 40 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 and 10 p. c. off new list.
Tire, dis., 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 60 and 5 p.c. off new list.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10	1 15	2 20	1 50
26 to 40	1 30		2 35	1 75
41 to 50	....		2 75	....
51 to 60	....		3 20	....
61 to 70	....		3 50	....
71 to 80	....		3 90	....
81 to 85	....		4 40	....
86 to 90	....		5 00	....
91 to 95	....		....	....
96 to 100	....		....	....
101 to 105	....		....	....
106 to 110	....		....	....
111 to 115	....		....	....

3 90	4 30	4 80	5 30	5 80
6 75	8 25	9 50	11 25	13 50
15 00				

Pilkington.

Ordinary.

1st break	2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 68

Picture Glass.

Pilkington's Ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 20
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¼
Screw hook and hinge
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03

	Per doz. set.	
Screw. Eureka.....	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring.....	1 00	3 50
" Shepard's Samson.....	....	1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross.....	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz..... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz.	0 85	3 00
Bronze, Berlin, per doz.....	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross.....	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ p.c. dis.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.		
Russell & Erwin, per doz	2 90	7 50
Cabinet,		
Eagle, dis. 40 to 42½ p.c.		
Padlock.		
English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40
Eagle, dis. 15 to 17½ p.c.		

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy	2 10
40 dy	2 15
30 dy	2 20
20, 16, and 12 dy	2 25
10 dy	2 30
8 and 9 dy	2 35
6 and 7 dy	2 50
2. American pattern only—	
From 4 to 5 dy	2 60
3 dy (lath)	3 0
3. Canada pattern only—	
From 4 to 5 dy	2 60
3 dy (lath)	3 10
3 dy, A.P. fine	3 70

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75, and 10, per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75, 10, and 5 per cent. from new list, and in 1-lb. papers 75 and 5 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz	1 25	3 50
Brass, "	1 50	3 50
Malleable, dis. 25 per cent.		

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	0 01¾	0 01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, "	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets. dis. 50 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	8¼
¼, 5-16, ⅜ in	6	8¾
Cotton	11	12
Russia Deep Sea	12¾	13½
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire 0 55 0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per ft.	0 40	0 70
"Empire," McMillan & Haynes, per ft.	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft.	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Champion Scale Co., Gurney and B. S. & M. selling agents, 60 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinish, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.		
Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 26

WROUGHT SPIKES.

Discount, 20 to 25 p.c.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized, withdrawn.
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 " "		4 80

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
Cut carpet, blued, dis. 50 p.c.
" tinned, dis. 50 p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tiny tacks, 35 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 5

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05¾	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart		0 03
Galvanized, 4 barb, 4 and 6 inches apart		0 03
Galvanized, plain twist, all delv'd		0 03
"Lock Barb," 4 point		2 87½
" Glidden, 2 point		2 87½
Galvanized Barb, "Lyman," 2 to 4 points		0 04½
Steel Staples	0 03	0 03¼

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	

Theile & Quack

ELBERFELD, GERMANY.

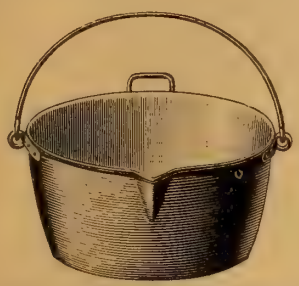
HALIFAX PATTERN SKATES



All grades, plain, polished, and nickel plated. See our samples and prices before placing orders.

LAMPLOUGH & McNAUGHTON
Canadian Agents,
Temple Building, Montreal.

BEST PATTERNS



UNRIVALLED

PEARL STEEL WARE

Finest and best Enamelled goods in the market.

RICE LEWIS & SON,
Limited Toronto

Pigou, Wilks & Laurence

Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works

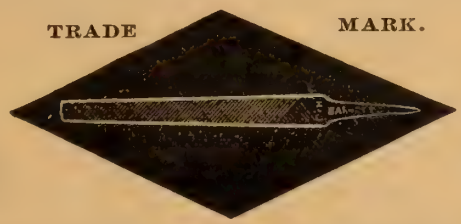


You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

BLACK DIAMOND

TRADE MARK.



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

The
E. B. Eddy Co.

Hull,
Canada

also
MONTREAL, TORONTO,
QUEBEC, HAMILTON,
KINGSTON, ST. JOHN,
HALIFAX, WINNIPEG,
VICTORIA, ST. JOHN'S, NFLD.

We turn out 250 tons of paper every week.

Among the many varieties made are certain lines for wrapping purposes that commend themselves especially to the hardware trade.

A postal will bring you samples, prices and terms, and of paper bags also.

The above printed or unprinted.

The James Robertson Co.

(Limited)

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN.

The Arc Lawn Sprinkler



"AN ARC THAT IS AN ARC."

THIS SPRINKLER is instantaneously changed from a Circular to an Arc Sprinkler by simply moving the small screw on the outside of disk to the opposite side of slot.

By moving screw back a circular spray is again obtained. The Arc is made as represented by cut, in brass, handsomely finished and nickel plated.

Made for ¾-inch hose attachment.

Price, per doz. - - - $12.00

Packed 1 in a Box.

WE WILL BE PLEASED TO FURNISH DISCOUNTS UPON APPLICATION.

WE WANT TO HEAR.



WHEN YOU NEED



RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White),
"Kinkproof," (Wire Bound), "Antimony," (Red),
"Lion," "King," "Leader," "Fairy," (Cotton).

THE GUTTA PERCHA & RUBBER MFG. CO.

61-63 FRONT ST. W., TORONTO. OF TORONTO, LTD.

Binder Twine

We will be glad to quote you prices on binder twine in any quantity, of the following grades.

OUR LEADING BRANDS ARE:

Blue Ribbon **Red Cap**
Sterling **Common Sense**

Correspondence cheerfully answered and prompt delivery of goods guaranteed.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:
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HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, JULY 6, 1895. No. 27.

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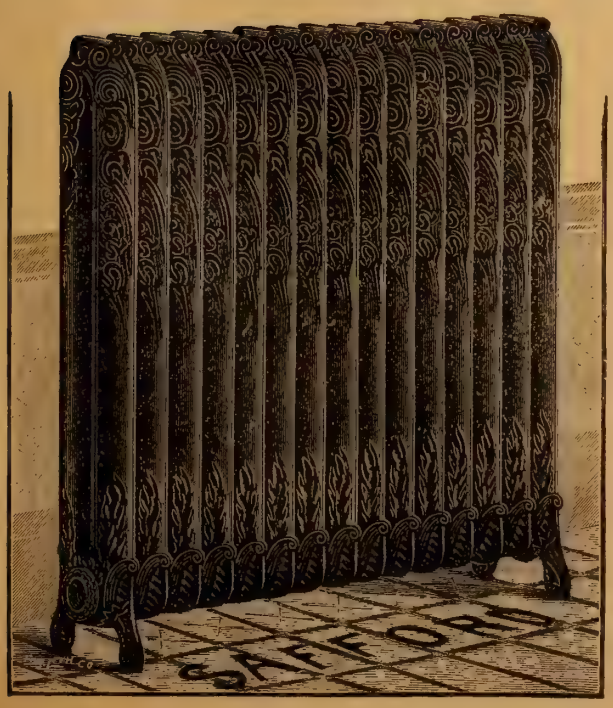
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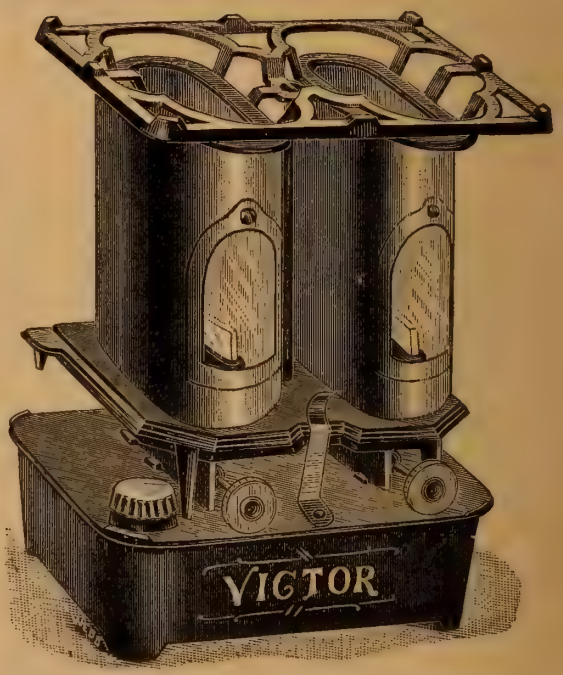
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HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

Vol. VII. TORONTO AND MONTREAL, JULY 6, 1895 No. 27

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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ADVANCE IN SUBSCRIPTION PRICES

In future the annual subscription price of this paper, mailed to British and other European places, and to China, Japan, South America and Africa, will be $3 a year.

HIGH-HANDED ACTION.

IMPORTERS of drain pipe in Montreal have a grievance against the Customs which, they consider, warrants adjudication.

In December, 1894, the authorities issued a circular respecting the market values and discounts on Scotch and English sewer pipes, fixing values on which duties were to be collected on the same. The duty on these goods is nominally 35 per cent. ad valorem, but, basing it on the values fixed by the Customs people, importers contend that it is actually 60 to 100 per cent.

Before navigation opened this year, the importers secured from the Scotch makers of drain pipe a statement signed by every individual firm mentioned in the Customs circular referred to above.

This document positively affirms that the values quoted in the circular are incorrect, and that the invoice value to importers invariably represents the actual market value of the goods in the home market.

Notwithstanding this statement, which certainly appears to be credible, and personal visits made to the Commissioner at Ottawa by representatives of the trade, the Department insists on the payment of duty on the exorbitant values fixed arbitrarily by it.

When the first shipment of pipe arrived this spring protests were sent to Controller Wallace urging the injustice of the Department's stand in the matter. This led to a reply that the Department refused to withdraw instructions issued to collectors of Customs. The importers were advised at the same time that if they took exception to this ruling, they had recourse under the provisions of section 71 of the Customs Act, which provides for a hearing of evidence as to values by the appraiser, whose report on the evidence so submitted shall regulate the values on which duty will be imposed.

Acting on this advice the importers made application to have this section of the Act applied to their case. Their request was granted, and the hearing was fixed for May 23 but after the evidence had been given of three witnesses out of some seven or eight who had been summoned by the appraiser, the proceedings were cut short on instructions received from Ottawa to cancel all further investigation.

Up to the present time importers have been unable to get satisfaction from the Controller as to his reason for refusing to apply the section of the Act, as his Department itself directed the importers to do, as a recourse against its own ruling.

In addition to section 71 of the Customs Act, section 74 also provides a recourse in case of dispute between importers and the Department. It is understood, however, that the Department absolutely refuses to permit any action being taken under that or any other section of the Act in appeal from the Department's position as to the value of the goods under dispute.

Such action, without explanation, is certainly treating a body of honest citizens and merchants with scant courtesy, and lays the Government open to the accusation that it is acting in a high-handed and tyrannical manner.

THE BASIS ON CUT NAILS.

It has been intimated to the trade in Montreal that the prepaying of freight on 10 keg lots of cut nails is likely to be abrogated.

Instructions have been given to this effect to the representatives of Montreal manufacturers, and they will use strong arguments to effect the change, if it is at all possible.

Under the arrangement that has been in force the freight is prepaid on 10 keg lots of cut nails, which sell at $2.10 to all points in Ontario and Quebec, where the rate does not exceed 25c. per 100 lbs.

If the desires of some of the manufacturers are observed cut nails will in future be sold at the net price in Montreal, the buyer having to pay freight.

WHEN CREDITORS LOSE NOTHING.

A NOVEL plan to get ahead of other creditors and not lose anything by the failure of a customer, has been devised by some Canadian manufacturers. It has been in use for some time, but is not generally known.

The manufacturers sell goods subject to a discount of 50 to 60 per cent, with an extra 5 for cash. The goods are invoiced, however, at a gross or list price, and a memo attached saying that if the account is paid on July 1 a discount of 50 (or 60, as the case may be) and 5 per cent. will be allowed. If not paid before August 1 they will not get the extra 5 per cent. If not paid by October 1, no discount whatever will be allowed. If the buyer fails, the creditors at once make a claim for the full amount of the invoice, which is in reality 50 per cent. more than the actual market value of the article. That is, an article which usually sells at $1 and is invoiced by everyone else at that price, is invoiced by these particular manufacturers at $2, less 50 per cent. if paid at the usual time. If the estate pays 50 cents on the dollar, by this system these manufacturers get the full amount of their actual claim—and sometimes more—while the others get only 50 per cent. or less.

The scheme is a clever one, but recently the inspectors, representing other creditors, when examining the affairs of the estate, have "got onto it," when there has been usually a "pretty row," after which the clever manufacturers must amend their claims. A number of estates, however, have been wound up without the inspectors discovering the trick.

HARDWAREMEN SHOULD ATTEND.

AN agitation, having its origin in Western Ontario, is materializing, having for its object a business men's convention, and, eventually, the organization of a provincial association

The promoters of and the participants in this movement are grocers and general merchants. One would naturally expect that in a movement of this character hardwaremen would be taking part, but as far as HARDWARE AND METAL can learn, not a member of this branch of trade is in evidence.

Why is this? Is the hardwareman so independent that he has no need of association with his brother business men? Or is it that he has no evils to wipe out or anomalies to remove? It is to none of these things that one must turn for a reason.

There are as many evils in the pathway of the hardware merchant as there are in that of any other class of merchant, and probably more.

But the great trouble with the hardware merchants, of not only Ontario, but the Dominion as well, is that they are without associations of any kind, local or otherwise. Hence, like sheep without a shepherd, there is no one to lead.

Because there are no hardware associations to affiliate themselves with the movement, it is no reason why hardware merchants should hold themselves aloof from the convention when it is held. The convention is not likely to be a close affair confined to certain kinds of business men.

Let hardware men attend by all means, and the more the merrier and better.

FIXED PRICES ON AXES.

It is reported in the trade that Messrs. Chaplin and Hawthorne, of the scythe and axe combination, have been in Ottawa interviewing the Government, and that, in consequence, a circular will shortly be issued fixing arbitrary values at which axes must be rated for duty by importers.

Mr. Wallace, when spoken to about it, would not deny that the matter was under consideration, but said that nothing had been decided upon.

IMPORTANT TO TRAVELERS.

An idea obtains among a good many that a railway company must accept a continuous ticket, say for Detroit, even though the holder may have stopped over at London. "They must give us what we pay for," is in effect what they argue.

The fallaciousness of this idea was proven in the Exchequer Court the other day.

A traveler had bought an excursion ticket on the Intercolonial railway, good for one trip and return to a certain point. On this ticket were instructions to the effect that the ticket was good only on the day of issue and that the journey must be continuous. In spite of these instructions, however, the traveler stopped over for the night at a midway station. When he resumed his journey the following morning the conductor would not accept his ticket, and, on his refusing to pay the fare demanded, was put off the train at the next station.

Action was then brought to recover damages, but the judge ruled against him, holding that the conditions were valid and that the complainant should have read and complied with them.

A word to the wise is sufficient.

GOVERNMENT CLERKS WHO WORK.

HARDWARE AND METAL left Montreal Dominion Day to spend it in Ottawa. In strolling about the Parliament Buildings in the afternoon, the editor was surprised to find the chief clerk in the checking branch of the Customs Department and his assistants hard at work in their offices. They were allowed the holiday and went out in the morning to see the military parade, and to cheer for Canada's Natal Day. This is the new branch recently organized by Controller Wallace, and reported in these columns at the time, to check and compare entries at the different ports in Canada to prevent a merchant at one point importing goods at a lower rate of duty than his competitor in another town.

The chief clerk informed HARDWARE AND METAL that Mr. Wallace was trying to run his Department so thoroughly and economically that they all had to work hard. Often he had to take papers home and examine and compare until late in the night. However, he was interested in his work, and he did not mind spending the extra time in order to keep up with the business.

This experience is given as another evidence of the wisdom of putting a thorough going and successful business man in charge of the various departments of the Government for which their experience fits them. As this paper has more than once stated, Mr. Wallace is a retail general merchant and miller. That he has been successful is shown by the fact that he began with nothing, and Bradstreets', which is generally right, rates him much higher than the great majority of the business men. He has made his success in a business which affords few opportunities for speculation, but in which money is made only by steady, hard and intelligent effort. Sir Hibbert Tupper and Mr. Haggart are also running their departments on business principles. It is a pity some good business men were not placed in charge of several other departments, to which attention will shortly be directed.

TRYING TO FIX WINDOW GLASS.

An effort is being made just now among the jobbers and importers of glass to get the trade upon a better basis. One Toronto firm has taken the initiative and has sent out circulars to all the leading houses in the west, while a Montreal jobber is doing the same in the east.

The circular thus dispatched asks for the recipients' opinions:

1. As to a settled and general fixed advance in each break in single and double glass.

2. As to a reduction in terms.

3. As to the advisability of advancing prices in sympathy with the situation in Belgium.

For a long time past the jobbers and importers of window and other glass have been fighting a keen battle among themselves, much to their own injury. Cut has succeeded cut in prices till it takes a tremendous turnover of stock to realize any considerable profit for the wholesaler. Hence the origin of the present movement.

If a common basis of prices and terms is once adopted by the trade all round, an end of this war might be looked for. Two or three houses so far have responded to the call, but several are still hanging back. However, those behind the movement have some hope of being able to get those interested together one of these days to at any rate discuss their proposal. Mirror glass will also come in for consideration.

A WISE SUGGESTION.

It is a wise suggestion on the part of the St. Thomas merchants, who are agitating for a business men's convention, that the desirability of a provincial association be discussed.

Organization is the motive power which keeps reforms moving, and that crystalizes theories into practical entities. Because of a lack of this organization benefits many have long been deferred. The history of the world is full of instances of this. And business as well as political and philanthropic movements have suffered in this respect.

The cream of the business men in this country may meet and discuss the most practical and praiseworthy subjects, and propose schemes for ameliorating the most gigantic of trade evils, but little practical result will accrue therefrom unless there is continuous effort till the desideratum is secured.

It is not enough to push merely the point of a nail into a piece of wood. The nail must be driven in and clinched.

Some six or seven years ago a convention of business men was held in Hamilton. Some of the most representative business men in the country were there, and practical and able papers and speeches were given. But no association was organized, neither

was there another meeting held. And, consequently, evils to-day exist that might have been removed had organization then been completed.

If the movement now on foot to hold a convention bears fruit, as it no doubt will before long, if not immediately, provided continuous effort is made, it is to be hoped that one of the first things done will be to appoint a committee with a view to devising some scheme for organization.

ADVANCE IN RIVETS AND BURRS.

DURING the last few weeks HARDWARE AND METAL has had occasion more than once to announce advances in both tacks and plain wire of Canadian manufacture. We, this week, have to announce advances in other lines.

The lines in question are iron rivets and burrs, and copper rivets and burrs.

The discounts are now: Iron rivets and burrs, 50 and 10 per cent., instead of 55 and 10 per cont, as formerly; copper rivets and burrs, 45 per cent. instead of 50 per cent.

These advances have all been necessitated by the higher prices obtaining for the raw material.

At the time of writing the manufacturers are considering the question of wire nails. Whether there will be a change or not we cannot say at the moment. The probability is that there will be an advance. "Rods are $5 to $6 per ton and hard to get at that," said one man in the trade to HARDWARE AND METAL, "and wire nails ought decidedly to be advanced." From what HARDWARE AND METAL can gather the question will be settled ere this issue is in the hands of our readers. Next week we shall probably be in a position to announce not only whether or not there are any changes in wire nails, but in other hardware lines as well.

The Canadian manufacturers appear to be all fairly well employed, while the price of raw material continues to appreciate.

FOOL LOGIC.

For instance, one of you farmers here go up into the village and buy a barrel of sugar. We'll suppose you pay $20 for it. Now, that barrel of sugar cost the grocer $15. You see, therefore, that he made $5 on it. Now, why should you not have made that $5 for yourself? The object of the Patrons of Industry is to see that you shall.

THIS was the sample of logic that was doled out to tickle farmers' ears by a speaker the other day at a Patron picnic held in Grimsby Park. It was used to illustrate the dollars that were to be saved by the farmer joining this wonderful organization and becoming his own storekeeper.

The Patron organization, particularly in its office to manage the storekeeping of the country, is fast petering out, but although it is dying, the fact that it is neither speechless nor shorn of its silly and illogical tenets is obvious.

But it is a blessing that this is a free country, and that these Patrons can air their theories and practice them occasionally, for freedom to this class of people is what rope is to a fool, a sure means of self-destruction.

In a certain sense, humanity is not made up of independent units. We are all more or less dependent for our existence upon each other.

The day when each man constructed with his own hands his habitation, clothing, utensils and implements of labor, and raised his own provisions, went out with the barbaric age. We cannot go back to the conditions obtaining thousands of years ago, the efforts of the Patrons of Industry to lead us there notwithstanding.

Farmers will still farm, merchants still sell, manufacturers still manufacture, and politicians still make and unmake laws. The law of Nature has so decreed.

The Patrons of Industry, by relegating to themselves the sole right to manage the temporal affairs of this country, have no doubt wrought injury to merchants and manufacturers, but it is only of a temporary character. There is no more likelihood of this country being brought up on Patron tenets than there is of the deluded members of that organization raising figs from the thistles that are growing on their farms, while they are spending their time theorizing on impossibilities.

NO USE BEING IMPATIENT.

Some merchants there are who are chafing because the returning trade activity is not developing as much speed as they would like. It is no use getting inpatient. It retards rather than helps the return of better times. The period of depression took three or four years to develop; and it is not to be expected that work of years can be undone in a day.

THE LAMP TRADE.

Buyers of lamps and lamp goods, says Iron Age, can scarcely fail to be impressed with the remarkable changes this department of trade has undergone within the last few years. Concerns who not long ago made a few primitive patterns, mostly staple, have energetically increased their output until one is almost dewildered by the profusion of styles, patterns and kinds of lamps seen in their elegantly appointed showrooms, from the unassuming spun brass table lamp to parlor and banquet lamps, costing hundreds of dollars, with mountings of rare china, porcelain, cut glass or metal.

With the elaboration and incorporation of valuable characteristics has come a great decrease in price. Ignoring entirely the more expensive grades, better lamps every way throughout are to-day sold at $6 each than were purchased several years ago at $20, while in still more modest kinds, but handsome in appearance, $42 a dozen will secure much better lamps now than formerly brought $100 for the same quantity. The decreased cost of raw materials, including copper, brass, spelter and onyx, and the lower level of wages accounts for much of this. Then competition and a wider market have stimulated inventive genius, and developed improved machinery and better methods. The great demand for onyx, for instance, has caused quarrymen to seek it, and pieces that formerly averaged $3 each are now sold at a quarter of that sum; where a manufacturer would buy in lots of, say, 20 pieces, he can now handle quantities fifteen to twenty times that amount at a time and at a great reduction in price.

Galleries abroad have been visited for models in bronzes, pottery, etc., from which to reproduce lamp figures, shafts, columns, heads, etc. Much of this holds good with regard to shades so far as more handsome effects with a corresponding decrease in cost are concerned.

JUDGING BY APPEARANCES.

"Appearances are deceitful," so goes the old saying, and there are few of us who have not learned by actual experience how far this is true, remarks Metal Worker. The man who is such a judge of human nature as not to be sometimes deceived is by long odds the exception rather than the rule. It is certainly in our relations to our fellow men that we most often are misled by appearances. By no means, however, is it true that we most frequently make the mistake of thinking that that which appears good and upright in a man is only a sham, and that beneath it all there lurks the sneak—the man without a character. Too often do we misjudge a man by his appearance and set him down as dishonest or incapable, when a little investigation or an opportunity to show himself at his best will convince us of our error. This false judging is too often evident in the experience of those who have the responsibility of selecting workmen in the various industries. A good workman does not always wear the evidence of his ability in his face, and there are few among us who cannot recall among the best workmen they know some men who at first glance would be set down as even lacking in common sense, to say nothing of mechanical ability. In all justice to such men, for whom nature seems not to have done all she might, they should be given an opportunity to prove their worth. And this opportunity can only come through an effort on the part of the employer or his representative to select employes only after careful investigation and not to judge too largely by external appearances.

DROPS FROM THE EDITOR'S PEN.

As trade tends up crime tends down.

* * *

Push profitable and eschew unprofitable goods.

* * *

A slovenly merchant or clerk is known by the parcels he puts up.

* * *

A young man's possibility for success depends on his capability for work.

* * *

Business does not come to him who waits; it waits for him who comes after it.

* * *

Men who think there is money in hay should have a care: It may be straw.

* * *

Because pig iron is advancing it must not be supposed that those who benefit by it are hogs.

* * *

Merchants live, not by the quantity of goods they sell, but by the money they make.

* * *

Success can no more be the fruit of laziness than can pumpkins the fruit of the thorn bush.

* * *

Don't make enemies. You can always get them if you want them; but friends you cannot.

* * *

Guarded against in advertising as well as in ordinary composition should be the tendency to verbosity.

* * *

People who ride on slow trains seem to catch the same complaint as the train after they are out about an hour.

* * *

Thinking twice before "cutting" prices to "cut" a customer would obviate much loss of both money and amity.

* * *

You may not be able to tell what a man is by the coat he wears, but there is no mistaking a merchant by his store.

* * *

The trouble over Toronto's municipal bonds proves that a bond of unity between the mayor and officials is wanting.

* * *

The click, click, click of the reaper in the hay field reminds us that the farmer is beginning to reap where he has sown.

* * *

When legislators are as faithful to the business interests of the country as they now are to party interests they will have earned the "well done good and faithful servant" of their employers.

* * *

The United States consumes 15,000,000 pounds of mince meat annually. They always are mincing matters over there.

* * *

Advertisements may sometimes be painted in words akin in brilliancy to the rainbow, but gold is found by following them.

* * *

The mills of the gods grind too slow for some people, but it would be bursted mills if these "some people" were at the cranks.

* * *

Again is it demonstrated that the Yankees do not know a good thing when they see it. The Niagara Falls, N.Y., banks are imposing a discount of 1 per cent. on Canadian currency.

* * *

Men who essay to keep even with fast-living friends, like dogs racing swift-moving trains, are sure to meet with disappointment.

* * *

It is gratifying to see Canadian manufacturers of scales scaling the fence into preserves once monopolized by United States manufacturers.

* * *

An exposition is to be held in Mexico next year. What does Canada propose to do in order to show the excellence and variety of her products?

* * *

Fool and rogue combined is the postoffice clerk who robs the mails. A wise man, even if he was a rogue, would know better than to make himself such a fool.

* * *

It is not plain sailing immediately after a trade storm any more than it is after a storm at sea. In both instances there are troubled waters to contend with.

* * *

If parliamentarians at Ottawa make such sorry exhibitions of themselves on educational matters as they usually do on business matters, poor is the outlook for the solution of the Manitoba school question.

THE HUDSON'S BAY RAILWAY.

It seems to be generally understood, says the Ottawa correspondent of The Montreal Gazette, that no legislation in relation to the Hudson's Bay railway will be introduced this session. The promoters of the enterprise have submitted an amended proposition to the Government, in which they ask that instead of a loan of $10,000 a mile for 250 miles, the Government taking all the properties of the company as security, there shall be advanced only $6,000 a mile, the company retaining the land grant and the postal subsidy of $80,000 a year. This latter proposition has been under consideration by the Government, but the decision reached, according to report, is not to proceed with legislation this session.

DETECTIVE AND MERCANTILE AGENCIES.

Dr. Sproule, M P., in his article in another column, makes out a good case for his bill for regulating detective corporations and mercantile agencies. He has eliminated some of the objectionable features which appeared in the bill he introduced in the House of Commons a year ago.

Business men occasionally have a just grievance against the mercantile agencies. They are a most valuable assistance to wholesale merchants and manufacturers. At the same time, as they are sometimes used they work a great injustice to those about whom reports are furnished. The proprietors of the two big agencies in Canada, "Bradstreet's" and "R. G. Dun & Co," we are quite sure, desire to do business on an honorable basis. But it is necessary for them to have correspondents in all the business centres, and these men frequently use their position to injure their local competitors.

Not very long ago the Board of Trade had its attention drawn to a very disgraceful case of this sort. The correspondent of the agency was the manager of a branch of a Montreal bank in a certain town. In the town was a firm with an excellent reputation, who, for special reasons, applied for a large amount of insurance. Before granting it the company asked one of the agencies for a special report on this firm. It was most unfavorable, and differed so entirely from information received from private sources that the insurance company asked the agency if they were not in error. The agency after some time sent in a second report even more unfavorable than the first. The insurance company at once sent a man to the town to make careful inquiry. He found that the firm was strong financially, and possessed an enviable reputation for honesty and integrity, and that the mercantile agency correspondent had been trying hard to get them to transfer their account—the best in the town—to his bank. Because they refused to give him even a share of it he reported so unfavorably on their standing.

Dr. Sproule might go further and provide specially that anyone giving an agency information which he knows to be untrue should be treated as a criminal, to whom the most severe punishment may be meted out.

Where money makes the man it uses pot metal.

ADVANCES IN IRON AND STEEL.

SOME people there are whose faith in the permanence of the recent advances in iron and steel is still weak. If they were sounded upon the matter they would probably say that this was due to the fear that it was "too good to be true."

A glance back over the course of the markets during the past six or eight weeks is, however, a stronger basis upon which to build faith on the future of prices than the remembrance of what the market has been during the past year or two.

HARDWARE AND METAL has been led to these remarks by the appearance in The N. Y. Journal of Commerce of Monday last of a special article dealing with the upward tendency of iron and steel during the last two months.

As shown in this article, the most significant feature of the situation is the advance in the prices of Bessemer pig iron and Bessemer steel billets in the Pittsburg market. Since the first of March, when prices were practically at the lowest point ever reached, Bessemer pig and billets have advanced to the figures that prevailed two years ago, and the principal part of this recovery has taken place since May 1.

The following table shows the course of prices in Pittsburg during the past twelve months, monthly averages as calculated by the American Iron & Steel Association being given for the latter half of 1894, and weekly market figures since the beginning of this year :

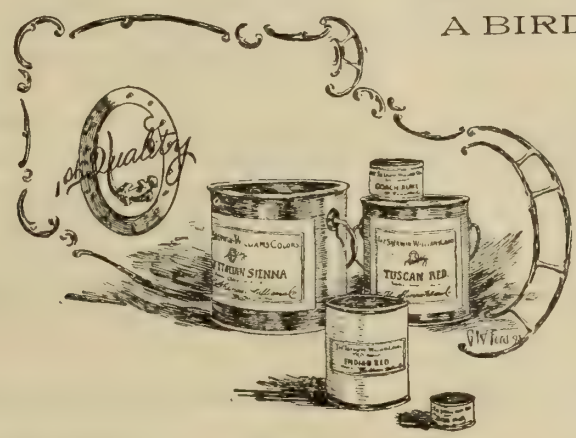
1894—	Bessemer pig iron.	Bessemer billets.	Gray forge pig iron.	Steel rails.
July.	$12 60	$17 75	$9 94	$24 00
August.....	12 12	17 75	10 00	24 00
September...	11 53	17 30	10 02	24 00
October.....	11 02	16 00	9 84	24 00
November ...	10 66	15 49	9 72	24 00
December ..	10 31	15 11	9 47	24 00
1895—				
January 3 ...	9 80	14 80	9 25	22 00
January 10 .	9 85	14 80	9 15	22 00
January 17...	9 90	14 90	9 15	22 00
January 24...	9 85	14 90	9 15	22 00
January 31...	10 15	15 00	9 15	22 00
February 7...	10 10	15 00	9 15	22 00
February 14.	10 00	15 00	9 10	22 00
February 21.	10 00	15 00	8 95	22 00
February 28.	9 95	14 80	8 95	22 00
March 7....	10 15	14 75	9 00	22 00
March 14....	10 15	14 75	9 00	22 00
March 21....	10 15	14 90	9 00	22 00
March 28....	10 35	15 00	9 00	22 00
April 4.....	10 65	15 50	9 25	22 00
April 11	10 75	15 50	9 25	22 00
April 18	10 65	15 50	9 25	22 00
April 25	10 65	15 40	9 35	22 00
May 2	10 75	15 40	9 40	22 00
May 9	10 90	15 50	9 40	22 00
May 16.....	11 40	16 60	10 15	22 00
May 23.....	11 50	16 75	10 10	22 00
May 30.....	11 65	17 50	10 35	22 00
June 4.....	12 00	18 00	10 15	22 00
June 11.....	12 40	18 50	10 85	22 00
June 18.....	12 65	20 00	10 65	24 00
June 25.....	12 90	20 00	10 65	24 00

Steel billets are more subject to fluctuations than any other iron and steel product, because of the tremendous capacity for converting and blooming and the absence of any agreement among the large producers covering prices. It will be noted from the above table that the margin of about $5 per ton between pig iron and billets one year ago has increased to over $7. It is significant of a largely increased demand for billets that the recent sharp advance in price has taken place in spite of a very large increase in the productive capacity by the starting of the new works of the Ohio Steel Company, at Youngstown, Ohio, and the Johnson Company, at Lorain, Ohio, whose aggregate daily capacity for billets is upwards of 2,000 tons.

The period of lowest prices for Bessemer pig iron was also the period of largest production. This year opened with the output at its maximum point since the extreme depression of last summer, but the market could not absorb the quantity of iron thrown upon it during December and January last, and prices and production fell off together. This is shown by the monthly statements of The Iron Age, which are quoted below :

Date 1895—	Furnaces in Blast.	Capacity Per Week. Gross Tons.
January 1	182	168,414
February 1.....	179	163,391
March 1.....	173	156,979
April 1.....	171	158,132
May 1	171	156,554
June 1	172	157,224

Increasing demand and advancing prices have stimulated production very materially in the last two or three weeks, and a large amount of reserve capacity has been made productive. It is worthy of note that many furnaces that have been idle for two years or longer have been blown in since June 1, so the next statement of productive capacity will probably show a considerable increase over the figures for June 1. At the same time production has not responded to the increasing consumption quickly enough to supply all the demand, and there has been a considerable draft upon accumulated stocks of pig iron during the past two months.



A BIRD in hand is worth many another one in a far off arbor. We have a "bird in hand" in the shape of *The Sherwin-Williams Co.'s First Quality Colors.* *Painters* are looking for them. *We* have them.

SOLD BY

The Wholesale Agents for Canada

Walter H. Cottingham & Co.

FINEST PAINTS AND VARNISHES

Montreal.

THE UNSOLVED PROBLEM.

He had spent long years in college and acquired all kinds of knowledge,
From smoking cigarettes to reading Greek ;
And it was said by many that in Hebrew, Eskimo and Latin
With the accent of a native he could speak.

He knew every modern science, and for every new appliance
He was able some improvement to suggest ;
And from bending on a hawser up to criticising Chaucer,
Of all the greatest minds he was abreast.

He was charmed with hydrostatics, and in higher mathematics
For a thing to stump him could he find ;
And to prove a line's direction or bisect a conic section
Was but a relaxation to his mind.

But he saw a little maiden after all this store he laid in,
The most inviting problem he had met ;
And he felt it was his mission to employ his erudition
To solve this most inviting problem yet.

So without a bit of shirking he has ever since been working
On the question with an ardor that never tires ;
Yet with all his application, to his great and deep vexation,
He cannot get the answer he desires.—

Frank Wysor in New Orleans Picayune.

BUSINESS MEN WANTED.

OUR esteemed contemporary, Ironmongery, evidently takes the same stand in British politics as regards parliamentary representation as HARDWARE AND METAL does in Canadian. Speaking just prior to the fall of the Rosebery Government it said: For some weeks past the political air has been full of rumors and denials of coming dissolution, but whether the general election is to come this year or next spring remains as much a mystery as ever. Probably if the Government can rely upon getting their men up for an autumn session, they will endeavor to make progress, in which case the election would probably take place at the latter period. But this is not a note of prophecy. It is simply to give a word of advice to those who, whatever political party they belong to, have a voice in their respective localities in the selection of the man who is to champion their cause in the coming fight. Candidates are being selected now in many places, and we only desire to urge the importance, whenever possible, of selecting business men. Those who are able to pull the wires, to however small an extent, should use every effort to secure the nominations of business men of known ability and integrity, and if the candidate is a local man, so much the better. Anyone who has had much experience, who has studied the decisions given in the law courts, must often have felt keenly the need of the business man's common sense in the making of the laws which, for example, govern trade matters. What we want in the House of Commons is a smaller proportion of lawyers, adventurers and axe-grinders, and a very much larger proportion of experienced men of business, who have proved their capacity in making their own commercial success, and who have the time and the will to devote their energies and abilities to the service of the country. Men who, to write M.P. after their names, give freely to local charities, are useful men in their way—though it is rather a poor way, after all. But the men who will do their country most good in the legislature are the commercial men who may so guide the country's policy for the benefit of trade, that charity doles will not be needed by a busy and prosperous people.

CUSTOMS BOARD.

Hon. Mr. Wallace gave notice in the House of Commons on Wednesday of a bill for the appointment of a Board of Customs Appraisers, a modification of the suggestion of several Boards of Trade, but in line with the proposition of the Toronto and Ottawa Boards. It provides that the Board of Customs shall consist of the Commissioner of Customs, the assistant commissioner, if any, Dominion Appraiser, the assistant appraiser, and such other duly qualified officer of Customs who may be appointed by the Governor-General-in-council. In this latter respect it is an enlargement of the present law. It is also proposed that three members of the Board shall form a quorum.

T. H. & B. MUST PAY WAGES.

At the meeting of the Railway Committee at Ottawa on Wednesday morning the Toronto, Hamilton & Buffalo Railway Bill was referred to a sub-committee to draft a clause to make the company liable for the wages of workingmen whose claims are still outstanding.

SALESMEN'S EXPENSES.

The question of a salesman's expenses while on the road is a very live one with every house employing traveling men. A manufacturer expresses himself in Iron Age in a somewhat novel way regarding the expenses of a salesman that he sent out upon an experimental trip:

"About a year ago a man who had been on the road for me for some time left me, with my full consent. He had never been a successful salesman, though you could not call him a failure. Later in the season I thought I would try my bookkeeper on the road, particularly as he was very desirous of making a trip for me.

"I sent him to New England, and he did very little in the way of securing orders, but I had anticipated this and told him so. My New England trade is somewhat peculiar: I have to see it often, but rarely get an order on my trips; this generally follows by mail within two or three weeks.

"For this reason I did not consider my man's trip to New England a failure, and I then planned a two-weeks' route through Pennsylvania and New York. Upon the third day he was out he wired me to mail him some money. This was a great surprise to me. I had given him what ought to have been enough for his whole trip and I did not understand his running short in three days. But I sent him a cheque and concluded to watch the amount he turned in for expenses.

"His trip was a poor one for orders, but no one was getting much trade at that time. I looked over his expense account and found that it was reasonable, but I saw that he had a large sum charged to his own account. I did not like this. I don't consider it a sign of a good man to have large personal expenses on the road. I see but very little difference in his spending his own money or in spending mine, for I don't think he ought to spend either, and if he attends to his business closely he will have no occasion to make such expenses. I said nothing to him, but I would not send him out again. He is keeping the books now and I am doing my own traveling."

A GUNSMITH SUICIDES.

Edmund E. Seeley, gunsmith, who kept a store in Downie street, Stratford, Ont., committed suicide on the 2nd inst. in a most deliberate manner.

He was discovered making evident preparations to do away with himself, and Dr. D. M. Fraser, who lives a few doors away, was called immediately. Seeley was in the back shed, leaning over a barrel, with his forehead pressing the muzzle of a double-barreled gun and his left foot connected with the trigger by a cord.

The doctor entreated him to desist for the sake of the family, but Seeley threatened to "touch it off" in his presence if he came near, and after more argument the doctor left, thinking his counsel would prevail.

He had hardly turned his back when Seeley pulled the trigger, blowing the top of his head completely off, leaving nothing above the nose.

Seeley had been in financial difficulties lately, and this, with the fact that an intimate friend had within a few days poisoned himself, is supposed to have so preyed on his mind as to cause insanity.

An inquest was not considered necessary.

HE BUYS A FURNITURE FACTORY.

J. W. Borsberry, of the Eby, Blain Co., Toronto, has bought the Luke furniture factory, Oshawa; building, machinery and all included. The building is of brick, is three storeys high and has a depth of one hundred feet.

"What are you going to do with it?" I asked him.

"O! Sell it or rent it. I'm trying to get a manufacturer of some kind to take it. The building is filled with machinery and affords a good chance for a manufacturer of almost any kind to start up. The building and plant originally cost $20,000, but it can now be had for $5,000. The electric railway runs within a stone's throw of it."

A LOGICAL BLACKSMITH.

On the outskirts of one of our southern cities, says a New York paper, there used to be an old colored blacksmith who did a thriving business, but who, in an evil hour, took to himself a young man as partner. The money matters of the concern soon became so involved that the old man begged for a release, but the young man assured him that the law in the case of partnership was so peculiar that it couldn't be broken. Six months later, when the younger partner was away, the old man consulted a friend, found out the truth, and nailed up the following placard: "The partnership heretofore resisting between Micah Davis and myself is now resolved. Wha owes the firm will call on me. Wha the firm owes will call on Micah Davis."

RIXFORD'S HARVEST TOOLS

BEST GOODS MADE.

HAY FORKS MANURE FORKS
SCYTHES

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants, 37 Front St. West, Toronto

The Graham Cut and Wire Nails are the best.

THE STORE AND ITS PATRONS.

This is the subject of a page article in The Shoe and Leather Facts, by "General Shoemaker." After discussing the question of how to build up trade, the effects of well-directed efforts in producing profitable business and the importance of knowing patrons' requirements, the writer takes up the subject of general knowledge as an important requisite to success. The writer does not believe with many that ignorance upon all subjects outside of one's regular business is desirable.

"Knowledge," he claims, "gives him courage and confidence and enables him to 'rise to the occasion,' and grasp opportunities which the man buried behind his counter would never hear of. It is not so much book-knowledge, or even the knowledge professed to be acquired at the so-called 'business colleges,' where a boy wades through several kinds of book-keeping, and emerges a practical business man, but it is the knowledge necessary for men in all pursuits in which they deal with their fellow-men, and it comes from observation alone. It is the knowledge of men and things, and no other is so valuable. The merchant should have only one end in view, his success in his business being his sole aim, but he should never neglect a favorable opportunity to hasten it, and should make capital of all the knowledge which he possesses in the work. He should collect the thoughts of other men, and, after rejecting that which is poor and unsuited to his purpose, the remainder should be forged in the workshop of his mind into a grand and irresistible force for his advancement and ultimate triumph."

HAMILTON BOARD OF TRADE

The annual meeting of the Hamilton Board of Trade was held Tuesday. President H. N. Kittson presented his annual report, which referred to the satisfactory railway work in and around the city. Reference was also made to the unsatisfactory state of the insolvency laws and the desirability of the bill now before Parliament being passed.

The report of the secretary, Mr. C. R. Smith, showed the membership to number 246. The finances were reported as satisfactory.

The nominations of officers, decided on at the last meeting, were affirmed, and Mr. Kittson vacated the chair for his successor, Mr. John Hoodless. A special committee was appointed to arrange for the celebration of the Board's 50th anniversary this year.

PARIS GREEN GOVERNMENT STANDARD

Sanderson Pearcy & Co.

61, 63 and 65 Adelaide Street West

TORONTO.

BERGER'S ENGLISH AND CANADIAN.

Now for EXCELSIOR

POTATO BUG KILLER

Sure Extermination. Nothing to Equal It.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West Toronto

BICYCLE VS. BUGGY.

THAT the bicycle has come to stay no one doubts. That it occupies a field never before occupied, goes without saying; but probably few people not especially acquainted with the facts are aware that the wheel is making inroads into established businesses of more than one kind, to a very appreciable, not to say important, extent. Thus speaks The Carriage Journal: Only recently a statement appeared in the daily press to the effect that so many of the machines were in use in the city of Denver, by business men and others, that the receipts of the street railway companies had been very largely decreased, and their dividends were likely to be quite seriously affected. The liverymen almost universally have been compelled to admit that their business has been and is seriously threatened, and many of them are contemplating putting in a stock of wheels, or indeed have already done so. A striking illustration lately appeared in a coaching publication, showing the result of the use of the bicycle. The cut showed the country residence of a popular belle on a Sunday afternoon a few years since. The house, embowered in trees, stood back from the road, in which were a goodly number of horses and buggies, the young men who came in them being within, paying their respects to the lady. A view of the same house taken now, showed neither horse nor buggy, but in their place stood a great number of wheels, whose riders were in attendance within the house.

Near public parks and smooth roads the use of the bicycle has more seriously interfered with buggy letting than elsewhere; many persons who formerly kept horses have given them up and procured wheels instead. The use of wheels by women, now getting to be very common, has also much increased the number in use.

It is hardly to be supposed that the self-propelled vehicle is going to entirely do away with the use of horse power in light transportation. The pleasure of handling the lines, and the fact that a horse can be driven with one hand, when circumstances require the use of the other one, will still cause the noble beast to be called for. But that the times have permanently changed in this regard cannot be doubted.

CATTLE IN MANITOBA.

The season of 1894 was an exceptional one in respect to the number of cattle shipped from Manitoba and the Territories, yet indications are that the coming summer and fall will witness still larger exportations. The early spring permitted cattle being let loose on the prairie some weeks ahead of previous years, and as a result they will be in condition for shipment a considerable period in advance of past seasons. Already two shipments of grass fed cattle have been sent east, and the outlook is very favorable. Railway officials say cattle dealers are making preparations for an extensive trade during the coming months, and from the middle of July the shipments will be frequent.—Free Press, Winnipeg.

TO KING SOLOMON'S MINES.

Joseph W. Taylor, city traveler and draughtsman for the Toronto Radiator Manufacturing Company, has just started for the other side of the world. The other morning, just after breakfast, he made up his mind to go to South Africa, and a day or two later he was on his way via New York, Glasgow, London, and other cities of the world's centres, to Cape Town. Arrived there, he will strike out into Cecil Rhodes' country, with the object of making his fortune in the gold or diamond mines. Perchance he will alight on the rich quarry described in Haggard's romance, and come home a millionaire, laden with precious stones. Mr. Taylor is used to "roughing it," so this undertaking will come easy to him. For five years he served on a Government survey in Alaska, and has been on other interesting expeditions to out-of-the-way regions.

Mr. Taylor's numerous friends will anxiously wait for news of him, and when he gets tired of Africa they will be glad to welcome him back home. He is a brother of the manager and assistant manager of the Radiator Company.

SIX MONTHS' FAILURES.

The half-yearly report of failures next week, says Dun's Review, will include about 6,900 against 7,039 for the first half of last year, and liabilities of about $88,000,000 against $101,578,152 last year. But for the Cordage concern, the aggregate would be nearly 23 per cent. less than last year, and the manufacturing liabilities 26 per. cent. less, but including it the manufacturing liabilities will be about $40,000,000 against $41,376,102 last year, and the trading $45,000,000 against $52,345,978 last year, while miscellaneous liabilities were only $2,700,000 against $7,856,072 last year. The liabilities for the second quarter will be about $41,000,000 against $47,813,683 for the first quarter this year, but $37,595,973 for the second quarter of 1894. Railroad receiverships cover eleven roads with 3,356 miles, $109,656,410 of indebtedness and $87,423,531 of stock. Failures in Canada have been about 1,100 against 1,042 last year. Failures for the past week have been 256 in the United States against 214 last year, and 22 in Canada against 35 last year.

CANADIAN ENAMELLED WARE.

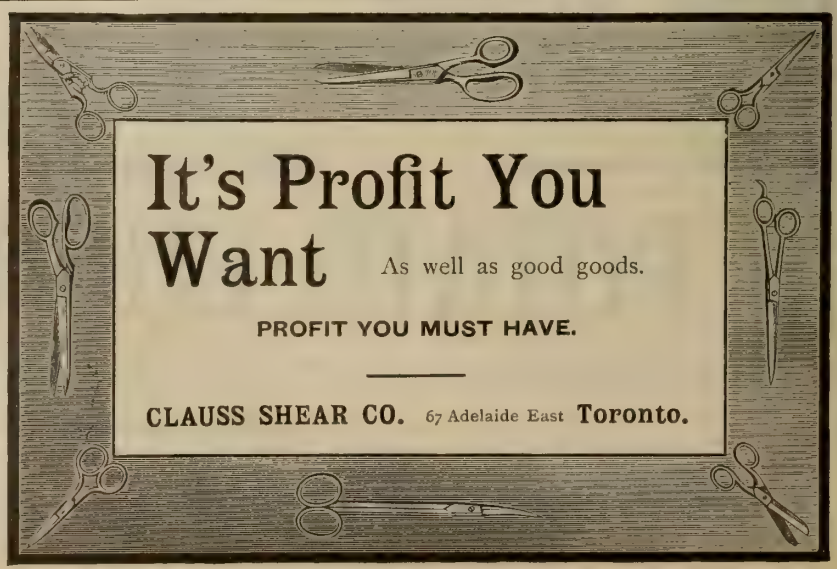
Steadily but surely is Canada making for herself a name as a manufacturing country. Even a cursory examination of the goods on a hardwareman's shelves will prove this, many lines of home manufacture being found thereon which formerly had to be imported.

One of the most recent of home manufactured articles to appear on the market is enamelled ware.

This is an article which demands good workmanship and much care in construction, and in order to secure this the Canadian manufacturers who have undertaken the task have expended much time and money.

But if a utensil which has been submitted to HARDWARE AND METAL be any criterion, the desideratum has at last been secured. The utensil in question is a sample of the new "Crescent" steel enamelled ware, which the Thos. Davidson Manufacturing Company, of Montreal, is placing on the market. "We are now," said a member of the firm, "getting this out in a very satisfactory quality, and have subjected it to the very severest tests and find it very tenacious and insoluble."

The Thos. Davidson Company is to be congratulated upon the measure of success which has crowned its efforts.



Wire Cloth

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Write for Catalogue and Price List.

Green Painted Screen Cloth
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Eastern Depot: 422 St. Paul St., Montreal. J. H. Hanson, Agent.

ALUMINUM AND OXIDATION.

THE resistance of aluminum to oxidation is one of its most marked qualities, says Kuhlow's Trade Review. Pure aluminum does not tarnish from the influence of the weather, except slowly, even though the atmosphere be moist. Aluminum is found to withstand the action of organic secretions better than silver, and is receiving large use for dental plates and surgical instruments. Aluminum is little acted upon by salt water, and withstands the action of sea water better than iron or steel. Solutions of salt and vinegar, such as it is apt to be subjected to in certain culinary operations, do not injure the metal. Aluminum is not acted upon by carbonic acid or carbonic oxide, or sulphuretted hydrogen.

Hydrochloric acid is the natural solvent for aluminum. Concentrated sulphuric acid dissolves aluminum on heating with evolution of sulphurous acid gas; dilute sulphuric acid acting only slowly on the metal. The presence of any chlorides in the solution, however, allows the metal to be rapidly decomposed. Nitric acid, either concentrated or dilute, has very little action on aluminum. Sulphur has no action on it at a temperature less than a red heat. Solutions of caustic alkalies, chlorine, bromine, iodine, and fluorine, rapidly corrode aluminum.

Aluminum melts at a temperature between silver and zinc--a temperature of about 630 degrees centigrade, or 1160 Fahrenheit (according to the latest experiments). Aluminum does not volatilise at any temperature ordinarily produced by the combustion of carbon, even though the high temperature be kept up for a considerable number of hours. It, however, is not good practice in making castings of aluminum to heat it much above its melting point, or to allow it to remain melted for any great length of time. The fusion points of the metals are as follows:

	Centigrade.	Fahrenheit.
Mercury	40.0	40.0
Potassium	62.5	144.5
Sodium	97.6	175.7
Lithium	180.0	356.0
Tin	228.0	444.2
Cadmium	228.0	444.2
Bismuth	264.0	507.2
Thallium	294.0	661.2
Lead	334.0	627.0
Zinc	415.0	779.0
Antimony	620.0	1148.0
Magnesium	800.0	1472.0
Aluminum	625.0	1157.0
Silver	945.0	1733.0
Copper	1054.0	1929.2
Gold	1045.0	1913.0
Cast Iron	1503.0	2737.0
Nickel, (Very high melting pt. higher than Wrought Iron).		
Manganese, (Melts at white heat).		
Wrought Iron	2204.0	4000.0
Steel	1925.0	3500.0
Palladium	1500.0	2732.0
Iridium, (Higher than Platinum)		

The impurities most commonly found in aluminum are silicon and iron. Silicon in aluminum exists in two forms, one seemingly combined with aluminum as combined carbon exists in pig iron, and the other as an allotropic graphitoidal modification.

For many purposes the pure aluminum cannot be so advantageously used as that containing 3 per cent. or 4 per cent. of impurities, as the pure aluminum is soft and not so strong as the less pure. It is only where extreme malleability, ductility, sonorousness and non-corrodibility are required, that the purest metal should be used.

For some purposes, however, small amounts of other metals are advantageously added to produce hardness, rigidity and strength—constituents that will not detract from the lightness of the metal, and will not affect the non-corrodibility so much as either silicon or iron. Copper, nickel and zinc are the three more common metals used for this purpose.

A CONCISE STATEMENT.

Were I to stock up a hardware store to the amount of $5,000, I should divide the purchases after this fashion, says a writer in an exchange:

Store fixtures	$500
Shelf hardware	1,000
Table and pocket cutlery	500
House furnishing goods	400
Dog collars	100
Carpenters' and machinists' tools	1,000
Heavy hardware	500
Sundry specialties	500
Cash in bank	500
	$5,000

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.
Orders filled the same day as received.

DR. SPROULE'S BILL.

BY T. S. SPROULE, M.P.

THE general purpose of the bill which I have introduced in the House of Commons is to place detective corporations and mercantile agencies under legislative restriction in the public interest. At present there is practically no control or supervision over these classes of business, which from their peculiar nature would seem to be almost the first calling for regulation. An individual, for instance, may set up as a private detective, assuming for the purposes of his business a pretentious and high-sounding title; he will be entrusted with important secrets, be employed in delicate missions, family matters of one kind and another will be communicated to him; and yet he may be not only incompetent in his line of work, but utterly without character. Such cases are not unknown in Canada. Then, think of the possibilities for blackmail which are opened for a worthless person who may set himself up as a private detective, and in that capacity learn sacred secrets, which he will afterwards use in extorting hush money. Of course, I am well aware that there are many most reputable and honorable persons following the profession of a detective, or I may say that the profession when faithfully followed has high and important functions, conducive even at times to the welfare of the state, and always promotive of the ends of justice. Such persons will not object, I am sure, to the provisions of the bill which I have introduced. Rather, on the contrary, they should assist in having it become the law of the land, since it will afford them protection against disreputable members of the profession, and will give the business the stamp of legal recognition and the advantage of adequate safeguards.

The bill deals, first of all, with detective associations, and requires that any person or persons proposing to engage in the business shall file a certificate with the Secretary of State, setting forth the full name and residence of each, the name and style of the association, and where the principal office is located, the whole to be attested under oath. Within thirty days after the filing of this certificate a bond for $10,000, signed by all the members of the association, is to be deposited with the Secretary of State, and two sureties for each member of the association are also to give bonds, aggregating $10,000, for the faithful performance of the duties of the association. Moreover, every person proposing to act as a detective is required to make oath that he will faithfully and impartially discharge his duties as such. These conditions having been complied with, a charter of incorporation by letters patent will be issued by the Governor-in-Council, and thereafter the association may engage in the secret service or detective business. The liability clause, which is, of course, an important feature of the bill, reads as follows:

The members of every detective association incorporated under the provisions of this Act, and their sureties, shall be liable on the bond of the association in damages to the party injured for information which is damaging, if incorrect, for loss of or damages to any money, property or thing of value which may come into their possession, or the possession of their employes in the course of their employment, if such loss or damage is caused by the negligence or misconduct of any member or employe of such association, which damages may be recovered in any court of competent jurisdiction: Provided that such association may have a lien on any stolen money or property recovered by them, for the amount of the reward publicly offered or agreed in writing to be paid, and may refuse to deliver such money or property to the person offering such reward until payment of the same be made.

Penalties are prescribed in the case of persons who engage in the business of a detective, without having first complied with the requirements of the bill.

The provisions relating to mercantile agencies begin by setting forth that such agencies are to be held to mean establishments which make a business of collecting information relating to the credit, character, responsibility and reputation of merchants or others for the purpose of furnishing the information to subscribers. These agencies are to be required to give bonds and obtain incorporation by letters patent, precisely in the manner of Detective Associations, before engaging in business. Another provision is to the effect that "mercantile or commercial agencies shall not make collections of moneys for debts or goods due or owing to other persons or companies, but shall confine their operations strictly within the definition of the purposes for which they were incorporated; and shall not as incorporated agencies engage in any other profession, trade or vocation."

It is also provided that once a year schedules are to be prepared by the agencies, to be filled up, voluntarily, of course, by the persons whose credit is to be reported upon, which schedules shall set forth particulars respecting the occupation, property, and property or annuity, or interest income of such persons.

The bill, of course, may undergo amendment in committee as regards some of its details, but the principles upon which it is founded I believe to be sound, and the necessity for some legislation to be indisputable.

VIEWS OF BOARDS OF TRADE.

In connection with the above it will doubtless interest our readers to know the views of three Boards of Trade, as embodied in the three accompanying resolutions.

London Board of Trade, May 14:

Resolved, That this Board having had their attention directed to a bill, numbered 12, designated "An Act respecting Detective Corporations and Mercantile Agencies," which is being promoted in the House of Commons by Dr. Sproule, and having fully considered same, we submit:

That the proposed legislation, as applied to mercantile agencies, is uncalled for and unnecessary. The mercantile agencies as now managed, and as they have been managed for over half a century, are a very necessary adjunct to the commerce of our country, and they should be encouraged, instead of being hampered with unnecessary legislation, such as contemplated by Dr. Sproule's bill. Mercantile agencies have become an important factor in the prompt transaction of business and they should receive the hearty support of every honorable merchant.

Hamilton Board of Trade, June 17:

That this Board, having carefully considered the Act introduced in the House of Commons by Dr. Sproule, entitled "An Act Respecting Detective Corporations and Mercantile Agencies," are of opinion that the interests of the business community would not be promoted by the passage of the said bill.

The duties of mercantile agencies being of a delicate and difficult character, it is inexpedient that any restrictions should be imposed upon them in the obtaining of information. On the contrary, if efficiency is expected from these institutions, it is highly desirable that they should be at liberty to exhaust every means of obtaining facts unhampered by any such enactments as are proposed under this bill.

Toronto Board of Trade, June 21:

That this Council, having considered the bill now before the Dominion Parliament, entitled "An Act Respecting Detective Corporations and Mercantile Agencies," beg to submit that the clauses relating to Mercantile Agencies are unnecessary and uncalled for, there being no demand on the part of the business public for legislation in this direction, and no apparent abuses that would be remedied by this Act. The reputable agencies having become such an important factor in the commercial world, any unnecessary interference with them will react injuriously on trade and commerce, and this Board cannot see any good results likely to flow from the passage of this bill. They are strongly of opinion that the proposed Act would be highly detrimental to commercial interests and seriously affect business.

MONTREAL MASTER PAINTERS.

The master painters and decorators of Montreal have organized themselves into an association and have elected the following officers: President, John Murphy; French vice-president, A. Laurin; English vice-president, J. B. Owens; treasurer, C. T. Charlebois; English secretary, W. T. Castle; French secretary, F. E. Meloche.

The new organization will hold regular meetings and co-operate in every way to promote the interests of their trade in Montreal. An effort will be made to agree on standard prices, the members being free to adhere to the schedule or not, as they please, but the standard to rule in all disputes.

WOOL GROWING IN MANITOBA.

The wool growing industry of Manitoba and the western territories is assuming large proportions. With each succeeding year a considerable increase is recorded in the shipments of wool to eastern markets. Last season the crop was placed at between 350,000 and 400,000 pounds, while this year it is estimated at over half a million pounds. The quality of the wool this season is said to be better than usual in respect to texture and freedom from foreign matter. The price ranges from 8 to 10 cents per pound. The increase in sheep in Manitoba is particularly noted by dealers, and it is thought that the province can now supply all local demands without importations from either the east or west.—Free Press, Winnipeg.

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Sole Canadian Agents for King's Powder



One Agent for this Powder wanted in every town, to whom we give exclusive sale of this line.

"QUICK SHOT RIFLE" . . .



FFFG.



FFG.



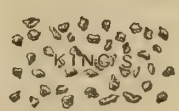
FG.

A High Grade Powder at about same price as ordinary black powder. . . . .

IN 25 LB. KEGS,	NO. FFFG.	FFG.	FG.
IN HALF KEGS, 12 1-2,	"	"	"
IN QUARTER KEGS, 6 1-4,	"	"	"

"FAR KILLING DUCK" . . .

The purest and most expensive materials are used in its composition, and the most scientific and exacting attention is given to every detail in its production. It is fitted for the very finest of shooting. This is put up only in pound and quarter kegs Takes the place of all high grade English powders, such as Curtis & Harvey's, Pigou, Wilkes & Laurence English Powders.



No. 2.



No. 3.

IN QUARTER KEGS 6 1-4 LBS. AND IN 1 LB. CANISTERS.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, July 5, 1895.

HARDWARE.

THE week has witnessed increasing firmness in all kinds of crude and heavy material, and naturally this has had a corresponding effect on the tone of the general hardware market. Firmness is the rule, with an upward tendency across the lines on all staple goods, and our own Canadian market is steadily following suit. The Manufacturers' Associations have been holding their meetings this week, but the only alteration that the trade have been advised of here is the possibility of the withdrawal of the delivery clause in regard to cut nails. In other lines values are equally firm at the advances recently outlined, and at the same time a fair demand is to note for wire, wire nails, rope, tacks, ware and cutlery, all of which have furnished a fair movement.

BARBED WIRE—Trade is quiet and steady in barbed wire. We quote: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3c., shipments of 500 lbs. and upwards delivered in Ontario, 3⅛c. delivered in Quebec, and 3c. in New Brunswick and Nova Scotia, where the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra.

PLAIN WIRE—A moderately good demand is to note at the advanced prices. The trade discount is 22½ off the list 60 days, or 2 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—The firm tone of this line is well maintained and a fair enquiry is to report. We quote; Sisal, 5¾ to 6c. for 7-16 and upwards, and 14 to 15c. for deep sea line. Pure manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

BINDER TWINE—There is a fair enquiry for binder twine at 6 to 6¾c.

CUT NAILS—The base price is $2.10 and it is understood that the delivery privilege on 10 keg lots is to be withdrawn this week.

WIRE NAILS—There is a good demand for these for forward delivery from makers' hands. The jobbing movement is quiet, but steady. The trade discount now is 75 and 10, in papers 75 and 5, deliveries f.o.b. Montreal, Toronto, Hamilton, Gananoque, London, Quebec, St. John and Halifax; shipments of over 1,000 lbs. in one shipment, delivered f.o.b. at all railway stations where freight does not exceed 25c. per 100 lbs.

HORSE NAILS—There is a moderate demand for horseshoes at 55 off list, delivered f.o.b. Montreal.

TACKS—A good jobbing demand is still experienced for tacks. We quote: Discounts, B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

CLOTHES WRINGERS—There is little or no change to note in these.

CHURNS—Business very quiet.

WARE—A good active jobbing trade has been doing both in white and Peerless ware.

ICE-CREAM FREEZERS—A fair movement is still to note in these.

PLUMBERS' SUPPLIES—This market rules fairly active and steady.

WIRE CLOTH, ETC.—Business in wire cloth, screen doors, etc., is not as active as it was. This is but natural after the run it has had.

CUTLERY—Demand, both for table and pocket cutlery, has developed more activity during the week, and quite a good week's trade has been put through.

SPORTING GOODS—There continues to be a fair movement in ammunition, but other goods are quiet.

CEMENT—The cement market continues firm and fairly active, and prices are firm at last week's advance—$1.95 to $2.05 for English and $1.80 to $1.90 for Belgian.

FIREBRICKS—Demand for these is good, and prices are unchanged at $15 to $21 per 1,000.

METALS.

The strong tone displayed of late in heavy iron and metals is well maintained and business shows expansion in all staple lines both from stock and for importation. Values generally are firm to upward in their tendency.

PIG IRON—A good active business has been done in pig iron both for prompt and future delivery, and values on Canadian pig are 25 to 75c. per ton higher, sales taking place at $16.50 to $17 per ton.

BAR IRON—A good active demand has been experienced for bar iron and makers seems to be rushed with orders. Prices are firmly held at $1.65 to $1 70.

TIN PLATES—There has been some enquiry for import for tin plates, which rule

Enamelled Ware

MADE IN CANADA

We are daily increasing our lines and gladly invite comparison in every way with any foreign goods—English, American or German. Order a sample lot and see for yourselves what Canada can do.

THE McCLARY MANUFACTURING CO.

London, Toronto, Montreal. Winnipeg, Vancouver.

much as they were. We quote: Coke, $2.75 to $3.10, charcoal, $3.25 to $3.75 as to grade.

TERNE PLATES—There is a fair trade in these at $5.50 to $6.

CANADA PLATES—The tone in these is steady with a fair movement to note at $2.05 to $2.10.

SHEET IRON—No change to note, and we quote $2.10 to $2.20.

IRON PIPE—An active trade is doing in iron pipe, which is firmly held. Discounts are firm on black pipe at 60 and 10 to 70 and 5, while galvanized is steady at 37½ to 40 and 10.

INGOT TIN—There is a firm feeling in this metal at 17½ to 18c. per lb.

LEAD—Pig lead is very firmly held at $3 to $3.25.

SPELTER—There is no change in spelter, which we quote at $4.25 to $4.50.

SHEET ZINC—Business is fair in a jobbing way, and prices steady at 4½ to 5c.

ANTIMONY—No change from 10c.

HOOPS AND BANDS—Business is fair both in imported and domestic. We quote: Canadian, $1.90, and English, $2 to $2.10.

GALVANIZED SHEETS—There is a good import enquiry, and the movement from stock is satisfactory. We quote on the basis of $4.25 for No. 28 Queen's Head.

COPPER—Firm and unchanged at 10½ to 11c.

SHEET COPPER—Prices are firmly held, with a fair jobbing movement at 18 to 25c.

PAINTS AND OILS.

The season is winding up active and firm for these goods. Naturally, the volume of trade is not as great as it was.

LEADS—There has been a fair demand for leads of all kinds. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1 4¼c.; zinc white, pure, $7.50.

PARIS GREEN—Demand is not so brisk, wants having been well filled, but prices are held steady at 18 to 20c.

LINSEED OIL—This oil has again advanced 2c. Stocks are light and prices firm at 59c. for raw and 62c. for boiled.

SEAL OIL—To arrive new crop has changed hands at 35c., but we repeat spot prices at 40 to 43c.

COD OIL—This oil is quiet, with a rather easy tone, at 6 to 7c.

TURPENTINE—No change to mention, the price ruling steady at 47c.

RESINS—There is a fair trade in these at steady prices. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

The glass market has ruled fairly active at $1.15 to $1.20 for first, and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

Business in heavy chemicals has been quiet and prices much the same. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $65 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

The petroleum market rules quiet, with values steady. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

HIDES.

The hide market is firm and the situation much as it was. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 2 and 3. The demand for calfskins is fair, of which the receipts are good for this season of the year, and values rule steady at 8c. The receipts of lambskins are small at 25c. each., clips at 15c. and sheepskins at 75c. to $1 each.

TALLOW.

There has been a fair business in tallow, and sales of prime have been made at 6 to 6½c., and seconds at 5 to 5¾c.

WOOL.

The wool market is quiet and unchanged. Prices are steady. We quote: Cape, 13 to 15c.; Canadian fleece, 18 to 21c.; B.A. scoured, 25 to 31c.; Canada pulled, 20 to 21½c. for supers; extra, 23 to 26c.; Northwest wool, 11 to 12c.; B.C., 9 to 11c.

ASHES.

Receipts of ashes continue small, and the market rules steady at $4.10 for first pots and $3.80 for second, while pearls are quoted at $5.50 per 100 lbs.

MONTREAL NOTES.

The price of domestic pig iron has been advanced 25c. per ton to $16.50 to $17 this week.

Linseed oil has been advanced 2c. since last week, and is firm, with an upward tendency.

It is expected that the delivery privilege on cut nails will be withdrawn at the meeting in the west this week.

Wm. McNally & Co. closed a contract for 3,000 casks of Belgian cement at $1.85, ex wharf, on western account this week.

W. H. Cottingham & Co. report that demand is not so brisk for Paris green. Prices, however, remain steady, as last quoted.

A. C. Leslie & Co. have booked some large orders for plates, etc., in Manitoba and the west. This bears out what was said last week.

Drummond, McCall & Co. state that prices are so high that there is not the

A. ALLAN, President. F. SCHOLES, Managing Director. J. O. GRAVEL, Secretary-Treasurer.
J. J. McGILL, General Manager.

CANADIAN RUBBER CO.

CAPITAL OF MONTREAL $2,000,000.00

TORONTO and WINNIPEG

Manufacturers of superior quality

Rubber Belting

Of following grades:

"Extra Star"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"
"Fine Para"

All kinds of

Rubber Hose

All made with our Patent Process Seamless Tube, including

Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore,
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

Mould Goods of Every Description.

WESTERN BRANCH:

Cor. Front and Yonge Sts. - Toronto

J. H. WALKER, Manager

slightest possibility of competition from American iron in the east.

Mr. Kinghorn, of the Montreal Rolling Mills, represents that company at the quarterly meeting being held this week at Niagara-on-the-Lake.

The Thos. Davidson Mfg. Co., of Montreal, had an enquiry a few days ago from a customer for prices and descriptions, etc, of their tea canisters. This party wound up by asking how much a pound he would retail the tea for. Query—Did he mean how much more tea would retail for out of their canisters?

The Thos. Davidson Mfg. Co. have been working night and day on their Crescent grey enamelled ware to catch up to orders. The ware is turning out an excellent quality.

An attractive advertising sign is being sent out to the trade by the Thomas Davidson Co., Ltd. It is on tin and is 2 feet 3 inches by 1 foot 8 inches. The centre shows, in natural colors, the firm's extensive factory, the surrounding dwellings, with Mount Royal in the background. Flanking either side of the picture is a list of some of the firm's principal manufactures. The sign was designed, lithographed and embossed on the firm's own works.

Caverhill, Hughes & Co. have received a shipment of Marshall's Scotch kippers, fresh herrings, etc.

The first cargo of Barbadoes molasses is now in port of Montreal, consigned to Laporte, Martin & Cie. This firm say they have the finest lot they ever received and are now open for orders. They also received a choice lot of Porto Rico molasses, which is now on wharf.

The Grocers' Clerks' Association in Montreal have resolved to have an excursion to St. Paul de L'Hermit, near Montreal, on the last Sunday in July.

Beware of Worthless Imitations.



We also manufacture **EMBOSSED STEEL CEILING.**

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers
METALLIC ROOFING CO., LTD.
84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

ONTARIO MARKETS.

TORONTO, July 5, 1895.

HARDWARE.

THE worst that can be said of trade in general is that it remains steady. No special rush is noticed in any particular line. The demand for ordinary fencing wire keeps up very well, but barbed wire moves slowly. On oiled and annealed and galvanized wire the list price has advanced; the discount remains at 22½ off, but in reality all discounts are withdrawn, as jobbers are only quoting subject to acceptance by return mail. Copper rivets have advanced, the discount now being 45 off, instead of 50. Black and tinned rivets have now a discount of 55 per cent. off, instead of 55 and 10. Trade in wire nails also remains satisfactory and a fair quantity of cut nails are moving at unchanged prices. Metals are in fair demand, especially galvanized and black iron, sheet steel and tin plate. Quite an advance has taken place in the latter, it being quoted at $3.15 to $3.65, basing on 14x20. Canadian plate has also advanced from 15 to 25 per cent. per box on ordinary half polish, according to quality. Trade in tin ware has fallen off considerably, but there is a better demand for plumbers' supplies. Trade in summer supplies, with the exception of harvest tools, is about over. Glass and paints and oils are inclined to be quiet.

WIRE—An advance of from 5 to 50c. per 100 lbs., as noted elsewhere, has taken place in annealed, annealed and oiled, and galvanized wire, while discounts have been withdrawn. Dealers therefore are only accepting orders at the ruling market price. Barb wire is quiet and unchanged at 3c. per lb.

ROPE—Business continues quiet at former quotations. Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Trade is fair, and still nearly altogether for ten-keg lots. Prices unchanged. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Manufacturers are still kept exceedingly busy, quantities going out quite freely. Discount, 75 and 10 per cent. and 75 and 5 on 1-lb. lots.

HORSE NAILS—Are in moderate demand at 55 per cent.

TACKS—While trade is good there is no special feature to note. We quote discounts as follows: Leather carpet, 30 per cent; cut carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—Are not much wanted. Prices are unchanged at $27 to $27.50.

CHURNS—The season is about over, and the movement is therefore naturally light.

WARE—Business is brisk, being especially so in Peerless, although whiteware is coming in for a larger share of attention than for some time. These goods are now all sold at net figures instead of discount off the standard list.

LAWN MOWERS—Trade remains much as before—moderate for the season.

RUBBER HOSE—The demand does not appear to have yet fallen off to any appreciable extent. Jobbers have had a very difficult time this season in supplying the demand, especially in the standard brands. Discounts: "Lion," 70 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE CREAM FREEZERS—Are still going out nicely. Discount on the "Gem" is unchanged at 60 per cent.

PLUMBERS' SUPPLIES—Trade in this line exhibits a good deal more activity, both on Ontario and Northwest account. Orders are coming in quiet freely for fittings of all descriptions. Prices have advanced on quite a number of lines in the United States, but no change has been made yet by the jobbers in Canada.

POULTRY NETTING—Demand for this has fallen off materially. Stocks, however, are fortunately low. Discounts are still 60, 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS—Back orders which jobbers were compelled to make have now been completed, and although fresh orders have been received they are only small.

LEATHER BELTING—There is still a fair volume of business passing. Discounts: "Extra," 45 per cent.; "Standard," 45, and No. 1, 55 per cent.

CUTLERY—Sorting up trade is light, and there will be no active movement for some time.

SPORTING GOODS—In guns and rifles there is very little doing. Revolvers are in occasional demand, and there is a fair movement in ammunition.

HARVEST TOOLS—Trade is good. The chief demand is for scythes, grain cradles, hay rakes, and barley forks.

PLASTER PARIS—Trade continues fair. We quote: New Brunswick, $1.10; Paris, $1.75 per bbl.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2 75 per bbl.

METALS.

There is no material change to note in the metal market. Business is fair, and as a rule prices are firm.

PIG IRON—The tendency of this market is still upward. Business appears to be altogether confined to American iron.

BAR IRON—Is still being held largely at the base price of $1.70 to $1.75 Toronto. A few carloads have, however, changed hands at $1.60 f.o.b. Toronto.

SHEET STEEL—Quite a demand has sprung up for this during the week owing to some cheap lines that have been placed on the market lately. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Some nice orders have been received, and trade generally is reported to be satisfactory. Prices have not been shaded to any extent.

TINNED IRON—Jobbers have been compelled to again cable orders, the demand this season having greatly exceeded the supply.

PIG LEAD—Trade is fair only at 3c. for ton lots and 3¼c. for small lots.

LEAD PIPE—There is very little to say beyond the fact that some houses have withdrawn their quotations on this article. We quote the same price as last week, viz., Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

SHOT—Is beginning to move a little more freely at discount quoted last week, viz., 17½ per cent.

GALVANIZED IRON—Trade is quite brisk in all gauges covering from 20 to 28. Through an error we recently quoted "Gordon Crown" and "Queen's Head" brands at $4. It should have been $4.25 per 100 lbs. in case lots for 28 gauge. We quote: 28 gauge, $4.25 to $4.50; 26 gauge, $4 to $4.25; 24 gauge, $3.75 to $4; 22 gauge, $3.50 to $3.75.

INGOT COPPER—Is exceedingly quiet at 11c. for ton lots, and 11¼c. for small lots.

INGOT TIN—Demand is brisk for Straits, and a good many orders are being received for Lamb and Flag. We still quote ton lots at 17c., and small lots at 17½c. Outside markets are firm, although in New York there is some hesitancy on the part of consumers to make further engagements for future delivery.

IRON PIPE—Jobbers are not in any better position than last week. The supply does not equal the existing demand. There is virtually no stock of a great many sizes in Toronto, and jobbers report that there has not been such a scarcity for years. The only quotations given are good for one day only, and prices are unsettled. Some few carloads have been received, but owing to the number of orders that have been held over, these were consumed on arrival.

SHEATHING COPPER—Very little change has taken place. Stocks are low and demand slow. We quote 15½ to 16c. for turned and 14 to 14½ for plain.

SHEET BRASS—There is a good demand for stencil purposes, for which 28 to 33 gauge is required. There is also a good demand for hard sheets, 4 x 2. Price is unchanged at 20 to 30c. per lb.

SHEET ZINC—The demand has improved. Quite a few cask lots have been called for during the week. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Trade remains fair at unchanged prices. We quote: Domestic—Galvanized, 30 gal., $5.75; 35 gal., $6.75; 40 gal., $7.75; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Stocks are very low at the moment, especially in the odd sizes. There is not a great deal doing in the way of coke tin, but in the higher class tin the demand is good. We quote: Coke, 14 to 20 gauge, $3; for sizes, 15 to 25c. per box basis more; "I.C." charcoal, $3.25 to $3.50.

SOIL PIPE—Trade is dull. We quote: 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—Demand is steady for small lots. Prices are unchanged at $6 for "I.C."

HOOPS AND BANDS—Trade is fairly good, although not many of the larger sizes are moving. Prices are being held at $2.20 to $2.25.

ZINC SPELTER—Domestic is being held at 3½ to 3¾c. in small lots; imported, 4 to 4¼c.

SOLDER—Demand continues good at unaltered quotations.

ANTIMONY—Is quiet and unchanged at 10 to 10½c. per lb.

GLASS.

Trade is just about as it has been for some time past. Shipments from stock are probably, if anything, a little larger, and prices are well maintained. The import order business is about over for the season. In another column will be found a reference to a movement among the importers that may affect the price and terms at which glass may be purchased.

PAINTS AND OILS.

Business is not very good, but probably on the whole it is a little better than usual for the beginning of July, recent advances in general staples having had apparently a good effect.

WHITE LEAD—The demand continues fair, 4¾c. being asked from small dealers, and 4½c. being given on large orders sometimes as a cut rate.

PUTTY—Is still quiet at last week's price, viz., $1.85.

PARIS GREEN—A large number of small lots are going out, and some jobbers think the prospects for trade are good. Prices still range from 18 to 22c, and the season is likely to be late.

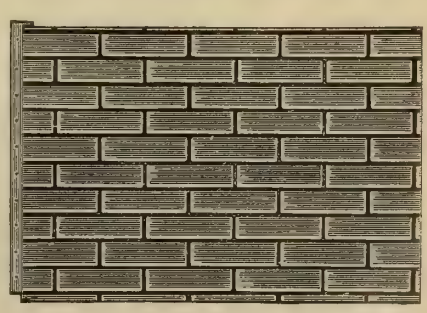
PREPARED PAINTS—Some are selling at $1. An advance to $1.05 or $1 10 within a few days is talked of by some knowing ones.

LINSEED OIL—For situation see special item in another column. Prices of last week, viz., 58 and 61c. are still quoted.

TURPENTINE—Is firm both in the south and on the local market. There is very little profit in it at 44c., and an effort will likely be made next week to advance the price.

CASTOR OIL—Remains very firm, but most of the jobbers here having bought

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

early in the spring, 6½c. in cases is still quoted.

OLD MATERIAL.

There is no change to be noted in the situation. We quote as follows: Agricultural scrap, 45c. per cwt.; machinery cast, 45 to 50c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45c. per cwt.; No. 2, including sheet iron, hoop iron, 10c.; new light scrap copper, 6 to 6½c.; heavy scrap copper, 6½ to 7c.; old copper bottoms, 6 to 6½c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW

HIDES—8c. for No. 1 and 7c. for No. 2 are being paid on the few brought in.

SHEEPSKINS—Few are offering, the season being nearly over. Sheepskins bring $1 to $1.25, lambskins 25c., and shearlings 15c.

CALFSKINS—The season for these is over practically.

WOOL—Still bringing 20 to 21c.

PETROLEUM.

Lubricating oil is active, but illuminating very dull. Prices are firm and unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

C. Wilson & Son, of the Toronto Scale and Refrigerator Works, Toronto, have been awarded the contract for the refrigerators, scales and fixtures of P. Zoeger's new store, Beeton, Ont.

John McGarry, of Alliston, also J G. Sutherland, of the same town, have received their new Wilson refrigerators purchased from C. Wilson & Son, of the Toronto Scale Works.

C. Wilson & Son, of Toronto Scale Works, Toronto, have shipped a large Wilson refrigerator and sausage machinery to Everett Bros., Elmira, Ont.

The Metallic Roofing Co. have supplied a new church at Queenston with Eastlake shingles.

UNITED STATES MARKETS.

NEW YORK, July 5, 1895.

PIG TIN—London cables came about 5s. lower, and reported heavy sales of forward deliveries. This reaction, however, had no perceptible influence upon the New York market. In any event speculation was extremely tame, and operators did nothing that reflected any change in sentiment or inclination on either "bull" or "bear" side to assume an aggressive position. Deliveries to consumers and out-of-town trade continue on a liberal scale, but new cash business is of small proportions. Net cash prices for spot and forward deliveries were about 14.05 to 14 10c. Jobbing parcels are at about 14.20 to 14.25c., regular terms. The arrivals here were 125 tons, making 300 tons at hand the past two days.

COPPER—There is no change in the condition of the market. Deliveries on old contracts continue heavy, and the greater portion of the copper thus moving goes direct to consumers. New business is mostly of routine type, however, and buyers seem inclined to proceed carefully owing to the heavy output from the mines and favorable indications for an abundant supply during the balance of the year. Sellers have not changed their attitude, however, and hold for previous prices. The range is 10⅝ to 10¾c. for Lake Superior, 10.40 to 10½c. for electrolytic, and 10⅜ to 10¼c. for casting copper. It is doubtful if other than straggling lots of Lake ingot or electrolytic can be secured at the inside figures.

PIG LEAD—Improvement in buying interest developed late on Monday, and resulted finally in business to the extent of 900 tons common domestic at 3.27½c., nearly all of which was for delivery this month. There was further negotiation at the same price, but deals were difficult to work, since most smelters hold for 3.30c., and are reserved sellers at that. Carload lots are now at about 3.32½ to 3.35c. Business was stimulated by more favorable reports from the London market. Yesterday's cables quoted £10 6s. 3d. for soft Spanish.

SPELTER—For this metal a quiet market is still experienced here, and nothing develops in the way of new feature that has sufficient force to stimulate buying interest. Offerings are not urgent, but liberal enough to keep prices easy at 3.65 to 3.70c. for ordinary western, early shipment. London cable was £14 13s. 9d. for good merchant brands.

ANTIMONY—About the usual distribution is going on, and prices remain steady at 8c. for Cookson's, 7⅞ to 7¼c. for Hallett's and 7c. for Japanese.

TIN PLATE—While hardly as brisk as it was a week ago, business in coke plates for future delivery continues brisk, and fair contracts are being closed occasionally for other varieties, with stiff prices the rule. Spot dealings are only fair.

IRON AND STEEL—The market for all descriptions of foundry and forge pig iron is strong. Leading furnacemen in the Pennsylvania region are sold up on the production and not in a position to take other than small orders requiring deliveries this month. The leading southern producers, particularly those that figure at all prominently among the eastern trade are in somewhat similar position. Concerns not as favorably situated naturally follow the leaders in making up prices, and, upon the whole, secure fair orders. Consumers do not purchase at all freely at the top prices, but take enough iron to solidify the strong features of the market. Nearly all Lehigh brands are now quoted on the basis of $14 at tidewater for No. 1 X foundry, and southern on the basis of $13.50 for No. 1 foundry, same delivery.

Old material of nearly all descriptions is held at prices more or less above the highest that have been paid thus far, and the offering is very indifferent, since supplies are generally moderate. There is still quite a good demand, particularly for rails, wrought scrap and some varieties of cast scrap. There have been sales recently of 1,000 tons railroad wrought scrap at $11.50 to $12, delivered to mill, and 400 tons machinery cast at $10 to $11, same delivery.

Steel rails and track fastenings are in limited demand in this quarter, but prices are held very firmly owing to high cost of crude materials and favorable prospects for more business later on.

FAMINE IN OIL.

A large Toronto jobber remarked to HARDWARE AND METAL the other day that the outlook was favorable for a linseed oil famine in Canada this season. The price at which the oil is selling now, viz., 58 and 61c., only just covers the cost of laying it down. Oil (raw) was purchased in Montreal the other day by a wholesaler for 56c., and the order cannot be duplicated. On the whole it is hardly likely that any cheaper oil will be bought this fall.

Two things combine to make oil firm and to give it a higher tendency. In the first place the Canadian crushers have no seed, and will not be able to turn out any oil for months to come; in the second place, according to English advices, all the oil over there is in the hands of speculators, and the crushers are helpless, having no seed.

Taking all these things into consideration an advance may be expected.

DUTY ON IRON PIPING.

In the House of Commons Sir Richard Cartwright asked whether the Department of Customs has decided to exact the highest rate of duty on piping used by farmers for wells; whether oil refiners are allowed to import pipes for use in oil wells at the lower rate of duty; if so, on what principle are pipes for use by all refiners admitted at a lower rate than those required for the use of farmers?

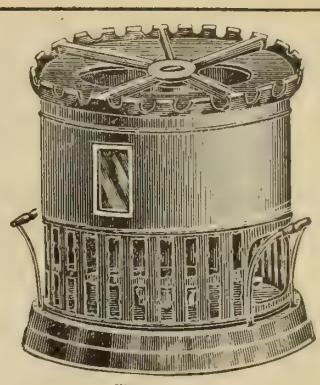
Mr. Wallace, in reply, said the Department of Customs had not decided to exact the highest rate of duty on piping when imported to be used by farmers for piping wells. The duty will be collected in accordance with the provisions of tariff item No. 259, at the rate of 20 per cent. ad. valorem. (2) The rate of duty is the same for either purpose. (3) They are not.

OIL STOVES

German American and French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.



FRENCH

THE THOS. DAVIDSON MFG. CO. LTD.

MONTREAL

THE EMPLOYER'S INTEREST.

If you have any interest in your own welfare or of that of your employer, you will interest yourself as much as he does, or even more, to accomplish success, says Trade Magaz ne.

How can you do this? By making everything a study that pertains to your own as well as to the other departments, and by suggesting to your employer any improvement that you think worthy for him to act upon. Submit it for his approval.

Do not try to impress others who are equal or superior to you that you are in authority and can dictate to them, as this only lowers you in the estimation of your employer, and will create discord and dissatisfaction wherever attempted.

Your actions are your capital, and if you do not profit by them you are robbing yourself as well as the one who is compelled to pay you for the incompetent services you render.

Be polite to other employes and you will learn to be polite to customers. Try to make customers whom you are serving feel at home by your actions, and in so doing you will find it a pleasure and not a bore.

If you can carry out the above, it will be a pleasure for your employer to commend you at all times.

You will be surprised at the interest taken in you by your employer, when occasion offers, if you profit by the above suggestions. One proof of this is that the most reliable hands are retained in a dull time; another, if there is any advancement to be made, the worthy and deserving get it.

Do not be the last to reach the store in the morning, nor the first to leave it at night, as this does not count in your favor, but against you.

Do not think that if your employer is out, you can take liberties you would not otherwise think of taking. You should be an example in this to others, by trying to do even more in such absence, as this is an assurance of your loyalty to yourself.

Profit by the above and you will see a winning smile on your own countenance as well as on that of your employer, and success will mount to the highest pinacle.

TRUTH ABOUT CANADA.

There is not a community in the world of 5,000,000 in numbers more free from objectionable elements than that of Canada. Canadians are well versed in the art of self-government. They clearly understand that true liberty is not license, therefore they have profound respect for law and constitutional means and methods. They demand honest money. They have adopted gold as a single standard of exchange or measure of values. There is not any demand in Canada for rag money, or a debased silver currency. Although an ultra-loyal people they believe in protection to Canadian industries in preference to those of Mother England. They have as many miles of railway per capita as we have, and they have common sense enough not to embarrass their railway systems with adverse legislation. The history of their banking system is most creditable to their skill in finance.—N. Y. Comme cial Advertiser.

PETROLEUM OUTPUT FOR 1894.

The forthcoming report of Prof. Day, chief of the United States Bureau of Mineral Resources, of the Geological Survey, gives statistics as to the U.S. petroleum output for 1894 :

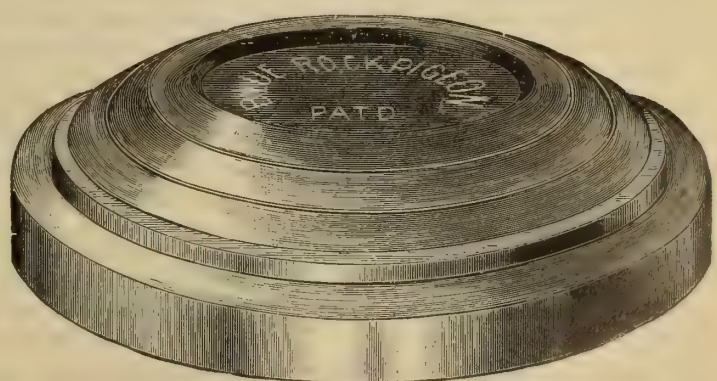
Pennsylvania declined from 19,283,122 barrels in 1893 to 18,077,559 barrels in 1894. New York, from 1,031,391 barrels in 1893 to 942,431 in 1894. West Virginia about held its own. Ohio increased from 16,249,769 barrels in 1893 to 16,792,154 barrels in 1894. Indiana increased from 2,335,293 barrels in 1893 to 3,688,666 barrels in 1894. Colorado decreased from 594,390 barrels in 1893 to 515,746 barrels in 1894, and California increased from 470,179 barrels in 1893 to 705,969 barrels in 1894.

The total increase in the United States was from 48,412,666 barrels in 1893 to 49,344,516 barrels in 1894.

Cleveland Blue Rock

TARGETS

100,000—full car lot just received.



Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

Special quotations for good orders.

LONDON, ONT.

TRADE CHAT.

THE Dominion Bridge Company, of Montreal, was awarded the contract for the new bridge on the London and Port Stanley railway.

Chatham's celebration, on the First, of admission to the status of a city was a success.

H. F. Adams, of Petrolea, Ont., has purchased a new brazing outfit for his bicycle repair shop.

Charles Brown, aged 65, the well-known carriage builder of Toronto, died suddenly at his residence on Tuesday.

A penny-wise-and-pound-foolish policy has kept many an advertiser in the shady groves of unpopularity and distrust.

The Steel Clad Bath Company, Toronto, will build a three-storey addition to the factory at 125 Queen street east, to cost $4,700.

The Pacific cable will be built by British capitalists. Fanning Island, instead of the Hawaiian Islands, will be the mid-Pacific station.

The Customs Department has determined to abolish Sarnia tunnel as a Customs outport, and the business will be transferred to Sarnia.

Eight tenders have been received by the Dominion Government for the establishment of a steamship line between Canada and France.

The Hamilton Waterworks Department is considering the advisability of following the example of Toronto and introducing down draught furnaces.

The famous Sultana gold mine, of Rat Portage, has been purchased by a syndicate of English capitalists, who will develop the property and surroundings.

The employes of the B. Greening Wire Company, Hamilton, will go by the Grand Trunk to Niagara Falls for their annual picnic on Saturday, July 6.

A German has invented a chemical torch which ignites when wet. When one is thrown to a man overboard at night he can thus see the light and find the buoy.

W. J. Element, dealer in builders' supplies, York street, London, Ont., has removed to his more commodious premises, 78 King street, west of Talbot street.

Weather is all that could be desired—rain, rain, rain. The crops are looking exceedingly well, though a little backward for the time of the year.—Regina Leader.

Concrete floors, a Glasgow architect says, would be fire-proof, sound-proof and vermin-proof, and these desiderata could be obtained in dwelling houses for 10s. extra per annum.

A despatch from Buffalo says: "Weighted down with liens and chattel mortgages, and pressed by dozens of creditors, including a score of employes, E. H. Hardy, proprietor of the paint and wallpaper store at No. 11 Wadsworth street, has closed up his establishment, and it is believed has skipped to Canada, of which country, it is said, he is a native."

The dividend of 12 shillings per share this year, compared to 10 last year, should convince Hudson Bay Co. shareholders that hard times have not seriously affected Canada.

Newfoundland securities have dropped eight points in the London market since the failure of confederation. The prospect of union with Canada advanced them that much.

F. X. Lavigne, chief engineer at Messrs. Paquet & Co., has been appointed a boiler inspector for the province by E. O. Champagne, chief boiler inspector for the province.

St. Anne de la Perade is to have a new bridge at once. George Beaucage has the contract for the masonry for $13,000, and the iron superstructure is to be built by Antoine Rousseau, Montreal.

McDougall Bros. have completed the erection of the wind mill on the corner of South Railway and Broad streets, Regina. The tank was also built by them. It will hold 10,000 gallons, and has been a long felt want.

A female clerk for Chisholm & Logie, Hamilton, was held up on James street south the other afternoon, and a bank draft for $1,000 and $35 in cash were taken from her. The highwayman ran off, and has not yet been captured.

In the case of the commercial traveler, T. J. Patterson, who died in a Berlin hotel on Wednesday from a dose of chlorodyne, the jury returned a verdict of accidental death. He was a man of means, and lived happily with his family.

Chancellor Boyd gave judgment at Osgoode Hall in favor of the city of Toronto in the appeal of the Consumers' Gas Company against the city assessing the mains. The Chancellor said he had no hesitation in saying that the gas mains are assessable.

Prospectors for gold in the bed of the Saskatchewan river have been well rewarded lately. One of the parties has struck a sand bar where he hopes to take $1,000 out in a few weeks. This is the largest find yet made close to Batttleford and there is considerable excitement in consequence.

L. J. Seargeant, general manager of the Grand Trunk Railway Company, returned to Montreal on Saturday from New York, where he attended a meeting of railway presidents and general managers. One result of the meeting was that the railway rates will be restored absolutely on July 8.

Lord Ripon has notified the Dominion Government that Uruguay has renounced its treaty with Great Britain. The treaty was signed November 13, 1885, and will be abrogated May 22, 1896. The treaty contains the most favored nation clause, under which Canada is compelled to give Uruguay the same terms as by the French treaty are extended to France.

A meeting of the shareholders of the Toronto, Hamilton and Buffalo railway was held Tuesday afternoon in the Queen's Hotel, when an agreement with the New York Central and Hudson River Railway Company, the Canada Southern, the Michigan Central and the C.P.R. was ratified. Final action will be taken at a meeting to be held in two weeks.

B. T. A. Bell, secretary of the Canadian Mining Association, says that asbestos, chromic iron mining is booming in the Province of Quebec. The next meeting of the association will be in Montreal, January, 1896. It was expected that gold mining in British Columbia would occupy that convention. The Chaudiere gold mining was also booming.

R. Horseman, travelling representative of William Slater & Co., manufacturers of asbestos goods, mill supplies, etc., Montreal, died in the hospital in that city the other day of appendicitis after a week's illness. Mr. Horseman was well known. He was quiet, gentlemanly and unassuming in his manner, and his friends will hear of his demise with regret.

Harry H. Dalton, traveler for A. M. Bell's hardware establishment, Halifax, N.S., and Miss Ada G. M. Mumford, daughter of Inglis Mumford, were united in marriage, the other day, in the presence of a large number of friends. After the ceremony, Mr. and Mrs. Dalton took the C.P.R. for a bridal tour. They were the recipients of very many beautiful and costly gifts.

The all conquering bicycle has scored a fresh victory. King Tariff has bowed his haughty head, and will permit visiting wheelmen to enter the country without paying duty on their wheels. The ordinary importer, who is usually kicked into the front door of the Custom house and thrown out the back, will naturally enquire, "Upon what meat doth this our Cæsar feed that he has grown so great?"—Montreal Star.

J. M. Browning has been notified of the result of the first clean up of the season on the Cariboo claim. The run was only 172 hours, during which time only 100 miners' inches were worked. The result of the clean up is 660 lbs., 3 oz. gold, or at $18 per ounce, $14,310. The product will be sent down in bars and nuggets. The rich character of the gravel is indicated by the discovery of a nugget weighing 2½ ounces at a height of 100 feet above the bed rocks. The find of gold has averaged about $2,000 per day of three shifts, the water supply throughout having been irregular and deficient. When the supply in Pooley's lake is tapped and with a longer season much better results are expected.—Chilliwack Progress.

HORSELESS CARRIAGES.

WHILE in this country the bicycle and electric car are doing their utmost to relegate the horse to a condition of ing'orious ease, or to confine his sphere of action to the agricultural domain, the French are enlarging the assault on the noble animal by cultivating the manufacture of horseless carriages. The extent to which this has gone is strikingly illustrated in the races from Paris to Bordeaux during the past weeks of vehicles for use on the roads, each propelled by a motor of its own.

As reported by a foreign writer, says Stoves and Hardware, the performance of the machine which won the race and the prize of $8,000 certainly shows a remarkable advance in the practical demonstration of self-propelling road carriages. It is a carriage propelled by petroleum, carrying two persons. It ran from Paris to Bordeaux, 365 miles, in 22 hours and 28 minutes, or at the rate of more than 15 miles an hour. Returning it was delayed for an hour by accident shortly after leaving Bordeaux. Yet it made the round trip of 730 miles in 48 hours and 53 minutes, showing an average speed for that long distance of only a little under 15 miles an hour.

A vehicle which can traverse the country highways with independent motion, at an average speed not much below that of the express trains between our great cities, certainly contains a promise not only of increasing the ornamental leisure of the horse, but of loosening the grip of steam and electric railroads on the transportation business. It is to be specified, however, that these results are made possible by the smooth and solid highways of France. To reduplicate them in this country would require the creation of the same sort of highways.

The performance, therefore, has its strongest bearing as an argument in favor of good roads. The argument applies not only to the possibility of using on them the light carriages which can carry passengers at the speed indicated by this race, but a portion to the use of similar power to haul freight on such roads. It is plain that even if invention can combine lightness with strength so as to produce this speed, it can accomplish the much easier task of turning out the heavier and more powerful carriages that can draw and carry loads of twenty and fifty tons. Indeed, that has already been practically accomplished, the main obstacle to its general adoption being the primitive character of our roads.

PACKING SHEEP SHEARS.

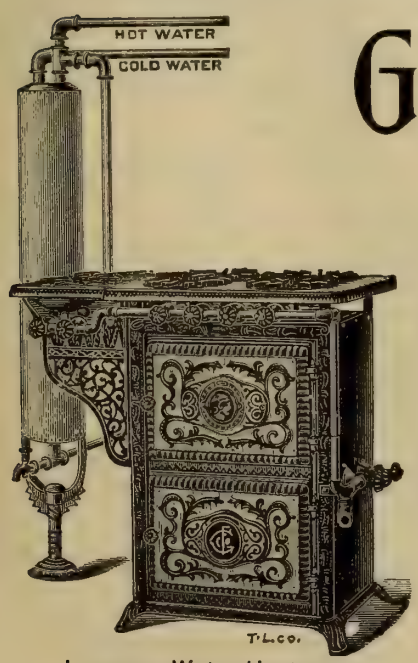
A retailer writes Iron Age regarding the condition in which English sheep shears reach him. He says :

There is nothing so'd by a hardware dealer that is criticised and examined so closely by the consumer as sheep shears. They must work perfectly, have edges of greatest obtainab'e smoothness, and be of just the right tension at the spring But we have great trouble from shears that are shipped in such a way ; a large percentage reach us with one or both points broken off. I do not remember in 20 years seeing a pair of the older makers with bad points, but the goods I have been buying for four years past are more or less imperfect in this respect, though so good in all other respects I do not like to drop them. Sheep shears are sent out with the b'ades partly open. The paper cap made for the blades seems to contempla'e that the blades shall be this way ; the result is that each point is exposed alone to any weight that may reach it, and many of them are broken off from ⅛ to ½ inch. Then another result follows this ; where the edges of the blades cross each other there is sure to be found a nick, and when the purchaser picks up the shears and works them he finds this imperfection instanter. We have had to grind down broken points and hone nicks out of edges till we are very tired of it, and suggest through The Iron Age to sheep shear importers that they instruct the English makers to see that the shears are so fastened that the blades will not open in transit. If this is cared for the chances are that the goods will reach the consumer in proper condition, and they should not reach him in any other way.

Handsomely Ornamented

OXFORD
Gas Stoves and Ranges

Quick Working



Immense Water Heaters.

WITH OUR 1895 IMPROVEMENTS ARE UNEQUALLED

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

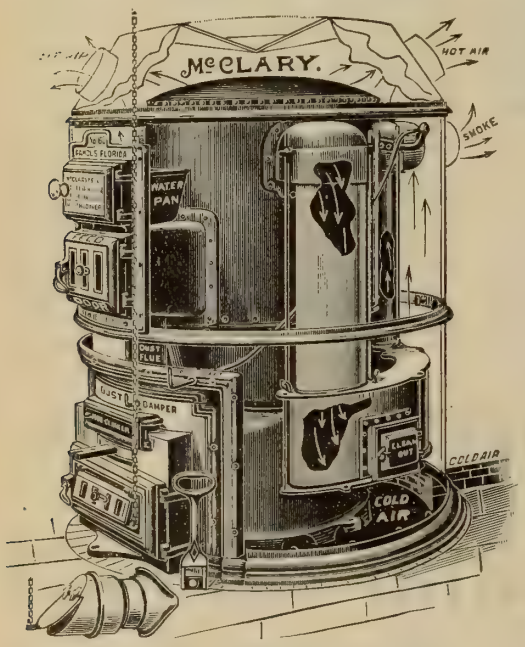
Send for Illustrated Catalogue and Price List

FURNACES FOR 1895.

THE McClary Mfg. Co., of London, are still in line with the latest improvements in furnaces. For this year they have made several important improvements, as shown in the accompanying cut, to their "Famous Florida" coal furnaces, which make them still more efficient, durable and economical.

A pressed steel top has been substituted for the cast top formerly used, and the style of front has been changed so that it greatly reduces the amount of cast-iron front, and increases the area inside the casings. The fire-pots have also been made still more durable by adding from 40 to 100 lbs. to their former weights, according to size.

This furnace has gained a high reputation for itself for its superior construction, economy of fuel, heating power and easy management. They have also added a new size of the "Famous Magnet" wood furnaces to their line (No. 19) with a heating capacity of 100,000 cubic feet. This makes the most complete line of wood furnaces on the market, with capacities ranging from 5,000 to 100,000 cubic feet.



TRADE IN LISTOWEL.

Mr. Bowyer, of Bonnett & Bowyer, stoves, tinware and housefurnishings, Listowel, was in Toronto this week on a buying tour. "Trade is fairly good in Listowel," he said in reply to a query of mine, "and prospects are pretty good for the future. We have, perhaps, had more rain around Listowel than a good many other places, and we have consequently got better crops. Fruit is fair, I think, particularly apples."

"What about building operations?" I ventured.

"Quite a number of farm buildings are going up this season. In Listowel there are some buildings, but nothing extraordinary. I am down here looking particularly after plumbing supplies," concluded Mr. Bowyer as he took his departure.

HARDWARE IN THE STATES.

"The end of June," says The Iron Age, "approaches with an excellent feeling in the market, many heavy goods having a strong tone on account of the increased cost of the raw material. The rapid advance which has taken place in wire and cut nails is, perhaps, the principal feature of the market, but in other lines there has also been a considerable advance in prices. The time of the year having come when travelers are being withdrawn from the road, there is naturally a falling off in business; but, notwithstanding this fact, there is a good deal of activity, and many buyers, large and small, are disposed to place orders earlier and more freely than usual. In the general line of shelf hardware there has been as yet but little improvement in the matter of prices, the demand not having yet reached its normal volume, and the increased cost of raw material not adding materially to the cost of the goods. In many of these lines there is very active competition, and prices are very low. The coming month is looked forward to with much interest as likely to test the market, and if the prices ruling for iron are maintained, it is probable that the whole market will be characterized by a decidedly better tone."

OSHAWA NOTES.

The Oshawa Electric Railway was opened last week. At present it only runs from the station up town, but by the middle of next month it will be opened up to the lake. The road is being well patronized.

The malleable iron works, destroyed some time ago by fire, has one hundred men employed, and I understand that orders are coming in so fast that it will be necessary to enlarge the present buildings before long.

A COMBUSTIBLE LAMP SHADE.

One evening one of my children complained of a smell of burnt paper, says a writer in London Times. A careful search led to the discovery that a paper lamp-shade had been entirely consumed by fire. For two days previous the lamp had not been lighted, and there had been no fire in the room. When the room was dusted in the morning the shade was apparently in its usual condition. During the day no one had entered the room. The shade was made of crinkled tissue paper, one white and one yellow sheet, gathered together on the upper part, where it was fixed to the wire frame and formed a bunch, thence spreading over the frame below. On examination of similar yellow paper it was found to be colored by chromate of lead. The ignition was, no doubt, caused by this coloring matter. Dangerous paper may be recognized by setting fire to a piece and blowing out the flame. In ordinary paper the glow along the burnt edge is soon extinguished, whereas, in chromate paper, combustion continues until the whole of the paper is consumed. Pale green paper, and perhaps paper of other colors, also, contain chromate of lead and are equally dangerous.

OF SHEET METALS.

A positive scarcity of sheet iron is known to exist, says Stoves and Hardware. The jobbers, as a rule, made early contracts for future delivery, but the shipments have been slow on account of the pressure on the mills and their stocks in most cases are below the average, while the retail trade is carrying a very light supply. Prices have been advanced of late, both at the mills and with the jobbers, and trade opinion is to the effect that higher quotations will soon be in force. The same condition prevails in galvanized iron. Prices in the last sixty days have risen at the rate of about $18 a ton, and still higher values are predicted. The mills are exerting their utmost efforts to keep up with their orders and generally have enough work on their books to keep them busy for a considerable period and without reference to new business. In tin plates the situation is not quite so pronounced or favorable. There is sufficient work in sight, but prices are close and the margin of profit for the mills is as low as it ever has been, according to the generality of the reports. Black sheets are much higher, but tin plates are practically at the same figure as they have been for months.

TO REVIVE ILLECILLEWAET.

The oldest mining camp in West Kootenay—Illecillewaet—will soon again show activity, Mr. A. McKinnon having arranged with a syndicate of Toronto and Detroit capitalists to develope the Maple Leaf mine. Tunnels are to be run to thoroughly test the value of the property. Should the results be as satisfactory as is anticipated, an aerial tramway and a concentrator will be constructed, the latter at the mine and the tramway from the mine to the station on the Canadian Pacific Railway. The sum to be spent in development will be $40,000, for which the syndicate will receive an interest of half the property, Mr. McKinnon retaining the other half.—The Statistic.

MICA IN MANITOBA.

The Rosenfeld, Man., correspondent of The Winnipeg Free Press, writes that Messrs. Huffman and Richardson, struck an excellent bed of mica about twenty feet below the surface, at Klinstedt, a village five miles out from Rosenfeld. The mica is reported as clean as crystal but at first exposure is a little soft.

WIRE TRAMWAYS.

THE application of wire tramways, much improved since the system of a single rope for carrying and hauling, has lately made considerable progress. The Ducker system, with separate and superposed carrying and hauling ropes, has been adopted with good results under all conditions of transport; and the Bleichert system, a modification of the preceding, permits of carrying heaver loads at a higher speed. As much as 400 tons are transported to a distance of 4 kiloms. (2½ miles); and double the weight might be carried over the same distance. Wire tramways are calculated to render great service, especially in hilly countries where railways could only be constructed at great expense, where land is dear or the making of a new railway would interfere with the traffic of one already existing, and it affords the means of saving bridges for crossing large rivers.

As an example of a wire tramway in a mountainous country, may be instanced that, put up in 1888, between the village of Pinar de Bedar and the port of Garrucha, for carrying iron ore. The total length, 15.6 kiloms (6.7 miles), is divided into four sections of 2,400, 3,400, 5,300 and 4,500 metres, a 30-horse engine working the first two, and one of 70-horse power the others. The line starts from an altitude of 276 m. (905 ft.) and arrives at the sea level with a maximum declivity of 22 degrees, which requires a good method of attaching the tub. This line has tolerably sharp curves at some points; but these do not interrupt the running of the rope. The supports which carry the ropes at a height of about 36 m. from the surface are 40 m. (44 yards) apart; but for crossing some of the valleys this distance is increased to 100, 225 and even 280 metres. The last-named unsupported distance occurs near the town of Reforma; and the ropes sustain, at a height of 60 m., a load of 6 full tubs and 6 empties.

The line consists of four ropes in pairs, one pair above the other; and the upper or carrying rope is tightly stretched. The lower or hauling rope, which is endless, has a certain amount of elasticity on account of the motion given it by the engine. The diameters of the ropes are 32 mm. (1¼ in.) for the carrying, and 18 mm. (23-32 in.) for the hauling. The tubs run by two wheels on the carrying rope, while a fastening catch attaches them to the hauling rope. They are loaded at the mines from the spouts of a hopper capable of containing 800 tons, and are tipped, on arrival, into another hopper, 10 m. wide, 46 m. long and 15 m. deep, which receives up to 20,000 tons, or a load of six vessels. As the speed is a metre (3.28 ft.) per second, and the number of tubs on the line at one time may attain 660, the load of two tubs holding 350 kilogs. (7 cwt.) is received at the port every minute, equal to 1,200 tubs, or 420 tons, in 20 hours. The work is therefore 15.6 kiloms ×420 tons= 6,552 tons per kilometre; and during 1890 as much as 900 tons were brought down in two eight-hour shifts.

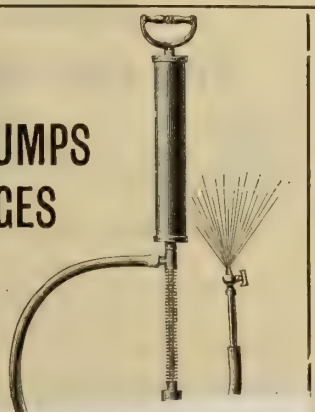
The installation was completed in ten months, and cost 650,000 fr. (£26,000), so that the cost, notwithstanding the hilly nature of the ground, was only 42,000 fr. per kilometre, or £2,710 per mile.

For a wire tramway on the Ducker system, in a moderately hilly country, with timber supports, the following is M. Colomer's estimate:

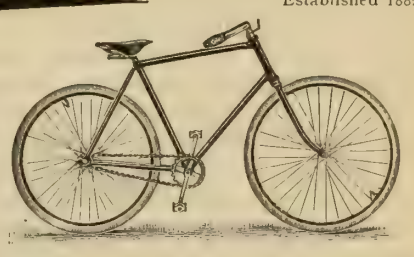
For 1 kilom., 31,000 fr., or 31,000 fr. per kilom. (£2,000 per mile); for 3 kiloms., 68,000 fr., or 23,000 fr. per kilom. (£1,484 per mile); and for 5 kiloms., 106,000 fr. or 21,000 fr. per kilom. £1,355 per mile). If, however, the supports are of iron, the cost is increased by 3,000 fr. per kilometre, or £193 per mile.

The working expenses are from 15 to 20 centimes per ton per kilometre—say a maximum of 3d. per ton per mile. M. Colomer concludes, therefore, that wire tramways are calculated to render great service to industry in general, and that of mines in particular.

FOR
BRASS
SPRAY PUMPS
AND SYRINGES
WRITE ...
Stevens
Manufacturing
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SPRITE CYCLES
LEAD FOR LOW PRICES
QUALITY
FINISH
AGENTS WANTED
Established 1882
Parts, Fittings, Pneumatic Tyres, etc. Supplied.
Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.
SPRITE CYCLE CO., BLOOMSBURY, London, Eng.



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BRUSHES
BRUSHES
WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.
Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

NOTES FROM HALIFAX.

HALIFAX, July 6, 1895.

THE wood pulp business appears to be flourishing just now. The steamer Halifax City, which sailed on Tuesday for London, took 5,069 bundles.

The contract for plumbing and steam heating Messrs. Black & Co.'s new brick building at Truro (not Halifax, as reported in last HARDWARE AND METAL) has been awarded to F. Dexter & Co.

The survey for the new electric street tramway has been completed. Work will commence at once, and it is expected the road will be ready in September. A representative of Gore & Co., of Boston, the contractors, is here looking over the route and making an estimate for building the new road. The Johnstone company, of Boston, has been awarded the contract for the rails.

It is understood that negotiations for the purchase or lease of the well-known premises formerly occupied by P. Walsh Hardware Co. are in progress. It is one of the oldest hardware stands in the city. There is considerable speculation as to whether the negotiators are city people or not.

The contract for the supply of hardware for the new lumber company has gone to a St. John firm. It is said that no firm here wanted it.

Brandon's and Henderson & Potts' white lead has advanced 5 per cent.

Trade is quiet. There is some demand for mackerel nets, but nothing of importance doing. TAUNTON.

GRASPING AT STRAWS.

"The American window-glass manufacturers, in their attempt to regulate production prices and wages, so as to make the industry profitable, while excluding Belgian glass, are grasping at straws," says Drugs, Oils and Paints, "which cannot aid them in swimming out of their difficulty. The trouble lies in the fact that here in America, at the close of the nineteenth century, our manufacturers, with a few exceptions, are making glass by long superseded methods; while in Belgium the entire industry is up to the very latest date. The cure, and the sole cure, for the evil lies in abandoning the old pot for the new tank.

"Comparison shows that there are in Belgium thirty-four tank furnaces, with a capacity equal to that of 1,098 pots, and not a single pot furnace engaged in the manufacture of ordinary window glass; while in the United States we have 2,350 pots (of which 920 are idle or partly abandoned) and tank furnaces, with a capacity of 1,002 pots, (of which two, with 108 pots capacity, are temporarily inactive). Now, in the logic of things, the 2,350 pots, which must be taken into consideration when any new arrangement for the control of production is projected, are a dead weight upon the tank operators, and, in proportion to their capacity, improve the chances of the Belgians in competition. No combination among manufacturers, and no concessions in the tariff can offset this disadvantage.

"If American manufacturers wish to save themselves and their industry, there is one way to do it, and that is to abolish the pot and substitute the continuous tank."

BUSINESS USE OF PUNCTUATION MARKS.

There was a time, says W. E. Cornell, in Youth's Instructor, when the punctuation marks as now used in common print were not known, and as the result it was often more or less difficult to arrive at the exact meaning of the writer; and to avoid this the points were introduced. Of course, about the smallest and apparently the most insignificant of them all is the comma, but its misuse is often the cause of very annoying mistakes as well as loss of money. It should be the aim of those now in school to learn thoroughly how to use this little mark, and never be guilty of making a mis ake like the following, an account of which I read not long ago. It seems that some twenty years ago or so, when the United States by its Congress was making a Tariff bill, one of the sections enumerated what articles should be admitted free of duty. Among the many articles specified were: "all foreign fruit-plants," etc., meaning plants imported for transplanting, propagation, or experiment. The enrolling clerk, in copying the bill, accidentally changed the hyphen in the compound word, "fruit-plants," to a comma, making it read "all foreign fruit, plants," etc. As the result of this simple mistake, for a year, or until Congress could remedy the blunder, all the oranges, lemons, bananas, grapes and other foreign fruits were admitted free of duty. This little mistake, which anyone would be liable to make, yet could have been avoided by carefulness, cost the Government not less than $2,000,000. A pretty costly comma that.

PERSONAL MENTION.

G. B. Curran, city traveler for Stewart & Wood, claims to be selling more tickets for the Toronto City Travelers' excursion than any other traveler.

PROFIT-SHARING SYSTEM.

We believe, says an exchange, the profi sharing system originated in France, whe there is less labor trouble than in any oth country, but it has spread to England, G many and America, and is gaining in po larity every year. There are objections at, but they are not conclusive. The cl that a laborer would prefer a small incre of wages rather than an indefinite share profits, has been disproved in several stances by the actual refusal of an emplo to accept a position at a larger salary which no share of profits attached.

NOTES.

A consignment of the celebrated Wostenholm's IXL cutlery has just been received by H. S. Howland, Sons & Co. Their lines are again complete.

H. S. Howland, Sons & Co. have just received a large shipment of "Schultze" smokeless powder. This is the new issue, the hard grain. They have also some of the old issue, the soft grain, left, which they are offering at reduced prices.

CHOPPING AXES
Patterns and Special Labels to suit the trade.
Prices Right
Write for fuller particulars.
JOSIAH FOWLER, ST. JOHN, N.B.

FORRESTER'S
Asbestos Iron Stand
Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.
Apply to Patent applied for.
Forrester's Asbestos Warehouse
Asbestos goods of every description. Send for prices.
298 St. James St. MONTREAL

WESTERN ASSURANCE COMPANY
Incorporated 1851.
Fire and Marine
Capital - - - $2,000,000.00
Assets, over - - 2,375,000.00
Annual Income - 2,200,000.00
Head Office: TORONTO, ONT.
GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary

THE OAKVILLE
CO.,
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ot
SKETS
OAKVILLE BASKET CO.,

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE Montreal Master Plumbers' Association are considering the advisability of holding a big picnic or outing for the members. The Executive will consider the question and decide this week.

* * *

Plumbing is an ancient art. Mr. J. W. Hughes, of Montreal, has in his possession a piece of lead pipe taken from an old Roman bath in Bath, England, and reminiscent of the Roman occupation of Britain. The work bears some resemblance to the plumbing of to-day.

* * *

The Toronto Radiator Mfg. Co.'s new factory is nearly completed. It will be used partly for the manufacture of gas and steam fittings, and partly to increase their facilities for the production of radiators.

* * *

T. McAvity & Sons, manufacturers, importers and jobbers of plumbers' supplies, baths, pumps, rams, etc., St. John, N.B., have issued a couple of neat supplemental catalogues and price lists, copies of which may be had on application.

* * *

TORONTO'S PLUMBING INSPECTOR.

Expressions of dissatisfaction are heard on all sides in Toronto with the alleged inefficiency of the plumbing inspector's department of the civic government. It is complained that it takes forever and a day to get a piece of plumbing work examined and that this means loss of valuable time to the tradesman. Only the other day, two workmen finished a small job of drain patching in Parkdale, and sent for an inspector to examine and approve it, so that it could be closed. Word was sent before noon on one day, but no inspector showed up until late the following afternoon. The men could not leave the drain open, and so lost a whole day over a petty $25 piece of work.

If this is a typical case, it is to be regretted that the plumbing inspector's staff was cut down this spring, and it is to be hoped that some way may be devised to afford the plumbers a better service.

TO MAKE COKE IN B. C.

Mr. Alex. Cunningham, of Merry & Cunningham, the Scotch iron people, is now in Montreal looking after machinery for making coke in connection with the extensive coal mines at Comox, Vancouver Island. They expect to spend $150,000 and be ready for operations by Christmas. San Francisco alone takes 40,000 tons of coke yearly, and, together with the numerous smelters now being established in the west, a heavy demand will spring up. Mr. Cunningham will also go to Ottawa.

BEST PATTERNS



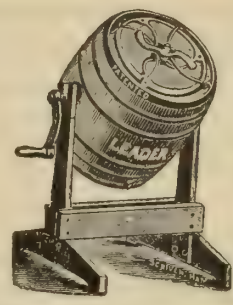
UNRIVALLED

PEARL STEEL WARE

Finest and best Enamelled goods in the market.

RICE LEWIS & SON, Limited Toronto

See our new Malleable Handle with Locking Attachment. No more Broken Hooks nor Lost Plugs.



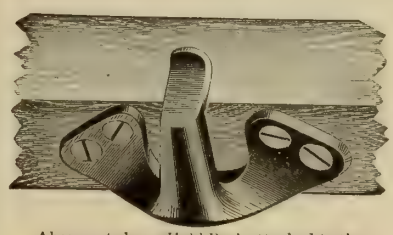
LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal



Above cut shows Hold Back attached to the under side of the shaft.

Patented in Canada, 1894. Other countries pending.

Houghton's "Safety" Hold Back

For Buggy Shafts. Best thing out. Sells at sight. Strap attached to shaft or detached instantly. No springs, catches or snaps to rattle or break and endanger life. Neat, safe and durable. Price, 25 cents per pair. Special rates to the trade. Send for circular.

HOUGHTON MANUFACTURING CO.

PARIS, ONT.

Binder Twine

TWINE SPECIALTIES: Blue Ribbon, Maple Leaf, Beaver, Red Cap, and the only satisfactory low priced twine.

DICK, RIDOUT & CO. Manufacturers, TORONTO

A. C. LESLIE & CO. MONTREAL

Iron, Steel and Metal Merchants and Manufacturers' Agents.

Close Import Prices on all kinds of

Iron, Steel, Wire, etc. CUTLERY A Specialty.

Western Representative

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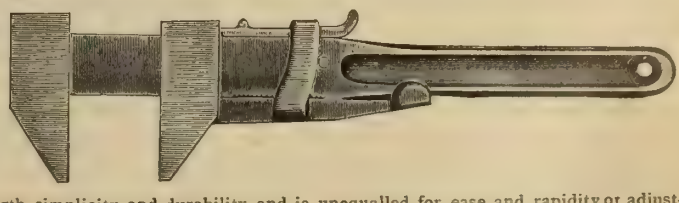
Manufacturers of the Well Known

"HAMMER BRAND"

Calcined Plaster and Patent Rock Wall Plaster.

HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

PLARMOUTH, general store, The Brook, Ont., has been appointed assignee for Jas. Charette, general store, of that place.

H. J. Pratt, stoves, St. John, N.B., has assigned.

A. M. Featherston, paints, Montreal, has assigned.

Joseph Ethier, tinsmith, Weymouth, N.S., has assigned.

R. Ellis, jr., general store, O'Leary Station, P.E.I., has assigned.

A. Therriault & Co., general store, Fraserville, Que., are offering to compromise.

Rutherford & Wood, general store, Bolton, Ont., has assigned to David Blackley.

Rutherford & Wood, general store, Bolton, Ont., have assigned to David Blackley.

The creditors of Pierre Trepannier, general store, Louiseville, Que., have been called together.

There is a demand of assignment in the case of Leon Plamondon, trader, St. Hyacinthe, Que.

The creditors of Pierre Trepannier, general store, Louiseville, Que., have been called together.

A. Therriault & Co., general store, Fraserville, Que., are offering to compromise at 50c. on the dollar.

A statement of the affairs of McRae & Boucher, general store, Carleton Place, Ont., is being prepared.

PARTNERSHIPS FORMED AND DISSOLVED.

Jean Jeaumet & Co., traders, Montreal, have dissolved.

The Manitoba Paving Co., Winnipeg, have dissolved.

The Walker Foundry Co. of Belleville, Belleville, Ont., is applying for a charter.

Sessenwein Bros., scrap metals, Montreal, have dissolved partnership. Max Sessenwein continues.

SALES MADE AND PENDING.

The Paragon Oil Co. of Canada, Montreal, offer their business for sale.

Geo. H. Evans, house furnishings, Hamilton, Ont., advertises his business for sale.

The stock of Guillaume Guimond, general store, St. Angele, Que., has been advertised for sale.

The business of Benj. Blair, plaining mill and lumber, Shelburne, Ont., is advertised for sale.

The general store stock of Guillaume Guimond, St. Angele, Que., has been sold at 41c. on the dollar.

The general store stock of Miss E. Gregoire, at Fort Coulonge, Que., has been sold at 65c. on the dollar, and that at Tower Point at 61c.

CHANGES.

P. Beaupre (Mrs. V. J.), general store, St. Norbert, Man., has been succeeded by one Pearson.

John Hayes, tinware, Allenford, Ont., has been succeeded by M. McKinnon.

A. R Dickson, general store, Dunmore, Man., has removed to Wetaskiwan.

P. Beaupre (Mrs. V. J.) general store, St. Norbert, Man., has been succeeded by one Pearson.

Geo. Ducharme, has been registered proprietor of Geo. Ducharme & Co.'s piano factory at Montreal.

Hunter Bros., general store, Rossland, B. C., have been succeeded by Hunter Bros., Kendrick & Co.

DEATHS.

E. C. Seeley, gunsmith, Stratford, Ont., is dead.

Jesse T. Henderson, general store, Perth, Ont., is dead.

Jesse T. Henderson, general store, Perth, Ont., is dead.

Malcolm McKechnie, general store, Sherbrooke, Que., is dead.

Charles Brown, of Chas. Brown & Co., carriages, Toronto, is dead.

James H. Hull, carriage-maker, Lennoxville, Que., is reported deceased.

FIRES.

Hugh Coulter, harness, Tweed, Ont., has been burned out.

Thos. McCann's general store at Tweed, Ont., has been burned.

Thomas McCann, general store, Tweed, Ont., has been burned out.

A. McArthur & Son's sawmill at Monckland Station, Ont., has been destroyed by fire.

W. C. Purvis, sawmill and lumber, St. John, N.B., has been burned out at a loss of $35,000. Insured for $8,000.

NEWSPAPER VS. PAMPHLET ADVERTISING.

Briefly stated, newspaper advertising pays, because it keeps the subjects advertised before the people, and gives a monthly record of current events relating to or affecting those subjects in which readers are most vitally interested. Newspapers record the progress and development of the country, of its agricultural, horticultural, mining and other resources, and statistical information valuable for reference and purposes of comparison, that lose their value and significance largely if published in pamphlet form instead of at stated intervals.

Pamphlet advertising is not so valuable to or at all so eagerly sought after by the non-resident, for the reason that, however succinctly or elaborately and comprehensively presented, and may be interesting reading for the hour, once laid aside, it is forgotten or overlooked in the perusal of other matter received almost daily by eastern people. Again, it becomes stale matter to the reader after one or two readings, and, as the average man is constantly on the alert for something new, it loses its interest and he turns to new matter.

Actual personal experience at the cost of thousands—aye, tens of thousands — of dollars, has taught this lesson to people, who have made a broad demonstration on an entirely practical basis, and who cannot be deceived or misled any more by the opinions of inexperienced persons. — Oregonian.

WILL IS THE KING-BOLT.

Will, says an exchange, is the king-bolt of the faculties. It is folly to say that "we cannot believe." Every day of our lives we prove that we can. Every scientist lays down what is called "a working hypothesis," and goes by it. Every architect or house-builder draws his plans and specifications first, and follows them out in deeds.

We have the working hypothesis of character; its "ground plan," its "elevation," its "specifications," in the gospel. We are bound to go by them, for they are the very best of which we know; they have produced the most lovely, loving and trustworthy characters that we have ever seen.

There are as many theories of a good life as there are theories of tariff; but our part, if we have common sense, is deliberately to choose the one that has made the best people, the best society, the most genuine home, faith and happiness.

JOINT EXCURSION.

A joint excursion of the Board of Trade, Grain Exchange and Jobbers' Union, of Winnipeg, is to be held shortly. A distance of 710 miles will be traveled, and the following places visited: Winnipeg, Napinka, Kemnay, Virden, Portage, and Glenboro, at a total of only $12 per head.

CHANGES IN FOREIGN COINS.

A general increase in the value of foreign silver coins is shown in the official statement issued on Saturday by Mint Director Preston. It shows:

Coins—	April 1, 1895.	July 1, 1895.
Boliviano of Bolivia	$0.441	$0.486
Peso of Central American States	.441	.486
Shanghai tael of China	.652	.718
Haikwan tael of China	.726	.800
Tientsin tael of China	.692	.761
Chefoo tael of China	.683	.751
Peso of Colombia	.441	.486
Sucre of Ecuador	.441	.486
Rupee of India	.210	.231
Yen of Japan	.476	.524
Dollar of Mexico	.479	.528
Kran of Persia	081	.089
Sol of Peru	.441	.486
Ruble of Russia	.353	.389
Mahbub of Tripoli	.398	.438

—N. Y. Journal of Commerce.

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W.,

Agents Wanted. Toronto



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

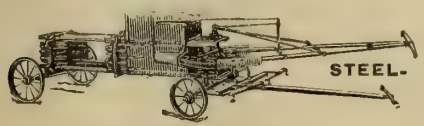
In Handy Cans
IS THE PROPER LINE.

A. RAMSAY & SON

MONTREAL.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

Kay Electrical Manufacturing Co.

HAMILTON, ONT.

MAKERS OF

**ELECTRIC MOTORS,
DYNAMOS,
PLATING MACHINES,
TRANSFORMERS,
ALTERNATING CURRENT GENERATORS, ETC.**

There are more of Kay Machines running to-day in the following cities than any other make, viz: **Toronto, Hamilton, St. Catharines, Guelph, London.** Please let us know your requirements. Write for latest prices and testimonials.

A CLERK TO BE EMULATED.

"WILL you lend me your watch, sir, for a few minutes? I want to use the second hand."

Billy is to be trusted with anything, so I promptly handed him my valuable timepiece without a question as to the use he would make of it. A few minutes later I glanced toward the rear of the store, and saw Billy rapidly doing up different sorts of merchandise into neat parcels and as rapidly undoing them. I walked toward the scene of action to see what he was about.

"I'm just practising," said he, in answer to my mental inquiry. "When I was over to your competitor's store the other day, there was a young man there who could do up a bottle into a package while I counted ten. I thought maybe if I practised long enough I could learn to do it, too." While Billy talked his busy fingers made neat knots, and one eye was kept steadily on the small hand of my watch, which lay before him.

"Do you think it's worth all the trouble it will be to learn?" I asked.

"Course I do," he answered promptly. "I don't believe it will take me more than a month or two, and then I shall know how as long as I live. You see, you never forget the things you learn with your hands or your feet."

I said nothing, but watched the boy's dexterous fingers as he skilfully shaped the stiff wrapping paper around various objects. After a minute or so he went on:

"It's so much easier to do anything after you know exactly how; and I hate to be a chump with my hands, anyway. Have you noticed that new clerk you got last week? He's a nice man, and everybody likes him, but he's the clumsiest chap I ever saw. He always spills a little of everything he touches—about a tablespoonful on the average. After he's had a real busy morning there are enough spilled groceries behind the counter to make a square meal for a tramp, only they are too mixed even for that.

"That man ought to live with my mother a little while. When I was a little shaver I had a bad habit of spilling things on the tablecloth. Mother spoke to me once or twice about it. Then one day, after dinner, she lifted me up to the table and showed me the place where my plate had been. There was a clean white circle with a lot of different colored spots around it.

"'My son,' said she, "if it made your dinner taste better or made you any happier to put those spots there I would let you go on doing it, but as I am sure it will not you must break yourself of the habit at once. I will take one cent out of your pocket-money for every spot you get on the table-cloth, and see whether you can't learn to be a little tidier. It is a matter of habit, either way, and you will always find that on the whole a good habit is easier than a bad one.'

"Well, sir, I was pretty poor for a week or two, but after that my place was the cleanest at the table, and I guess I am cured of spilling things as long as I live.

"I don't like to do up packages specially well, but if I can learn to do up twice as many in a morning as anybody else, I suppose I would be worth twice as much wages; wouldn't I, sir?"

I smiled, but said nothing. I am afraid sometimes that Billy is getting too sharp for me.—but.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



Our Triumph and Bolt Snaps take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

P. D. Dods & Co. - Montreal.

188 and 190 McGill St.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, July 5, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb. ingots, per lb.	0 17 — 0 17½
Straits	0 17 — 0 17½

Tin Plates.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley.	
I.C., usual sizes	85 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X!	7 70
Raven & P. D. Grades—	
I.C., usual sizes	3 75 — 4 00
I.X., "	4 75 — 5 00
I.X.X., "	5 75 — 6 00
I.XXX., "	6 75 — 7 00
D.C., 12½x17	3 50 — 3 75
D.X	4 50 — 4 75
D.X.X	5 75 — 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	3 10 — 3 25
I.C., special sizes	3 25 — 3 35

Charcoal Plates—Terne.

Dean or J. G. Grade	
I.C., 20x28, 112 sheets	6 50 — 6 75
I.X., Terne Tin	8 75 — 9 00

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06 — 0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06 — 0 06
" 26 "	0 06 —
" 28 "	0 07¼ — 0 07½

Iron and Steel.

	Base Price,
Common Bar, per 100 lbs	1 75
Refined " "	2 35 — 2 65
Horse Shoe "	2 60 — 2 75
Band "	2 25
Hoop " "	2 25
Swedish "	4 00 — 4 25
Sleigh Shoe Steel "	2 50
Tire Steel	3 00 — 3 25
Machinery	2 75 — 3 00
Cast Steel, per lb	0 10 — 0 14
Russian Sheet, per lb	0 10½ — 0 11
Tank Plates, 1-5 and thicker.	2 00 — 2 25
Boiler Rivets	4 50 — 5 00

Boiler Tubes.

2-inch	0 10½
3-inch	0 13½

Steel Boiler Plate.

¼ inch	2 45
⅜ "	2 35
¾ " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
Half polished		2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, withdrawn.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs		5 00
" ¼ " "		4 38
" 5-16 " "		3 50
" ⅜ " "		
" 7-16 " "		3 15
" ½ " "		3 00
" 9-16 " "		2 90
" ⅝ " "		2 85
" ¾ " "		2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11	0 11¼
Lake Superior	0 11	0 11¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb		0 20
Spun, per lb		0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 03	0 03¼
Domestic, per lb		0 02¾
Bar, 1 lb		0 04½
Sheets, 2½ lbs. sq. ft., by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE. Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12	0 12½
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 50
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon		1 00
Second qualities, per gallon		0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt		2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 22	0 22
" " 100 lb. drums	0 18	0 18
Burnt Sienna, pure, per lb		0 08½
" Umber, " "		0 05
do. pure		0 08
Drop Black, pure		0 09
Chrome Yellows, pure		0 12
" " lemon pure, 8 lb. tins, per lb		0 19
Chrome Greens, pure, per lb		0 12
Golden Ochre		0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine, p.g	0 85
No. 1 Carriage, per gal	1 30
Gold Size Japan, "	1 00 — 1 20
Pure Orange Shellac	1 95 — 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	0 57
Boiled, per gal	0 60

Turpentine.

(In bbls,)

5-Barrel lots	0 44
1 " "	0 45

Castor Oil.

Best, per lb	0 06½ — 0 07½

Cod Oil.

Cod Oil, per gal	0 50 — 0 51

Glue.

(In bbls.)

Common	0 07¾ — 0 08
French Medal	0 09¼ — 0 09½
Cabinet, sheet	0 11 — 0 12
White, extra	0 16 — 0 18
Gelatine	0 20 — 0 30
Strip	0 16 — 0 18
Coopers	0 19 — 0 20
A1 clear	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent., Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 20

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each -
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 35 and 40 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 and 10 p. c. off new list.
Tire, dis., 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 60 and 5 p.c. off new list.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size	Star. Per	Star. Per	Double Diamond. Per	Double Diamond. Per
United Inches.	50 ft.	100 ft.	50 ft.	100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair .. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb 0 04
12 in. up, per lb 0 03

	Per doz. set.	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ p.c. dis.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	2 90	7 50

Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis—50 to 60 dy	2 10
40 dy	2 15
30 dy	2 20
20, 16, and 12 dy	2 25
10 dy	2 30
8 and 9 dy	2 35
6 and 7 dy	2 50

2. American pattern only—

From 4 to 5 dy	2 60
3 dy (lath)	3 0

3. Canada pattern only—

From 4 to 5 dy	2 60
3 dy (lath)	3 10
3 dy, A.P. fine	3 70

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75, and 10, per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and mou'ding nails, 75, 10, and 5 per cent. from new list, and in 1-lb. papers 75 and 5 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	0 01¾	0 01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 50 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	00 8¼
¼, 5-16, ⅜ in	6	00 8¾
Cotton		11 12
Russia Deep Sea		12¾ 13½
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per ft	0 40	0 70
"Empire," McMillan&Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Champion Scale Co., Gurney and B. S. & M. selling agents, 60 and 10 p.c.
Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinish, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.

Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 26

WROUGHT SPIKES.

Discount, 20 to 25 p.c.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized, withdrawn.
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz	1 75	
No. 1 stove paste, per gross	9 00	
No. 2 " "	4 80	

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
Cut carpet, blued, dis. 50 p.c.
" tinned, dis. 50 p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tiny tacks, 35 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 5

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33½ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05¾	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart		0 03
Galvanized, 4 barb, 4 and 6 inches apart		0 03
Galvanized, plain twist, all delv'd		0 03
"Lock Barb," 4 point		2 87½
" Glidden, 2 point		2 87½
Galvanized Barb, "Lyman," 2 to 4 points		0 04½
Steel Staples	0 03	0 03¼

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33½ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	

Theile & Quack

ELBERFELD, GERMANY.

HALIFAX PATTERN SKATES



All grades, plain, polished, and nickel plated. See our samples and prices before placing orders.

LAMPLOUGH & McNAUGHTON
Canadian Agents,
Temple Building, Montreal.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET
MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices : Proprietors.
NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

Pigou, Wilks & Laurence
Limited.

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"
PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works

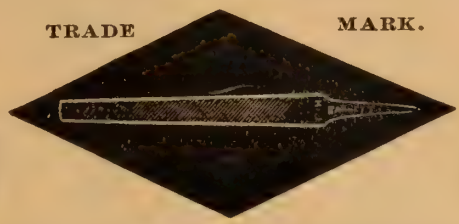


You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,
ESSEX, ONT.

BLACK DIAMOND

TRADE MARK.



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

The
E. B. Eddy Co.
Hull,
Canada

also
MONTREAL, TORONTO, QUEBEC, HAMILTON, KINGSTON, ST. JOHN, HALIFAX, WINNIPEG, VICTORIA, ST. JOHN'S, NFLD.

We turn out 250 tons of paper every week.

Among the many varieties made are certain lines for wrapping purposes that commend themselves especially to the hardware trade.

A postal will bring you samples, prices and terms, and of paper bags also.

The above printed or unprinted.

The James Robertson Co.

(Limited)

TORONTO, MONTREAL, WINNIPEG AND ST. JOHN.

The Arc Lawn Sprinkler



"AN ARC THAT IS AN ARC."

THIS SPRINKLER is instantaneously changed from a Circular to an Arc Sprinkler by simply moving the small screw on the outside of disk to the opposite side of slot.

By moving screw back a circular spray is again obtained. The Arc is made as represented by cut, in brass, handsomely finished and nickel plated.

Made for ¾-inch hose attachment.

Price, per doz. - - - $12.00

Packed 1 in a Box.

WE WILL BE PLEASED TO FURNISH DISCOUNTS UPON APPLICATION.

WE WANT TO HEAR.



WHEN YOU NEED



RUBBER HOSE.

OUR BRANDS

"Maltese Cross," "Extra Quality," (Black or White),
"Kinkproof," (Wire Bound), "Antimony," (Red),
"Lion," "King," "Leader," "Fairy," (Cotton).

THE GUTTA PERCHA & RUBBER MFG. CO.

61-63 FRONT ST. W., TORONTO. OF TORONTO, LTD.

Binder Twine

We will be glad to quote you prices on binder twine in any quantity, of the following grades.

OUR LEADING BRANDS ARE:

Blue Ribbon **Red Cap**
Sterling **Common Sense**

Correspondence cheerfully answered and prompt delivery of goods guaranteed.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

TORONTO

Paris Green
Guaranteed Government Standard.

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, JULY 13, 1895. No. 28.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

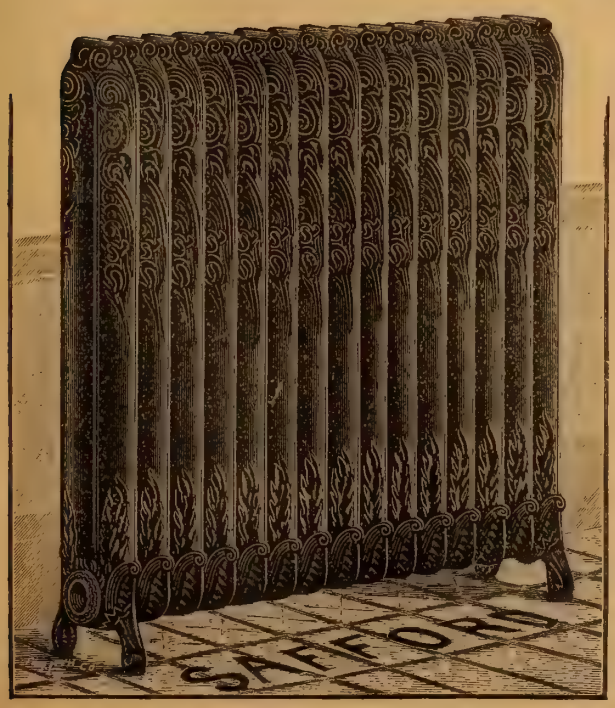
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The Toronto Radiator Mfg. Co.

LIMITED

TORONTO, ONTARIO



Largest manufacturers under the British Flag . . . . .

SAFFORD

Patent Radiators

FOR

HOT WATER AND STEAM HEATING

NO BOLTS PACKING LEAKY JOINTS

Positively the only Radiator on this Continent that will stand any and every test.

To The Trade

CHERRY STONERS

RICE LEWIS & SON

LIMITED

Cor. King and Victoria Streets. Toronto.

Have You Seen Our Cat-alogue

It's a Daisy!

For 1895



Sent in exchange for your name.

THE TORONTO STEEL-CLAD BATH AND METAL COMPANY LTD.

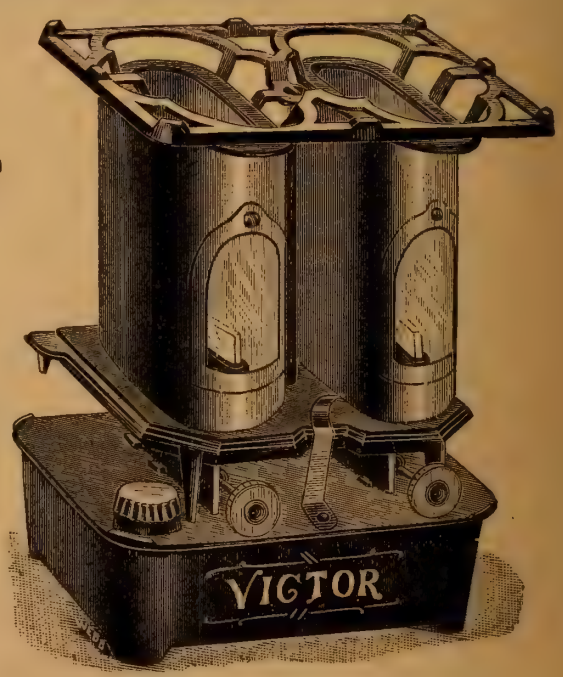
23 QUEEN ST. EAST TORONTO.

OIL STOVES

Latest Improvements for 1895.

Victor
Iron Bottom.

Daisy
Tin Bottom.



One, two and three Burners, Ovens and Extension Tops.
Finish first-class. No smoke, no smell, but lots of heat.

Kemp Manufacturing Company

TORONTO.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

Vol. VII. TORONTO AND MONTREAL, JULY 13, 1895 No. 28

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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THE DRAIN PIPE DISPUTE.

HARDWARE AND METAL'S exclusive expose of the facts of the dispute between the Customs Department and Montreal importers regarding the proper valuation of Scotch and English drain pipe, caused considerable discussion this week.

The Customs officials admitted that the facts, as published, were correct in every particular, but naturally would not express any opinion regarding the action of the departmental heads at Ottawa.

On the face of it there cannot be two opinions as to the arbitrariness of their course.

HARDWARE AND METAL has gleaned some additional facts, which are interesting in this connection.

It appears that the rigid Customs scale of drain-pipe values, over which the dispute has arisen, is based upon a report made by one of the department's officials who was sent to Great Britain last fall specially to investigate the matter.

The claim of the importers is that this gentleman could not possibly obtain inside information, but that, even allowing that his report was justified at the time it was originally drawn up, it may not be so now.

They hold, and the Customs officials in Montreal admit it, that the Customs Act lays down clearly a course of procedure to be taken when an importer believes he is being unjustly treated.

They obtained the Collector's permission to have the investigation provided for in the Act, but after it was commenced orders came from Ottawa to stop it summarily.

To an unbiased mind there seems to be nothing unreasonable in the importers' plea that if the law is there, as it admittedly is, it should be applied.

The course the Ottawa officials are taking is tantamount to convicting an accused person without giving him the privilege of a trial. This is not British justice.

If the Customs authorities are sure of their ground, why should they burk a fair inquiry? It will do no harm to them if they are right; and if they are wrong, only render justice where it is due.

THE PRINCE OF MONOPOLISTS.

PEOPLE who go into business with objects alleged philanthropic in view evidently do not like competition to become too keen, even if greater benefit as a result redound to those whom to benefit they themselves were called into existence.

The Patron binder twine factory is an evidence of this.

That concern was inaugurated, not like ordinary industries, to put money in the pockets of its shareholders; its primary object—at least its alleged primary object—was to supply the down-trodden farmer with cheap binder twine. But when other concerns were supplying the "down-trodden farmer" with twine even cheaper than this benevolent institution was, it winced like any ordinary manufacturer would, and then endeavored to do much the same as the latter would do in order to improve matters.

The word of the president of the Patron factory that no attempt was made to form a combination with the "hated monopolists" must be accepted. But if this was not done, there seems no doubt that at least some of the shareholders directly or indirectly made an at empt to persuade the Government to "call in" its low prices. The statement by the Minister of Justice has never been gainsaid.

People, we are told, who live in glass houses should never throw stones. Those shareholders of the Patron binder twine factory who suggested to a competitor that he put prices up a notch or two, have built about themselves the proverbial glass house.

And not only are they thereby withholden from hurling their anathemas against combinations, but, by their own action, in objecting to competitors' low prices, have, unconsciously no doubt, furnished combinations with an argument for their own existence. "Why," the members of Manufacturers' Associations can now say, "the Patrons, an anti-combine organization, have acknowledged that living profits cannot be maintained except by agreement."

But the Patrons, as an organization, have always studied at monopolization in its worst form.

Most monopolies are confined to one branch of trade, but the Patron monopolist aims to control the halls of legislation, the manufacturing industries, and the mercantile pursuits of the country. In a word, he assumes, by implication at least, that he has been endued with the Divine right to exercise control over everything "in the heavens above, the earth beneath, and the waters under the earth."

FINE ENAMELLED WARE.

HARDWARE AND METAL was shown this week, in the warerooms of the McClary Manufacturing Company, St. Peter street, Montreal, samples of the new lines of enamelled ware that this company is placing on the market.

On account of the great variety of colors shown in the ware placed on the Canadian market by German, Belgian and United States makers, the McClary Company have confined themselves to two leading colors, combining the best and most durable of all the other foreign manufacturers.

They are now in a position to supply the trade with these first-class goods at short notice promptly.

The two brands in question are known as the "Famous" and "Imperial." The former has a bluish mottled tinge, while the latter shows a greyish mottled surface, somewhat of the appearance of a snowflake.

Mr. Brown, the Montreal manager, had a visit on Wednesday from representatives of German and American makers, and these gentlemen pronounced the goods shown on the shelves to be of the finest quality.

The Montreal branch is shipping this week a bill of these goods away up in the mountains in British Columbia, the freight on which will amount to the nice little total of $10 per 100 lbs.

CHANGES IN WIRE NAILS.

AS HARDWARE AND METAL last week anticipated, the discounts on wire nails have been reduced. The reason for the advance is the dearness and scarcity of rods. The discounts obtaining for the different provinces are now as follows :

Ontario—Discounts 75 and 5 per cent. Terms of delivery as before.

Quebec—Discounts 75 and 10 per cent. F.o.b. Montreal and freights equalized on Montreal.

Maritime Provinces—Discounts 75 and 12½ per cent. Terms of delivery as before.

British Columbia—Discounts 75, 5 and 7½ per cent. with freight allowance of 25c. per keg of 106 lbs., said allowance to be equalized on Montreal, Toronto, Hamilton and London. No rebate to be allowed.

Winnipeg—The prices are as follows : Sales made by eastern manufacturers and jobbers. Discounts shall be 70 and 7½ per cent. delivered. Freight shall not be prepaid but passed to the credit of consignee on his furnishing receipted freight voucher for actual freight paid including cartage. Winnipeg manufacturers and jobbers shall sell for Winnipeg trade at 70 and 7½ per cent. f.o.b. Winnipeg. For points outside of Winnipeg in Manitoba and North-West Territories, eastern manufacturers and jobbers shall sell at 70 and 7½ per cent., and equalize freight so that goods shall cost the purchasers the same delivered as if sold by Winnipeg manufacturers or jobbers. Winnipeg manufacturers and jobbers shall sell to parties outside of Winnipeg at 70 and 7½ per cent. f.o.b. Winnipeg.

Usual terms. Cash discounts and rebates to apply in all cases on invoice value of nails only, without any reference to freight. Equalization in all cases to be made at the rate of 106 lbs. per keg.

It will be noticed that the prepayment of freight on 10 keg lots is discontinued in the province of Quebec, purchasers having to pay their own freight, but to offset this they are allowed an extra 5 per cent. discount.

It has been decided to cancel the clause allowing a rebate of 10c. per keg on purchases of 1,000 keg lots, delivery to be made immediately and in one lot. The clause, it seems, was one that caused a great deal of difficulty. When it was first inserted it was thought that scarcely anyone would take 1,000 kegs into store at once, but results showed that those who made these conjectures were astray.

These changes were also made in cigar-box nails : ½ to 19 gauge, $8.25 net ; ⅝ to 19, $7.75 net ; ¾ to 19, $7.25 net ; gauges, 18 and 20, discount, 75 and 10 per cent.

BIG LOANS AT LOW RATES.

"Arguros," in another column, under the heading of "Money and Stocks," this week tells of the advent upon the Toronto money market of large Scottish capitalists, who are advancing funds on central city property at the low rate of 4½ per cent. He also points out that at this rate two loans of $200,000 each have already been negotiated.

While local capitalists who have been hoping for higher rates will, doubtless, not like the advent of their Scotch confreres, especially in view of the rates they are willing to accept, yet it is significant, from the fact that these hard-headed capitalists from across the water are assured of the solidity of Toronto as a good centre for safely investing their large surplus earnings. And what redounds to Toronto's solidity in a degree also does to that of the Dominion as a whole.

Toronto real estate has been in a hole for some time, and anything that tends to help her out, as does the advent of these capitalists, will naturally tend to improve the commercial prosperity of the city.

HORSESHOE NAILS.

Manufacturers of horeshoe nails are being put to a great deal of inconvenience just now. The cause is the difficulty that is being experienced in getting raw material.

The rods from which these nails are made are imported largely from Germany and Sweden ; and through a concurrence of accidents shipments have been delayed considerably, two vessels with cargoes of rods for Canada having been compelled to put back into the respective ports from which they sailed.

This being the beginning of the horse nail season, and probably when there is more than the usual disposition to buy, manufacturers are at their wits' end to fill orders. In fact, situated as they are they cannot keep up with the demand.

The market is firm at the recent advance. The question of prices was further considered at a meeting of manufacturers last week, but it was decided to make no further changes just then. A jobber with whom HARDWARE AND METAL was conversing maintained that the discounts should be reduced to 50 per cent. And at that rate he contended that it would be possible to keep out the American made nail.

BRITISH IRON IN THE WEST.

"HARDWARE AND METAL was quite right the other week in stating that the western demand for British iron and steel is increasing," said a Montreal commission man this week. "American prices are steadily advancing, the most recent being a jump of $1 almost in steel rails, and other lines are equally firm. As a result of this we have been receiving orders for English iron and steel from customers in Western Ontario and Manitoba, whose names have not been on our books for a long time. In fact, if prices across the lines keep going up I expect a rapid and general return to the purchase of British material by the buyers in the two sections I speak of.

"Only the other day we closed a contract with a Winnipeg house for a large lot of English plates that we would never have dreamed of selling two months ago.

"Another thing I learn also is that buyers here in Montreal are complaining greatly of the delay they are experiencing in having the balance of supplies of old contracts for American iron got forward. This, no doubt, is due to the great rush of orders that American makers are experiencing just now. You can set it down as a certainty, therefore, that American iron has no chance at all now in the east against domestic and British, and that if its price goes much higher they will take away a lot of its Western Ontario custom as well."

IT WOULD EXHIBIT SPITE.

A leading dealer writes complimenting HARDWARE AND METAL on its successful fight in the scythe question, and suggests that we continue it "until scythes are put on the free list and thus break up the Chaplin combination."

Our friend mistakes the policy of this paper. Such a course would be manifestly unfair, and be simply a piece of petty spite.

THE TERMS ON TACKS.

The impression prevails in Montreal that there will be a change in the terms governing the sale of tacks.

That is to say, not that there will be any change in discounts, but that the terms of credit will be shortened.

Whatever truth there may be in the rumor, it does not appear, from what HARDWARE AND METAL can gather, that it originated with the tack manufacturers, at any rate as a body.

"TRILBY" SHOE RIVET.

The "Trilby" craze has at last struck the iron manufacturers. At any rate it has the tack-making branch. The evidence of this is found in the fact that it has been pleased to bestow the name of the popular novel on a new shoe rivet that is being placed on the market The rivet is made in 14 and 15 gauge, and the price is 7c. per pound, less 5 per cent. net.

ADVANCE IN SPIKES.

Pressed wrought iron spikes have gone the way several other lines of hardware are going these days, the discounts having been reduced 5 to 10 per cent.

The discount now reads 20 per cent., 20 and 5 per cent., and 20 and 10 per cent. The old list was 25 per cent., 30 per cent., and 30 and 5 per cent.

STEEL HORSESHOES LOWER.

Contrary to the tendency of the iron and metal market just now, the Canadian manufacturers have decided to reduce the price of steel horseshoes 25c. per keg.

The cause which has led to that decision is the keenness of the competition from makers in the United States.

MAY BE A SENATOR.

THE vacancies in the Senate were discussed in the House of Commons last week, and several names have been mentioned in the despatches from Ottawa. One of these, John I. Davidson, of Davidson & Hay, Toronto, will be one of the most popular ever made.

It indicates that the Government are beginning to recognize the necessity of having strong representative business men in that body, too many of the members of which are of very little service to the country.

Mr. Davidson is one of the most successful business men in Canada. Besides his prosperous wholesale grocery business, he has extensive lumber interests and timber limits on Lake Nipissing. He is vice-president of the Bank of Commerce, and is a director in several other financial institutions. He was president of the Toronto Board of Trade for two years. He has worked his way up from house salesman, traveler, junior partner, to be head of the firm. He knows Canada and its leading business men thoroughly, for he travelled for Montreal and Toronto houses over a great portion of the Dominion. Besides this, his strong sympathy with the working men has made him many friends in trades union circles. During an extensive strike some years ago, which lasted for many weeks, he called the representatives of employers and employes together in his office, got each party to tell his story, and proposed a basis of settlement which both parties considered so fair that they immediately accepted it. Since then a number of minor troubles have been settled by him between the masters and their workmen.

Outside business, the affairs of the 48th Highlanders, of which he is colonel, and the Presbyterian church engross his attention. He has always refused parliamentary and municipal honors, though on two occasions strong deputations waited on him to urge his acceptance of the mayoralty nomination.

If he can be induced to enter the Senate he will be a valuable acquisition to the military circle in the Legislative halls at the capital. He is one of the most enthusiastic officers in the force, as is shown by the great progress the 48th has made under his command. He is also a strong friend of the shooting men, and is himself a first-class shot. Some years ago, when commanding a company in the Royal Grenadiers, he had five representatives on the Wimbledon team, including Sergt. (now Lieut.) Tom Mitchell, McVittie and Simpson.

CHANGES IN RIVETS AND TACKS.

Additional changes to those announced last week have been made by the tack manufacturers within the last few days.

In iron and steel shoe rivets the price is now: 16 gauge, all lengths, 7c. per lb.; 17 gauge, 8c. per lb., all lengths. All without rebate.

These rebates have been established on tacks: Purchases of $100 made between July 1 and December 31, 7½ per cent.; $250 worth made between same dates, 12½ per cent.

The Portland Rolling Mills Co., of St. John, N.B., have become members of the Tack Manufacturers' Association.

NEWFOUNDLAND'S NEW TARIFF.

THE principal items upon which duties are levied by the Newfoundland new tariff are as follows:

Calves, sheep and pigs, 60 cents each; horses and mares, $6 each; bacon, hams, tongues, smoked beef and sausages, $2.65 per hundredweight; beef, pigs' heads, pigs' tongues, feet and hocks, salted and cured, $1.05 per 200 lbs.

Butter, and compounds representing butter, $3 per hundredweight; cheese, the same.

Cigars, 20 per cent. ad valorem and $9 per thousand; cigarettes, 30 per cent. ad valorem and $3 per thousand.

Confectionery, $7 per hundredweight.

Flour, 25 cents per barrel.

Fruit, dried, except apples, 3 cents per pound.

Hay, $1 80 per ton.

Indian corn, 6 cents per bushel; Indian meal, 25 cents per barrel.

Lumber, one inch thick, and so in proportion for greater thickness, $3.50 per thousand; grooved, tongued or planed, $5 per thousand.

Fresh meat and poultry, 1½ cents per pound.

Oats, 7 cents per bushel.

Oatmeal, 30 cents per barrel.

Kerosene oil, 6 cents per gallon.

Pork, $1.60 per barrel.

Salt, 20 cents per ton.

Shingles and laths, 60 cents per thousand.

Spirits, brandy, and others not specially provided for, $3.20 per gallon; all spirits above 43 per cent. over proof, $3.20 per gallon; whiskey, $2.60 per gallon; gin, $2.30 per gallon; rum, $2 per gallon; cordials, shrub and other spirits, sweetened or mixed, $2.20 per gallon.

Sugars, cut loaf and cube, $5 per hundredweight; bastard crystallized and granulated, $4 per hundredweight; unrefined, brown and straw, $3.50 per hundredweight.

Tobacco, manufactured, including leaf stripped or partly manufactured, 5 per cent. ad valorem and 30 cents per pound; leaf and stems, 30 cents per pound; stems for snuff, 60 cents per hundredweight

Vegetables, cabbages, $2 per hundred; potatoes, 5 cents per bushel; turnips, parsnips, carrots and beets, 10 cents per bushel.

Vinegar, 15 cents per gallon.

Wines, champagne, $4 20 per gallon; claret, 55 cents per gallon; hock, Burgundy and light Rhenish wines, $1 per gallon; port and Madeira, $1.65 per gallon; sherry and Manzanilla, 12½ per cent. ad valorem and $1 per gallon; all other wines, 15 per cent. ad valorem and $1.10 per gallon.

Anchors, chains; bookbinders' tools, brick, cement, fishing tackle, hoop iron, bars, bolts, sheets and plates, machinery and parts of machinery, nails, oakum, resin, turpentine, plaster, poultry (alive), saws, sewing machines, sheet tin, block tin, steam engines, worsted and woolen yarns, 10 per cent. ad valorem.

Bran, barley, malt, rice, 12½ per cent. ad valorem.

Oxen, cows and bulls, 20 per cent. ad valorem.

Manufactures of wood, 35 per cent. ad valorem.

Ready-made clothing, 35 per cent. ad valorem.

Goods, wares and merchandise not enumerated, described or charged with duty, and not exempt, 30 per cent. ad valorem.

MONEY AND STOCKS.

I GOT hold of some information this week which, in newspaper parlance, I consider a good item. It was to the effect that a large Scottish insurance company is lending money in Toronto in large lots at 4½ per cent. At this rate I know of two Toronto property owners—names I am not permitted to divulge—who have each borrowed $200,000 on central business property. The capitalists in question have gone about their business in a business-like way, having appointed four well-known Toronto financial men to act as a provisional board for the purpose of negotiating loans. "The effect of the appearance of these capitalists on the Toronto market," said my informant, a well-known financial authority, "will be to keep interest on loans on central property from advancing."

Commercial Cable is again stronger. The recent decline was due to the sudden fall in Postal Telegraph and Montreal Street Railway, "which," as a friend of mine remarked, "should not have influenced Cable, and would not have were it not for the sensitive condition of the market." The earnings of Postal Telegraph are said to be increasing at the rate of $2,600 per day.

Insurance stocks are a little weak. The cause of this is the unfavorable showing made by the half-year's earnings. The earnings for June were, however, more satisfactory than a year ago at the same time.

The bank meetings being over, little interest is being taken in bank stocks. Money being plentiful, funds are accumulating, rather than dispersing.

Call loans remain much as before. The ruling rate is 4½ per cent. and the demand light.

The only transaction I hear of in municipal debentures is from Montreal, the authorities of St. Louis du Mile End having sold their school debentures to two Montreal firms. The debentures amount to $140,000, and run for 40 and 50 years. The price was 95½ and 94½, and the rate of interest 4 per cent.

The increases in earnings of the Toronto Street Railway during the first week in July were as follows: July 1, $383; July 2, $94; July 3, $258; July 4, $351; July 5, $381; July 6, $727.

The C. P. R. realized $30,000 from the sales of land during June. This is greatly in excess of the sales made during the same month last year. It is said that enquiries are brisk from different parts of the United States for good farming lands.

ARGUROS.

DROPS FROM THE EDITOR'S PEN.

Success in business, like gold, is to be obtained by labor.

* * *

Barking at competitors does not corral customers in your store.

* * *

Many men there are who are alive physically but dead commercially.

* * *

It is by disposing of his goods that the merchant keeps his reputation.

* * *

When rushed and overheated physically the ideal merchant is cool mentally.

* * *

Spending himself for naught is the merchant who sells goods below cost.

* * *

Clerks who win prizes in slow bicycle races may be fast in selling goods.

* * *

Sitting in sack-cloth and ashes does not make quiet trade brisk. It is only hustling does that.

* * *

Travelers do not regale their friends with snake stories, but they do entertain them with big fish stories.

* * *

There is some good in everything and everybody. The departmental stores are good at advertising.

* * *

It must not be inferred that business is a toboggan slide because some merchants glide quickly into bankruptcy.

* * *

An agitation for burial reform has been started in England. That is sensible. None of us like being buried.

* * *

Stiffness in the upper lip of merchants is to be commended, but it cannot be recommended for the demeanor.

* * *

Boys who sell newspapers teach lessons to men who sell goods: when their fellows are assailed they rush to their assistance.

* * *

The country merchant's store may not have as much light in it as the city merchant has in his, but his heart is generally lighter.

* * *

Business men's associations attend to the interests of their members better than the members attend to the business of the associations.

* * *

The issues of stamped paper, which include postage stamps, postal cards, stamped envelopes, and all forms of postage, by the U. S. Postoffice Department for the year ending June 30 last aggregated $73,889,598. This was $3,600,000 more than a year ago. The people of the United States evidently have more "stamps."

* * *

Honest advertising is as incumbent as honest dealing, and practising the opposite in the one is as profitless as in the other.

* * *

Until a merchant has mastered the details of his business he cannot be said to be ready to graduate into the School of Success.

* * *

Even religion, which is free, has to be advertised these days. How much more, therefore, should goods, which are sold, be advertised?

* * *

"Canadian Pacific shows a good deal of strength," remarks a daily paper. Of course it does. Was not the road built with gold and steel?

* * *

Bulls and bears are all right in the fields and woods, but they play the mischief with trade and commerce when they run amuck in the marts.

* * *

Sure paying investments are what every merchant is on the qui vive for these days. Two dollars spent on a good trade paper will secure it.

* * *

Had the politicians been as solicitous for the business interests of the country as for party welfare, greater commercially would Canada be to-day than she is.

* * *

Failures would be less numerous did young men select occupations for which they were best adapted and not those which promise to afford them the easiest "time."

* * *

Of course, now that woman is taking the place of man, the latter will assume the former's talkative properties. It is only fair. But won't commercial travelers be able to talk then!

* * *

The storekeeper who does not take a trade journal because he has not time to read it will have plenty of time at his disposal when his business has left him to take care of himself.

BEFORE BUYING ELSEWHERE.

A Montreal hardware dealer advertises: "Examine our stock before buying elsewhese."

This is not an uncommon sentence in an advertisement, but it is capable of more than one meaning. The literal inference is that the customer should examine this stock while on his way to buy at some other store.

PAPER MILL AT THE SOO.

Up at the Canadian "Soo," all is bustle and activity with the Sault Ste. Marie Pulp and Paper Co. The water-power canal is completed; the headgates are in their place and in working order. They now have a water power equal to 2,000 horse power.

The factory building is 300 feet long and 75 feet wide, with a capacity of 96 dry tons per day.

The next thing to be completed will be a large sulphite mill to have a capacity of 60 tons daily. This will not be ready until Jan. 1st, 1896.

The quantity of wood transformed into pulp will be about 100 cordsper day. The situation of this water power is exceedingly favorable. Lake Superior affords magnificent water for the production of the finer grades of paper, and the water has been subjected to careful analysis by experts, who testify to its adaptability for this purpose. The situation is also very convenient for transportation, and the materials necessary for the production are close at hand and in abundant quantities.

The paper to be manufactured will be news paper and manilla. The cost of production is extremely low, and the company expects to be able to produce it at the mill door for the low sum of one cent per pound. The same quality at the present time is sold in the English market at three cents. In all probability the English market will be the principal goal of transportation. The paper can be placed on the London market for about one and a half cents per pound.

WOODEN RAILWAY.

Work is about to begin on a railroad in Florida which is a curiosity of its kind. Some time ago the citizens of Avon Park and Haines City, Fla., believed that a transportation route connecting them would be of great advantage. The country is sandy and nearly level. A company was formed, but the people lacked in capital what they made up in enterprise. It has been decided, so The Manufacturers' Record is informed, to build the road with wood rails, which are large enough to be laid so that they will be half embedded in the sand, without other ballast. They are to be held in position by wooden pins two inches in diameter and eighteen inches long, while the ends are connected by plank couplers placed underneath and held by pins. Not a pound of metal will be used in construction of the track, although the line will be forty miles long. Most of the "rails" will be furnished gratis by property owners along the right of way. The company believes that in a few years the fruit, vegetable and passenger business over the route will pay for regular steel rails, when the others will be used for ties. A small steam dummy will furnish power for the Avon Park and Haines City road.

LOWERS VALUE OF CUSTOMS OATH.

THE articles which have recently appeared in HARDWARE AND METAL regarding Customs difficulties have attracted a good deal of attention from the daily press throughout the country. In The Halifax Chronicle of July 5 appeared an article over the nom de plume of "Merchant" commending the stand HARDWARE AND METAL has taken, and also the comments of The Chronicle. One part of this communication is particularly worthy of reproduction. It is as follows :

"In considering the question of 'Customs tyranny' both you, Mr. Editor, and HARDWARE AND METAL have failed to touch upon one very serious point, and that is the tendency such a law will have in lessening the value of a Custom house oath. Merchants, as a rule, consider and so impress their clerks that a Customs oath is as binding and as sacred as if taken in a court of justice.

"When an importer presents himself at the Custom house ready to swear that the invoice is true and correct, representing the actual cost of the goods, and if the Government steps in and adds 10 p.c. or 15 p.c. additional, and says, 'Take the oath, we will absolve you,' what impression does it leave on one's mind regarding the value of said oath? Herein the Government is destroying one of its best safeguards. A case in point will suffice to illustrate my contentions. Some years ago on a certain occasion my clerk, in passing entries for an invoice of American hardware, was met with the charge that the goods were invoiced under value and could not be accepted until amended by adding a certain amount. Knowing that it was a true invoice, he was not disposed to take the oath any more than he would had I asked him to pass a false invoice. I at once appealed to the appraiser and indignantly asked what the Customs meant by doubting the correctness of my invoice. He politely informed me that the Government no longer accepted an invoice of that class of goods at its face value, but set the cost value by the New York Iron Age prices current. To Mr. Ross, who was at the time collector, I explained and expostulated—all in vain, such were his orders from Ottawa. Sequel—the duty on that invoice amounted to 45 p.c., while the tariff schedule called for 35 per cent. Thus, the manufacturers gained their point. It can thus be seen how irritating and disturbing to trade such legislation is, and it fully bears out the remarks of a writer in The Chronicle some months ago, who said that merchants cannot sit down in their office and figure what goods are to cost, not knowing what the next change at Ottawa may be."

DEATH OF WARDEN KING.

Warden King, one of the best known founders and hardware men in Canada, died in Montreal on Wednesday. Mr. King was head of the firm of Warden King & Son, manufacturers of hot water heaters, radiators, etc., Montreal, and was born at Inverkip, near Gourock, Scotland, in 1823. He came to Canada in 1833. The present firm was founded in 1852 as Rogers & King. At the time of his death Mr. Warden King's only partner was his son James C. King. He was interested in many other companies, including the Edwardsburgh Starch Co., Toronto Radiator Co., the Belding, Paul Co., etc., and was the owner of the Malleable Iron Co., of Montreal.

Mr. King leaves three children, his son James C. King and two daughters, one married to David Yuile, of the Diamond Glass Co., and the other to James Loudon, of the Malleable Iron Co. The deceased gentleman was prominent in religious work. He was one of the oldest Presbyterian elders in Canada, having been an elder of Erskine Church for 45 years. He was the first and largest contributor to the building fund of the Presbyterian College, Montreal, having given $4,000 for that purpose. He also gave liberally to missionary and Sunday school work. He contributed $5,000 to to the new Y. M. C. A. building in Montreal, and recently presented the same institution with a piece of land valued at $10,000.

As the deceased's son was the active partner, there is not likely to be any change in the business carried on under his name.

A GOOD IDEA.

We believe the time is ripe for calling a convention of merchants and the general commercial interests of the country, says The United States Lawyer and Credit Man, to give united expressions of their views on the vital economic questions of the day. In this era of conventions, they as a body have not been heard, yet their influence should be paramount. It cannot be denied that a general feeling of unrest pervades the mercantile community, arising from a variety of causes not generally understood. Some of them are unfortunately inherent in the system of our commercial laws and customs, others are but incidents of the moment and of slight consequence. But all are factors which must be taken into account in formulating plans for permanent relief. Without touching politics, there are many questions on which a commercial congress could properly speak with authority to our National and State law makers. The whole system of commercial laws, for example, is confessedly faulty and incongruous. It is the outgrowth of the primitive system in use by our fathers when this country was in its swaddling clothes. With all their forecasts, they left out of their calculations such agencies as the railway, the ocean greyhound, the telegraph, the telephone, the cable. They could not have anticipated the marvelous growth of modern corporations, such as trunk lines from the Atlantic to the Pacific. They had no conception of the subtleties of the modern trust. They had clear conceptions of the abstract principles of a Republican form of government, and laid broad and deep the foundations of civil liberty, but their treatment of such practical matters as interstate commerce, currency, taxation, etc., was necessarily rudimentary, in view of the wonderful change of a hundred years.



Time Flies

Are you making the most of it? Does every day find you further ahead than the day before? It should.

We are glad to say every day finds our business constantly increasing. We attribute our success to the good quality of the goods we sell.

Quality is what counts in the paint business. If you want to build up a paint trade buy on quality, not price. Your customers will soon appreciate it.

Walter H. Cottingham & Co.

FINEST PAINTS AND VARNISHES

MONTREAL

TRADE CHAT.

THE following losses were incurred by the big blaze at New Westminster, B.C., on the 3rd inst.: Brunnette's mill, $120,000; insurance, $5,000. Loss on Laidlaw's cannery, $40,000; insurance unknown. Loss on schooner, $5,000; no insurance.

Mr. Joseph Hoodless, a manufacturer, of Hamilton, is dead.

G. T. R. employes hold their excursion to Detroit, on the 20th inst.

The fire loss of the United States and Canada for the month of June amounts to $9,223,000, and for the six months just past $66,497,600.

The county of Bruce is now entirely out of debt. The last cheques for the discharge of the county's indebtedness were signed by Warden McIntosh last week.

The Strathroy people are anxious to hold their civic holiday on August the 21st, the date of Sarnia's meet, so that they can run a big excursion there on that day.

An electrical plow has been invented which turns up an acre of ground in an hour. By and bye the farmer will sow and reap his land by simply pressing a button.

A meeting of the directors of the Montreal Exposition Company was held Tuesday, when more applications for space were reported than in any previous year at this date.

Mr. James Smith, traveler for Robinson, Little & Co., London, Ont., had his leg broken by stumbling while alighting from a railway train. He is improving as rapidly as can be expected.

As Mr. Samuel Trotter, of the firm of McKeough & Trotter, Chatham, was adjusting the parts of a barrel-making machine which the firm manufacture, his hand came in contact with a buzz-saw, almost severing three fingers.

A company with a capital stock of $100,000 proposes to build a dry dock at or near Windsor, Ont., and the city is to have free postal delivery. This important news was given out at Wednesday night's meeting of the City Council.

Russia produced 297,500,000 poods of petroleum in 1894, a falling off of more than 27,000,000 from 1893. A pood is 36 pounds A slick stranger has worked off in Thamesville, Ont., a lot of counterfeit bills on the Commercial National Bank of Providence.

Representatives of the New York Central, Michigan Central and Canadian Pacific roads met in Buffalo Monday and concluded a traffic agreement on the Toronto, Hamilton & Buffalo railroad, which was recently acquired by Vanderbilt interests.

McKay & Bicknell, barristers, Woodstock, acting for John M. Grant, have issued a writ against the firm of Sterling Bros., of London, leather dealers, for $10,000. Damages are claimed against the firm for an alleged attempt to injure plaintiff's credit, and will take the form of a slander suit.

The Japanese have learned the art of making lucifer matches and have taken away the vast trade of India in this article from Europe.

The Imperial Oil Co. will shortly commence the erection of several new buildings and some additions to present structures on their property across Louisa bridge, Winnipeg. A new barrel warehouse will be built, stands erected to hold three large tanks, which are coming up from the east, and a wing will be added to the cooper house.

The Hudson's Bay Co. have decided to add two stories to the one-story addition which they erected last year to their office building on the corner of York avenue and Fort street. This will be principally to extend their office room, and when completed will add greatly to the appearance of the already handsome pile of buildings occupied by this historic company.—Free Press, Winnipeg.

Thos. Cole, of the People's Store, Woodstock, Ont., has been successful in adjusting his loss by fire with the companies, and it is said received in all $4,000. He was insured for $10,000, divided as follows: Commercial Union, $2,000; London and Lancashire, $4,000; Guardian, $4,000. Mr Cole had assigned the insurance policies to J. C. Strothers, of London, for the benefit of his creditors.

A despatch from Winnipeg says that the coming fall promises to be the greatest season for export cattle shipments that the Northwest has experienced. Mr. A. D. Gordon, an extensive cattle exporter, has arrived there from the western ranch country. While there he arranged to ship 19,000 head of cattle to England this fall. This means over 110 trains. Add to this local shipments from Manitoba, and it will be seen that the cattle movement will be a very important feature of the fall trade. The grazing lands are in fine condition.

LINSEED OIL SCARCE.

The receipts of linseed oil which arrived this week via the ss. Brazilian and Etolia at Montreal did not have the anticipated effect of relieving the scarcity of the product on this market. In fact, no change in this respect is looked for in the near future, as there is little or no stock either in Montreal or Toronto, and no appreciable quantity afloat for either point.

For this reason continued firmness is looked for, especially as cable advices this week note an advance of 1c. per gallon in the price on primary markets, while higher spot prices are predicted in the course of a week or fortnight.

CHEAP BUILDINGS.

While a fair amount of building is being done throughout Canada this season, contracts are being taken at figures lower than ever before, and consequently there is little profit in the work. A warehouse building which was destroyed in the recent Toronto fires is being rebuilt at exactly one-half its original cost. In other words, a building which twenty-one years ago cost $12,000, is now being put up for $6,000. At the time it was originally built, the brickwork cost $15.00 per thousand; as against $11.00 per thousand to-day. Prices of material have also gone down, but it cannot be said that the cost of manufacture, in the case of brick, for instance, has been reduced in like proportion. It is true that by means of improved machinery the cost of making brick has been considerably reduced, but on the other hand the cost of burning has increased by about $1.00 per thousand as the result of the increased cost of fuel. Apparently, the keenness of competition has served to reduce tenders in other cities as well as Toronto. As an illustration of this, the contract for one of the new churches to be erected in London, is said to have been let at about $10,000 below the architect's estimate. The majority of contractors have been so long without employment that now an improvement has set in, they are willing to tender at ridiculously low figures in the hope of securing work. The result of such a state of affairs is by no means satisfactory. It tends towards inferior work both on the part of the contractor and the architect, as the latter is affected by low prices in the same way as the former. Cheap work by contractors means additional worry for the architect and reduced commissions. We learn that quite a number of contractors have recently gone to Buffalo and other American cities where building operations are brisk, and this will no doubt tend in some measure to improve the condition of things in this country. — Architect and builder.

TORONTO JUNCTION MALLEABLE WORKS.

The Malleable Iron and Steel Works, which have been under construction for some time at Toronto Junction, commenced operations this week. The officers of the new works are: General manager, Mr. Leigh; foreman of moulding department, John J. Johnson; head of machine department, W. J. Gore; secretary-treasurer, C. C. Going.

No one will, or should, complain at the action of the Hamilton City Council in extending till December the time when the smelting works shall be completed. The company is composed of men rich both in money and reputation, and is only prevented from finishing the works by October by circumstances over which it has no control.

RIXFORD'S HARVEST TOOLS

BEST GOODS MADE.

HAY FORKS MANURE FORKS
SCYTHES

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants, 37 Front St. West, Toronto

The Graham Cut and Wire Nails are the best.

STARTING IN THE HARDWARE BUSINESS.

IN county towns, say of 5,000 to 10,000 inhabitants, connections and the popularity of the would-be hardware merchant have much to do with the advisability or otherwise of establishing a new store, says an exchange. Of course, where a man buys out an old established store, he naturally expects to succeed to the "good will" enjoyed by his predecessor, but the writer means starting in business in competition with older houses, based on his connectious and the promised support of his friends and acquaintances. These latter, unfortunately, are not always to be relied upon; they are, as a rule, a little more exacting and less easily satisfied than the general public. The writer has known in his twenty years experience several unfortunate victims to the promises of their friends—has heard of others, who opened a store with glowing prospects of success but closed with more or less disastrous results. Here is one experience. His friends, as a matter of course, expected and got credit, and were surprised that he should be so importunate about those little bills, and some of them went so far as to remind him of certain obligations for past favors. A little later, his friends (?) discovered that his goods were no better nor cheaper than those of other merchants, perhaps going so far as to say, "they do not compare favorably with Mr. Sawset's across the street." Finally, he found some of his professedly warmest friends leaving him, to trade elsewhere, many of them forgetting to settle. Remonstrances were useless and in some instances he lost friends and accounts also. In the end, which was not long coming, the sheriff took possession. Of course, there is another side to this ; the man referred to inherited some money on his father's death and having been rather popular with "the boys," hail fellow well met, and so on, sought advice as to what to do with his money. Oh, start a hardware store, $3,000 will be enough and all your friends will patronize you. He had some business experience, but not in the hardware trade, and being a little too blunt and confident in his manner, which, combined with want of tact and poor judgment, together with the loss of his friends' support, soon brought him to grief.

The sole reliance of the beginner in the retail hardware trade, or, indeed, any retail business in a small town, should be integrity in his dealings, reasonable prices, civility and strict attention to the business in hand. Should he properly apply the foregoing principles and possess a fair amount of business ability he will undoubtedly make patrons of his friends and friends of his patrons, thereby laying the foundation of a permanent business success.

HARDWAREMEN PLAY BALL.

A lively game of baseball was played at Centre Island on Tuesday evening between the employes of the wholesale hardware houses of Rice Lewis & Son and M. & L. Samuel, Benjamin & Co., and resulted in a victory for the latter. Score, 11 to 5. Batteries : M. & L. S. B. & Co., Burnstein and Perry ; Rice Lewis & Son, Smallpeice and McHardy.

PERSONAL MENTION.

Jas. W. Lee, the popular city representative of the Canada Paint Company, was the other day made the happy father of a bouncing baby boy, and the enterprising firm, with a view to encouraging home industry, has bought him a bicycle on the head of it. Mr. Lee will forthwith have his wheel fitted with a "baby basket."

Pine Tar IN TINS

Castor Oil

Coal Tar IN TINS

Machine Oils

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West Toronto

EXPERT ADVERTISING.

ADVERTISING is now an acknowledged necessity, not only for wholesale manufacturers and merchants, but also for retail shopkeepers. So says The Ironmonger. Ordinary advertising—that is to say, simply inserting a notice in our local papers—will not "pay"; indeed, so common has become every form of advertising which follows the regulation lines that the public will not take the trouble even to notice it. We cannot do better than encourage the talent we have in our employ, and ask our assistants to co-operate with us in devising fresh schemes, arranging something new, and some advertisement that has not been adopted in our district. Window-dressing may be taken as the one form of advertising that can be made one of constant change and variety. There is nothing like it, either for showing the goods that we sell or the prices that we are able to sell them for. This, too, is the least expensive form; and window-dressing is now a science of itself, and should be cultivated and used in every possible way as a standing display of seasonable goods, and as an advertisement of current prices. Not only should every available portion of our windows be utilised for this purpose, but a great deal may be made of the remainder of our outside frontage, whether it be of brick, wood, or stone. The outside frontage is often neglected and left blank, when valuable space could be filled in with suitable displays of descriptive signboards, posters, or, near the ground, showcases. All the space that can be got for glass cases and showboards should be used, every one of them being helpful advertisements and costing little.

The local newspapers must be used for a short and pithy advertisement. It should be changed often It should always contain one or more special seasonable lines at a catch price. Look through the columns of a few newspapers, and see if the many novelties in them cannot be appropriated and adapted to suit our own trade. Exercise your ingenuity, and see if you cannot invent a new departure. Trade lists and catalogues should be freely distributed. The firms whose goods you sell should be asked to do their share by sending a plentiful supply of printed matter; all these, of course, should bear name and address only of the vendor. A properly organized system of distribution must be carried on; it is in the lack of system far too often where ironmongers fail. How many packets of price-lists and catalogues, which have cost the manufacturer many pounds to produce, are lying still on the shelves of office or store? I believe a periodical distribution of a specially got-up list, circular or catalogue is of immense advantage. If properly drawn up, and made taking and attractive, it will pay, and will draw custom. It will be read with greater attention than what may be termed "foreign matter," as it will be seen to emanate from the local tradesman, and to contain purely his own advertisement. Every parcel sent out should contain some form of advertisement, and the whole of the printed stationery of the establishment should be drawn up with the same object. Many ingenious forms of this universal custom are now adopted—the sale of yardsticks and so on—all carrying with them into daily use in many homes the name, address and occupation of the vendor. Our seasonable Christmas gifts, whether for office or library, kitchen or drawing-room, either in almanac or fancy article, should all speak for us, with a view to increase our trade and induce further orders. Lastly, let courtesy and straightforward dealing make every customer a living advertisement and a powerful agent to spread our fame abroad.

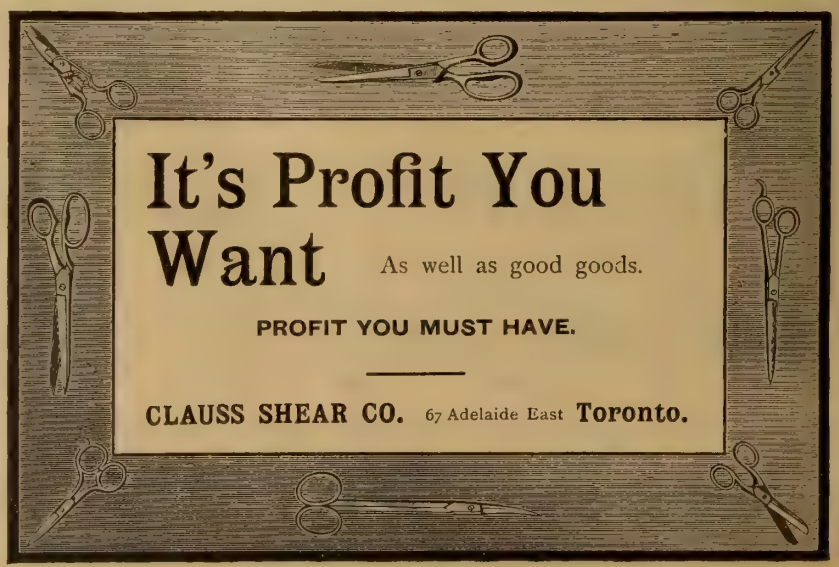
MAKES THE YANKEE BLUSH.

No American can read without a little disposition to blush for his countrymen the report of Special Agent Rolker, of the Geological Survey, on the occurrence of tin ore in the United States. It is only four or five years since shares of stock in a tin mine in the Black Hills were being sold, or at least offered for sale, on the strength of reports of chemical analysis showing it to be the richest tin ore in the world, while there were geological reports showing the vast extent of the deposits. This ore was going to be mined and reduced at less cost than any other tin ore in the world, and yet a protective duty of over $40 a ton was essential to the development of the mines, and that duty was granted. It was to protect American capital, yet most of the capital that went into that ill-starred enterprise was English. A photograph was taken of President Harrison at Temescal, California, with a pile of pigs of tin for a background, and it was used as a campaign document. After all this Mr. Rolker reports: "No tin is being produced in the United States, and the tin occurrences of this country are so far only of geological or mineralogical interest, with indications of prospective value in a few instances." The tin mine business thus far unhappily presents many of the aspects of a bunco game, except that a large part of the American people took part in it. —Iron Age.

THE DRUMMER'S BAGGAGE.

"I can tell after a single glance at the baggage carried by a drummer about how long he has been on the road," said a lawyer at the Commercial Travelers' Club. "When the young man first starts out to the grand tour of the west or south, he is likely to carry in one large trunk enough samples to stock a village store. Another trunk will contain changes of clothing and linen sufficient for a trip around the world. He will carry two large hand satchels—one containing samples, the other a bountiful supply of gents' furnishings and toilet articles. Two overcoats—one light, the other heavy—a shawl or blanket and a mackintosh rolled up and strapped, a leather hat box containing a 'sixer,' an umbrella and a cane and a large pair of field-glasses swung over his shoulders on a strap will complete the outfit.

"Six months later this young man will have discarded one of the trunks, the hat-box, the cane and the field-glass. At the end of a year two satchels and the umbrella will comprise his belongings. He has gradually learned that every first class hotel in the country can do laundry work in 12 hours; that umbrellas can be hired at the check-room; that one middle-weight overcoat is sufficient for his wants; that a cane is in the way; that the place for a silk hat is on the head, or, better still, that a derby is good enough; that blankets are supplied in the Pullman service; that field-glasses are only of use on race tracks, and then behold the angel of commerce with his change of linen on one side and his samples on the other of a single traveling bag, selling more goods in a day than he formerly sold in a week, and not paying out from $3 to $10 a day on excess of baggage."—New York World.





Cow Ties

OPEN RING, CLOSED RING AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Write for Catalogue.**

Manufactured by

The B. GREENING WIRE CO., Ltd. - Hamilton, Ont.

Eastern Depot: 422 St. Paul St., Montreal. J. H. Hanson, Agent.

NECESSITY OF DETAIL SUPERVISION.

THERE is no business whatever, the administration of which is not helped by an efficient system of accounts, writes Chas. S. Town, in Trade Magazine. As a business is more complex in its ramifications, so must also its accounts be complex and require much keeping of books and careful totalization. For instance, in the departments of accounts of great retail dry goods houses, in a modern sense of the term, we find quite an army of clerks and bookkeepers. There are houses which employ fifty bookkeepers and run as many ledgers.

But this is only a small part of a system of accounts. Each department has the amount of its sales kept separate ; the quantity of each style of goods that is sold ; the prices that are paid and received for them, to the end that in the resume of all these accounts, the managers of the business may be able to tell at a glance what departments are paying, and what sort of goods need either more pushing or require dropping altogether.

In a manufacturing business, particularly where much work is done by people whose wages are based upon the amount of time they put in at their work, it will be found that careful accounts are kept of the amount of work done by these people, and its value, and thus a deficiency in any or all parts of the service is carefully watched, and the management is in a position to know in what part of the business losses occur.

The expense of selling in a business of this sort is also an occasion for careful tabulation, for this is an expense which has a tendency to run away with the profits of the goods sold. The amount of each man's sales, and the gross profits thereon, must all be watched so that it may be known whether or not the salesman is a producer of profit. A salesman is frequently given a certain salary, and his expenses are usually a certain amount, being greater or smaller as the jumps he makes from town to town are larger or smaller, and as the amount of paid baggage is greater or less. Consequently there is a fixed amount of profit which must result from his exertions in order that he be of benefit to his employer.

In our day, which the newspapers are so fond of calling "These later days of great competition," profits have been reduced to a minimum in almost every line. It is a very unusual business that can be run on the haphazard lines that were so much in vogue immediately after the war. The great capitalized concerns have their hands full if they wish to secure for their principals, or, in the case of stock concerns, for their stockholders, the legal rate of interest, and it will be seen at once that the only way in which they can secure themselves from loss, is by the careful watching of every detail that goes into the cost of their goods or into the services rendered to their patrons, as the case may be.

Above all, the most careful record should be kept of his accounts proper, meaning those with the people that deal with him on credit, and the firms from whom he buys. There is more money lost through carelessness in the collection of bills than one would suppose. In the rush of the day's business, one is likely to make memoranda of the bills to be charged, which are forgotten when the time has arrived for entering them on the books. These bills should be charged at once, and there must be a system by which they can be, without leaving the customer.

The bills received from firms from whom goods are bought should also be carefully kept, and the prices on them watched. The amount of goods received should be carefully examined, and they should be considered from every point which affects their salability.

In conclusion, it can only be said that the most careful supervision must be employed everywhere. When it is taken into account that a loss of fifty cents a day is a matter of $150 in a year, it will be seen how necessary it is to stop all leaks of whatever kind, and how absolutely important is the keeping of the business "ship" perfectly water-tight.

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.

Orders filled the same day as received.

POINTS FOR CLERKS.

IT is thought that because I have been a young man, and have worked hard and achieved success, says George W. Childs in writing some advice for young men, I am qualified to advise others who are starting in life. It is not for me to decide whether or not this idea is correct. But I am sure that few benefits can be conferred upon humanity more important than to help the young to lead good and useful lives ; and if anything I can say will promote that end I am willing and happy to say it.

There is nothing miraculous in the success that I have met with. If a man has good principles and does his best to act upon them, he cannot fail of success, though it may not be success of precisely the same kind as mine. There are innumerable ways of being useful in this world, and each man has his peculiar gifts and qualifications. Each man will walk in the path best adapted to him ; but there is no reason why every path should not lead toward one and the same point—toward benefiting of men in general. Good principles are just as good for the artist as for the artisan—for the poet as for the ploughman—for the man of business as for the clergyman. It makes no difference what you do, as long as it is just and you are honest and diligent in the doing of it.

> Who sweeps a room, as for Thy laws,
> Makes that and the action fine.

It is well, in my opinion, to accustom one's self early to work, and not be afraid of any kind of work that is honest and useful. I began to support myself when I was 12 years old, and I have never been dependent on others since. I had some schooling, but not much ; I never went to college, not because I did not think a college career might be a good thing for those who could make a good use of it, but because I did not feel that it was so important for me as to be earning my own living. When I left home to come to Philadelphia, one of my relatives said that I would soon have enough of that and would be coming back again. But I made up my mind that I would never go back—I would succeed. I had health, the power of applying myself, and, I suppose, a fair amount of brains. I came to Philadelphia with $3 in my pocket. I found board and lodging for $2.50 and then got a place as office boy for $3. That gave me a surplus of 50 cents a week.

I did not merely do the work that I was absolutely required to do, but did all I could, and put my heart into it. I wanted my employer to feel that I was more useful to him than he expected me to be. I was not afraid to clean and sweep and perform what might be considered by some young gentlemen nowadays as menial work, and, therefore, beneath them. I did not think it beneath me then, and should not now. If it were necessary, I would sweep out my office to-day, and I often carry bundles. But the other day a youth came to me to ask if I could find some employment for him. His father had died and his mother could not support him, and he wished to support himself. I looked at him and saw that he had on very nice clothes and kid gloves. I asked him if he would like to wheel a wheelbarrow He seemed surprised, and answered that he didn't think he would like that. Then I asked him if he would object to carrying bundles. Well, he wasn't anxious to carry bundles, either. He was like many young men who talk about wanting to work but when it comes to the point they want to do only kid-glove sort of work. I must say that I don't have much sympathy with that sort of feeling. Men are all brothers, and what is worthy of one is not unworthy of another. The Bible says it is what cometh out of the mouth that defileth a man. It is not work, but character, that can be discreditable.

While I was working around as errand and office boy I improved such opportunity as I had to read books, and to attend book sales, so as to learn the market value of books and anything else that might be useful to me hereafter. It was my aim always to be in a position where I could use my best talents to the best advantage. I fixed my ambition high, so that even if I did not realize the highest, I might at least always be tending upward. A man should not always use all his faculties, but be constantly developing them so that he can do more. If you jump at a thing with your whole heart and mind, though you may not be exceptionally able, it is wonderful how much you may accomplish, but if you are half hearted you will fail.

HOW HE MADE IT PAY.

Although we have repeatedly pointed out the profitable character of a well managed cycle department, there are doubtless still many of our provincial readers who have the opportunity to add this branch to their trade, but who do not possess quite enough business courage to make a commencement. The following extract from an article appearing in the current issue of The Cycle Manufacturer is a welcome testimony as to what can be done by well directed energy ; and not only does it contain much of interest to those whose cycle department is yet to be started, but it contains some useful hints on how such a branch may be profitably worked, which should be welcome to those who already include "wheels" amongst their stock. Our contemporary says:" In the course of a recent cycling trip we found ourselves in a small agricultural town in the southeast portion of England. Strolling round the streets in the evening our eye was caught by the exceptionally smart and business-like appearance of the local ironmonger's shop. One window was devoted entirely to cycles and cycle sundries. The machines exhibited were the cheap grades of three first-class makers, and they were cleaned up and looked remarkably smart in the well-lighted window, far better, indeed, than we had ever seen machines look in any window of a provincial cycle agent. Observing our close scrutiny, the proprietor of the establishment came forward, scenting a possible customer, and induced us to enter. It did not take long to discover that he was a remarkably smart and pleasant-spoken man, with a sufficient knowledge of machines to be a successful salesman to cyclists, and one could not but own that, in him at least, the ironmonger by no means made the cycle agent impossible. In the course of the conversation which followed he let us into some of his trade secrets and experience, as far as his cycle business was concerned. He said he started with trying to sell high-priced cycles, and only got rid of six machines in the season. The next year he went in for lower-priced, but reliable makes, and got rid of 44 machines in his little town, in spite of the opposition of the big cycle agents in the large town some five miles only away. He sells for cash and buys for cash, and contents himself, he says, with adding only £1 profit to the invoice from the makers of each machine he sells, showing the invoice, if desired, to his customer ; but, presumably, he takes the 5 per cent. for cash as well, and that should be added to his profit. Now, cycles with this man are simply a side line ; he has little expense in connection with selling them, keeps no stock to speak of, and practically has no risks. Further, experience has taught him that unless he sells very cheaply he cannot sell at all, but selling cheaply he sells now freely, and absurdly small as his profit is on each machine, in the aggregate it amounts to a good and useful sum, not to be despised as an addition to a moderate provincial ironmongery business."

THE MAN WHO NEVER RESTS.

I have learned from observation that three things surely happen to a man who works steadily without relaxation. In the first place, he becomes nervous, irritable and hard to get along with. In the second place, the grade of his work falls off, and he is liable to err in his judgment. In the third place, he dies suddenly. It is an incontrovertible law of Nature.—Chauncey Depew.

THE FRUITS OF HIS LABOR.

"What has your representative done since he's been in Congress ?"

"What's he done ?"

"Yes."

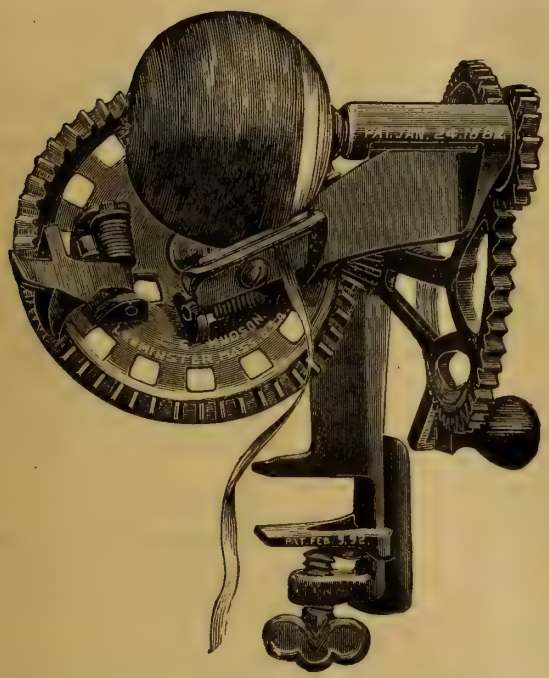
"Built two houses, paid off a mortgage, an' opened a grocery store !"—Atlanta Constitution.

Hobbs Hardware Co., London, Ont.

APPLE PARERS

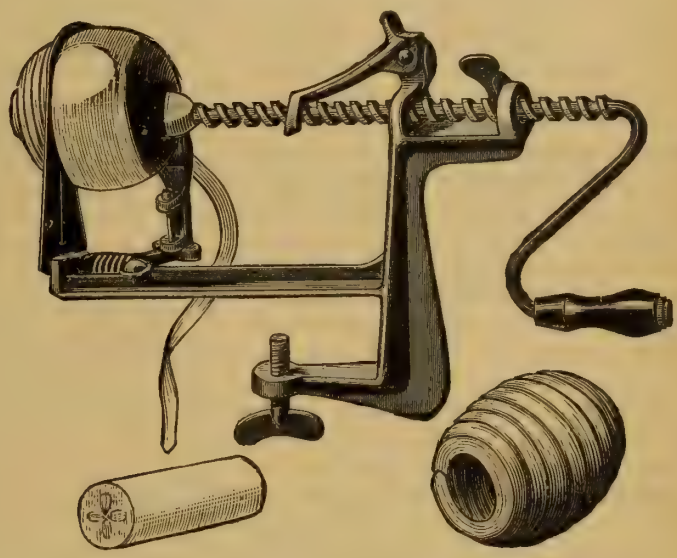
HUDSON'S GENUINE

Season's Supply now in stock.
Orders solicited and filled promptly.



Rocking Table Apple Parer
WITH PUSH OFF

This machine is so arranged that parings and juice can not fall upon it. It is provided with improved clamping device, so that the table will not be jammed. It is stronger, more durable, has less gears and working parts, will pare closer to the fork, keep cleaner, do better work, and more of it than any machine on the market.



"The Daisy" Parer, Corer and Slicer

This machine will operate successfully on large or soft fruit. The fork and slicing knives are tinned so that the fruit will not turn black. This is the best machine for the money in existence.

MANUFACTURED BY

The Hudson Parer Co., Leominster, Mass. U.S.A.

SPECIAL LINE OF PADLOCKS

Best Quality And Low Priced





No. 81

All Bronze Metal. Spring Sliding Shackles.



No. 7050

All Bronze Metal. Automatically Opening Cycle Locks.

Write us for prices

HOBBS HARDWARE CO., London, Ont.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 12, 1895.

HARDWARE.

CONTINUED firmness has been the rule in all kinds of iron material, advices from primary sources simply strengthening the views of manufacturers, who, as already noted, have been advancing prices for the last fortnight or three weeks. The tendency is still in the direction of firmer terms for business. Changes in wire nails are an instance of this. The price of steel horseshoes have been stiffened also, it is understood. In other lines the changes that HARDWARE AND METAL has already noted have been confirmed.

BARBED WIRE—There is a quiet trade to note in this line. We quote : 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3c., shipments of 500 lbs. and upwards delivered in Ontario, 3⅛c. delivered in Quebec, and 3c. in New Brunswick and Nova Scotia, where the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra.

PLAIN WIRE—There is a fair jobbing demand for staple lines of plain wire. The trade discount is 22½ off the list 60 days, or 2 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton ; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—There is no change yet to note in the case of cordage, but it is not unlikely that next week may witness an advance. We quote ; Sisal, 5¾ to 6c. for 7-16 and upwards, and 14 to 15c. for deep sea line. Pure manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

BINDER TWINE—There is a fair enquiry for this line at 6 to 6¾c.

CUT NAILS—No change is to note in these. Makers report fair orders, while jobbers state that business is quiet. We quote $2.1 as the basis, with the delivery privilege still as it was.

WIRE NAILS—There have been some changes in wire nails as a result of the meetings last week. The discount is now 75 and 10 f.o.b. Montreal without delivery, while in Ontario it is 75 and 5, with delivery where the rate does not exceed 25c.

HORSESHOES—It is understood that there have been some changes in regard to steel horseshoes. We quote iron horseshoes $3 50.

HORSE NAILS—Demand for these is of the quiet sort, and the discount is the same, 55 off the list f. o. b. Montreal.

TACKS—A fair enquiry is to note for these. We quote as follows : Discounts, B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent. ; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

CLOTHES WRINGERS—Continue quiet and unchanged.

CHURNS—Demand is about over for these.

WARE—No special activity is to note in these.

ICE-CREAM FREEZERS—Business in these is falling off as the season is about over.

PLUMBERS' SUPPLIES—The feeling is firm, but business is not active.

WIRE CLOTH—Demand for wire cloth and screen doors and blinds is almost over.

CUTLERY—There has been a fair enquiry both for table and pocket cutlery during the week.

SPORTING GOODS—The volume of business in these is showing signs of expansion.

CEMENT—There has been no special change in the cement market while prices are firm. We quote : English brands, $1.95 to $2.05, and Belgian, $1.80 to $1.90 ex ship.

FIREBRICKS—An active trade is to note in firebricks at $15 to $21 per 1,000, as to brand.

METALS.

The continued firmness in outside markets has simply strengthened the firm tone of the heavy iron and metal market on spot, as already noted.

PIG IRON—A fair business has been done in pig iron at firm values. Scotch iron has sold at $19 to $19.50, and Canadian at $16.

BAR IRON—This line is distinctly strong in tone and nothing under $1.65 can now be had here, and we quote $1.65 to $1.70.

TIN PLATES—The firm feeling in these is fully maintained. We quote : Coke, $2.75 to $3.10, charcoal, $3.25 to $3.75, as to grade.

TERNE PLATES—These rule quiet and firm at $5.75 to $6.25.

CANADA PLATES—In Canada plates nothing can now be had under $2.10, and we quote that figure as the basis.

SHEET IRON—Prices are unchanged and business quiet at $2.10 to $2.20.

Enamelled Ware

MADE IN CANADA

We are daily increasing our lines and gladly invite comparison in every way with any foreign goods—English, American or German. Order a sample lot and see for yourselves what Canada can do.

THE McCLARY MANUFACTURING CO.

London, Toronto, Montreal. Winnipeg, Vancouver.

IRON PIPE—There is a fair demand for iron pipe at the recent advance. Discounts are firm on black pipe at 60 and 10 to 70 and 5, while galvanized is steady at 37½ to 40 and 10.

INGOT TIN—Frm and unchanged at 17 to 18c.

LEAD—A moderate demand is to note at $3 to $3.25.

SPELTER—Quiet and unchanged at $4.25 to $4.50.

SHEET ZINC—A fair jobbing business is to note at steady prices: 4½ to 5c.

ANTIMONY—Quiet and unchanged at 10c.

HOOPS AND BANDS—There is a fair jobbing trade to note in these. We quote: Canadian, $1.90, and English, $2 to $2.10.

GALVANIZED SHEETS—A fair jobbing demand is experienced, but nothing large is reported in an import way. We quote $4.25 for No. 28 gauge as the basis.

COPPER—Firm and unchanged at 10½ to 12c. according to quantity.

SHEET COPPER—Values in this line are held at 18 to 25c.

PAINTS AND OILS.

Trade in this market is winding up the season firm and satisfactory, and prices generally are steadily held.

LEADS—There is a continued good demand for lead of all kinds at the advance recently noted. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—Requirements for these are only moderate, the season being well advanced. We quote first grade $1; second, 85 to 90c.

PARIS GREEN—This article has somewhat eased in price in sympathy with New York, and may now be quoted as follows: Bulk, 14c.; drums, 15c.; packets, 16c.

LINSEED OIL—The arrivals this week ex Brazilian and Etolia have not relieved the scarcity, and there is little or no oil on the market or afloat to this port. From primary markets advices are firm, quoting an advance of 1c. per gallon, and this will be felt here in the near future. We quote 59c. for raw and 62c. for boiled.

SEAL OIL—There is no change in seal oil, which we quote at 40c.

COD LIVER OIL—This oil continues very firm and the indications are that it will likely rule high this fall. We quote 6 to 7c.

TURPENTINE — Moderate demand and prices steady. Five barrel lots have sold at 45c., two barrel lots 46c., and single barrels 47c.

RESINS—A fair trade is to note in these. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.50 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

The glass market is moderately active at steady prices. We quote: $1.15 to $1.20 for first, and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

Business has been quiet. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $65 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

The petroleum market is quiet. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

HIDES.

There is no change in the hide market. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 2 and 3. Calfskins, steady at 8c. Lambskins, 25c. each; clips, 15c., and sheepskins, 75c. to $1 each.

TALLOW.

The tallow market is quiet and steady, at 5 to 6c., as to quality.

WOOL.

There is no change in the wool market. We quote: Cape, 13 to 15c.; Canadian fleece, 18 to 21c.; B.A. scoured, 25 to 31c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 11 to 12c.; B.C., 9 to 11c.

ASHES.

There is a fair export demand for ashes, while receipts are rather freer than they were. Prices are rather firmer than last noted, first pots being held at $4.10 to $4.15, and second, $3 80 to $3.85, while pearls are quoted at $5.50 per 100 lbs.

MONTREAL NOTES.

The freight delivery clause in the wire nail agreement has been withdrawn as regards province of Quebec shipments.

A. C. Leslie & Co. report that fears regarding the drought reports are interfering with orders from the west.

Caverhill, Learmont & Co. note a picking up in the demand for lines of sporting goods, such as guns and ammunition.

Cable advices on linseed oil to the Canada Paint Company note a firmer feeling at primary markets.

Advices from the south to McArthur, Corneille & Co. note a firm feeling in turpentine in the south. It is unchanged on spot.

Drummond, McCall & Co. state that the firm feeling in pig iron is fully maintained, especially on Summerlee and equal brands.

The Montreal Rolling Mills report a very firm feeling on bar iron, and state that firmer prices would not be surprising shortly.

The McClary Manufacturing Company are experiencing a good demand for their new lines of enamelled ware.

ONTARIO MARKETS.

TORONTO, July 12, 1895.

HARDWARE.

TRADE is just about the same as a week ago, merely steady. There are no particular lines outside harvest tools moving, and in this line cradles, scythes and barley forks have the call. A fair quantity of ordinary fence wire is moving, but there is very little doing in barbed wire. Wire nails are 5 per cent. dearer, and there is still a fair business being transacted, although the demand is not as active as it was. Cut nails are quiet and unchanged. Further changes are to be noted in tacks. Pressed wrought spikes are 5 to 10 per cent. dearer. Steel horseshoes are, on the other hand, 25c. per keg lower. Binder twine is quiet at unchanged prices. Reports are more favorable concerning the condition of plumbers' supplies. Trade in table cutlery shows some improvement. There is a slightly better demand for clothes wringers, but at slightly lower prices.

FENCE WIRE (ORDINARY)—No further change has taken place in prices. The demand is lighter than it has been for some time, although quite a few orders are being received. Terms and conditions remain as before: On 1,000-lb. lots freight will be prepaid to any destination where the rate does not exceed 25c. per 100 lbs. Discounts 22½ off the list 60 days, or 2 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Trade is still quiet, the orders coming in being small. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—There is very little doing, although a few orders for large sizes for hay-fork purposes have been received. We quote: Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Trade if anything has improved a little, more orders being received

for ten-keg lots. Very few carload lots are moving. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—The price has been advanced, the discount now being 75 and 5 per cent. in bulk and 75 per cent. in 1-lb. papers. There is a sorting up demand, but the bulk of the dealers having bought 10 and 20 keg lots, not much demand may be expected for another month.

HORSE NAILS—Demand is a little better than it was last week. Discounts are unchanged at 55 per cent.

HORSESHOES—A reduction of 25c. per keg has been made in the price of steel horseshoes.

TACKS—Further changes are announced in the discounts. Double-pointed tacks have been advanced 5 per cent., discount now being 85 per cent., instead of 90 per cent., as before. Quite a nice trade is reported. We quote discounts as follows: Leather carpet, 30 per cent; B.B.B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks, 45 per cent.; Swedes' iron blued or tinned 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—Trade is improving nicely, those with brass corners being particularly in demand. Prices have been reduced, the figures now being $26.50 to $27.

CHURNS—There is very little doing, business being confined to a few sorting up sizes.

WARE—Considerable activity is to be noted in this line, the preserving season now being on. This refers particularly to kettles and saucepans.

LAWN MOWERS—The season's trade is about over. There are not many left on hand.

RUBBER GARDEN HOSE—Although the demand has fallen off orders are still coming in, and there is, of course, not now the same difficulty in supplying the demand. Discounts: "Lion," 70 and 5 per cent.; "Competition," 75 to 75 and 5 per cent.; "Kink Proof," 60, 60 and 5 per cent.; "King," 70, 70 and 5 per cent.; "Leader," 75 per cent.; cotton, 65 to 65 and 5 per cent.

ICE CREAM FREEZERS—Trade is quiet, the bulk of the season's business having been transacted.

PLUMBERS' SUPPLIES—Quite an improvement has taken place, especially in the country trade. Baths, both steel-clad and copper, are coming in for a fair share of the trade. Malleable fittings have been advanced about 5 per cent.

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POULTRY NETTING— Occasional orders are being received for sizes in which jobbers are about sold out, but trade is practically over for the season. Discounts are still 60 10 and 5 to 70 per cent.

SCREEN DOORS AND WINDOWS — Occasional orders are also being received in this line for assorted sizes, but it is small quantities only that are wanted.

LEATHER BELTING—There is not much doing. Discounts: "Extra," 45 per cent.; "Standard," 45, and No. 1, 55 per cent.

CUTLERY—Table cutlery is moving a little better, but there is nothing special to note in other lines.

SPORTING GOODS—There is very little doing, except in ammunition, for which the demand is fair. Guns, rifles, and revolvers are going out but slowly, although enquiries for prices are coming in more freely.

HARVEST TOOLS—While the trade for hay forks, etc., is nearly over, there is a fair demand existing for grain cradles, scythes, barley forks, and wooden rakes.

BINDER TWINE—The dry weather is interfering a great deal with trade in this line. We quote: Commonsense 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

PLASTER PARIS—Trade is pretty good. We quote prices: New Brunswick, $2.30; Paris, $1.75 per bbl.

METALS.

The demand is principally for goods mentioned last week. Prices are firmer. Jobbers here have advanced the price of Canada plates and tin plates from 15 to 20c. per box.

PIG IRON—Has advanced from 50c. to $1 a ton during the past week. American is now quoted at $18.75 and Canadian iron about the same. Little Canadian iron has been sold in this market the past few days, but buyers of American seem anxious to place their orders, evidently being afraid of future advances. We may therefore expect a large quantity of American iron to find its way into this market during the next few weeks. American houses do not evince any keen desire to take orders for future delivery, preferring to sell for immediate shipment. In some cases we know of, firms absolutely refuse to give quotations except for shipment this month.

BAR IRON—Very few large orders have been placed, the demand being principally for small quantities at $1.70 to $1.75 Toronto; carlots, $1.60 f.o.b. Toronto.

SHEET STEEL—Is going out nicely, both in better and cheaper grades. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—This is also going out well, principally in the larger sizes of the different gauges.

TINNED IRON—There has been a very good demand for this in all sizes, jobbers having sold more than for some years past. Orders are still coming in nicely, although not many case lots are wanted.

PIG LEAD—Very little doing in this line at the moment. We quote: 3⅛ to 3¼c. as the ruling figures.

LEAD PIPE—While some houses have withdrawn quotations, there has really been no change in prices. Trade is a little better than it was. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

SHOT—There is not much doing, business in this line as a rule following the sporting goods trade. Discount is unchanged at 17½ per cent.

GALVANIZED IRON—Demand has been strong, both in shipments from stock and orders booked for import. Prices for import have been shaded in some instances to $4.20, and to $4.15 for exceptionally large

lots; 26 and 24 gauge in proportion. We quote: 28 gauge, $4.25 to $4.50; 26 gauge, $4 to $4.25; 24 gauge, $3.75 to $4; 22 gauge, $3.50 to $3.75.

INGOT COPPER—Business is still quiet, at 11c. for ton lots, and 11¼c. for small lots.

INGOT TIN—Some good sales of Straits have been made, but quantities moving in Lamb and Flag are only small. We quote ton lots at 17c. and small lots at 17½c.

IRON PIPE—While the jobbers are in a little better position to fill orders, there is still a dearth of certain sizes, the few carload lots which were received not going far enough to fill back orders that were on the file. Prices are now in a more settled condition. Jobbers now quote ¼ and ⅜ inch at 67½ per cent. discount, and ½ to 2 inch, 65 and 10 per cent.; larger sizes, 2½ inch, upward, 70 per cent.; discount on galvanized, ½ and ¾ inch, 50 per cent.; larger sizes, 50 and 5 per cent.

SHEATHING COPPER—Quite a number of import orders have just been delivered throughout the country, and several case lots have been forwarded from stock. Enquiries for roofing copper are coming in freely. Prices are a little easier, ordinary 16 oz. being now held at 13½ to 14c.

SHEET BRASS—There is fair demand for ordinary, and hard sheets are going out freely. Price is unchanged at 20 to 30c. per lb.

SHEET ZINC—There is a continued fair movement, a number of cask lots still going out. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Are enjoying a fair share of the trade. We quote: Domestic—Galvanized, 30 gal., $5.75; 35 gal., $6.75; 40 gal., $7.75; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Unchanged. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—There is a fair demand for the higher class of tinned plates, and also the larger sizes, used principally for roofing purposes. Prices are now being quoted at $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—Trade has improved a little, but quantities going out are still small. We quote: 4 inch, 18½c. per ft.; other sizes 60 and 10 off the list.

TERNE PLATES—Demand is steady for small lots. Prices are unchanged at $6 for "I.C."

HOOPS AND BANDS—Trade continues fairly good. Prices are being held at $2.20 to $2.25.

ZINC SPELTER—Domestic is still being held at 3½ to 3¾c. in small lots; imported, 4 to 4¼c.

SOLDER—Demand continues good at 12½ to 13c. for half and half, and 11½ to 12c. for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

GLASS.

Trade in glass is a little brisker this week than it has been at any time this year before. The prices have been advanced by at least one jobber here, and some think that a general advance will be seen shortly. The advance mentioned is not a very large one, but is thought by some to be only the beginning of an upward movement. "Double-diamond" at present has not been advanced any more than "Star," but as the advance in Belgium is more pronounced in "Double-diamond," the figures here will likely be adjusted before long. Plate glass is quiet, and fancy only fair.

OLD MATERIAL.

Scrap metals are a little firmer, and one of our western firms reports having purchased very largely. While prices have not improved very much, still there is a slight responce in sympathy with the advance in new material. We quote as follows: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron, hoop iron, 10 to 12½c.; new light scrap copper, 6¼ to 6¾c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 6¼ to 6¾c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—Remains at 4½c. on large orders and 4¾c. on small. There is a feeling of uncertainty about this product, and it may be advanced any day. Trade is a little on the quiet side.

PUTTY—Shows no improvement, still being quoted at $1.85.

PARIS GREEN—The big domestic demand that was looked for has not yet materialized, but some is going out all the time. Prices remain at 18 to 22c., but rumors of cuts being made by some houses on certain classes of orders are heard.

PREPARED PAINTS—Demand is falling off a little. The expected advance above $1 has not yet become the vogue.

LINSEED OIL—Is more scarce than ever. While general quotations are not changed, prices are firm, and some jobbers are asking 59 to 62c., an advance of 1c. per gallon over last week. The general quotations, however, are 58 to 61c. in barrel lots, and 5c. more in small quantities. The demand is not large.

TURPENTINE—The demand is light, and the price is still 44c.

CASTOR OIL—A good deal is selling now, but prices are unchanged, 6½c. being still quoted in cases.

HIDES, SKINS, WOOL AND TALLOW

HIDES—8c. for No. 1 and 7c. for No. 2 are being paid on the few brought in.

SHEEPSKINS—Few are offering, the season being nearly over. Lambskins and shearlings have advanced. Sheepskins bring $1 to $1.25, lambskins 30c., and shearlings 20c.

CALFSKINS—The season for these is over practically.

WOOL—The aggregate of wool purchased during the past week has been large, and most of it is now marketed. Prices have advanced somewhat, and for good parcels of washed combing 22c. is being paid.

PETROLEUM.

Lubricating shows considerable activity, and it is expected that illuminating oils will waken up as the days grow shorter. Prices are unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO MARKET NOTES.

A number of changes are to be noted in the editorial pages.

The Toronto Smelting and Refining Works report large sales of solder, especially to the roofing trade. Tinsmiths are also buying more freely than in the past.

Stewart & Wood report the receipt of a large consignment of castor oil, which is selling freely.

The employes of the Gurney Foundry Co., Ltd., will hold their annual excursion and picnic, per steamer A. J. Tymon, to Lorne Park, on Friday, July 26. The boat leaves Yonge street wharf at 7.45 a.m., 10 a.m., and 2 p.m., and leaves the park for the last home trip at 7 p.m. All boats call at the Queen's wharf. Tickets for adults, 30c.; for children, 15c.

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THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

UNITED STATES MARKETS.

NEW YORK, July 12, 1895.

PIG TIN—No decided change in the temper or appearance of the market was visible. London cabled 7s. 6d. decline, but noted only moderate transactions, and the impression here was that the decline was due to a realization of profits. With this much apparently to their advantage, the local bear interest made some display of aggressive inclination, but offerings from that quarter had neither dash nor spirit, and prices went but about 0.5c. under those of yesterday. Spot price about 14 20c. net cash. Outside of speculative circles business was very quiet, although quotations were sent out that, in some instances, came unusually close to contract prices. Transactions on 'Change included 25 tons July delivery, sellers' option, one day's notice, at 14.15c.; 25 tons, sellers' option to December 1st, one day's notice, at 14.10c.

COPPER—In tone the market is unmistakably firm and there is business of considerable volume passing and under treaty, particulars of which are not divulged. It is known, however, that 2,000,000 lbs. Lake Superior ingot have been so'd since the 1st inst., and that bids have been made the past few days of 10¾c. for considerable quantity to be delivered during the next six weeks, and that a fraction more was refused for later deliveries running from September to the end of the year. The leading mining companies are asking 10⅞ to 11c. for distant deliveries. Electrolytic is in as strong position as the Lake metal and difficult to purchase in round lots for summer delivery; none is offered for this month. The bottom price is 10½c., and a fraction more is generally quoted. Casting copper is not as well situated, but the conditions are such that prices remain very steady at 10 to 10¼c., according to brand.

PIG LEAD—Buyers are rather backward at the moment and seem to be influenced more by speculative re-sales in the west than by other conditions, since such operations have served to ease prices a little in the primary markets. The buying here is confined chiefly to moderate quantities needed for current consumption, and bids on forward deliveries are somewhat modified. On common domestic 3.30c. is the general quotation here, however, and about 350 tons were sold at that. London cable was firm, with £10 8s. 9d. quoted for soft Spanish.

SPELTER—A fair business is passing in domestic brands, but the buying is still confined to carload lots, and there seems to be very little inclination among eastern consumers to place orders here except for such quantities as may be needed to tide over immediate wants. The offering is more or less reserved, however, and prices are firm at 3.70 to 3.75c. New York delivery, for early shipments. London cable quoted £14 12s 9d. for good merchant brands.

ANTIMONY—Demand is moderate and dealings are mostly in small lots, but prices remain steady at 8 to 8⅛c. for Cookson's, 7⅛ to 7¼c. for Hallett's and 7c. for Japanese.

TIN PLATE—All told, the volume of business was fair, and negotiation showed that buyers are watching the market carefully, as though prepared to order for future deliveries in a more liberal manner should prices show a stronger tendency to advance. For the time being the situation at home and abroad seems to be fairly well discounted, and few really large purchases are being made.

IRON AND STEEL—In pig iron there is nothing new to report for the day. Business was fair, but the individual purchases were mainly of moderate quantities. Large consumers have on hand and under contract three to five months' supply, and therefore manifest no anxiety; but there is still a miscellaneous business that foots up well, and it is all at stiff prices.

Old material is still very scarce in this locality, and most holders are asking about $1 per ton and more advance over the prices on their last sales. The demand continues good, but extreme high prices asked check business.

Steel rails are still exceptionally quiet in this quarter. New orders for heavy sections come in very slowly, and are mostly of small size. Makers are stiff on the $24 at mill basis, however, and quote corresponding prices for light sections. In other heavy mill products business has fallen off somewhat since the late advance in prices, but there are numerous inquiries, and prospects are favorable for more business. Bars, sheets, etc., are very firm and in fairly good demand.

LATE BUSINESS CHANGES.

W. J. Bruce, hardware, jewellery, etc., Glenallan, has assigned to Geo. Hayes.——The general stock of J. G. Staebler & Co., Tavistock, Ont., has been sold at 58¼c. on the dollar.——Ernest Rioux, general store, Bic., Que., has compromised at 50c. on the dollar.——Wilfrid Perron, general store, Chicoutimi, Que., has made a voluntary assignment.——Alex. Barrie and Wm. S. Johnstone have been registered proprietors of Barrie & Johnstone, electric wire, Montreal.——W. A. Caldwell has been appointed curator of the business of A. W. Featherston, pianos, Montreal.——The creditors of Margolius Son & Co., traders, Montreal, have been asked to meet on July 19——Ed. R. Turcotte and Guillaume Blouin have been registered proprietors of the tinsmithing and plumbing firm of E. R. Turcotte & Co., Quebec.

ROAD RACE FOR HARDWAREMEN.

The employes of M. & L. Samuel, Benjamin & Co., Toronto, propose holding a ten mile bicycle road race on July 20. A time prize, and a first and second place prize, will be awarded. Great interest is being taken in the event.

Mr. Smail, of the Canada Horse Nail Co., was in Toronto the early part of the week.

T., H. AND B. RAILWAY.

In the House of Commons, Mr. Coatsworth, on motion for the third reading, moved, "That the bill respecting the Toronto, Hamilton and Buffalo Railway Company be recommitted to the Committee of the Whole House, with instructions to amend the bill by adding the following clauses, which had been agreed to by all in favor of and opposed to the bill:

"11. The debts to be paid under the foregoing provisions of this Act shall include only the following unpaid claims: (1) The claim of the assignee of Bracey Bros. & Co. against the Dominion Construction Company for wages paid and material supplied by him in the completion of the line from Hamilton to Cainsville. (2) The claims of sub-contractors of Bracey Bros. & Co. against them for work done and material supplied in the said construction. (3) The claims for advances by the Bank of Hamilton and the Bank of Commerce to or for Bracey Bros. & Co., amounting to about $11,000 and $2,000 respectively. (4) Claims for labor actually done upon or in connection with said construction. (5) Claims for board of men and teams employed upon said construction. (6) Claims for material actually used in said construction. (7) Claims for goods supplied to employes of Bracey Bros. & Co., or their sub-contractors engaged on said construction, and supplied pro tanto in reduction of wages claims.

"12. That payment by the Railway Company of the said debts, or any of them, in respect of which the Dominion Construction Company is now under any liability to Bracey Bros. & Co., or their assignees or others, shall, to the extent of such payment by the railway company, operate as and be a release and discharge of the Dominion Construction Company as against said Bracey Bros. & Co., their assignees, and others, but nothing herein contained shall in any way prejudice any existing right of any creditor of the said firm or their sub-contractors, or any of them."

The motion was agreed to. The House went into committee, adopted the amendment and reported the bill.

INCREASED FACILITIES.

The Grand Crossing Tack Co. Ill., have just completed their large wire nail mill, and are now moving into it the wire nail machines which they have heretofore operated in their tack factory. They are also putting into position in this mill the wire nail machinery which they purchased last spring from the receivers of the McCash plant at Burlington, Iowa. The mill, as soon as in complete operation, will have a capacity of 1,200 kegs of wire nails per day.

NEW HOLD-BACK DEVICE.

The Houghton Manufacturing Co., of Paris, Ont., are bringing out a new article for fastening the hold-back straps of a harness to the shafts of a vehicle. The straps are attached or detached instantly.

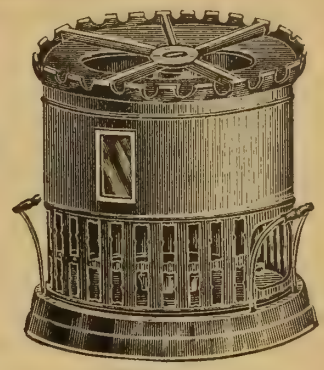
There are no springs, catches or snaps to break and endanger life. It does away with the necessity of winding the straps around the shafts and looks as though it would entirely supersede this old device. See cut on another page and write for circulars and prices.

OIL STOVES

German American and French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.



FRENCH

THE THOS. DAVIDSON MFG. CO. LTD.

MONTREAL

HAMILTON TRADE GOSSIP.

THE Hamilton Bridge Works are fairly well employed, although, like most manufacturing firms, they are still finding it difficult to get all the raw material they require.

There is a fair quantity of bar iron going out, but it is principally merchants who are buying, and with some view to speculation. "It is the big users of bar iron that we now want to see buying," remarked a manufacturer to me.

The Norton Manufacturing Co. is engaged now in the manufacture of fruit tins for the canners. "We have sold a good many, probably about as many as usual, but of course there is a great deal of uncertainty regarding the fruit crop," remarked the manager to me.

Most of the hardware travelers are now off the road, enjoying their usual summer vacations.

I was shown a unique device at the works of the B Greening Wire Co. for bending lead pipe which does away altogether with the use of sand. It was a close coil of copper wire. A lead pipe with this coil inserted in it can be quickly and easily bent into a syphon or any other shape desired. "This spring has heretofore been made in the States," remarked a member of the firm, "and plumbers have had to pay $2.50 each for them. Now, at the price we are placing them on the market, the plumber can get three for about $3.25."

The B. Greening Wire Co. inform me that they are running every night till 10 o'clock in their chain department on cow ties, and the rope shop and the perforating department. "It has been an unusually busy season on green wire cloth," remarked a member of the firm to me. "In fact, we never turned out so much before in any one season. We expect the trade to drop off any day now, although we have shipped more this week that we even did last week."

A local jobber informs me that there has been quite a material advance in the price of American spades and shovels. "So that," he added, "the very low prices which have ruled this year will be marked by their absence next. The Canadian manufacturers will undoubtedly advance their prices also, because it was only American competition that squeezed them down in the first place. Canadian low-priced spades and shovels are undoubtedly much superior to the similar line of goods made in the United States," he concluded.

Local jobbers have experienced a largely increased trade in those lines in which advances have been made lately. This applies particularly to barb wire. The factories are still loaded up with orders for wire nails, while to make matters worse it is difficult to get wire rods from which the nails are made.

Those jobbers who have good stocks of horse nails just now are to be congratulated. The factories are behind with their orders, while the season is now opening up. I know of one local firm that is in the happy position of possessing a fairly good supply.

The T. H. & B. is pushing with vigor the construction work. The walls of the station in Hunter street have reached the second storey. The track for the tunnel work has been laid in Hunter street as far as Hess street. "The excavation work is proving a terrible loss to property owners in that neighborhood," remarked one Hamiltonian to me. "Many of them are losing their tenants, and in other cases, in order to retain them, they have been compelled to reduce rents 50 per cent."

W. L. E.

LONDON TRADE NOTES.

The Hobbs Hardware Co. have been appointed western agents for the Hudson Parer Co., the well-known manufacturers of apple parers. The "Rocking Table" and "Daisy" are now in stock with the Hobbs Co., and they are in a position to fill orders promptly. Reference to these parers will be found on page 11, this issue.

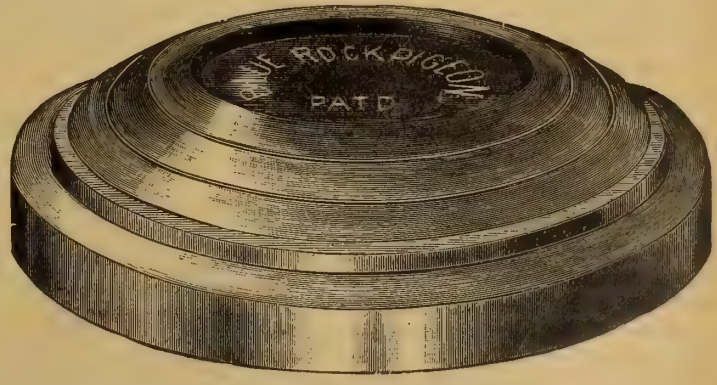
One of the features of last week's HARDWARE AND METAL was the "Quick Shot" powder advertisement of the Hobbs Hardware Co.

A special line of padlocks, which are said to be the cheapest in the market, are in stock with the Hobbs Hardware Co.

Cleveland Blue Rock

TARGETS

100,000—full car lot just received.



Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

Special quotations for good orders.

LONDON, ONT.

NOTES FROM HALIFAX.

HALIFAX, July 12, 1895.

I AM glad to report that the Ferrona Iron Works have taken a new lease of life and are working night and day. Orders are coming in freely, and in order to keep up with the demand, the company has made a contract with the Pictou Charcoal Iron Company for 60 tons of ore a day, to be delivered at the works. The ore is now being delivered. The reports from the steel works at New Glasgow are also of the most encouraging nature. The works are kept very busy and additional men have been employed.

The reports from the Londonderry Iron Works indicate prosperity in that section.

The Lincoln Gold Mining Co., at Chester Basin, Lunenburg County, is putting in a new 10 stamp mill, designed by A. A. Hayward, of the Golden Lode Mine, and built by the Robb Engineering Co., of Amherst.

The Golden Lode Mining Co. has declared another dividened at 5 per cent., the fourth in that many months. Nova Scotia gold mines pay when properly managed.

The Halifax Hardware Association held its regular monthly meeting on Monday evening. The principal subject discussed was the proposed conference of the trade in the Maritime Provinces.

The wholesale trade is dull, but city retailers report a fair business.

Linseed oil is quoted at 58c. for raw and 61c. for boiled. This is the only article showing a change in price during the week.

James Carron, representing the Gurney-Massey Co., Montreal, was in the city a few days ago and booked some good orders. He is now in the eastern section of the province. Mr. Carron is very popular with the trade here.

Col. Massey and President Birge, of the Canada Screw Co., are expected shortly on their annual jaunt to the provinces. The Col. is always welcome down here, where he has lots of friends.

The Rhodes, Curry Co., of Amherst, are to build a $4,000 station for the Dartmouth branch railway at Waverley.

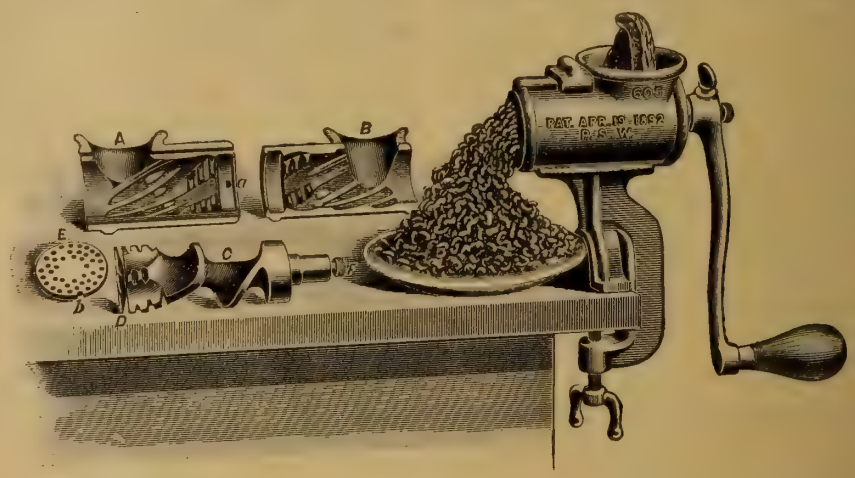
TAUNTON.

MACHINE-MADE RAZORS.

The manufacture of razors by machinery has now become a fixed fact in Germany, according to The Manufacturer and Builder, and the quality of the article is said to compare favorably with the best Sheffield product, the process being also applicable to scissors-making. A die bearing the impress of a razor blade and tongue, or of a scissors blade and bow, as the case may be, is screwed into the bottom of a drop hammer, which is worked by hand over a pulley, a corresponding die being placed on the anvil upon which the hammer falls. The end of the steel bar or ramrod, having been heated to a red heat, is laid across the anvil die, and the hammer, falling with a weight of about thirty hundred-weight or less, according to the size of the article to be produced, forces the metal into the mold, this, when withdrawn, appearing in the shape of a perfect razor or scissors blank, but surrounded with a fray or fringe, which is afterward pared with the stripping tools as waste. This operation is repeated indefinitely, according to the extent of the order in hand, the tools being then changed into another size of blade or scissors. Repeated blows of the hammer are required to forge some of the blanks, regulated by their size and shape.

"TRIUMPH" MEAT CUTTER.

The accompanying cut illustrates the new "Triumph" meat cutter, the sale of which on the Toronto market is controlled by M. & L. Samuel, Benjamin & Co. This machine combines all the best qualities of the "Little Giant" and "Triumph," and is as nearly perfect as inventive genius can conceive. The engraving is an exact reproduction of a photograph of the machine at work and its parts, and gives an idea of the character of its product and the speed of its discharge. It will cut more meat per minute than any other machine of corresponding size, and can, the manufacturers claim, be taken apart and cleaned in about half the time required by any other machine having a perforated plate. It is shipped ready for use.



TO RIVAL PARIS GREEN.

A Charlottetown, P.E.I., despatch to The Montreal Star says: "A farmer informs The Charlottetown Patriot that an insect resembling an ant has appeared in his two-acre field of potatoes, and within a day or two has completely destroyed the potato bugs. This parasite eats the bug, leaving nothing but the shell, and seems to possess an insatiable appetite. The same insect was reported in another section of the island last year, and no bugs were left where this parasite had visited."

AMERICANS AFTER BRITISH TRADE.

A glance through the pages of the special colonial edition of The British and Colonial Printer, says the editor of that paper, will impress readers with this fact: that other nations, such as America and Germany, are taking a growing and keener interest in the colonial field as a market for their products.

The Bookseller, Newsdealer and Stationer, another British periodical, commenting on this statement, remarks: "This is but a fulfilment of forecasts made by us from time to time. We have long had to face this competition, but it seems to be now entering upon a more active stage. Let us hope it will serve to stimulate the home trade; that is the result we confidently look for. We are cosmopolitan enough to admire and to speak appreciatively of any good piece of mechanical work, let it emanate from where it may. At the same time we are insular enough to believe that, price for price, British machinists can hold their own against the world. Of course, other factors enter into international competition beside price, and even besides earning power in machinery occasionally. There is such a thing as predilection in the choice of a piece of mechanism, as in other manufactures. The man who orders a coat likes to have a choice of styles as well as of materials; the artist in clothing whose skill was limited to making one form of the article would enjoy a trade that was limited, too. And it is with printing machinery as with coats. We have long urged that Great Britain was not doing herself full justice because the choice of types in her product of machinery was too restricted. It might be perfectly true that the prevailing type was equal to accomplishing every species of work that could be desired, but if in dealing with oversea customers the element of choice was absent on our side and present on that of American and German builders, Great Britain was to that extent handicapped in the colonial trade. The more enlightened of our home engineers have appreciated this line of argument as expounded by us, and have done much to strengthen their position."

MODERN AMAZONS.

ONE of the most interesting features of a statement recently issued by the Census Bureau at Washington, regarding the number of persons engaged in gainful occupations in that country in 1890, is the evidence which it gives of the increasing number of women who are engaged in the industries and occupations formerly monopolized by the other sex. While the growth in the number of workers in the manufacturing industries during the ten years between 1880 and 1890 was 49 per cent., that in trade and transportation 78 per cent. and in professional service 56 per cent., the increased percentage of women workers under these classifications was even larger, amounting in the case of trade and transportation to as much as 263.25 per cent. Of the 22,735,661 persons, in 1890 engaged in gainful occupations, 18,820,950 were males and 3,914,711 were females. In 1880 the total number of persons so employed was 17,392,099, of whom 14,744,942 were males and 2,647,157 were females. The percentage of increase in the number of workers was 30.72. The male increase was, however, only 27.64, while the female increase was 47.88. The proportionate increase in female laborover 1870 is still more striking, as it amounts to 113.19 per cent., as compared with 76.4 per cent. on the part of the males. Thus, within a score of years, the number of women workers in that country has more than doubled, while the number of male workers has increased but 76 per cent. The most striking increases in the numbers of female workers are shown, not, as might be expected, in domestic and personal service, but in trade and transportation, in professional service and in manufacturing and mechanical industries. Among the employments for women which have almost wholly developed within the last twenty years are clergymen, journalists and physicians. In these professional classes it is interesting to note that in 20 years the number of male clergymen just about doubled, while the female clergymen increased from 57 in 1870 to 1,235 in 1890. Between 1870 and 1890 the number of male journalists as nearly as possible quadrupled, but in the same time the women journalists increased from 35 to 888. The number of physicians increased in the same time only about 40 per cent., but the women physicians increased 900 per cent. Twenty years ago there were no women registered as chemists, engineers or surveyors, while in 1890 46 women are described as chemists or engineers and 127 as surveyors. In the list of various occupations given in the report it appears that women have invaded every department of industry and professional service excepting the army and navy.

BRITISH TIN PLATE.

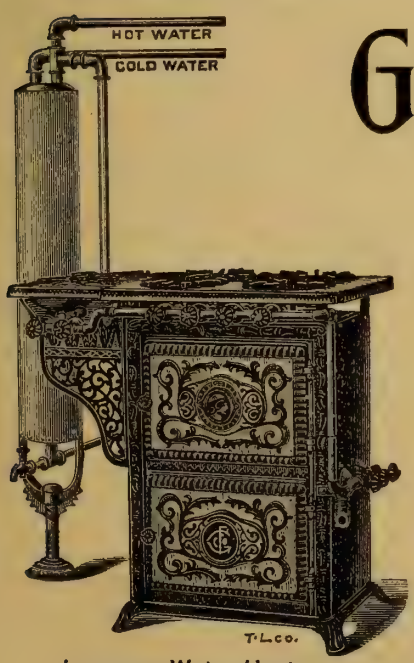
Speaking of the British tin-plate industry, the London Iron Trades Review says :

"The prospects of the tin plate industry are much darker than we would desire them to be There can no longer be any doubt that the American works are constituted on a manufacturing basis, which is likely to secure for them in the near future a large control over their own markets. The growth of the tin-plate industry in the United States for some years past has been highly progressive, and American tin-plate manufacturers look forward in the near future to being able to meet to the fullest possible extent their own special wants. This is bad news for South Wales, but it was only what was to be expected after the tariff legislation of 1890. It cannot be said that the tin-plate manufacturers of this country have not had due warning of what was threatened. It is now five years since the McKinley Bill fixed the import duty on tin plates imported into the United States at a figure that meant virtual exclusion from American markets if it were maintained. The Wilson Bill made a radical reduction of the McKinley duty, but the Customs tariff on imported tin plates is still so high that there is little or no likelihood of the manufacturers of South Wales being able to hold their own in American markets for any length of time. Sooner or later they must be dispossessed, at least to a very large extent, and under these circumstances it becomes an interesting and a pressing problem to consider how far the tin-plate industry of South Wales can make up for the American trade that is leaving them by opening up new markets elsewhere."

Handsomely Ornamented

OXFORD Gas Stoves and Ranges

Quick Working



Immense Water Heaters.

WITH OUR 1895 IMPROVEMENTS ARE UNEQUALLED

Bodies. The Body is made in one piece of Cold-Rolled Patent Levelled Steel, enamelled inside and outside to prevent rusting. All parts in contact with the flame protected by Asbestos.

Improved Burners. These burners are made of cast iron, in one piece, assuring smooth surface, therefore free flow of gas and obviating any possibility of leaky joints. A Simmering Burner and large Ring Burner for fast work, supplied with any stove when desired.

Combustion Chamber. Is large, and allows for thorough mixing of the gases. A wire diaphragm prevents lighting back.

Valves. We use a needle-point valve which is quick in action and insures a sharp, blue flame and steady flow of gas.

Ovens. Are large and well ventilated. By special flue arrangement the heat encircles the ovens.

Heat in less time and consume less gas than any other stove made.

MANUFACTURED BY

ARE GREAT WATER HEATERS

The Gurney Foundry Co., Toronto

GURNEY-MASSEY CO., Ltd., Montreal

Send for Illustrated Catalogue and Price List

DRIVING AND PULLING CUT AND WIRE NAILS.

THE following was read by Prof. R. C. Carpenter at the Detroit meeting of the American Society of Engineers, June, 1895 :

"The experiments described show the force required to drive and start the nails and also the relative work in each case. To obtain some figures which would give not only the maximum force, but also the work required both for driving and pulling various nails, the writer had the following experiments conducted in the laboratory of Sibley College. Nails of various kinds were forced into a piece of Southern pine, which was as nearly homogeneous as was possible to obtain, by one of the heads of a testing machine, and the amount required at the end of each ¼ inch of penetration was noted. The nails were driven within about ¼ inch of their full length in each case.

"In pulling, they were drawn out by a species of forceps attached to the testing machine, the force required being noted at each ¼ inch. Diagrams were then drawn corresponding to the force exerted and the depth of penetration, the integration of these diagrams giving the total work either for driving or for drawing. Experiments were made on ten nails of each kind, and the averages taken to represent the work of any particular class.

"The general summary of the experiments is given in the following table, from which it will be noted : 1. That very much more force is required to drive a cut nail a given distance than a wire nail. 2. That more force is required to start a cut nail generally than to drive it, and that it invariably starts much harder than a wire nail. 3. The work in inch-pounds per nail required in driving cut nails is much more than that in driving wire nails. 4. The work in inch-pounds in pulling cut nails is about equal, sometimes less and sometimes greater, per nail, than that for pulling wire nails. 5. The maximum force per pound in driving or starting wire nails is more nearly equal to that of the cut nails than when estimated on the basis of that of a single nail, but it is still less. 6. The work, in foot-pounds, per pound of wire nails, required for driving is less than that required for the cut nail, and that for pulling is considerably more. 7. The relative efficiency which is here considered as the ratio of the work of pulling to that of driving is much higher for the wire nail than for the cut nail.

"In making experiments it was noticed that the cut nail bruised and broke the fibres of the wood, principally at the end of the nail, whereas the wire nail simply crowded them apart, and probably did not move them much beyond the point from which they would return by elastic force, and hence the nail would be grasped much stronger per unit of area of surface by the wood. Presenting less surface there would be, however, less resistance to starting.

"To see what the effect of change of form would be, a number of tenpenny cut nails were sharpened on the point by grinding to an angle of about 30 degrees, so that the fibres in advance of the nail would be thrust aside, and not bruised and broken. This served to increase the holding power over the cut nail of ordinary shape about 50 per cent. in starting force and about 30 per cent. in work of resistance to pulling.

"The good result produced in sharpening the end is shown by some experiments made some years ago in the Sibley laboratories on the holding power of ordinary railroad spikes, as compared with a Walcott spike, which differed from the ordinary railroad spike in having a sharp end and also in having two longitudinal grooves stamped into one side.

"Tables are represented which show the resistance to pulling when driven 5 inches ; the weight required to drive twenty-penny cut nails for each ¼ inch of length ; weight required to pull twenty-penny cut nails each ¼ inch in depth ; the same in regard to wire nails ; and also table showing driving and pulling force for cut and wire nails of ten, eight and sixpenny size."

SUMMARY OF EXPERIMENTS IN DRIVING AND PULLING NAILS IN SOUTHERN PINE WOOD.

No. of Nail.	Kind of Nail.	Number to 1 pound.	Depth of penetration, inches.	Maximum load to drive, pounds.	Max. load to start in pulling, pounds.	Work in inch-pounds.		Maximum weight per pound of nails in tons.		Work in foot-pounds per pound of nails.		Relative efficiency.
						To drive.	To pull.	To drive.	To start.	To drive.	To pull.	
20d	Cut	23	3½	819.6	920.8	1,522.85	477.6	9.37	11.6	2,915	915	31.6
20d	Wire	34	3½	376	318	864.6	472.8	6.41	5.42	2,450	1,335	54.5
10d	Cut	70	3	341.6	356.8	585.25	200.85	11.9	12.5	3,410	1,215	35 5
10d	Wire	105	3	232.4	213.6	435.65	220.2	12.2	11.4	3,830	1,940	50.7
10d	Cut Sharpened :		3	483	518	699.75	284.7					41.0
8d	Cut	88	2¼	312.4	328.4	419.1	140.1	13 7	14.5	3,038	1,019	33.5
8d	Wire	132	2¼	198.8	167.2	278.6	104.6	13.2	11 1	3,340	1,255	37.5
6d	Cut	168	1¾	221.2	155.6	274.3	64.5	18.7	13.3	3,830	904.5	23.5
6d	Wire	252	1¾	134.6	87.6	165.2	62.75	16.9	15.0	3,480	1,320	38.0

A clerk, remarks an exchange, is always assisted by the newspaper. The goods are easier sold. The newspaper is the seller and the clerk the assistant.

MISTAKEN IDEAS.

A conversation with a leading Boston window trimmer, remarks a contemporary, disclosed some facts regarding the disposition of employers in furthering displays which will bear comment here.

It is truly surprising to learn, after all that has been said in these columns and elsewhere, that many managers, superintendents, etc., still regard the window dresser as a mechanical functionary whose only mission in life is to execute the orders given him about the general and special features of contemplated displays.

Such a thing as allowing the window dresser to follow out his own ideas is still unheard of in many stores, and we also learn that in many establishments doing a business that reaches seven figures annually the window dresser is unknown and his duties are performed by a salesman who generally knows little or nothing of the art.

When a house pays a window trimmer a large salary it should surely make use of the talents he is supposed to possess, and in the other instance the value of large show windows and their influence on the passer-by are entirely too great to suffer neglect in the hands of one incompetent to properly conceive and execute a meritorious display.

OF INTEREST TO EXPORTERS.

The s.s. Duart Castle arrived at St. John, N.B., from the West Indies on July 7, with sixteen hundred tons of freight and a large number of passengers, including twenty-nine Chinese en route from Trinidad to China. Captain Seely, of the Duart Castle, called a Montreal Star correspondent's attention to a matter of vast importance to Canadian merchants trading with the West Indies. He said that every day the papers in English and French West Indian Islands published United States and English market reports, which are furnished by the Panama Cable Company. Captain Seely had a conversation with the superintendent of the company at St. Thomas, who told him that the Dominion Government ought to be able to arrange for the furnishing of the Canadian market reports to all these islands daily for £250 or £300. Captain Seely also suggests that merchants send their trade circulars down by the steamers running to the West Indies.

HAS BECOME A "CHINAMAN."

Henry E. Lyons, for the past 20 years eastern representative for Charles Boeckh & Sons, brush manufacturers, has severed his connection with them. Harry, as he is familiarly called, will make Chicago his headquarters in future, and intends to become a Chinaman, having secured the Chicago agency for a large china and glass factory in Germany.

WHENCE ITS NAME?

A correspondent of The New York Sun asks: "Why is a crowbar called a crowbar?" And a contemporary offers a year's subscription to the correspondent who will furnish the most reasonable reply to this query, and goes on to say:

"The most obvious answer to this apparently foolish question would be: Because it is a crowbar. On second thought, one sees that the answer is not adequate and the question not foolish. It is easily understood why the implement is named 'bar,' but why 'crow?' The dictionary makers are silent as to the primal meaning or derivation. Webster says: "A bar of iron sharpened at one end, and used as a lever.' The Century dictionary: "A bar of iron with a wedge-shaped end, sometimes slightly bent or forked, used as a lever or pry. Also called simply crow.' The Standard dictionary: "A straight iron or steel bar, always flattened or squared, and sometimes bent at one end, often furnished with a claw at one end and a point at the other; used primarily as a lever.' So far, so good. But none of them goes far enough.

"We would be glad to hear from the philological savants of the hardware trade. Where does the word 'crow' come from, and what does it mean in this connection? Is it because the bar is black, or that its use enables man to crow over the forces of nature?"

SITUATION VACANT

WANTED — For Ontario and Eastern Provinces — travelers calling on retail hardware. Side line on commission. Address,

HARDWARE, Box 311, Oshawa, Ont.

A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.
Tel. 1040. Canada Life Building, TORONTO.
Audits or Investigations, Improved Systems of Books, Partnership Settlements, Management of Estates.

A. ALLAN, President. F. SCHOLES, Managing Director. J. O. GRAVEL, Secretary-Treasurer.
J. J. McGILL, General Manager.

CANADIAN RUBBER CO.

CAPITAL OF MONTREAL $2,000,000.00

TORONTO and WINNIPEG

Manufacturers of superior quality

Rubber Belting

Of following grades:

"Extra Star"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"
"Fine Para"

All kinds of

Rubber Hose

All made with our Patent Process Seamless Tube, including

Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore,
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

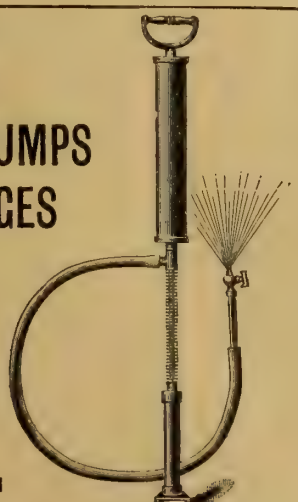
Mould Goods of Every Description.

WESTERN BRANCH:

Cor. Front and Yonge Sts. - Toronto

J. H. WALKER, Manager

FOR
BRASS
SPRAY PUMPS
AND SYRINGES

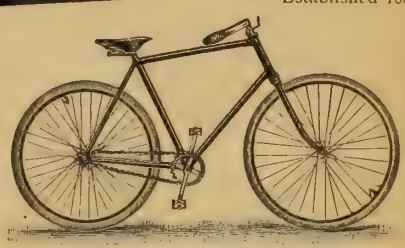


WRITE ...
Stevens
Manufacturing
Company
LONDON

SPRITE CYCLES
LEAD FOR LOW PRICES
QUALITY
FINISH

AGENTS WANTED

Established 1882



Parts, Fittings, Pneumatic Tyres, etc. Supplied.

Correspondence invited. State requirements. Catalogue of Cycles can be obtained from the publishers of THE HARDWARE MERCHANT.

SPRITE CYCLE CO., BLOOMSBURY, London, Eng.

Pirates

Are selling **greens** under many similar names, tending to deceive the public, but there is only one original and reliable, the old standard in the United States and Canada, and that is

JOHN LUCAS & CO.'S
IMPERIAL FRENCH GREEN

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TRADE in Toronto is quiet throughout, as most of the jobbing work is finished up, and during the holiday season there will be little or nothing doing. But as there are a number of good contracts coming out, the prospects for the fall trade are encouraging.

* * *

PRICES ADVANCING.

We have to record a general firming up of, and advance in, prices along most lines.

Cast iron soil pipe is still advancing in the United States, and the best discounts now quoted are from 60 to 60 and 10, which with the duty of 35 per cent., practically exclude American soil pipe from this market for the time being.

The list on malleable fittings has been altered by the American manufacturers, who have now adopted the following standard, viz.: Class A, plain, 30c. per lb., galvanized, 40c.; class B, plain, 20c., galvanized, 27c.; class C, plain, 16c., galvanized, 23c; class D, plain, 13c., galvanized, 20c.; class E, plain, 11c., galvanized, 18c. This new list went into effect in the United States on June 19, which necessitated all the jobbers both in Canada and the Republic adopting it.

The prices on malleable and cast iron fittings have advanced, and we quote present discounts as follows: Cast iron, 70 to 70 and 5; malleable, 30 to 30 and 10, according to quantity.

Some advances have been made in sanitary ware in the United States, which will affect this market, as nearly all the basins used in Canada have been lately imported from across the border. Plumbers will naturally therefore see the advisability of placing their orders at an early date.

* * *

BRASS MAKERS.

The brass manufacturers are, it is believed, opening negotiations with a view to again forming an association, and it is hoped in many quarters that they will meet with success, as the brass market for some time has been in a most deplorable condition.

* * *

NOTES OF CONTRACTS.

The T. Eaton Co., Ltd., of Toronto, are erecting new premises in the rear of their well known departmental store. Tenders en bloc are being called for, and plumbers desirous of tendering to the contractor for work in the building should inform themselves to whom the job is awarded, as the tenders will be closed on July 13.

The contract for the plumbing and heating of the new hospital at Sarnia, Ont., has been awarded to Alex. Joss of that place. Mr. Joss's reputation as a skilful workman ensures an excellent piece of work.

It will be noted with pleasure by commercial travelers and other patrons of the Kerby house at Brantford, Ont., that this hotel is undergoing a complete renovation. The plumbing is being renewed, steel-clad baths are being put in all through the house, and the latest improvements and sanitary methods generally are being adopted. Chas. Taylor, Brantford, has the work in hand.

The plumbing in the new Hamilton, Ont., yacht club building, which was opened this week, was done by A. Rogers, of that city. It is not only a credit to Mr. Rogers, but also a most satisfactory job in the eyes of the committee. It should prove a good advertisement for this enterprising tradesman.

* * *

WAKE UP, TORONTO!

For some weeks past no meeting of the Toronto Master Plumbers' Association has been held, for want of a quorum. The hot weather may be partly to blame for the lack of interest in the affairs of the organization evinced by the trade in general, but it seems too bad that when the association was just getting down to good work and beginning to exercise considerable influence throughout Ontario this falling off in the attendance of members should occur. W. J. Burroughes, Joseph Wright and one or two others of the association have shown an active interest in the organization—in fact, upon Mr. Burroughes' shoulders seems to have fallen nearly all the missionary work done so far. HARDWARE AND METAL calls upon the trade to be up and doing. An hour or two a week devoted to the affairs of the society will suffice to bring the trade immeasurable benefits. Therefore when the next meeting is called let the plumbers respond promptly and to a man.

A Buffalo, N. Y. despatch, of July 8, says that official instructions have been received by Immigration Inspector John De Barry from the Department at Washington to prosecute L. P. Beyer & Co., the Pearl street plumbers, for illegal importation of Canadian plumbers, under contract, by means of advertising in a Toronto paper. Three cases are filed against the firm. The imported plumbers are Robt. Somerville, John Fowler and Robert Bell, all of Toronto, and the penalty of $10,000 in each case will be sought.

* * *

W. J. GARRATT DEAD.

It is with regret that we chronicle the death on Monday last of Walter J. Garratt, of the well-known firm of Worthington, Garratt & Armstrong. On the afternoon of Dominion day deceased remarked to some friends with whom he was spending a few hours at Hanlan's Point, that he never felt better in his life. Immediately after tea, however, he took ill, and on being conveyed to his home, at 115 Palmerston avenue, a physician was called in. The next day he grew worse, and another doctor was called in consultation. Nothing could be done, however, to save the sufferer, and he gradually sank until the 8th of the month, when he passed away, a victim of the dread appendicitis. He was buried in St. James' cemetery on Wednesday, a large number of friends following him to his last resting place. Deceased was a young man, having only lately reached his 29th year, and was unmarried. A Canadian by birth, he spent most of his life in Toronto, where he was known as a skilful workman, and genial, whole-souled man. He lived with his parents, who, with three brothers and three sisters, survive him. Mr. Garratt served his apprenticeship in the trade with Keith & Fitzsimons, one of the oldest firms in the city. Two years ago he went into partnership with Thomas Worthington at the firm's present stand. The business of the house steadily increased, and only a few months ago F. W. Armstrong, of the Gurney Foundry Co., was taken into the business, under the style of Worthington, Garratt & Armstrong. The death will not interfere with the position of the firm. The other partners will buy out deceased's interest and carry on the business without any alteration in the firm style.

* * *

REFORM IN ESTIMATING.

This was the title of a paper read before the National Committee of the Master Plumbers of the United States at Philadelphia the other day by John Gormly, of that city. In the course of his essay, Mr. Gormly said:

In these days of close competition and the conservation of energy at all possible points, plumbers are exceedingly slow in modernizing their practice.

How many of us have, for years, given days and nights innumerable to the brain-wrecking labor of getting out plans and estimates of cost on operations, in which we had not the shadow of a chance of success?

How many times has the projector of an operation had a favorite who would be given the preference, and the result of our exhausting labors would be of no use whatever to us, but of great value to the recipient, who would use our bid as a gauge of the price he would give his friend?

Granting there is no favorite, why should twenty men waste time and energy that one man may secure a contract? The man so securing it, and very frequently, in his incapacity or rapacity, bidding so low that he obtains the contract below the actual cost of labor and materials required to complete it? He has labored in vain. So have his competitors who would not bid to do the work at a ruinous figure.

All are doing a labor for which they not only obtained a recompense, but no thanks are tendered to them. In most cases the scant courtesy of an acknowledgment that the bid is received is withheld.

We are placed in competition in large numbers that the more nervous ones may become excited and impressed by the fact

that their chances are one in twenty to secure the work. It costs nothing now to make the chances one in fifty, or one in a hundred ; the mere request will bring competitors in unlimited numbers. This in not right ; it is pitting us against ourselves. We are playing into the hands of others.

The remedy is with us. I ask you candidly, have we not sufficient intelligence, have we not an interest at stake, to adjust the matter now and forever? Gentlemen, I do not argue against legitimate competition, I rather welcome it ; I would establish no monopoly, but my claim is for a just recompense, value being given.

Scripture and reason assert, truthfully, "The laborer is worthy of his hire." Why do we, of all men, set so low a value on our services?

Our fellowmen value things, as we sometimes do ourselves, by the price paid, or the difficulty in obtaining them. Can we expect our services to be esteemed while we tacitly admit, by our very actions, that we set no value whatever upon them?

Why do we not demand the value equivalent to our services? Are we a race of cowards, and afraid to do so? Or are we to be classed as too obtuse, too apathetic, to properly grasp the situation?

Let me ask you a direct question. Does it take less brains to properly conduct a modern plumbing establishment than to conduct the business of a physician, an architect, an engineer or a lawyer?

Does it take less arduous study and practice to become proficient in our business? No truthful man will dare assert it Yet no professional man would give days and nights in your service without a recompense. In many cases they not only require a large fee, and in advance, but also insist upon a payment apparently out of all proportion to the labor and the skill required.

If we are men with the courage of our convictions, why shall we not deliberate and determine upon some measure looking to the adjustment of this wrong, so that a proper remuneration may be given for services rendered?

At present do we not admit that we are men whose services are of no value, or, having value, that we are men too ignorant or careless to set a valuation upon them? We must advance with the age in which we live, or we must recede.

There is no such thing in this world as absolute rest without change. We cannot remain passive. We must establish rules to correspond with changed conditions in the art we practise and the science we profess.

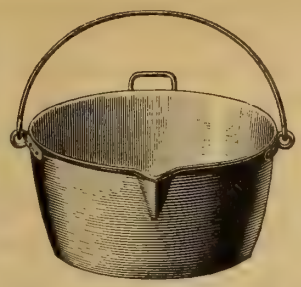
The plumber and plumbing of to-day is as different from the plumber and plumbing of a few years ago as modern medicine and surgery differ from ancient practice. Why should the modern plumber not adjust himself to modern practices?

It has been truthfully said, "The degree of estimation in which any profession is held becomes the standard of the esteem in which the professors hold themselves."

Who knows better than those here assembled that to-day a plumber must not only be a man skilled in his handicraft, but also a scientist and advanced thinker—in fact, a persistent student in all that is modern in art, in chemistry, in metallurgy and in sanitary science?

His services are valuable. He is a necessary part of modern civilization, and he should set a rating upon himself equal to his usefulness.

BEST PATTERNS



UNRIVALLED

PEARL STEEL WARE

Finest and best Enamelled goods in the market.

RICE LEWIS & SON, Limited Toronto

See our new Malleable Handle with Locking Attachment. No more Broken Hooks nor Lost Plugs.



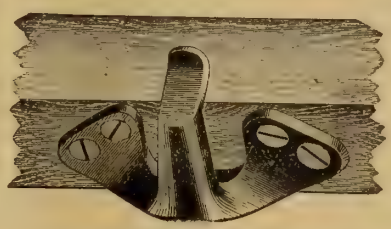
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HAMILTON, ONTARIO

EASTERN AGENTS

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Above cut shows Hold Back attached to the under side of the shaft.

Patented in Canada, 1894. Other countries pending.

Houghton's "Safety" Hold Back

For Buggy Shafts. Best thing out. Sells at sight. Strap attached to shaft or detached instantly. No springs, catches or snaps to rattle or break and endanger life. Neat, safe and durable. Price, 25 cents per pair. Special rates to the trade. Send for circular.

HOUGHTON MANUFACTURING CO.

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TWINE SPECIALTIES: Blue Ribbon, Maple Leaf, Beaver, Red Cap, and the only satisfactory low priced twine.

DICK, RIDOUT & CO. Manufacturers, TORONTO

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Iron, Steel and Metal Merchants and Manufacturers' Agents.

Close Import Prices on all kinds of

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Manufacturers of the Well Known

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Calcined Plaster and Patent Rock Wall Plaster.

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The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

BUSINESS CHANGES.

THE estate of Hume & Co., hardware, Galt, Ont., is asking an extension.

J. Margolius, Son & Co., traders, Montreal, have assigned.

H. J. Pratt, stoves and tinware, St. John, N.B., has assigned.

J. A. M. Davignon, general store, Farnham, Que., has compromised at 60c. on the dollar.

Honsberger & Wismer, carriage makers, Jordan, Ont., have assigned to Alfred W. Caskey.

George Scott, planing mill and builder, Mount Forest, Ont., has assigned to Wm. G. Scott.

J. O. Girard, general store, Fraserville, Que., is offering to compromise at 55c. on the dollar.

Perre Trepanier, general store, Louiseville, Que., is offering to compromise at 20c. on the dollar.

J. A. M. Davignon, general store, Farnham, Que., is offering to compromise at 60c. on the dollar.

Romeo Prevost, has been appointed curator of the general store of Pierre Trepannier, Louiseville, Que.

Pedneault & Tremblay, general store, Chicoutimi, Que., have assigned. Creditors will meet on July 20.

The creditors of W. J. McRae, general store, Hopetown, Que., will meet on July 20 to appoint a curator.

PARTNERSHIPS FORMED AND DISSOLVED.

The Wallaceburg Flax Co., Ltd, of Wallaceburg, Ont., have obtained a charter.

The Light, Heat and Power Co. of Lindsay, Ltd., Lindsay, Ont., have obtained a charter.

Geo. Armstrong, general store, Kingston Station, N.S., has been succeeded by Roach & Power.

Jas. Simmonds & Co., hardware, Dartmouth, N.S., have dissolved. G. E. Smith retires; business continued by Jas. Simmonds under old style.

Honore Prevost and Odilon Vanier, have been registered proprietors of the Canadian Aluminum Co., Montreal.

Crathern & Caverhill, is the the style of a wholesale hardware partnership in Montreal, registered, dating from July 3, 1895, to extend to Dec. 31, 1896.

T. J. Spafford, Geo. Keith, James Macann and Wm. Sutherland, all of Belleville, Ont., and George Gordon, of Deseronto, have applied for incorporation as "The Walker Foundry Company (Ltd.), of Belleville," with a proposed capital stock of $20,000.

J. H. McKaggie, James Vair, Geo. Reedy, S. J. Sanford and John Dickinson, all of Barrie, are applying for incorporation as "The Barrie and Allandale Electric Railway Company (Ltd.)," to connect the two corporations named. The capital is to total $50,000.

Alex. Manning, Percival A. Manning, Hume Blake, Z. A. Lash, all of Toronto, and Charles Black, of Niagara Falls, have been granted letters patent as "The Niagara Falls Electric Street Railway Company (Ltd.), with a capital stock of $125,000.

R. J. Graham, Jas. MacGuire and John Johnson, all of Belleville, Ont.; Alexander Kennedy, of Picton, and Jas. Calder, of Brooklin, are applying for incorporation as "The Bay of Quinte Hedge Co., Ltd.," to grow and construct hedge fences and hedge and wire fences, with headquarters at Belleville, and a capital stock of $35,000.

The Britannia Mining Co. is the name of a new corporation proposed to be formed, with headquarters at Windsor, N.S., and a capital of $150,000, to carry on general mining operations. The applicants for letters patent are: Ezra Churchill and Leander Shaw, of Hantsport, N.S.; Edwin Shaw, of Walton, N.S.; Alfred E. Shaw, of Windsor, N.S., and Daniel W. McVicar, of Tenycape, N.S.

R. A. MacCready, J. G. MacCready and Alex. MacCready, of Toronto; E. C. Graves and J. C. Notman, of St. Catharines, Ont., are applying for incorporation as "The R. A. MacCready Company of Canada (Ltd.)," to manufacture and sell bicycles and bicycle supples, and to purchase and sell sporting goods and hardware of all kinds. Toronto is to be the company's headquarters, and the capital is placed at $25,000.

SALES MADE AND PENDING.

Thos. Andrews, general store, Shubenacadie, N.S., has sold out.

J. B. Staebler's (Tavistock, Ont.) general store stock is to be sold by auction.

The estate of J. T. Henderson, general store, Perth, Ont., is advertised for sale.

Wm. Davidson, harness, New Westminster, B.C., has sold out to E. J. Newton.

Joseph Tavernier, furniture, St. Henri de Montreal, is offering his business for sale.

The general store stock of King, Leakey & Co., Calgary, N. W. T., has been sold to one Hooper.

G. L. Stevens, general store, Enniskillen, Ont., has sold out to T. G. Virtue and removed to Cæserea.

The stock, etc., of Rutherford & Wood, general store, Bolton, Ont., is advertised for sale by auction on July 17.

The property, plant, etc., of the Mercer Mfg. Co., Ltd., Alliston, Ont., are advertised for sale by auction on July 25.

F. W. J. Glasscock, general store and



Prudence

is a pre-requisite to success in business.

A prudent man will have his books in a

Taylor Safe

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

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and all kinds of Iron and Wire Work, address

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73 Adelaide St. W., Toronto

Agents Wanted.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

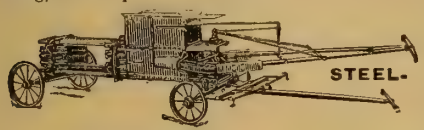
THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON
MONTREAL.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

Kay Electrical Manufacturing Co.

HAMILTON, ONT.

MAKERS OF

ELECTRIC MOTORS,
DYNAMOS,
PLATING MACHINES,
TRANSFORMERS,
ALTERNATING CURRENT GENERATORS, ETC.

There are more of Kay Machines running to-day in the following cities than any other make, viz: **Toronto, Hamilton, St. Catharines, Guelph, London.** Please let us know your requirements. Write for latest prices and testimonials.

butcher, Marbleton, Que., has sold out his butchering business to E Barter.

CHANGES.

N. Bloom & Co., general store, Cookshire, Que., have removed to Valleyfield.

Peter Brady, sewing machines, Trout River, Que., has removed to Huntingdon.

FIRES.

Alice Nixon, general store, Elmvale, Ont., has been burned out.

Ellen Stone, general store, Elmvale, Ont., has been burned out.

A. T. Cooper, general store, Elmvale, Ont., has been burned out.

The Brunette Sawmill Co., New Westminster, B.C., has been burned out. Partially insured.

D. J. Callaghan, tinware and stoves, and J. R. Furlong, saddler, Elmvale, Ont., have both been burned out.

The warerooms of Stafford & Rudd, furniture makers, Arnprior, Ont., were partially burned the other day. Insured.

DEATHS.

Joseph Hoodless, of J. Hoodless & Son, furniture, Hamilton, Ont., is dead.

PROSPECTS FOR COPPER.

Kuhlow's German Trade Review, in an article on the copper situation, says: "The world's resources in copper are so widely distributed as to put any universal system of limitation out of the question ; but, after the experience of the past twelve months or so, the producers will, no doubt, have learned the necessity of exercising a little self-restraint in the working of their mines. Another danger to be guarded against are the manœuvres of speculators who, for some years, discovered a fertile source of profit in their dealings in copper. It is to be hoped, however, that the ruinous reaction which followed upon this speculation will have deterred them from laying in considerable stocks of copper on the strength of a probable rise in values. The market possesses too much inherent weakness to permit of any risk being incurred with impunity, and now that this truth has been brought home to speculators, there is not likely to be any recurrence of the collapse which took place a few years ago. For this reason there is plenty of ground for believing that the present revival of copper, while not developing to any great extent, will yet result in the establishment of prices upon a firmer and more permanent basis, and will be followed by a steady activity at mines where the high content of metal and the ease of extraction make them especially profitable. As for the other metals, there is every likelihood that the same influences of improving trade and revived enterprise, which have worked for the good of copper, will extend very shortly to tin and lead."

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

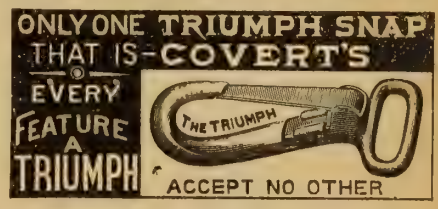
Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL



Our Triumph and Bolt Snaps take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, July 12, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X!	7 70
Raven & P. D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.X.X.X., "	6 75 7 00
D.C., 12½x17	3 50 3 75
D.X	4 50 4 75
D.X.X	5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	
" 28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price,
Common Bar, per 100 lbs		1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "		2 20
Hoop " "		2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch		0 10½
3-inch		0 13½

Steel Boiler Plate.

¼ inch		2 45
⅜ "		2 35
¾ " and thicker		2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
Half polished		2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, 37½ p.c.; ½ to 2 in., 65 and 10
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs		5 00
" ¼ " "		4 38
" 5-16 " "		3 50
" ⅜ " "		
" 7-16 " "		3 15
" ½ " "		3 00
" 9-16 " "		2 90
" ⅝ " "		2 85
" ¾ " "		2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11	0 11¼
Lake Superior	0 11	0 11¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb		0 20
Spun, per lb		0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 03⅛	0 03¼
Domestic, per lb		0 02¾
Bar, 1 lb		0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 50
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon		1 00
Second qualities, per gallon		0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt		2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 22	0 22
" " 100 lb. drums	0 18	0 18
Burnt Sienna, pure, per lb		0 08½
" Umber, " "		0 05
do. pure		0 08
Drop Black, pure		0 09
Chrome Yellows, pure		0 12
" " lemon pure, 8 lb. tins, per lb		0 19
Chrome Greens, pure, per lb.		0 12
Golden Ochre		0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine, p.g	0 85
No. 1 Carriage, per gal	1 30
Gold Size Japan, "	1 00 1 20
Pure Orange Shellac	1 95 2 05
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	0 57
Boiled, per gal	0 60

Turpentine.

(In bbls,)

5-Barrel lots	0 44
1 " "	0 45

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear		0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 20

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges..... 0 90
5 and 6 gauges..... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined, each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 and 10 p. c. off new list.
Tire, dis., 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 60 and 5 p.c. off new list.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 1 00 1 65

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 20
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03
Per doz. set.
Screw. Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross.....	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz....	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   - Basis—50 to 60 dy..... 2 10
   - 40 dy..... 2 15
   - 30 dy..... 2 20
   - 20, 16, aud 12 dy..... 2 25
   - 10 dy..... 2 30
   - 8 and 9 dy..... 2 35
   - 6 and 7 dy..... 2 50
2. American pattern only—
   - From 4 to 5 dy..... 2 60
   - 3 dy (lath)..... 3 0
3. Canada pattern only—
   - From 4 to 5 dy..... 2 60
   - 3 dy (lath)..... 3 10
   - 3 dy, A.P. fine..... 3 70

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75 and 5 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 33 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per 100 lbs.....	0 01¾	0 01⅞
Tins, lbs.....	2 50	2 75

RAIL.

Barn door, per foot.....	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	19 00
Arbenz's, " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	00 8¼
¼, 5-16, ⅜ in.....	6	00 8¾
Cotton		11 12
Russia Deep Sea		12¾ 13½
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.....	0 65	1 00
" N.P., per set....	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... ..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70
"Empire," McMillan&Haynes, per ft.....	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft....	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each.....	0 75	2 75
" frame only.....	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.....	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz.....	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.....	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.....	2 30	2 45
" black.....	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'.....	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 26

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American.....	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz.....	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03 0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz.....		1 75
No. 1 stove paste, per gross.....		9 00
No. 2 " "		4 80

STONE.

Washita, per lb.....	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb.....	0 09	0 09
Labrador.....	0 00	0 13
" Axe, "	0 00	0 15
Turkey	0 00	0 50
Arkansas ..... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.....	3 50	5 00
Grind. per ton.....	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz.....	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon.....	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....	....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils	....	3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart		0 03
Galvanized, 4 barb, 4 and 6 inches apart		0 03
Galvanized, plain twist, all delv'd....		0 03
"Lock Barb," 4 point.....		2 87½
" Glidden, 2 point		2 87½
Galvanized Barb, "Lyman," 2 to 4 points.....	....	0 04½
Steel Staples	0 03	0 03¼

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

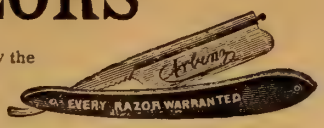
WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33½ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

ARBENZ'S RAZORS

For Sale by the Trade.



WITH INTERCHANGEABLE BLADES.

The Best, Most Reliable, Easiest and Cheapest High-Class Razor in the World.

LAMPLOUGH & McNAUGHTON

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Essex Handle and Wood-Turning Works



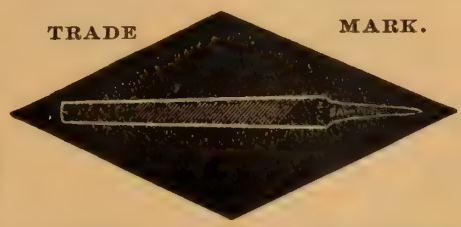
You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

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Mill Sawfiles with two Round Edges for Band Saws.
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And every other description of Sawfiles.

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The James Robertson Co.

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The Arc Lawn Sprinkler



"AN ARC THAT IS AN ARC."

THIS SPRINKLER is instantaneously changed from a Circular to an Arc Sprinkler by simply moving the small screw on the outside of disk to the opposite side of slot.

By moving screw back a circular spray is again obtained. The Arc is made as represented by cut, in brass, handsomely finished and nickel plated.

Made for ¾-inch hose attachment.

Price, per doz. - - - $12.00

Packed 1 in a Box.

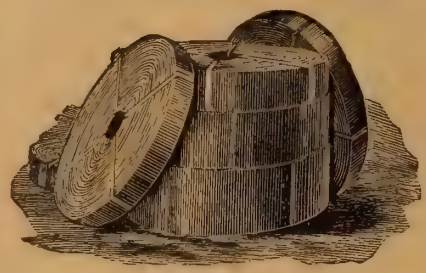
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Until the rush in height of season prevents prompt shipment.



ORDER NOW!

Best Brands

"MONARCH" Special, fine quality.

"RED STRIP" Extra heavy.

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Hard Rubber Suction, Spiral Suction, etc., etc.

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT STREET W. - - TORONTO.

Binder Twine

We will be glad to quote you prices on binder twine in any quantity, of the following grades.

OUR LEADING BRANDS ARE:

Blue Ribbon **Red Cap**
Sterling **Common Sense**

Correspondence cheerfully answered and prompt delivery of goods guaranteed.

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Paris Green
Guaranteed Government Standard.

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, JULY 20, 1895. No. 29.

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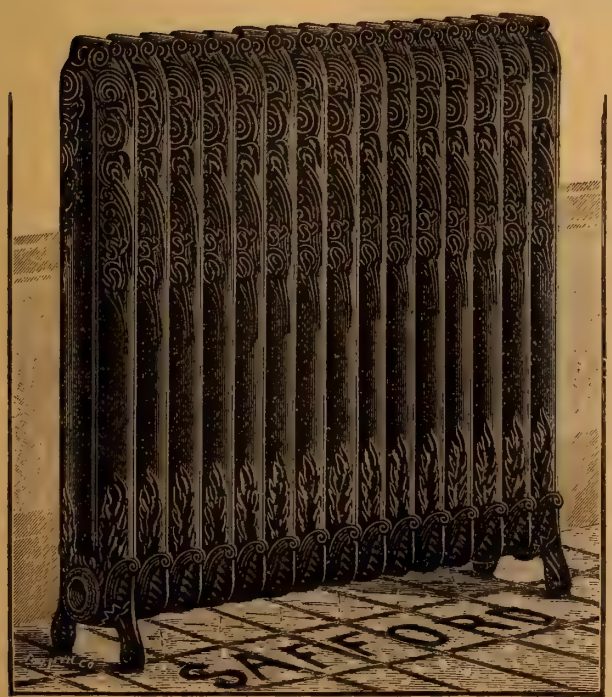
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Largest manufacturers under the British Flag . . . . .

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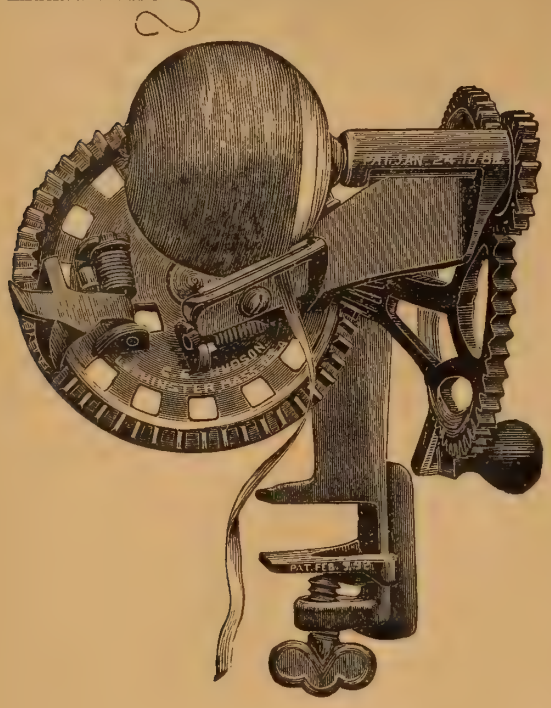
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HOT WATER AND STEAM HEATING

NO BOLTS PACKING LEAKY JOINTS

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Genuine "Hudson" Rocking Table

APPLE PARER

WITH PUSH OFF

This machine is so arranged that parings and juice cannot fall upon it. It is provided with

IMPROVED CLAMPING DEVICE

so that the table will not be jammed. It is **stronger, more durable,** has **less gears** and **working parts, will pare closer to the fork, keep cleaner, do better work and more of it** than any machine on the market.

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Copper Tea Kettles

WITH BOOTH'S PATENT HANDLE



Heaviest, Strongest and Best Kettle Made

Write for Prices

THE BOOTH COPPER CO.

Coppersmiths and Metal Spinners

TORONTO ONTARIO

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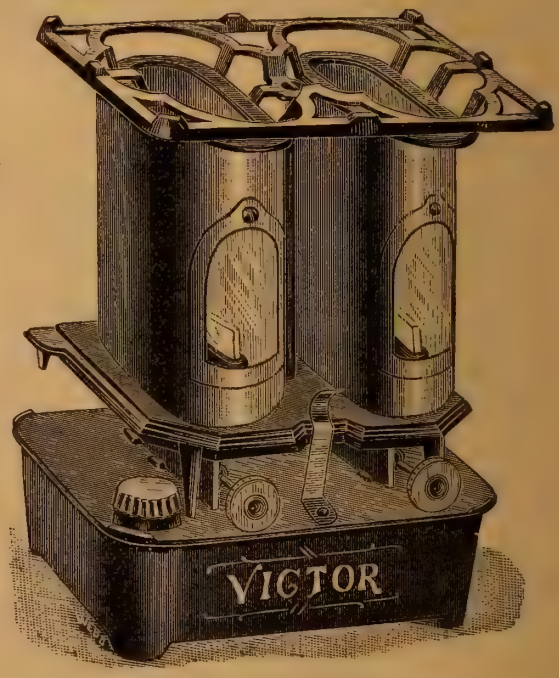
Latest Improvements for 1895.

Victor

Iron Bottom.

Daisy

Tin Bottom.



One, two and three Burners, Ovens and Extension Tops.
Finish first-class. No smoke, no smell, but lots of heat.

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TORONTO.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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THAT DRAIN PIPE MATTER.

AS a result of the information published a fortnight ago in HARDWARE AND METAL, the importers of drain pipe in Montreal stand a better chance of obtaining the hearing they applied for.

The Premier, Sir Mackenzie Bowell, read the two articles, and at once asked Hon. Mr. Wallace for an explanation. The Controller replied, stating that the matter had been in the hands of Mr. Kilvert, the acting commissioner, and explaining why the department had taken the stand it had. It appears that Mr. Kilvert, who last fall was collector of Customs at Hamilton, went to Great Britain to interview the manufacturers of sewer pipe there, to ascertain the prices at which they sold to Canadian manufacturers. The prices Mr. Kilvert recommended were adopted by the department, and a circular was issued fixing an arbitary scale of values.

It transpires that while Mr. Kilvert was in Great Britain the coal strike was in progress. Sewer pipe makers were unable to obtain supplies, and were compelled to suspend manufacturing operations. Stocks were rapidly reduced, and values advanced until, at the time Mr. Kilvert made his enquiries, they were considerably above the normal level.

As is customary under such circumstances, makers refuse to quote, simply because they cannot give figures on which they would undertake to fill orders.

Among others on whom he called was a certain Scotch manufacturer. In answer to Mr. Kilvert, he said he would not contract at the prices then ruling, nor would he quote any figures.

When matters resumed their normal condition, this particular manufacturer paid a personal visit to Canada. He solemnly affirmed that the arbitrary values fixed by the Canadian Customs were wrong, but Mr. Kilvert reminded him that he refused to quote when he called on him in Scotland.

The Scotchman at once drew attention to the extraordinary strike conditions prevailing at that time. Mr. Kilvert apparently failed to see, as every business man should see, that there was a difference.

The correspondence has also developed the fact that a Customs official sometimes sits in judgment on his own acts.

The importers, when prices returned to their normal level, protested against the arbitrary values at which pipes must be entered for consumption, and wrote Mr. Wallace. He replied at once that they could submit evidence to the appraiser. This they did, but before the latter heard all the witnesses, Mr. Kilvert wired from Ottawa to stop all proceedings.

A CUT NAIL DIFFICULTY SETTLED.

TROUBLE has for some time been threatening to destroy the agreement between the manufacturers of cut nails.

The difficulty really had its origin the day that the agreement was subscribed to in January last.

When that agreement was made it was understood that most of the manufacturers had already booked orders for future delivery. What quantities, or when delivered, or to what part of the country delivered, was not understood. And it was the ignorance in these latter particulars that caused the trouble.

As time elapsed it was found that the nails made by a manufacturer in one part of the country were coming into the territory of a manufacturer in another. Then it was that discontent began to develop.

Believing that the agreement was being violated, the firms who felt particularly aggrieved threatened to withdraw from the agreement. But, the other day, when the situation had reached its most aggravated form, the manufacturers decided to amend the agreement, stipulating that all orders booked for future delivery must be filled before the expiration of the present month. This, it is believed, has settled the difficulty; and had the agreement originally stipulated a certain time in which the orders then booked were to be delivered, the trouble would probably never have had a being.

From what HARDWARE AND METAL can gather it is not at all unlikely that there will be an advance in cut nails, and that before the next month is very old. Wire, wire nails, and other goods which are close to the raw material, have all advanced lately, and it is only natural that cut nails should ere long follow suit. The price at which cut nails are now selling is relatively much lower than the price obtaining for iron. In the United States to-day the average price of nails is in the neighborhood of 50 per cent. higher than what they were at their lowest point a year ago.

The hint to the retailer, in view of the probable advance here, is obvious.

THE OUTLOOK.

IT IS a premise undoubtedly well taken that the extent to which Canada shall be influenced by the returning wave of prosperity depends upon the crops of the country. Rapidly as she has developed in a manufacturing sense, Canada is still an agricultural country. And it is only natural to look for the prosperity of the Dominion in the condition of the agricultural industry.

Viewing it therefore from this vantage ground, what do we see?

A couple of months ago, when prices were appreciating and the crop reports were roseate, nearly everybody, barring the pessimist, was in high glee. But if it as a rule takes a great deal to buoy up our feelings, it does not take much to pull them down again. And many of those in Ontario whose expectations a short time ago were up to blood or even fever heat, are now hovering near the freezing point. The frosts came and nipped the buds, the drouth followed and deterred the growth, and now these people are questioning whether the better times are coming, after all.

The trouble with these people is that they are in the first place too easily disquieted, and in the second place they judge the broad Dominion by the narrow environment in

which they dwell. We cannot judge our neighbor's garden by our own ; nor can we tell what the crops are like in the Dominion by the conditions in our own locality.

If any Ontario man is feeling a little under the weather because he deems that the crop conditions are disappointing, he will find much that will serve as an antidote if he chooses to investigate.

Take the Northwest. Never in the history of the country were the crop prospects as good as they are there to-day. The wheat is unusually well advanced, while to accommodate the crop between forty and fifty new elevators are in course of erection in Manitoba. In addition to the crop outlook, there is a healthy development going on of the dairying and stock-raising industries, all of which means so much more "corn in Egypt." In Quebec the crop outlook is much better than it was a year ago, grain being in excellent condition, while the yield of hay is heavy. Down through the Maritime Provinces the crop conditions, again, are found to be favorable. Turning to Ontario, we find reports from a number of places to the effect that damage by frost and drouth has been much exaggerated. Some of the small fruits have doubtless suffered much from the causes assigned, but if the crops of these were small, the prices obtained for what was marketable was large. Then currants, grapes, and the late varieties of apples, are promising fair to good. There is no question regarding the shortage of hay, but wheat is, on the whole, a fair crop, though short in the straw, and stands to yield much more per bushel than did last year's crop.

Turning from the crops one also finds further food for satisfaction in the mining, lumbering, and manufacturing industries, in the trade returns, in the clearing house figures, and in the upward tendency of values.

What we need to be is careful. That is what the conditions suggest ; alarm they do not savor of.

DOCTORED LINSEED OIL.

Linseed oil has not been so scarce in the Canadian market for the past ten years, and, as the English prices are high and firm, the probability seems to be that very little will be imported.

The light demand at present existing renders the scarcity less obvious than it otherwise would be, and it would not be surprising to see prices go higher before another month has elapsed.

Now that linseed oil is so very scarce, and the price higher than for years before, the trade is in great danger of being imposed upon with interior lines. Retailers should look after the quality of their purchases very carefully, as we understand a quantity of adulterated oil is being offered.

BRITISH VERSUS U.S. TIN PLATE INDUSTRY.

THE tin plate industry has reached a condition unique in its history. In Wales, where tin plate making is an ancient industry, the conditions are fraught with much anxiety ; in the United States, where the industry is yet in its infancy, the situation is the source from which much satisfaction is being drawn at the moment by the people in that country.

That there is a cause for these diversified feelings of satisfaction and dissatisfaction is evident. In the United States the satisfaction is derived from a double source — the quarterly returns collated by Metal Worker, and the trade returns. The data adduced by the journal in question show an extraordinary development of the industry in the United States.

According to this data there were in operation in the country on July 1st 31 tin plate works proper, rolling and tinning their own black plates, while 7 more were in course of erection. Besides this, there were in operation 4 black plate mills, as yet unfurnished with tinning equipment, whose product is purchased by 29 dipping works. The total number of complete hot mills possessed by the active works was 137, of which 128 were in active operation, while the production was going on at the rate of 78,800 boxes of tin plates weekly. This, with the other nine mills completed, would bring the total capacity of the mills up to 4,000,000 boxes annually. Then there are in addition 50 hot mills in course of erection, most of which will be ready for work by the end of September. These mills completed, the capacity of the tin plate mills in the United States will aggregate 5,500,000 boxes, which is about the consumptive capacity of the home trade, not counting the 1,500,000 boxes imported by the oil and meat packing concerns.

The N.Y. Journal of Commerce, in an article referring to The Metal Worker's figures, remarks : "Iron and steel manufacturers who found the railroad market for their products contracting have found a new market in the tin plate business. The cost of producing sheet iron and steel had already been very much reduced here, and as soon as the demand for it arose invention began to supply the trade with appliances for rolling black plates and coating them that were more economical and more efficient than those used in Wales."

Now, as to the trade returns : In June of last year the United States purchased 17,240 tons of tin plate in Wales ; in June of this year but 13,000 tons. And then, while the exports of tin plates from Great Britian to the United States for the first six months of the year ending with June 30 last aggregated 7,000 tons more than for the same time a year ago, yet they were 53,000 tons less than for the first half of 1893 and nearly 33,500 tons less than for the corresponding period of 1892, a year of average activity in this particular trade.

Turning to the situation in Wales, the condition of affairs there obtaining is different in a marked degree to what it is in the United States. The figures above quoted denote a falling off in the trade with the United States, her leading customer ; but aside from this, the situation is decidedly unsatisfactory. There the tendency is to a curtailment of the production, while, to make matters worse, the employers and employes are at loggerheads, on account of the former having ordered a reduction of 12½ per cent. in wages. Early in the present month, owing largely, no doubt, to the labor dispute, out of 340 mills in the country, no less than 275 were standing idle. In the United States, on the other hand, the wage question has just been settled, and that for a year to come.

The object of the reduction in wages in Great Britain was to enable the manufacturers to compete more favorably in the United States market with the home product. This reduction of 12½ per cent. in the wages of the tinplaters is estimated to be equivalent to about 3d. per box on the tin plate ; not at all, in the minds of some of the masters who opposed the reduction, sufficient to secure the desideratum.

It is not surprising, however, that the tinplate industry in the United States should develop, and that the importation of Welsh plates to that country should decline in view of the fact that the import duty in the United States amounts to rather more than 100 per cent. of the value of tin plates in South Wales.

The hope of the future development of the tin-plate industry in Wales is now evidently in the cultivation of trade in foreign countries outside of the United States. "Wales is still in command of the situation if the manufacturers mind their P's and Q's and make the utmost of their opportunities," hopefully remarks one British exchange. Other papers there speak in somewhat the same tone, but all recognize the graveness of the labor troubles.

In the meantime the American tin plate mills are rushed with orders, while the greater part of the British mills are standing idle. But British pluck and perseverance may be depended upon to eventually discover a way out of the difficulty.

EXPLANATION RE TACKS.

The rebates mentioned in last week's issue under the heading "Changes in Rivets and Tacks," apply to the Maritime Provinces only. This we then inadvertently omitted mentioning. It should also have been stated that the "Trilby" rivet is sold only in Ontario. These explanations are necessary in order to remove any misunderstanding that may have arisen.

THE STOVE TRADE.

WHAT is the outlook for the stove and radiator trade this fall? Some are inclined to answer this question in a not very encouraging tone, but others speak quite hopefully of present prospects. On the whole, we think, after reviewing the situation, that the volume of trade this season should equal that of last in Ontario, while in the other provinces there should be an increase in the amount of business done.

A few years ago at this time it would have been possible to size up the year's stove trade pretty satisfactorily, but now conditions are changed. At that time most of the dealers placed their orders for fall delivery in May, but now they hold off till July. This they do in order to see what the crops are going to be like before purchasing. If the fields, orchards and vineyards make a pretty good showing in July the retail dealers know that their usual patrons will have money in their pockets to spend, but if frost or drought has wrought havoc with the husbandman the retailer reflects that his customers will be hard up the following autumn; he regulates his orders upon the jobbers and manufacturers accordingly.

Now, as regards Ontario, the situation is this: In some sections of the western part of the province the crops have been seriously damaged by an early frost and a late drought, and consequently a large number of orders are not looked for in these particular quarters; in the east, on the other hand, bright reports of the harvest outlook are heard, and here a first-class trade in heating apparatus generally is expected to be done.

As far as the rest of the Dominion is concerned advices to hand make the general prospects for business pretty good, and stove and radiator men are encouraged thereby.

As the prices of raw materials have advanced, it was thought that the prices of stoves, radiators, etc., would go up, but as far as can be learned there is not likely to be any change in jobbers' quotations during the next few months. The reason for this is that the manufacturers had stocked up well with raw materials before the advances occurred, and therefore are in a position to sell upon the old basis.

NO GLASS COMBINE.

In the issue of July 6 HARDWARE AND METAL informed the trade that a movement was on foot among the jobbers and importers of glass to place the trade upon a better basis. The proposition was that the big dealers should fix upon a uniform advanced price and a reduction of terms. The movement had its origin in the terrific cutting of prices during the past few months consequent upon the fierce competition in the trade.

We are now, however, in a position to announce that the proposed combine has fallen through. Several leading firms in Ontario and Quebec were willing to enter into an agreement, but others held back. These latter evidently mistrusted their competitors, and preferred to let things run on in their present state rather than bind themselves to any definite arrangement.

At any rate, no agreement was come to, and the fight will now likely go on harder than ever.

WHY SPRING BALANCES ARE PROHIBITED.

EDITOR OF HARDWARE AND METAL:—I should like to draw your attention to the following: Spring balances and scales, etc., are not allowed to be sold by dealers in Canada, being prohibited by law. I presume that this is for the protection of some local manufacturer. These goods are widely advertised and sold in the United States, in fact in all other civilized countries except Canada. Will you be kind enough to raise this question so as to see if the articles mentioned cannot be sold. There is a large demand in the trade for this class of goods as they can be procured at less than half the price of an ordinary scale. For instance, a spring balance for office use to weigh letters, etc., could be retailed at from 25 to 50c. Spring balances for kitchen use, also pocket balances for weighing small bags, are in demand and could be retailed here all the way from 25c. to $1.00, according to size and finish. I should like to find out if the law really prohibits these things and how the law reads, also if anything can be done to get this law abolished, as it seems to be ridiculous. In every other country goods can only be sold if weighed on such balances as the Government of the countries will gauge, but no Government except the Canadian has any objection to have them sold for home or private use. What difference does it make to a Government if a man weighs his material at home for his own use on a spring balance, except that the Government does not get any tax for stamping. There is a great demand for scales and balances to be used in houses for different purposes, which at present cannot be got on account of the price. For instance, for weighing the different articles in a kitchen while cooking, a spring balance comes very handy, and parties having worked with such can hardly do without them, whereas scales in use at present here will not be suitable for this purpose and are seldom used in private families. I think if we could get this law changed that a nice and profitable line of goods (spring balances) could be added to the stock of all Canadian hardware merchants.

Hoping that you will find this matter interesting enough to give it some of your valuable time and space.

Yours respectfully,

D. REDLAW.

Remarks: Our correspondent is correct in saying that spring balances and scales are not allowed to be sold. The law regarding the inspection of weights and measures provides for five or six different classes of scales, but spring scales are not in the authorized list and are consequently liable to confiscation. If imported, they are seized in the Customs House. The reason is that tests have shown the metal springs to contract and expand, according to temperature, and even wear out, so that as a correct indication of weight the spring scales cannot be relied on. As the intention of the law is to prevent any fraud between buyer and seller, these scales are therefore ruled out. In private hands no especial effort is made to seize spring scales, but whenever they find their way into traders' hands the law steps in and prevents their use. This is the reason, and not from any desire to help a native industry at the expense of an imported article. There may be now in use a number of spring scales which survive from the times when they were allowed, but these will be in the hands of private parties. The officials do not take steps to forbid these. Perhaps our correspondent can suggest a way of meeting these objections, for reliable spring scales are very convenient, and would find a large sale among consumers who do not use the ordinary scale because it is so much more cumbersome.—THE EDITOR.

MONEY AND STOCKS.

PRACTICALLY the only thing of interest in financial circles is the suspension of payment by the Banque du Peuple, Montreal. The Banking Act allows a bank to suspend payment for 90 days pending an investigation, and the president of the bank has expressed the hope that at the expiration of this time his institution will be able to resume business. Banque du Peuple is one of the leading banks of the province of Quebec. Its paid-up capital is $1,200,000, and reserve fund $600,000. It is expected all the depositors will be paid in full, and, of course, holders of the bank's bills will suffer no inconvenience, their redemption at par being guaranteed by the fund held by the Dominion Government. Confidence in the bank has not been strong for some weeks, and, although the Bank of Montreal advanced the institution $1,200,000 a week or so ago, the amount was unequal to the task of preventing the suspension. "The powers that be—that is, the bulls—," remarked a financial man to me, "are, I think powerful enough to prevent the failure having any appreciable effect on the market, but what the ultimate result will be is difficult to say. Personally I think it will affect the market."

A very dull period has set in on the Toronto Stock Exchange. "It is customary, of course, during the months of July and August for dulness to obtain," remarked a broker, "but the present quietude is almost unprecedented.'

The market has taken a downward turn in Cable and Postal Telegraph, the former declining 2¼c. and the latter 1¾c. "The settling of loans through the failure of Banque du Peuple is one of the causes assigned for this," was the explanation one authority gave me.

The market for municipal bonds appears to be gathering strength. One financier informs me that there have been sales as high as 3⅞ per cent.

Capitalists are evidently getting tired at Toronto's dilly-dallying policy regarding the bonds she proposes to put on the market. Lloyds' Bank in London, Eng., which has hitherto been a sort of financial agent for Toronto in the world's metropolis, has declined to open the tenders for these new bonds.

Industrial stocks, with Chicago Gas leading, have been weaker during the past few days on the New York market. Standard railway shares have been fairly steady. A feature of the railway situation in the United States is the fact that in the past half year 65 prominent railway stocks have increased in market value 10 per cent., or about $215,000,000 in all.

ARGUROS.

DROPS FROM THE EDITOR'S PEN.

Trade, like war, requires strategem in order to success.

* * *

Electricity cannot be seen, but it will never vanish all the same.

* * *

Business is not as fickle as are some people who attempt to woo her.

* * *

An abomination to sensible people is the senseless overdressing of a store clerk.

* * *

A window glass trust has been formed in the United States. It must be a brittle affair.

* * *

A merchant may as well try to lift himself by his boot straps as to do all the trade of a town.

* * *

Square-dealing is the corner stone everyone building a business superstructure should lay.

* * *

The clouds could not contain themselves any longer, and so went on a "burst" on the Twelfth.

* * *

It is all very well for a man to have a "guid conceit" of himself, but he should not exhibit it too often.

* * *

One would never imagine that life was sweet to storekeepers who keep open from early morn till late eve.

* * *

Business is like fishing: In order to success in it one needs good bait and much patience and perseverence.

* * *

People appear to have "soured" on sugar, but hope, sweet hope, is perched on the shoulders of the refiners.

* * *

Watching what your competitor in business is doing is little or no benefit to you. Keep your eye on your compass.

* * *

People who oppose the duty on monuments will probably concede that it is the duty of "those left behind" to erect monuments.

* * *

The young clerk whose wealth is composed of ideas will make a better mark in the world than he who is rich in gold and barren in ideas.

* * *

People who cannot work because the weather is too hot are usually the ones who cannot work hard enough in winter to keep themselves warm.

* * *

A Brooklyn, N.Y., judge holds that a husband is liable for the debts of his wife contracted before as well as after marriage. This raises hope in the breasts of some business men.

* * *

Raised the spirits of the farmers and business men of the country did the rain which dampened the spirits of the Orangemen on the Twelfth.

* * *

Responsibility for money wasted in advertising rests largely upon the shoulders of the advertiser: If the advertisement is unattractive how can it be expected to attract customers?

* * *

A big department store inChicago named "The Leader" has failed. Some merchants are no doubt hoping that it is leading where other department stores will follow.

* * *

Canada has plenty of men in Parliament who are ready, if not able, to discuss religious matters, but very few who are either able or willing to debate business matters.

* * *

If, during the recent embroglio in the Ottawa Cabinet, unbusiness-like men had been cleaned out and business-like men put in their places, what a blessing it would have been for the country!

* * *

Lacking in astuteness are the politicians who rule at Ottawa. Were it otherwise, even ordinary forethought would induce them to throw a legislative crumb once in a while to the business interests of the country.

* * *

Men who manipulate the markets to squeeze money from other people's pockets are called speculators. Boys who pick coppers from tills are called thieves. Perhaps some dav the law will place both in the same category. It will be a good thing for legitimate business when it does.

* * *

If there is as strong a representation of the business element in the next Parliament of Great Britain as there now promises to be of Government supporters, what a fortunate thing it will be for the trade and commerce of the Mother Land!

* * *

A new enemy to department stores has arisen in the United States. The manufacturers of smoking tobacco, for some reason or other, have a grudge against the department stores and are exhibiting it by giving as premiums, boots and shoes, clothing, firearms, furniture, and other articles carried by these big concerns. "Little fleas have smaller fleas upon their backs to bite 'em."

Jno. W. Masury, the famous paint man, who died a few weeks ago, was seventy-six years of age, and had been in the paint business continuously for fifty-four years.

FIRE INSURANCE IN WINNIPEG.

N. Y. Journal of Commerce: Companies are advised by the agents at Winnipeg, Man., that local business there is badly demoralized, especially in the line of grain insurance. Notwithstanding the rules of the local association governing the payment of commissions on grain the Sun gave notice that it wouldin the future follow its own bent, but when the Phenix of Brooklyn instructed its agents to proceed upon the same lines the Sun receded from its position. It is an open secret, however, that the Sun and Scottish Union have been paying commissions in violation of the Board rules, and this has led to a notice being served by the Western Assurance, Phœnix of London, and British America, that they will no longer be bound on grain rules. This action, however, will not affect the terminal business at Fort William, where there appears to be no trouble. The Canadian Fire Insurance Company, which was recently organized at Winnipeg, with a capital of $300,000, is coming to be no small factor in the business, and notwithstanding the action of the Board prohibiting inter-change of business by agents it is writing a large volume of premiums through such channels. The Provincial Government has notified all of the regular agents that hereafter it will renew no Government risks unless accepted without the increase imposed for taxes, and considerable of this class is going to the new Canadian.

FOUNDRY BURNED.

A Collingwood, Ont., despatch says: A disastrous fire occurred here Sunday morning, and completely destroyed the Georgian Bay foundry and machine shop. The building has been unused for some time, and so far as your correspondent can learn there was no one in charge when the fire broke out. As no one was in the building, nor had been for some time, the case looks somewhat suspicious. The buildings and machinery were owned by a man named Waddel, who does not reside in town. The property was probably worth eight or ten thousand dollars. It is reported that there was no insurance on either buildings or machinery.

A PIONEER GONE.

There passed away on Monday evening last at his late residence, Blantyre, Ont., in the person of James Paterson, one of the earliest settlers of that vicinity. Deceased was born in Scotland in 1814, and devoted his life to commercial pursuits. Though carrying on the business of general merchant at Blantyre for many years he was well known to the early wholesale firms of Toronto. Two sons of deceased, James C. and N. L. Paterson, reside in Toronto.

ESTIMATING THE COST OF GOODS.

IRON AGE says: The communication recently published under "Letters from the Trade" has called out communications from a number of merchants in different parts of the country. This indicates the practical importance of the question and the interest with which the matter is regarded by the trade. There is not, however, entire agreement on the part of our correspondents with the views expressed in the letter of "L. E. G.," in which the subject was brought up, and we shall be glad to have further advices from merchants in regard to the matter. The desirability of adopting some such system as that suggested by our correspondent is referred to in the following communication from an old and well-known house in Indiana:

MORE INFORMATION DESIRED.

We notice in The Iron Age, of June 27, an article on "Cost of Goods," by "L. E. G.," that we would like to hear more about. This is a question to which we think the trade should give especial attention, and if we would adopt something of the kind it would result in good to all. Let us hear from him again.

THE OTHER SIDE OF THE QUESTION.

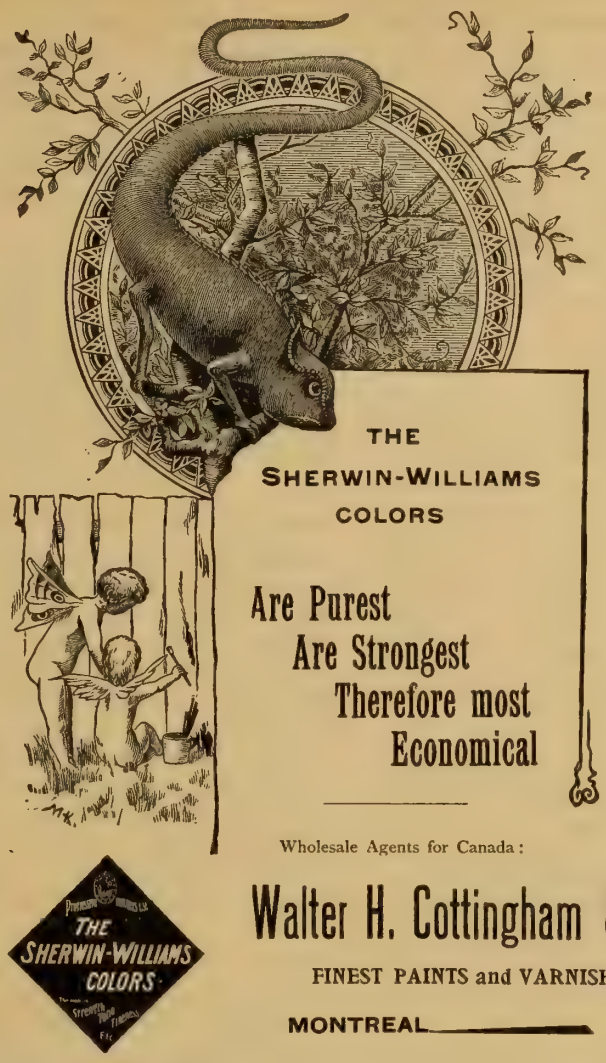
In the following communication, which comes from a merchant in Louisiana, our correspondent dissents from the views expressed in the letter of "L. E. G.," and presents the matter in another form:

In your issue of June 17 I noticed the observation of "L. E. G." on "The Cost of Goods." It seems to me that his ideas and views on the subject are very erroneous. "L. E. G." claims that not only freight and drayage should be added to the invoice cost, but also clerk hire, taxes, insurance, rent, interest, heating, light and sundry other articles. Now, according to his way of marking the cost on goods, I think it impossible for such a thing to be done, unless a man knows what amount of goods he is going to sell during the year, what he will be assessed and whether the insurance companies will not change the rate per cent. on his policy. Take, for instance, a retail hardware man, who sells about $25,000 worth of goods per annum, and to do that amount of business he has to employ one warehouseman and one clerk. Now, let an exceptionally good year come and he may have to add materially to his working force. It is a self evident fact that it is impossible for that hardware merchant to employ four men at the same expense as he did two men. Where does "L. E. G's" rule come in in such a case, when he has marked his goods according to the expenses incurred by two men's salaries instead of four? I should think that after some reflection "L. E. G." will finally conclude that he will be able to find out much more definitely what his real expenses are at the end of the year by knowing positively what he paid for light, clerk hire, rent, insurance, taxes, etc.

ANOTHER METHOD.

We have also received the following interesting and careful discussion of the subject from a member of a well-known hardware house in Texas. We take especial pleasure in submitting it to our readers and suggest further discussion:

I note with much interest an article on "What is the Cost of Goods?" The rule of our house has been to consider invoice cost, with freight, drayage and breakage added, as the cost of the goods. The writer has been of the opinion for some time that the correct method of marking goods was to add freight, breakage, drayage, and the cost of running the business, such as clerk hire, rent, insurance etc., and then pricing the goods at reasonable percentage above same. For instance, if an article cost $1, and the freight on it is 10 cents, and the drayage is 5 cents, and the per cent. on average yearly business per dollar is 20 cents, this gives us a total cost of $1.35; and for profit and interest on investment 25 cents, or about 20 per cent, would give us $1.60 for the selling price of the article, and this selling price would be arrived at on a sensible and just basis to all. As we, and, I presume, many others, have usually done, our method would have been as follows: Cost of article per invoice, $1; freight and drayage, 15 cents; total, $1.15. To this we would add sometimes 25 per cent. and upward, according to the article and what we thought the amount of profit it would bear, or up to 40 per cent., making the selling price vary from $1.45 to $1.60, as the case might be. Before adopting the method suggested I would like to hear the matter fully discussed by live, wide-awake hardware merchants as to the practical features of such methods as well as to the theoretical features. I hope you will lay the matter fully before your readers, as a trade paper is of value to its readers only for the good it does them.



ADVANCE IN WINDOW GLASS.

Prices on window glass all over the United States were advanced 25 per cent. last week as a result of the organization of the Trust. Nearly all the factories in Indiana have entered the combine. The Trust gets control of 80 per cent. of the product west of Pittsburg, and east of there only 200,000 boxes are stored. The advance in prices will be made in thirty days. Factories will not resume before September 1.

GONE OVER TO THE PATRONS.

LESSONS are not always heeded. Time and again has HARDWARE AND METAL pointed out the fallacy of merchants undertaking to do business on the conditions stipulated by the Patrons of Industry in order to secure the trade of the members of this organization. Supplementary to what we have said is the evidence adduced by the failure of those who have entered into the compact.

And yet merchants there are who are still willing to subscribe to the conditions for doing trade that the Patrons of Industry have set up. Among the latest to do so is a firm of general merchants doing business at Granby, Que. This firm, according to Bradstreet's, is the possessor of a fair capital and good credit. It is a pity it is not so well enriched with good judgment. The basis on which this firm has agreed to supply goods to Patron customers is :

All heavy goods and unbroken parcels, 5 per cent.
Groceries and shop goods, 10 per cent.
Dry goods, etc., 15 per cent.

Here is an all-round profit of 10 per cent. How the firm is to manage to make both ends meet at such a rate is outside our ken. Some will no doubt contend that they cannot. Others have tried, and failed ; and some of them have had a better margin to work upon, too. Wholesalers are just as keen as any class of merchants for business, but, knowing the risks that are entailed by selling merchandise on the basis of profits laid down by the Patrons, frequently deny them further credit the moment they are aware that the alliance has been made.

Were there no ruins of Patron storekeepers on the way to stand out as warnings, it is obvious to every business man that a merchant cannot sell his goods at an advance of 10 per cent. on the invoice price of his goods and pay 100 cents on the dollar. It is scarcely more possible than to drawblood from a stone.

Of course, there are a variety of ways by which, through the practice of deceit and dishonesty, a merchant may be able to make a living profit—yes, and a handsome one—out of his alliance with the Patrons.

False invoices is one favorite and well-worn method. Light weight or short measure is another. We know of one Patron storekeeper who always stuck on an exorbitant profit where and whenever he thought it would pass muster, and who when asked to produce his invoice would, knowing his customer, pick up an invoice, perhaps of a different line of goods from that which he was selling, but which contained figures approximate to that which he was asking, remarking as he hurriedly passed the document before the customer's eyes, "There, you see, I'm actually giving it to you below what I should." "To most of those people," he subsequently remarked, "an invoice is an enigma, and it is no trick to fool them."

Those catering to Patron trade in this way may deaden any pricks of conscience they may have by pleading that they are only fighting the devil with fire. True as that may be, dishonesty is not made honesty by it.

Country merchants should realize one thing : the Patron organization is a dying concern. And the sooner legitimate business men cease supplying such props as the Granby firm has just put in position, the sooner will its final collapse take place, at least as far as its meddling with storekeepers is concerned.

MADE FIFTY PER CENT. MORE AXES.

Any manufacturer who can show an increase of 50 per cent. in business compared with last year, and that too in staple products, is to be congratulated. Yet HARDWARE AND METAL learns that this has been the fortunate experience of Josiah Fowler, of St. John, N. B., manufacturer of edge tools, etc. The particular line in which he has had this fortunate experience is axes, to supply the demand for which Mr. Fowler has been compelled to put in new machinery. But his activity has not been confined altogether to this one line, for he has been kept busy in making striking and masons' hammers, picks, chisels, drawknives, etc.

COMMERCIAL EDUCATION.

At its last meeting The Montreal Chambre de Commerce discussed again the question of commercial education in Quebec Province, and the best means of securing a similar programme of instruction on the subject amongst the various colleges. The committee of the Chambre dealing with the matter has for chairman M. Bienvenu, assistant general manager of La Banque Jacques Cartier, and he is earnestly and ably promoting the new plan.

The Chambre endorsed the suggestion of the committee that a conference of the heads of all colleges in the province having a commercial course be held in Montreal July 29. It will probably last three days and be quite an important gathering. M. Bienvenu is a college man himself and understands thoroughly the best means of increasing the efficiency of commercial training.

The idea is to have the course cover bookkeeping, and in addition practical training in commercial affairs. The various institutions might be asked to give their students certificates of attendance, and, if the Council of Public Instruction approved, a board of examiners, consisting of representative merchants, financiers, etc., could be chosen to grant diplomas.

The Chambre de Commerce, through its president, H. Laporte, and leading members, is strongly in favor of enlarging the scope of commercial training, and will gladly grant prizes and scholarships to the competing students. The wholesale trade will be expected to co operate in the programme by giving the preference, in making appointments to their staffs, to the successful candidates of this commercial course.

THE FRENCH TREATY IN THE HOUSE.

Parliament has passed the Act relating to the French Treaty. The Treaty has been in existence, though not in force, for about two years, and the present Act is intended to remove all difficulties in the way of its being finally proclaimed.

When Lord Dufferin and Sir Charles Tupper negotiated the Treaty they informed the French Government, so Hon. Mr. Foster announced at Ottawa the other day, that any concessions in tariff rates made by Canada to France would also have to be extended to the British Empire, and to any foreign countries with whom Great Britain had "most favored nation" treaties.

The Treaty took some time to get through both branches of the French Parliament, and has since been awaiting action by Canada. This action was called for by the British authorities, who pointed out that the clauses of the Treaty contained no stipulation that the concessions to France would also be granted to the countries which have given Britain most favored nation treaties. The present Act, therefore, provides in distinct terms that these countries, as well as Great Britain and the other colonies, share in the concessions made to France.

The countries possessing these arrangements with Great Britain include Argentina, Austria, Belgium, Bolivia, Chili, Columbia, Costa Rica, Germany, Muscat, Russia, Salvador, Sweden & Norway, Uraguay, etc., and it is a question whether France will care to go on with it when she finds that nothing like exclusive privileges are granted her under the Treaty. But Mr. Foster declares she knew all about this when the agreement was signed. Anyway, ratifications can now be exchanged at once and the Treaty go into force in time for the autumn trade. The Priemier, it is said, is no admirer of the Treaty.

CEMENT TENDING HIGHER.

Advices from England quote an advance of 2d per cask on English cement, and, as the makers refuse to book any further orders except at the higher level, commission men state that our prices will shortly have to follow suit.

In the meantime it may be noted that an active demand exists, a large line of 7,000 casks being closed on Friday to an Ontario buyer at $1.95 ex ship. The demand for car lots has also been good.

RIXFORD'S HARVEST TOOLS

BEST GOODS MADE.

HAY FORKS MANURE FORKS
SCYTHES

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants, 37 Front St. West, Toronto

The Graham Cut and Wire Nails are the best.

IMPORTS AND EXPORTS AT TORONTO.

THE trade returns for the port of Toronto for the past month are encouraging. They show that times are improving. For June, 1895, the imports at this point of entry totalled $1,228,755, and the exports amounted in value to $285,925. The figures for the corresponding month last year were $1,167,918 and $224,967. The following list includes only imports affecting the trades of hardware men and general merchants :

	June, 1895.	June, 1894.
Brass, and manufactures of	$ 6,081	$ 4,177
Bicycles, etc	18,402	26,346
Copper, manufactures of	260	1,167
Earthenware, stone and chinaware	15,683	28,209
Glassware and window glass	18,217	30,807
Gunpowder and other explosives	5.029	223
Gutta percha, manufactures of	3,811	4,103
Iron and steel	97,193	110.993
Lead, and manufactures of	4,563	1,820
Metals, and manufactures of	10,393	10,412
Oil, mineral, linseed, etc	9,122	9,880
Paints and colors	10,191	11,241
Metals, undutiable	26,768	20,154

In exports there has been a noticeable falling off in the output of field and forest, while the exports of animals and their products have increased 33 per cent., and the exports of manufactures have risen 50 per cent. in value. We subjoin a comparative list for June, 1895 and 1894 :

	June, 1895.	June, 1894.
The mine	$34	$90
Fisheries	....	....
Forest	9,006	14,427
Animals and their produce	125,129	92,221
Agricultural products	5,798	36,355
Manufactures	145,958	81,767
Miscellaneous	797	4,870
Totals	$286,722	$229,730

FIRE-PROOF CONSTRUCTION.

The desirability of fire-proof buildings no one has ever questioned, and the probable only reason why comparatively such few buildings are erected on this principle is the cost.

Methods for minimizing this difficulty have been devised and are being devised. Probably the latest departure along this line is that termed the steel-concrete system. It had its origin in the United States, but it has lately found its way into Canada, and is now being used in the construction of at least three or four fire-proof structures that are being erected in Toronto and Montreal.

Briefly, the system consists in the use of special ribbed bars of steel, suspended from beams and supported on edge by means of steel stirrups, which have the profile of the bar cut in them, these bars being surrounded by and completely embedded in concrete composed of Portland cement, sand and furnace slag or screenings. Tests that have been made of the strength and fire-proof qualities of this system are said to have been eminently satisfactory.

Some of the advantages claimed for the concrete-steel system are : saving in the rods and punching, saving in steel, saving in plastering, and saving in weight of construction.

In these days, in fire-proof construction as well as in other things, the desideratum sought is the maximum of utility with the minimum of cost, but it remains to be seen whether it is found in the concrete-steel system. For the time being, however, it is claimed to have the floor.

MONTREAL GETS THE CONTRACT.

The London and Port Stanley Railway Board on Wednesday gave the contract to the Dominion Bridge Company, Montreal, to erect two steel bridges over Kettle and Mill Creeks, near St. Thomas, at a total cost of $39,660, the work to be completed by November 1st. Traffic on the road will not be interrupted.

Linseed Oil

Pure English

(UNION MILLS MAKE) AND BADEN

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West Toronto

CRUSHING THE APPRENTICE.

"LAPIS," in Age of Steel, writes: Some men wonder, as does a friend of mine, why it is that they constantly have to be training up new men and apprentices, and that the moment they know anything they up and quit.

The reason for this most aggravating state of things is, happily, not always that which sends my friend's apprentices from him, viz., crossness and brutal ridicule. I happened in his shop just when my friend was directing his bright young apprentice how to do a very simple bit of lathe work. "Now I wonder," said he to the trembling youth, "if you know enough to do this just as I will show you?" Then he showed him every movement; just how to hold the wrench, and pull the belt, and pick up and put down the piece, saying all the time: "See how easily and swiftly I do it. If you know anything you can do it just as fast and perfectly. Now try it." Thus encouraged (?) the boy started in, and of course did not make just the same movements as the boss. "No, no; you confounded idiot, didn't I tell you that wasn't the way? Can't you see that I take the wrench in this hand? Now, let me see if you know enough to do as you are shown. Come, hurry up; I can't waste my precious time teaching a blockhead and then (turning to me) have him leave me as soon as he comes to know anything."

The poor boy, sweating at every pore and trembling in every limb, and fearing to make a move lest it should be a false one that should call forth another torrent of abuse, made another and very skilful attempt, while his tormentor, turning to me, pleasantly remarked: (?) "None but d——d fools, I believe, try to learn the machinist's trade."

And, yet, my friend is one of the finest and most ingenious machinists that I know. From a mechanical point of view it is as great a treat to visit his shop as it is distressing to witness his brutal and degrading treatment of his help. No wonder he is constantly compelled to break in new help.

Could anything be more shortsighted than such treatment, breaking up the spirit while training the hand, as though one could live and bud into success without the assistance of the other. Apprentices even are human beings, and real genius may be driven into despair if met at the threshold of development by ridicule, belittlement, and condemnation.

THE CYCLE AS AN AMBULANCE.

A new ambulance carriage has been invented by Dr. Honig, of Berlin. It is not drawn by horses or men in the ordinary way, but is propelled by cyclists, and consists of a kind of litter resting on a frame with five wheels, three in front in the form of an ordinary tricycle, and two at the back. The drivers, accordingly, sit one at each end of the litter, which is covered by a removable roof, with little windows and a pneumatic bell, so that the patient can communicate with the drivers. Beneath the litter are boxes for dressing material, instruments, for first aid, etc. Dr. Honig suggests that his invention would be useful in small towns for which a horse ambulance is too expensive. It brings the surgeon and the assistant surgeon very quickly to the scene of an accident, and enables them to remove the patient to the hospital without loss of time. The general opinion here is that the new system will require a greater proficiency in the art of cycling than the majority of medical men possess. The carriage was shown in the drill ground of the fire brigade, to surgeons attached to hospitals and the police, as well as to officers of police and fire brigades, and to other gentlemen connected with the ambulance service.—Lancet, London.

THE B. C. IRON WORKS COMPANY.

The British Columbia Iron Works Company, of Vancouver, is intending to open branch works in Nelson, West Kootenay. The company has already done considerable work in that district, and the establishment of a local foundry and machine shop would doubtless prove of great convenience to mine owners and others in the case of repairs to machinery being needed.

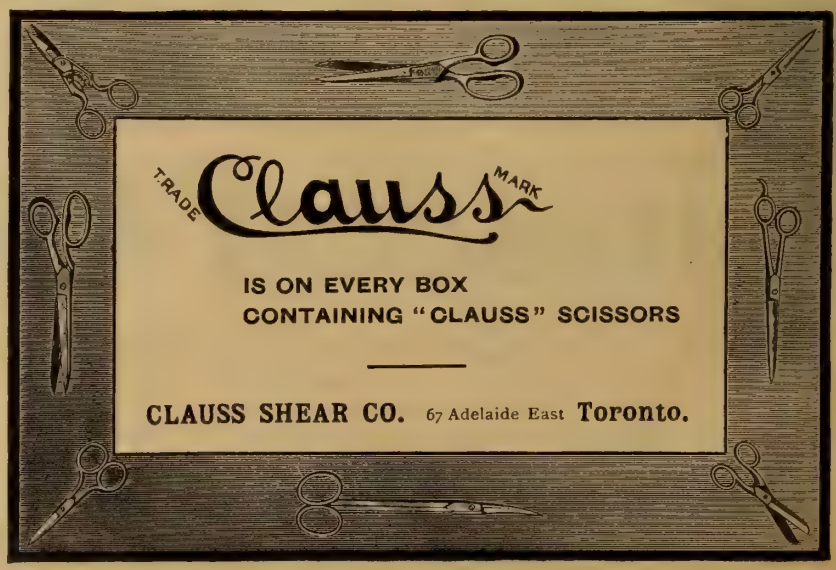
The B. C. Iron Works Company has shown much enterprise in its business, while the contracts which it has taken for some of the largest companies in various lines in the province has made it clear that it can turn out as good work as any similar company in the east. Not merely as a matter of provincial pride, but for their own interests, those requiring machinery or foundry work of any kind should patronize a home company, since there are many occasions when the possibility of getting work done without having to send east for that purpose, is of great importance to those concerned in it But to enable a company to establish and maintain a large plant in this province, it is necessary that the company should receive liberal support at all times, and not merely be called on in cases of sudden emergency. The B. C. Iron Works Company has established a good reputation for the manner in which it turns out its work and for the reasonableness of its prices.—Statistic News-Advertiser.

METALS IN ENGLAND.

S. W. Royce's circular, under date of Manchester, June 29, says:

The iron ore market is at present quiet; f.o.b. prices are, however, firm, but rates of freight are somewhat easier. The imports were heavier in last month than in May, 1894, but there is a decrease in weight of 179.357 tons, and in value of £165,916 during the five months ended May 31st last, as compared with the corresponding period of last year. Chrome ore continues in good supply and moves off well at steady prices. Manganese ore of high quality is not too plentiful and fully maintains its value.

The pig iron trade during the first half of this month has been rather disappointing, prices having given way somewhat. Since the middle of the month, however, there has been an improvement, and values have advanced some 6d. to 8d. per ton. Shipments from Middlesbrough during this month are very satisfactory, being considerably heavier than in last month and than in the corresponding period of June, 1894. There has been a fair business doing at Middlesbrough during this week, and though prices are at the moment a little easier, owing to slight weakness at Glasgow, there is a good feeling in the market and expectation of improvement. The higher-priced metals have not been moving well during the month. Copper has lost some 7s. 6d. per ton, and is now steady but quiet. Tin has given way steadily, and is some £2 5s. per ton cheaper and is easy. Spelter has lost ground slightly. Lead, after advancing a little, has given way, and is about 5s. per ton cheaper.



Chains..

Coil, 7 sizes
Trace, Halter,
Tieout, Post,
Heal and Cow Ties,
Tie Weights and Evener Chains,
ETC., ETC.

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd. - Hamilton, Ont.

Eastern Depot: 422 St. Paul St., Montreal. J. H. Hanson, Agent.

PAPER BICYCLE TIRES AND GUNS.

THE wonders in the use of paper and wood pulp seem not likely to cease soon, if a writer in The Scientific American is to be credited with sufficient acumen. The latest application of paper is for the manufacture of large guns. Guns have been made from leather pulp, and these are bound with hoops of metal. The leather pulp is, of course, hardened. There is also a core of metal set inside of the gun. The lightness of the leather cannon is an essential feature. The principal aim, however, is to secure a material which has some elasticity, so that the force of a heavy discharge will be broken gradually. This seems to be obtained in cannon made from a pulpy substance. Paper pulp answers the purpose, as numerous trials and experiments have proved. It possesses more elasticity than metal, and when hardened is nearly as tough, hence this material is useful in the manufacture of articles requiring hard, efficient and elastic properties.

The body of the gun is made of paper pulp. The core is of metal, and made very much like the cores of ordinary cannon. The exterior of the cannon is wound with wire. About five layers of copper, brass or stell wire are firmly wound on, thus binding the cannon. Outside of the covering of wire are various bands of brass. These bands are set with uprights, through which rods extend parallel with the gun. There are lock-nuts on each side of the uprights, and these hold the rods in place.

The Western Stationer states that a new bicycle tire is being tried, built on the compartment plan. The arrangement is such that a series of chambers are produced in the tire, each independent of the other, so that in case the tire is punctured with a tack or a sharp piece of glass, only part of the tire will collapse and the rider can continue on his journey. If a pneumatic tire is punctured now, the entire tire will collapse and the machine is useless until repaired. The new tires are made of pulp produced from paper stock, and are of sufficient durability to permit usage on carriage wheels as well as bicycles. It is claimed that the tires manufactured on the compartment plan are as easy riding as the most elastic rubber pneumatics.

A LARGE DEAL IN LOGS.

Hale & Booth, lumbermen, Ottawa, have disposed of their entire winter's cut of logs to the Minnesota Lumber Co., of Polo, Ill. The cut consisted of about 160,000 logs, or about 20,000,000 feet, and the amount involved is something over $200,000. The logs are to be towed to Bay City, Mich., where they will be sawed up.

NEW BRIDGE AT THE FALLS.

At the annual meetings of the Niagara Falls and Clifton Suspension Bridge Companies, held at Niagara Falls the other day, the following officers were re elected for both companies for the ensuing year: President, C. H. Smythe; vice-president, John T. Mott; treasurer, John M. Bostwick; secretary, Fred DeW. Smythe. The matter of the new steel arch bridge was generally discussed and the plans looked over. These call for an 830 feet span, which is said to be the largest single span in the world. The bridge will be built to the same grade as the present suspension bridge in order to bring it to the level of the Canadian bank.

HARDWARE STORE ENTERPRISE.

Referring to push and enterprise in the conduct of the hardware business, Iron Age had the following advices from a merchant who has an exceptionally well arranged store in Pennsylvania. He also sent specimens of several of his advertisements in the local papers which are excellent and well adapted to the purpose for which they are intended:

My store is not a dark dingy hole like most of the hardware stores in your large cities. I let the people know what I have to sell by newspaper advertisements and I am here to attend to their wants. I think that hardwaremen as a general rule are far behind the times. When one of them dies the family advertises the fact by a funeral notice. Why they do not advertise while alive I cannot understand.

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.
Orders filled the same day as received.

A PROFITABLE BICYCLE BUSINESS.

IN all sections of the country where the roads are in fair condition six or eight months in the year there is a good sale for bicycles. In most of such sections they have come to be regarded by young business men and mechanics whose homes are in the suburbs of the towns, as well as by thousands of people who are so situated as to be unable to keep a horse, more in the light of a necessity than a luxury.

PURCHASES STIMULATED.

The high and almost prohibitive price set upon them by the manufacturers has been one of the chief obstacles to their introduction and almost universal use, but prices have been reduced, and it is now possible to procure a first-class wheel for a reasonable sum, and thousands are being sold where hundreds have been heretofore. With this increased sale of wheels has come a vigorous and imperative demand for better roads that will be heeded, and bicycling will become a favorite mode of locomotion in both town and country.

AN OPPORTUNITY.

This bicycle trade naturally belongs to hardware men, and those not already in the business should at once take the necessary steps to secure it. From what I have actually seen I am well satisfied that the selling of wheels, supplies and repairs through the hardware trade will prove highly advantageous to hardware men.

DAMAGED WHEELS.

It is a well-known fact that the owner of any useful machine will employ it whenever he has occasion to do so if it is in running order, or he can obtain needed repairs near home, while he will often let it lie idle for months and sometimes even discard it altogether if he is obliged to order those repairs himself from a distant factory or city.

REPAIR DEPARTMENT.

I know of several good wheels that have lain in barn lofts and woodsheds for months, simply because they need some slight repairs, which their owners will be obliged to order and pay express charges on from distant points. If they could obtain these needed repairs at home these wheels would be used whenever the roads would admit of it, instead of being laid aside and subjecting their owners to the jeers of their acquaintances who "knew you were throwing away your money when you bought that wheel."

THE VARIETY.

It may not be advisable for the hardware man to confine himself strictly to one line of wheels, though he might push the sale of one line if it is to his pecuniary advantage to do so. Of this, however, he would have to be his own judge, because trade is not alike in any two towns. There is really not much material difference in first-class wheels. One will run just about as well as another, provided it is properly adjusted to the rider. The hardware man may keep only one sample wheel of the line or lines he deals in, and he can show their strong points and advantages quite as well from these samples as he could if he kept a dozen or more in stock.

FOR SIMPLE JOBS.

Usually there is a tinner or expert in machinery connected with the store, and it is a good idea to have him inform himself thoroughly in the matter of bicycle repairing, so that he can mend, adjust or clean a wheel at any time and without delay.

INTRICATE JOBS.

It is advisable to keep a full line of bicycle supplies, such as lubricators, etc., in stock, and also a supply of ordinary repairs. And complete arrangements should be made with a general dealer in repairs in a near by city for the immediate forwarding of any extraordinary repairs that may be needed, for whoever saw a cyclist that was not in a hurry?

AN INTERESTED PUBLIC.

Quite a good and profitable trade in wheels can be worked up by a live hardware man. He should keep one or more nice sample wheels on exhibition in his show windows and get an expert wheelman to ride about town on some favorable occasion. But he should not, under any circumstances, allow any awkward individual to monkey with it, just for fun. The easy, graceful riding of an expert sells wheels, but blundering and tumbling prevent their sale.

PUSHING THE GOODS.

He should advertise wheels and supplies in the local papers, using small cuts to attract attention. Assist in getting up races to towns 10, 20, or 50 miles distant and return. This will stimulate sales among the active and sportively inclined young men in both town and country. He might join with other hardware men in the county in offering a series of prizes for fast and graceful riding by both lady and gentlemen residents of the county at their fairs.

SELL WHEELS.

Summer evening excursions to neighboring villages by small companies of cyclists afford an immense amount of very pleasant exercise and really healthful enjoyment, and the hardware men can well afford to encourage them because they sell wheels! Besides the foregoing, there are many other schemes which may very properly be employed to promote the sale of wheels, and the live hardware man who keeps a weather eye to business will not let many of them escape him.

AN IRONMONGER'S JOKE.

A Scotch ironmonger and safe merchant, not having in his heart the fear of the fate of those who harrow the innocent with outrageous puns, writing to a firm of range and grate manufacturers, ended his letter by saying: "I would just remark that I am both a safe and a grate man. You are only grate. Well, grate success to both of us." His victim was restored to consciousness with difficulty.

NICKEL STEEL IN STRUCTURAL WORK.

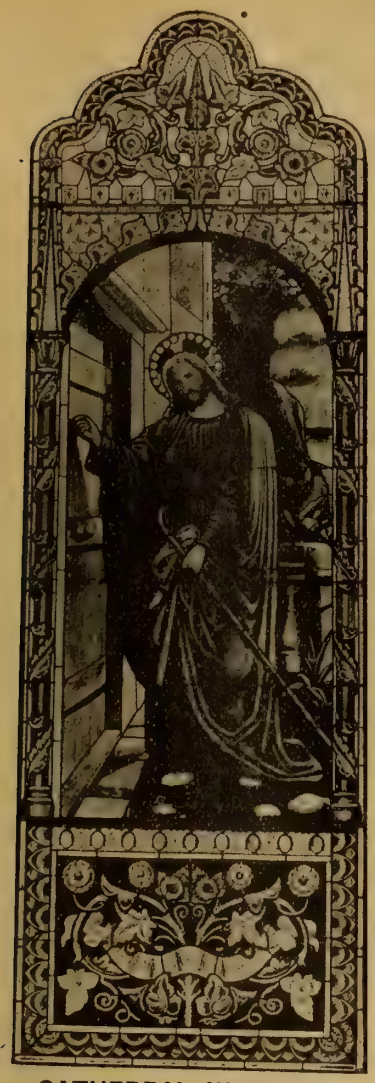
Another heated controversy is reported from Washington among the Naval Bureau chiefs, this time over the structural steel of warships. The constructors have been using in recent years plain steel in the beams, struts and girders which form the frame work of the hulls of vessels. Over this are placed the protective steel plates of varied thicknesses and treatment, according to the vitality of the portion to be covered. Some of the department officials, notably, it is said, members of the Steel Inspection Board, have proposed that the structural material be nickel steel. It is asserted that this material, which has furnished such excellent armor plates, will be stronger than the steel at present used. The proposition is opposed strenuously by the constructors and the engineers, on the ground that greater strength is not required in the material used for the framing. Plain steel is sufficient for the purpose, which is that of support, where rigidity counts for more than tensile strength. Nickel steel would be harder to work, probably, and, more than all, it costs about twice as much as plain steel. Besides, were nickel steel adopted for structural work the production would be limited to two concerns, the American rights to use the alloy being confined to the armor plate makers. This monopoly will probably serve as an important argument against the use of nickel steel.—Iron Age.

AN EFFECTIVE WINDOW DISPLAY.

In the following letter, in an exchange, a hardware man calls attention to the steady sale of goods of which a prominent display was made in the window and describes a hardware exhibit which may perhaps be suggestive to our readers:

"All lines of goods suffer from not being pushed, but none more than that of cutlery. Whenever we keep a good display in the window with some leader, if only a 10 cent knife, our sales go right along and drop off amazingly when we remove the display. Cutlery is good all the year round. Butcher knives for fall and winter, carvers and pocket knives for the Christmas holidays and table cutlery for spring.

"If some way of displaying is devised a little out of the conventional, the result will be all the better. I remember seeing a very simple and yet effective plan, judging from the attention it attracted to the window, and that was a 25-pound can of putty with the lid removed. In this were inserted long knives, such as Butcher and Sabotier, arranged to look like a pot of plants. Beneath was a ticket reading 'A Steel Plant.'"



CATHEDRAL WINDOWS.

Hobbs Manufacturing Co.

LONDON - - ONT.

GLASS GLASS GLASS

The only firm in Canada manufacturing and handling the full line. . . . .

Retd DEC 18 1896

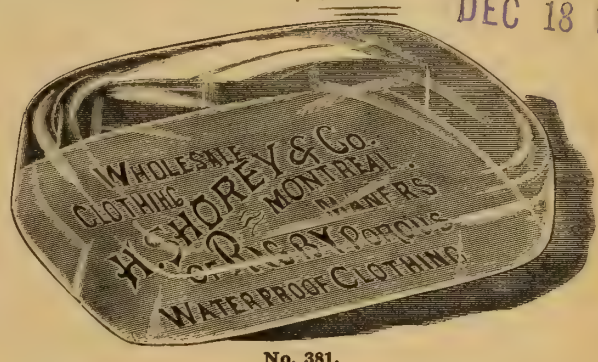


No. 391

LARGEST STOCK

In the Dominion.

Retd DEC 18 1896



No. 381.

PAPER WEIGHTS.

We manufacture . . .

Shock Mirrors

Plate Glass Mirrors
Of all kinds
Bevelled Plate
Mitred Plate

Colored Glass

Enamelled
Obscured
Sand Cut
and
Etched Designs

Leaded Work
Colored Patterns
Advertising Signs
Glass Paper Weights
Patent Medicine Signs
Borders, etc., etc.

We are leading the market in . . .

NEW GOODS

NEW . . DESIGNS

Coming through all the time.

Ask

For Prices on your Specifications.

We carry . . . . .

Ornamental Plate Glass

Cathedral Glass
Rolled Plate
Muranese
Rough Plate
Ruby, Blue and
Other Tints

Muffled
New Process
Quarry
Fluted
Single Thick Sheet
21 oz. Sheet
28 oz. Sheet

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, July 19, 1895.

HARDWARE.

TRADE in general hardware is approaching the quiet midsummer season, so that the volume of business is decreasing, and a few quiet weeks may now be looked for until the fall movement commences in August. In the meantime sufficient is doing to keep people alive, a feature being the marked upward tendency of values on all lines of goods. This is having its effect with buyers, who are already enquiring in regard to future supplies. The present movement is confined to a moderate jobbing trade in cutlery, plumbing supplies, cut nails, tacks, and other lines of this character. The changes of last week have already been noted.

BARBED WIRE—Trade has continued quiet. We quote as follows : 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3c., shipments of 500 lbs. and upwards delivered in Ontario, 3⅛c. delivered in Quebec, and 3c. in New Brunswick and Nova Scotia, where the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra.

PLAIN WIRE—There is only a quiet trade doing. The trade discount is 22½ off the list 60 days, or 2 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton ; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—Business of a moderate jobbing character. We quote ; Sisal, 5¾ to 6c. for 7-16 and upwards, and 14 to 15c. for deep sea line. Pure manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

BINDER TWINE—Quiet and unchanged at 6 to 6¾c.

CUT NAILS—Business is quiet at the old basis—$2.10 Montreal, Toronto, Hamilton and London, freight prepaid on 10-keg lots, where the rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Business has ruled quiet since the change in prices last week. Discounts : 75 and 10 f. o. b. Montreal and Quebec without delivery, 75 and 5 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSESHOES—The demand for these is moderate. Steel shoes are now quoted at $5.50 to $5.75, and iron shoes $3.50.

HORSE NAILS--Stocks of these are very light both in makers' and jobbers' hands here, while demand is on the increase. The discount is 55 off.

TACKS—The demand for tacks is not specially active. We quote : Discounts, B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent. ; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

CLOTHES WRINGERS—There have been a few small-sized orders for these during the week.

CHURNS—No business to report.

WARE—Some orders are coming to hand for fair lots, but the volume of trade, as a whole, is small.

ICE-CREAM FREEZERS—Nothing to report ; in fact, demand is over for them.

PLUMBERS' SUPPLIES — A moderately good trade is doing in this line on country account ; otherwise the market is quiet.

WIRE CLOTH, ETC.—Only a few odd orders for wire cloth or screen doors and blinds are received.

CUTLERY—There has been a fair demand for cutlery, but nothing of an active character.

SPORTING GOODS—Some small jobbing lots of ammunition have been moving. This is the only sign of business noticeable in this line. In the course of a fortnight, however, it will soon commence.

HARVEST TOOLS—A few sorting orders for certain assortments of these are noted.

CEMENT—The stock of this article is light for the season, but business rules quiet though prices are firm. We quote : English, $1.95 to $2.05, and Belgian, $1.80 to $1.90, ex ship.

FIREBRICKS—A fair demand is experienced for these, at $15 to $21 per 1,000.

METALS.

The general tendency of values in heavy iron and metals continue firm all down the list. This fact is leading to considerable activity in the matter of import orders from importers and wholesalers for tin, galvanized and Canada plate and other leading lines. Actual spot trade is quiet.

PIG IRON—The tone is firm, but the week has not furnished any special activity. Scotch iron has changed hands at $19 to $19.50, and some holders are disposed to exact the outside figure. Speculative prices on warrants have ruled higher within the past few days, but advices regarding makers'

Enamelled Ware

MADE IN CANADA

We are daily increasing our lines and gladly invite comparison in every way with any foreign goods—English, American or German. Order a sample lot and see for yourselves what Canada can do.

THE McCLARY MANUFACTURING CO.

London, Toronto, Montreal. Winnipeg, Vancouver.

brands do not show any varation in values, which are steady. Domestic Nova Scotia pig is firm, as last quoted, and sellers are steady at a range of $16 to $16.50. American iron is hardly quotable on the market now.

BAR IRON—The feeling in bar iron is distinctly firm, in fact, it is doubtful if anything except a good round lot can now be had for less than $1.70, though we hear of sales of straight lots at $1.65.

TIN PLATES—There have been considerable arrivals of these during the week, but the market holds steady, in fact, has an upward direction. The enormous decrease in stocks at primary markets is the great steadying influence. Coke tin plate is firmly held here as last quoted at $2.75 to $3, and charcoal, $3.25 to $3.75.

TERNE PLATES—There is no change in these, prices ruling steady at $5.75 to $6.25.

CANADA PLATES—The recent advance in Canada plates is firmly maintained, and no supplies are now available here under $2.10 to $2.15. There have been some fair receipts this week, but they are not likely to affect prices in any way. In fact, a good deal of them were placed to arrive.

SHEET IRON—There is nothing special to report in sheet iron. It rules steady at $2.10 to $2.20.

IRON PIPE—There is a fair movement in this line, and as stocks generally are limited, the market has a very firm tone. Discounts are 60 and 10 to 70 and 5 on black pipe and 37½ to 40 and 10 on galvanized.

INGOT TIN—No important transactions are noted, but prices are firmly held at 17c to 18c.

LEAD—Prices are firm with business of a quiet character at $3 to $3.25.

SPELTER—Firm and unchanged at $4.25 to $4.50.

SHEET ZINC—Quite a few lots have been moved, but they were old orders. New orders are few. We quote 4½ to 5c.

ANTIMONY—The same as last noted, at 10c.

HOOPS AND BANDS—Some good sized import orders have been placed at steady prices, but the jobbing movement is small. We quote: Canadian, $1.90; English, $2 to $2.10.

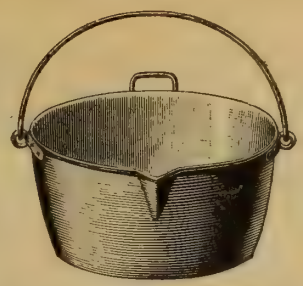
GALVANIZED SHEETS—Import orders for tinned sheets are quite large and the firm tone very apparent. No. 28 Queen's Head also has been active on import account. We quote $4 25 as the basis for No. 28.

COPPER—The copper market is steady and unchanged, at 10½ to 12c.

SHEET COPPER—Stocks are light here and prices unchanged, at 18 to 25c.

PAINTS AND OILS.

This is the quiet season in paints and oils and the volume of trade is diminishing, and fewer features are to note. The general

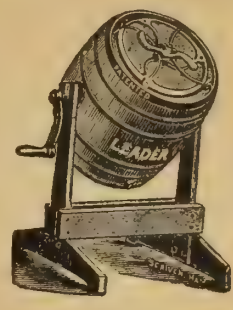


PEARL STEEL WARE

Finest and best Enamelled goods in the market.

RICE LEWIS & SON, Limited Toronto

See our new Malleable Handle with Locking Attachment. No more Broken Hooks nor Lost Plugs.



LEADER CHURN

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

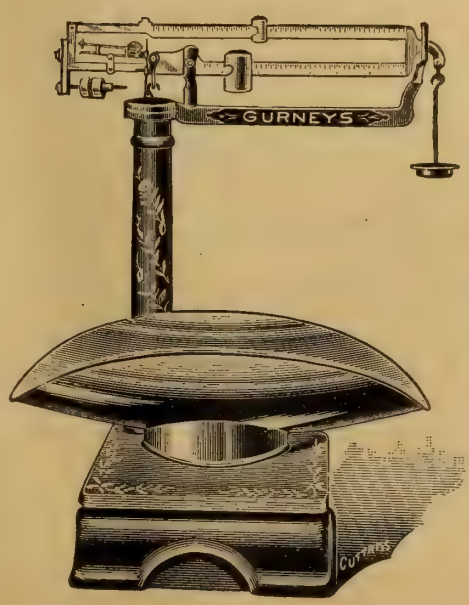
WIRE NAILS

WIRE . .

TACKS

ONTARIO TACK CO., HAMILTON

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.

Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by

THE GURNEY SCALE CO.
Hamilton, Ont., Can.

tone is fair, notably so on linseed oil, the great scarcity of which is a prominent factor of the market.

LEADS—The lead market has been fairly active, but business is gradually diminishing. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—Demand moderate but prices steady, at $1 for first grade and 85 to 90c. for second.

PARIS GREEN—There has been no further change in this line, but business is quiet. We quote: Bulk, 14c.; drums, 15c.; packets, 16c.

LINSEED OIL—The market is very scantily supplied, stocks steadily diminishing. As a result prices are firmly held at 59c. for raw and 62c. for boiled.

SEAL OIL—There is very little new seal oil coming forward to this market, the English demand being very urgent. As a result, though the yield is large, prices here are steady. Ex-wharf there have been sales at 37 to 37½c., but we quote 40c. ex-store.

COD LIVER OIL—The firm tendency of this market is firmly maintained. Non-freezing Newfoundland oil has sold at $1.25 to $1.50 per gallon, and Norwegian is firmly held at $2 to $2.10 as to quantity.

TURPENTINE—There is only a moderate demand for turpentine, but prices are steady. We quote 45 to 47c. as to quantity.

RESINS—There is little or no change in this line, except that a rather lower range is quoted on coal tar. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

There is no change in the glass market, first break being quoted $1.15 to $1.20, and second, $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

Heavy chemicals continue quiet, while prices are steady and unchanged. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $65 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

There has been no change in this market, and business has continued quiet. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

Beware of Worthless Imitations.



We also manufacture **EMBOSSED STEEL CEILING.**

Eastlake Steel Shingles

GUARANTEED
Superior and to last longer than any others.

OUR GUARANTEE
Is of some value.

Sole Manufacturers

METALLIC ROOFING CO., LTD.

84 to 90 Yonge St. TORONTO

Send for new Catalogue.
Reliable Agents Wanted.

HIDES.

Receipts of hides have been larger during the week, but the demand from tanners has been good and the market rules firm. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins are firmer at 30c., with 20c. for clips, and sheepskins, 75c. to $1 each.

TALLOW.

The tallow market is quiet, but prices are firmer, at 5 to 6½c., as to quality.

WOOL.

The wool market is quiet and unchanged. We quote: Cape, 13 to 15c.; Canadian fleece, 18 to 21c.; B.A. scoured, 25 to 31c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 11 to 12c.; B.C., 9 to 11c.

ASHES.

The ashes market is quiet, the only change being a decline in pearls of 25c. per 100 lbs. We quote: First pots, $4.10 to $4.15, and second, $3.80 to $3.85, while pearls are $5.25 per 100 lbs.

MONTREAL NOTES.

Arrivals of cement this week were 2,900 casks, against 500 casks last week.

Jas. Robertson has landed several shipments of tin plate between the close of last and the middle of the present week.

The receipts of firebricks this week were 68,000, against 15,000 last week.

Cables note speculative excitement in warrants in England, but makers' quotations on pig iron are steady and unchanged.

W. H. Cottingham & Co. landed ex Rosarian a shipment of fine English Paris green.

Pilkington Bros. received on Saturday last a shipment of window glass ex Lake Superior.

A. C. Leslie & Co. have placed some large import orders of Queen's Head galvanized iron, also tin plate. They note more demand for tinned sheets of all kinds, especially from Manitoba and western Ontario.

The Bristol steamer on Monday brought out quite a quantity of tin, galvanized sheets, and other heavy iron for Toronto and Hamilton houses.

ONTARIO MARKETS.

TORONTO, July 19, 1895.

HARDWARE.

NO striking changes have taken place during the week, either in regard to business or prices. If anything, the volume of trade is not as large as it was a week ago, although there is still a fair movement. The bulk of the business in summer goods has been transacted, but trade is beginning to develop in such fall supply goods as axes, saws, rope halters, cow ties, draining tools, skates, files, lamps and lamp goods. Trade shows the usual falling off in fence wire. Quite an improvement is being experienced in the demand for horse nails. Business in most lines of ware is fairly active. No complaints are heard regarding payments.

FENCE WIRE (ORDINARY)—Trade has fallen off materially, which can be accounted for from the fact that the farmers throughout the country are busy harvesting just now and not repairing fences. Then most of the retailers have sufficient stocks for the ordinary demand. Terms and conditions as before: On 1,000-lb. lots freight will be prepaid to any destination where the rate does not exceed 25c. per 100 lbs. Discounts 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton.

BARB WIRE—What has been said regarding trade in ordinary fence wire also applies to barb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—There has been a little more demand for rope, both in sisal and manilla, but the enquiry is principally for the smaller sizes. We quote: Sisal, 7-16 in. and larger,

5¼c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Trade is on the quiet side, but business is certainly better in this line than in wire nails. Base price, $2 10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Owing to dealers in the country having bought fair supplies at old prices, and the usual quiet season now being on, there is not much doing, and there are not as many 10-keg lots wanted as there were. Discount is unchanged at last week's figures—namely, 75 and 5 per cent. in bulk and 75 per cent. in 1-lb. packages.

HORSE NAILS—Quite an improvement is to be noted, the regular horse nail season now approaching. Discounts 55 per cent.

HORSESHOES—The reduction of 25c. per keg noted last week in steel shoes also applies to toe weight shoes. Steel shoes are now quoted at $3.60.

TACKS—Trade is much quieter than it was. We quote discounts as follows: Leather carpet, 30 per cent; B.B B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks, 45 per cent.; Swedes' iron blued or tinned 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS — Trade keeps much about the same as a week ago. We quote $26.50 to $27.

CHURNS—Business is still confined to a sorting up sizes.

WARE—Demand is active for Peerless and other enameled ware, except white, which is slow of sale. All the Peerless ware is now being held at net figures instead of discounts off the list.

ICE-CREAM FREEZERS—Occasional orders are being received, but stocks appear to be pretty well worked off.

PLUMBERS' SUPPLIES — Trade remains fairly good. Quite a number of orders have been received from large dealers for fairly good quantities. This applies more particularly to the country trade. In addition to the advance in malleable fittings announced last week, changes have also been made in cast fittings, which are now subject to a discount of 70 per cent., instead of 75 per cent., as formerly.

LEATHER BELTING—The demand has been better this week than for some time, quite a number of orders having been received, although quantities wanted are small.

CUTLERY—Trade in table cutlery continues to expand in a sorting up way. Discounts: "Extra," 45 per cent.; "Standard," 45, and No. 1, 55 per cent.

SPORTING GOODS—Trade is still principally confined to guns and ammunition.

TOOLS—Enquiries are coming in a little more freely for draining tools, and there are still a good many harvest tools going out.

BINDER TWINE—Business appears to be fair. We quote: Commonsense, 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

PLASTER PARIS—Little or no business is being done. We quote prices: New Brunswick, $1.90 to $2 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—There is a fair demand, and quite a large quantity is being imported, which has had the effect of lowering prices. We quote: Canadian, $2.50 to $2.60; English, German and Belgian, $2.75 per bbl.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Trade in galvanized iron, tin plate, ingot tin, black iron and steel has been fairly satisfactory, both in regard to shipments from stock and in an import way.

PIG IRON—A few carloads of American pig iron came to hand this week, but no further advance has yet been made and the prices remain about the same as last week, viz., $18.75. A few carloads from Nova Scotia have also been booked, and it is thought that since the rise in the price of the American article we shall see considerable domestic iron in this market.

BAR IRON—Trade is quiet and without special feature. We still quote base price at $1.70 to $1.75 in small lots, and $1.60 in car lots, f. o. b. Toronto.

SHEET STEEL—The demand seems to be increasing, sheet steel taking the place of black iron in a good many cases. The quantity is fairly well divided between Nos. 1 and 2. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—There is a fair demand for gauges ranging from 18 to 26. For anything heavier than this the demand is limited.

TINNED IRON—While the demand has fallen off to a great extent there is still a a moderate business doing, principally in 24 gauge.

PIG LEAD—A few good shipments have been made during the week, but trade on the whole is slow. A further advance has been made in prices, quotations now being 3¼ to 3⅜c.

LEAD PIPE—Quite a nice business is being done at last week's quotations. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

SHOT—Not much change in business is looked for until September, when the sporting season begins. Discount is still 17½ per cent.

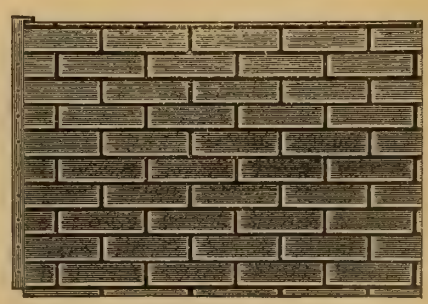
GALVANIZED IRON—A good many orders for galvanized iron have come to hand during the past week, not only for import, but also for shipment from stock. There has been a marked improvement in the local market. Prices are a shade firmer. We now quote case lots at $4.25 and import lots at $4.20.

INGOT COPPER—Very little copper has changed hands this week. We hear of one car lot being shipped on eastern account. Prices remain at 11 to 11¼c. for small quantities.

INGOT TIN—Trade has shown some improvement, both in Straits and Lamb and Flag. Quotations are still being adhered to. We quote ton lots at 17c., and small lots at 18½c.

IRON PIPE—The Canadian mills do not appear to be at all desirous of either giving quotations or booking orders. The natural conclusion is that they already have more orders than they can conveniently fill for some time to come. A number of carload lots of iron pipe are being received in the city, but still jobbers' stocks are incomplete, the demand having exceeded the supply. Galvanized pipe is very scarce, both in Toronto and Montreal, and is likely to remain so until fresh import lots arrive. Jobbers

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

quote ¼ and ⅜ inch at 67½ per cent. discount, and ½ to 2 inch, 65 and 10 per cent.; larger sizes, 2½ inch, upward, 70 per cent.; discount on galvanized, ½ and ¾ inch, 50 per cent.; larger sizes, 50 and 5 per cent.

SHEATHING COPPER—Stocks are low in this line, but fresh lots are now arriving. Quite a quantity of roofing copper has changed hands lately, showing that this is taking the place of galvanized iron, although a great deal more expensive. We quote 13½ to 14c. for 16 oz.

SHEET BRASS—Demand continues fair at unchanged price. Price is unchanged at 20 to 30c.

SHEET ZINC—Trade is much as before. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—An advance is daily looked for in this line owing to the dearness of raw material. We quote: Domestic—Galvanized, 30 gal., $5.75; 35 gal., $6 75; 40 gal., $7.75; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Numbers of large shipments of German and English tubes are reported as having come to hand. It is understood that prices in German boilers run much lower than before, and, such being the case, the bulk of boiler tubes from now on will undoubtedly be imported from Germany. Owing to the high prices ruling in the United States very few American tubes will find their way into Canada. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—A nice demand is reported for tin plates, principally in 20 x 28, although a number of good shipments of cokes have been made for canning purposes. We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—Outside a car load for Winnipeg, few large shipments are reported, though numbers of small shipments have been made. No change in prices. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes 60 and 10 off the list.

TERNE PLATES — Demand continues steady for small lots. Prices are unchanged at $6 for "I.C."

HOOPS AND BANDS—Demand continues steady at prices ranging from $2.20 to $2.25.

ZINC SPELTER—A few orders for import on "Cherokee" spelter are noted, and domestic has been sold in small quantities. Prices: Domestic, 3½ to 3¾c.; "Cherokee," 4¼ to 4½c.; ordinary imported, 4 to 4¼c.

SOLDER—Demand continues good at 12½ to 13c. for half and half, and 11½ to 12c. for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

GLASS.

There is not much to be said about glass, except what may be found under the heading "No Glass Combine," in another column. Trade is rather dull, but probably is as good as at this time last year. No change in prices is recorded. Little or no plate glass is being sold, and the fancy glass trade is not much brisker.

OLD MATERIAL.

Trade is fair, and there are no changes in prices to note. We quote as follows: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron, hoop iron, 10 to 12½c.; new light scrap copper, 6¼ to 6¾c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 6¼ to 6¾c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—Trade is a little quiet, but prices are still quoted as 4½ to 4¾c.

PUTTY—There is no change in putty, $1.85 still being quoted.

PARIS GREEN—The demand has fallen off greatly, little or none is going out, and lots can be purchased now at from 14 to 15c. as the season is considered about over.

PREPARED PAINTS—Not much doing, and what is going out is moving in very small lots. Price is still $1 for pure.

LINSEED OIL—Is still very scarce, but the demand is at present so light that the want of it is not felt so badly as a week or so ago. The short stocks in Canada and England, however, lead many to think that prices may go higher. Meantime, 58 to 61c. is quoted. See article on linseed oil in editorial columns.

TURPENTINE—Is firm in the south and moving pretty freely here. The ruling quotation is still 44c.

CASTOR OIL—Is quiet again this week, 6½c. being still the ruling figure for cases.

HIDES, SKINS, WOOL AND TALLOW

HIDES—Eight cents for No. 1 and 7c. for No. 2 are being paid on the few brought in.

SHEEPSKINS—Are very scarce, and another advance is noted in shearlings and lambskins. Sheepskins sell at $1.25, lambskins at 35c., and shearlings at 25c.

CALFSKINS—Nothing doing.

WOOL—The bulk has been marketed. Wool is very scarce. An advance of 1c. is noted in prices, 23c. being now paid for good parcels of washed combing.

PETROLEUM.

There is nothing new to record. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Considerable English steel plate is finding its way into Canada on account of the rapid advance of American steel plate. Dalzel is being sold freely in this market.

McDonald's rolling mills, Toronto, are running again.

H. S. Howland, Sons & Co. report that they are in receipt of numerous orders for binder twine, and that they are in a position to ship promptly.

Mr. George Gillies, manager of the Swansea Bolt Works, is busy superintending the refitting of the factory. A portion of the factory is now running.

Being desirous of clearing out their stock of Paris green, H. S. Howland, Sons & Co. announce that they are prepared to give the trade inducements to purchase.

The McClary Manufacturing Co. have issued a handsome new stove catalogue. They are getting out an expensive catalogue of their enamelled ware goods, for which they report a good demand.

M. & L. Samuel, Benjamin & Co. are booking large quantities of orders for Mann's brand of axes, for which they are the exclusive agents in Ontario. The advertisement of the firm deals with axes this week.

H. S. Howland, Sons & Co. are in receipt of a shipment of Joseph Elliot & Sons' table cutlery and razors; also passed into stock Butler's pocket knives, razors, scissors and carvers. "Our stock of cutlery," said a representative, "is now complete for the fall trade, and travelers will soon be showing a full range of samples."

The Gutta Percha and Rubber Manufacturing Co., of Toronto (Ltd.) say they are behind in their orders for garden and fire hose by 1,000 feet, and have been running their factory night and day for two months in an endeavor to catch up with the demand. They are also handling a large quantity of belting.

"There is still some dissatisfaction on account of import orders of glass not having reached their destination," said a jobber to HARDWARE AND METAL. "The fault is, of course, the strike in Belgium, owing to it a number of orders not being ready for shipment by the steamers they should have been sent on. We are receiving a number of complaints from our customers, but the trouble, you see, is not of our making. All we can do is to push the agents of the manufacturers, and that is what we are doing."

UNITED STATES MARKETS.

NEW YORK, July 19, 1895.

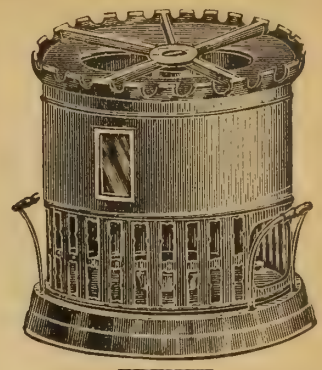
PIG TIN—Prices were firm and the market was quiet with nothing in the way of new features apart from arrivals of 475 tons, making a total of 1,595 tons landed thus far this month. In a speculative way very little was attempted. Late sellers and the supposed present bears were particularly quiet and seem disinclined

OIL STOVES

German American and French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.



FRENCH

THE THOS. DAVIDSON MFG. CO. LTD.

MONTREAL

to purchase contracts. Apparently their intention is to deliver tin at the proper time. Business in other directions was also rather quiet, yet distribution is well up to the late average. Prices here were on the basis of 14.15c., net cash, for round lots, and 14.25c. for ordinary jobbing quantities from store.

COPPER—The buying is hardly as free at the present time as it was during the early part of last week, but a very fair degree of interest is still manifested by consumers, not a few of whom seem to have no supply of ingot over and above what they will need during the next month or six weeks. The mining companies appear reserved, and stand firmly for late highest prices, and in some instances asking an advance. From outside sources the offering is moderate and rarely at any concession from the terms named by producers. All conditions, in fact, combine to keep the market decidedly firm. Ruling prices are 11 to 11⅛c. for Lake Superior, 10¾ to 10.85c. for electrolytic, and 10⅜ to 10½c. for casting stock.

PIG LEAD—The market is without visible change. Buyers seem slow to purchase in a liberal way, although making some bids on round lots that are only a fraction under the prices asked. Holders remain quite firm at 3.32½c. for round lots and 3.35c. for carloads, refusing bids of 3.30c. in some instances. London cable was somewhat better, quoting £10 12s. 6d. for soft Spanish.

SPELTER—Transactions in this quarter continue moderate, and advices from the west are tame, but the general position of supplies is favorable and the market retains firm undertone, though rather quiet. For standard western brands 3.70 to 3.75c. is quoted. London cable was £14 7s. 6d. for good merchant brands.

ANTIMONY—Prices remain steady at 8 to 8⅛c. for Cookson's, 7⅛ to 7¼c. for Hallett's and 7c. for Japanese, but only a moderate business is passing.

TIN PLATE—Business was quiet. Little more than curious interest seemed to have been taken in forward deliveries and orders for spot goods averaged light in size and number. There is no greater freedom of offering by sellers, however, and prices remain quite firm.

IRON AND STEEL—New orders for pig iron still run rather small, but they are quite numerous and make up a fairly large volume of business. Prices for all varieties are firm and sellers offer with more or less reserve. No. 2 foundry iron seems to be rather scarce, but deliveries are not seriously backward, although tardy in some instances. Other grades go forward rapidly enough to satisfy consumers and absorb a good portion of present output of the furnaces. Old material of all descriptions remains scarce and held at previous highest prices.

The demand for steel rails and fastenings continues slow in this quarter and inquiries are mostly for small lots. No concessions calculated to stimulate business are made by manufacturers, however, and the market, while quiet, remains very firm. A number of small transactions were reported at $24 f. o. b. mill for 45-lb. to 56-lb., $25 for 40-lb. and lighter and $26 for girder rails. The purchases were mainly for electric railroads.

PERSONAL MENTION.

R. Hawkins, hardware merchant, and dealer in tinware, stoves, etc., at Smith Falls, Ont., visited Toronto this week, and called upon the editor of HARDWARE AND METAL. Mr. Hawkins, though a comparatively young man is one of the leading merchants of his enterprising town, and a "city father" besides. He is a prominent Mason and came to the Queen City to attend the Grand Lodge meeting of that order.

W. H. Carrick, vice-president of the Gurney Foundry Co., Ltd., his wife and son, have started on a visit to Europe.

Walter H Cottingham, of Walter H. Cottingham & Co., paints, varnishes and oils, Montreal, was in Toronto Tuesday last.

Cleveland Blue Rock

TARGETS



100,000—full car lot just received.

Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

Special quotations for good orders.

LONDON, ONT.

NOTES FROM HALIFAX.

HALIFAX, July 19, 1895.

THE subject of a general conference between the hardware dealers of the Maritime Provinces is still in statu quo. Secretary Cragg, of the Halifax Hardware Association, is in communication with leading dealers. I had a conversation with Mr. Cragg to-day on the subject. The Halifax Association looks forward to the forming of similar associations not only in the Provinces, but throughout the whole of the Dominion. The Halifax Association has done much for the Halifax dealers. Associations throughout Canada, Mr. Cragg thinks, would be of immeasurable benefit to the places in which they would be located. The forming of different local associations would lead to the forming of a general association, which would be a benefit to the trade at large. Mr. Cragg pointed out that such an association would have no trouble in coming to a mutual understanding in questions such as the credit limit. He pointed out the agitation now going on in the upper provinces to curtail the limit. The limit in Nova Scotia is four months, or 3 per cent. off for 30 days. Upper Canadian people have been giving six months, and even better. Another important item which a general association could successfully handle would be that of territory. Judging from the success of the Halifax Association, Mr. Cragg is very hopeful of the future, and thinks the subject outlined above should receive general attention.

W. S. Ross, representing John Inglis & Sons, Toronto, has been in New Glasgow making a bid for the placing of the machinery for the new flour mill now being erected there. There are several tenderers.

Trade shows no signs of improvement. This is not for a lack of pushing. Halifax has thirteen wholesale hardware houses, and each house employs about three travelers, who are continually on the road. There is no city of its size in Canada having as many wholesale hardware houses as Halifax.

It is rumored that John Stairs & Co. will move into the building formerly occupied by the P. Walsh Hardware Company.

Work on the construction of the Halifax Electric Street Railway is to commence at once. Tenders have been received from Boston, Montreal and Halifax, but have not yet been awarded. The company secured permission from the city to run on streets not stipulated in their charter.

TAUNTON.

NEW BICYCLE FACTORY.

Toronto Junction, Ont., is likely to have another large factory in operation within a few weeks. The firm likely to locate there is H. A. Lazier & Co., of Cleveland and Toledo, Ohio., extensive manufacturers of bicycles. They have purchased the Barnum Iron Works, subject to being able to buy some adjoining lands, on which to extend the building. A special meeting of the Town Council was held on July 18, when a by-law was passed granting the firm the usual exemption and water at the cost of pumping. The firm expects to employ about 300 hands.

ALBERT STONE DEAD.

Albert Stone, representative in the Maritime Provinces for H. S. Howland, Sons & Co., Toronto, is dead. Death came suddenly and unexpected on Friday, the 12th inst. Mr. Stone had just reached his home in Montreal on that day from a trip through his territory when he was suddenly prostrated by the bursting of a blood vessel in his head. Before the physicians who were summoned could reach his side he was dead.

The deceased was long and favorably known in the hardware trade of Canada. He was genial in his disposition, indefatigable in his duties, and had a thorough knowledge of his business. The result was that he made many friends and did a good business for his employers. "He met with great success for us in the Maritime Provinces," remarked a representative of the Messrs. Howland's firm, "and we shall have difficulty in filling his position immediately."

The deceased leaves a wife and family, and HARDWARE AND METAL joins with the many friends which Mr. Stone possessed in extending its sympathy with the bereaved ones in the great and irreparable loss they have sustained.

The remains of the late Mr. Stone were interred on Monday last.

TARIFF REGULATIONS.

The Canadian Customs Department has just issued regulations governing the payment of bounty on steel billets.

It has been reported to the Government that a recent Treasury ruling at Washington places the duty on sawn boards, planks, and deals, planed, tongued and grooved, at 25 per cent. Hitherto, under the Wilson tariff, it has been free. Mr. Foster gives notice to change our tariff, making this class of lumber dutiable at 25 per cent., until such time as the duty is taken off by the United States.

UNIQUE MODUS OPERANDI.

A couple of men in Buffalo, N.Y., have been partners for nearly 25 years, and have never quarreled or had a bookkeeper. Everything is sold for cash and the money divided on the spot. No man can collect a bill until he gets both partners together, when each one pays his half. If one should chance not to have his share ready, the creditor waits. They claim to know precisely how they stand at the close of every day's business, but the system has only novelty to recommend it.—American Investments.

TRADE CHAT.

THE Cradle Washer is the name of a new invention in the washing machine line. It has been patented by B. R. Hamilton, of Neepawa, Man., who is also inventor of the Cradle Churn.

The London Street Railway Company will begin the work of electrifying their lines on Monday, July 22nd. About 400 men will be given employment.

British Columbia lumber, owing to the demand existing on the Pacific Coast, has advanced in price in this city and province. The price has gone up $2 to $3 a thousand on all kinds of lumber; shingles have advanced 25 to 50 cents. Dealers claim they have been making very little profit on sales during the past few months.—Free Press, Winnipeg.

Coal dealers are now arranging for stocks of coal for winter supply. According to purchases already made the retail price for Canadian Anthracite will be about $8.50 per ton.—Free Press, Winnipeg.

The Waterous Engine Works Co., through their Winnipeg agent, G. W. Erb., have received the contract for the machinery, boilers, fittings, etc., for the new sorting elevator now in the course of erection there.

C. H. Greenshaw, hardware merchant, of Hamiota and Shoal Lake, Man., was married in Toronto on Thursday to Mary Adelaide, only daughter of Captain Fred. Frank, of the Crown Lands Department. The ceremony was performed by Rev. R. J. Moore, in St. Margaret's church.

CONCERNING RETAILERS.

KELLY & MARSHALL, hardware merchants, Orangeville, have bought the store lately occupied by Stewart, Hewat & Co., refitting the same.

J. Shields, general merchant, Mono Road, has sold out to J. Graydon, late of Toronto.

Erb Bros., general merchants, Preston, have opened up a general business at Lion's Head.

J. S. Leighton, general merchant, Orangeville, has sold out, and purposes moving to Toronto.

R. E. Moore has succeeded to the business of Moore & Van Dusen, general merchants Lion's Head.

J. W. Sanderson, general merchant, Wroxeter, has sold out to W. C. Hazlewood, of the same place.

A. E. Harper, general merchant, Bolton, has sold out to J. Scott, Toronto. Mr. Scott has bought the building and takes possession in August.

A. Wenger, of Ayton, the well-known general merchant and creamery man, is understood to be experiencing a brisk demand for his pound prints, difficulty being experienced in satisfying it.

QUEER BUSINESS IDEAS.

THERE are, says Stoves and Hardware Reporter, some retail merchants whose ideas about business management are not in strict accordance with those that are entertained by the manufacturing and jobbing trade. They make requests, suggestions and even demands that are difficult if not impossible to be complied with, and are often indignant that these are refused them. This is especially so when using the mails in giving orders, and is strong proof of the usefulness of the traveling men in making sales.

Last March a traveler for a local jobbing house called on a retail merchant in a near-by State, and, after filling up with one line of goods suggested to him the advisability of laying in a moderate stock of galvanized iron. Building operations were active, and the chances for cornice work were quite favorable. The merchant said he was not in a position to take on a new line then, but would do so later on. Then he asked for quotations, and these were given him. Two weeks ago, the jobbing house received a letter from him ordering about half a carload of iron and naming the price that had previously been quoted. Prices had been advanced in the meantime, as every one in the business should have known if they read the current quotations in their trade journal, and the selling house replied to the order with a statement to the effect that they could not sell at the figure named by the merchant, adding that the quotation made by the traveler was for immediate acceptance or not at all. The merchant replied at once, and said that he would hold the sellers responsible for his loss on a contract for architectural work based on the lower figures, a position that is about as untenable as the hold of a free balloon on the earth.

The other case is that of a hardware merchant who ordered "a sheet of brass netting." He was careful to designate the exact number of meshes to the inch that he desired but forgot to state how long or wide his "sheet" was to be and apparently did not remember that netting comes in rolls. He ordered the goods for prompt shipment and when the selling house asked him by mail how much he wanted, and to give the width, he replied that they ought to know what he meant and that he would refuse to do business with them any longer if they did not pay more attention to his orders.

These are not extreme cases by any means, and yet the wonder is that any merchant who knows how to buy and sell goods can be capable of committing such apparently palpable errors. They were both, in all probability, instances of oversight of the most ordinary rules of business intercourse, since it is difficult to imagine that any merchant of ordinary understanding could think that a quotation given in March could be good in June unless he had absolutely neglected his business and the details relating to its management, or that any one would give an order without stating how much he wanted. Yet almost similar cases occur every day, and the selling houses are sometimes at their wits' end to find out what their correspondents mean by their orders, while the ones who send these indefinite orders are frequently put to a loss because of a fault that is their own but which they mistakenly attribute to the others.

THE UNITED STATES IRON SCALE.

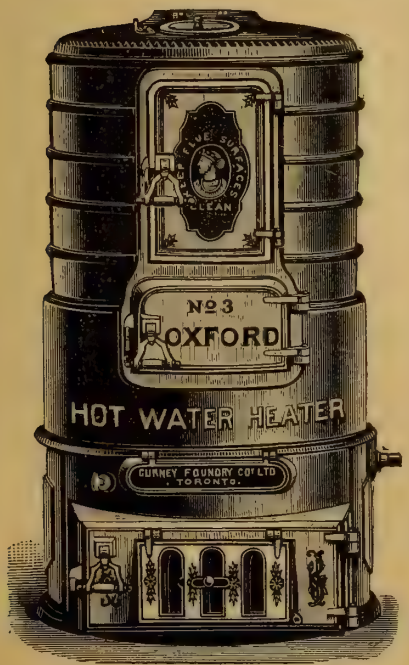
The Philadelphia Press says representatives of Pittsburgh iron mills and the Amalgamated Association met at Pittsburgh on Monday "and signed the bar iron wage scale for the coming year. While some Pittsburgh mills were not represented at the conference, a steady run for all Pittsburgh mills seems assured. The iron business is still advancing and prices went up another notch to-day. Billets are now quoted in Pittsburgh at $21 a ton and bar steel at $1.35 per hundred, with Bessemer pig at $14 a ton. Orders are still pouring in on mills, and many finishing plants are actually unable to get enough material. Willis L. King, general manager for Jones & Laughlin, said to-day he expected prices to advance further. This is significant, as the firm is conservative. The bar and plate mill scales were signed as presented by the workers."

HOT . . .
WATER . .
BOILERS .

"OXFORD"

QUINTET . . .
QUARTET . . .
DUET and RUGBY
RADIATORS . .

THE MOST MODERN, EFFICIENT, AND ECONOMICAL



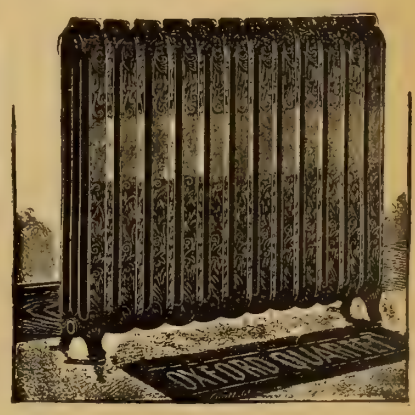
Boilers AND Radiators

EVER PRODUCED

Our **Radiators** have the only perfect

IRON TO IRON JOINT

(Never a leaky joint)



OXFORD WARM AIR FURNACES

For all sizes of Buildings

Manufactured by . . The Gurney Foundry Co. Ltd., Toronto
The Gurney Massey Co. Ltd., Montreal

PUSHING HOT-WEATHER GOODS.

THE following appeared in Ironmonger, and was one of the prize essays in a recent contest inaugurated by that paper.

In pushing the sale of hot-weather goods the same may be said of them as of all and every branch of an ironmonger's stock—viz., that there are three ways of doing it. First, advertise ; second, advertise ; and third, advertise. It is said that electricity is life, and, whether this be true or not, it is certain that advertising is the life and mainstay of a successful business, and therefore the wise and "up-to-date" ironmonger will endeavor to find striking and original ways of letting his customers know that he holds a stock of goods suitable for the hot weather which is apparently upon us. How many ironmongers there are who, if they advertise summer goods at all, content themselves with a formal list of goods accompanied by their name and address, which they insert in some out-of-the-way corner of a local paper, and then dismally complain that advertising special season goods never pays. Let those members of the trade imitate in some degree those ironmongers, specimens of whose advertisements appeared in The Ironmonger recently, and if they cannot give expression to their capabilities in poetry as those gifted gentlemen have done, they can, at least, put together something in prose, which, if put in print, will help them much in increasing their sales of summer or hot-weather goods.

But newspaper advertising is not by any means the only way of making known the variety and excellence of one's stock. There are numerous other ways in which this may be done, for the variety of goods which may be included under this description (as hot weather goods) is so large and comprises things suitable for so many classes of individuals that an almost endless list of ways and means of advertising them might be given. If it be true, as the poet says, that "In the spring a young man's fancy lightly turns to thoughts of love," it is certainly no less true that in the summer they most decidedly turn to outdoor sports and amusements; and the "up-to-date" ironmonger knows this, and accordingly prepares and trumpets forth far and wide, by various forms of prominent advertising (such as lists of local cricket matches, golf tournaments, cycle sports, etc., with his neatly worded advertisement on the back), that he is prepared to satisfy those whose minds are bent on such things as cycling, cricketing, or golf. Nor will he neglect those games which are more especially suitable for the gentler sex, such as tennis, croquet, etc. He will also strive to keep his name before the local clubs by either becoming a member himself or getting his assistants to join them. Those ironmongers who have gone in for cycles should have an eye on the results of the big races, and, should a winner be mounted on a machine of the same make as those kept in stock, he should make an extra flourish in announcing the fact in his advertisements.

There are very few towns from which some excursions do not run in the summer to neighboring places of interest, and this is especially the case with seaside towns. A list of such excursions, both by road and rail, with a suitable and pointed advertisement of such goods as traveling trunks and boxes and hand-bags of various prices and patterns occupying a prominent position on it, would be a great help in keeping one's name before the public and pushing the sale of that class of goods. Hot weather is especially the harvest of the seaside ironmonger, for then people flock down to enjoy the cooling sea breezes, and such things as beach-chairs and awnings, also bathing-tents, as well as spades and buckets for the youngsters, should be kept well to the front.

One of the best ways of pushing hot-weather goods is to draw up a striking and tastily arranged handbill (not one of the common sort, which are usually crumpled up and thrown away without being read, but one which will arrest the eye, and, as it were, compel the receiver to read it through), giving a general list of those articles which are more especially summer goods, including such things as fly-cheats, meat covers and safes, oil cooking-stoves, refrigerators, as well as such hot-weather comforts as baths of various kinds. Although as a nation we are not quite so fond of iced drinks and ices as our relatives across the "herring pond," still I am sure that if ironmongers pushed them vigorously in this way they would find that the sale of ice-making machines would largely increase, with corresponding profit to themselves.

The gardener should be looked up, and his memory refreshed by a gentle reminder that such things as water-barrows, garden-rollers, mowers, water-pots, pea-guards, syringes, wood trellis, tanned netting, grass and edging shears, garden-baskets, wheel-barrows, flower-sticks, and numerous other goods which he requires at this season can be obtained at most reasonable terms from Mr. ——.

Filters are such an important item in a list of summer goods that they merit a separate circular, which should point out to customers that even the best makes of filters will get worn out like other goods and stand in need of renewal. If the danger of choked filters were duly pointed out, and this circular accompanied by one or two price-lists, I am certain that increased business would result.

To an agricultural ironmonger, of course, the farmer stands first and foremost in importance among his customers, and there are many things to which a farmer's attention can with advantage be drawn at this time of year, when haying is engaging his attention. It would pay to send a boy round the neighborhood with bills announcing that Mr. Raxe, of Scytheton, will be most happy to supply drag and hay rakes, hay-forks, scythes and fittings, rubbers, reaper files and sections, as well as the necessary rivets and other fittings.

The above methods would, of course, be supplemented by a good and well arranged window display, which should be changed as often as possible, and it goes without saying that the season's goods would occupy all the most prominent positions in the shop and showrooms. As the weather appears more settled advantage should be taken to show outside such small articles as scythes, hay-rakes, etc., and, where the frontage admits, such things as garden seats, rollers, etc., if placed outside, help the sale of those articles very largely.

A very good way of attracting attention to a summer window is to have displayed the result of each big cricket match as soon as known. Customers gradually come to look at it, and the result will fully repay the slight expense.

In showing summer goods it is important to show goods of the same class together, so that customers may see how applicable one is to the other. Thus, garden-hose can with advantage be shown wound on reels instead of simply in coils, and by this means one helps the sale of the other. In conclusion, the ironmonger should not rest on his oars, but should keep pushing forward his business, and success will certainly crown his efforts.

THE PRICE OF PLATINUM.

According to The St. Petersburgh Borsen Zeitung, a French electricity company has contracted with certain platinum producers of the Ural Mountains for the whole of their output during the next ten years, at the hitherto unheard-of price of 12,500 roubles per poud, which works out, I take it, remarks "Vulcan," in Ironmonger, at somewhere about £26 per lb. avoirdupois. The highest previous contract price was that given by an English company, who engaged the entire production of the Tagil mines for a like term of ten years at 8,000 roubles per poud. This was in 1893. A few years ago platinum producers thought themselves lucky to get 2,700 roubles per poud.

COMMISSION ON LAKE NAVIGATION.

Senator Boulton proposes to move in the Senate a resolution declaring it is to the interest of the inland transportation of the great lakes to accept the invitation of the Congress of the United States and appoint three commissioners to meet the commissioners appointed by that Government to discuss ways and means whereby ocean vessels may have access to the headquarters of inland navigation and the marine fleet of large vessels on the upper lakes can have access to the ocean with the view of cheapening the cost of transportation.

HOW TO BECOME VALUABLE.

WHY does that young man never receive for his services above $15 a week? asks "Eli" in The Commercial Bulletin and Northwest Trade. Because he does not study and drink in knowledge that will make him worth more than that. This young man says he isn't treated fairly; that others succeed while he struggles along without much advancement. Let us see about that. Where does the complaining young man spend his spare time? Perhaps on the street, perhaps in hunting in the summer and skating in the winter, perhaps in lounging about the corners indulging in idle gossip. All these things have a place, even to the gossip on the corner, but when they make up the sum total of a man's spare time they prove to be his executioner.

How about the other young man who went from $15 to $20 and then on to $30, and $40 and even on to higher salary a week. He improved his spare time in study and developing his mind to the point that he was able to command attention because he had something to give out. His policy was to read along a certain line every winter, read daily papers regularly and if possible a foreign paper that would keep him in touch with the world; if he didn't have a foreign paper handy he subscribed for one; he bought a few books every year, not novels, but philosophy and history; he looked into the inner history of the Bible, and he studied it closely, only to find that great minds had done that before him; there was Bauer and others of the negative side of the German Tubingen school on the one side, honestly searching for the truth about the authenticity of the Scriptures, not in Bob Ingersoll fashion, but in honest doubt; there was Drummond, and Matheson, and Farrar, and many others on the other side, fully convinced of the great power of spiritual truth in the development of the world.

Can we measure what the effect of years of study along these lines would be on the mind of any person? There must be development, of course, and yet we hear young business men who work in the stores say they never had an opportunity to attend college. What should they do? Make a college at home. Turn their bedroom into a college and dig out the great truths of history and science. That is what we are here for. It is unfortunate that so many fail to grasp the great fact that knowledge can be had for the seeking. The trouble is it is not sought after, but instead the days are passed in the merest drivel of words, and the mind dies for want of nourishment.

If you envy great men be a great man yourself. Start out to be something and you will succeed in being somebody the world will respect. Light will come in as you proceed, and you will be able to develop from year to year, until in a few years you have become an able man. The idea that a term in college makes a man smart is a fiction. The man must make himself after he has been through college. That is only a disciplinary school. It lays the foundation, but the building is yet to be erected. Put in the foundation yourself and begin to build. That is the way to growth.

If I were a clerk in a store I would subscribe for The London Quarterly or The Edinburgh Review, or both, costing about $11 a year, and for The Popular Science Monthly, costing $5 a year, and read them carefully. This done you will be an educated man in ten years. I would add as many standard books to these each year as I could afford. I was talking with a gentleman this week, a writer on a Minneapolis newspaper, who is an encyclopedia in himself. He is a great student and has a library of 4,000 volumes.

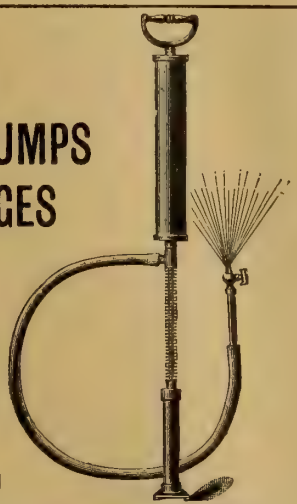
"How many of them have you read?" I asked.

"Every one of them," was the reply.

Is it any wonder that man is a genius and draws a salary of more than $15 a week?

A tendency to weakness has developed in insurance stocks during the past week.

FOR
BRASS
SPRAY PUMPS
AND SYRINGES
WRITE . . .
Stevens
Manufacturing
Company
LONDON



SPRITE CYCLES
LEAD
FOR
LOW PRICES
QUALITY
FINISH
CATALOGUE
UPON
APPLICATION
PRICES
CUSHION TIRES FROM £5 8 0
PNEUMATICS FROM £6 9 6
At works, London, Eng. Packed in crates free.



SPRITE CYCLE CO.,
Steam Cycle Works
BLOOMSBURY, London, W.C.

NONE GENUINE
WITHOUT THIS BRAND
JOHN LUCAS & CO. PHILADELPHIA
IMPERIAL
FRENCH
GREEN
STAMPED IN HEAD OF
EVERY PACKAGE

BRUSHES
BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TRADE in Toronto is very quiet, but a little better at outside points. Taking everything into consideration the outlook for fall continues good. No changes are reported in plumbers' materials.

* * *

DEAR AND CHEAP BRONZE.

Radiator manufacturers and jobbers are incensed over the action of certain American dealers in "bronze," who, they claim, come into Canada and work a sort of "double shuffle racket." These enterprising representatives of an advanced commercial community, it is said, on their trips through the Dominion carry samples of two lines of goods. They go to the jobber and sell him a superior brand for $4.50 a pound, then straightway hie them to the retailers and persuade them to purchase a good brand, for which only $1 per lb. is asked. The retailer is easily fooled, for the inferior grade looks just as well as the dearer. So when the jobber offers his fine quality at a little advance on $4.50 the retailer pooh-poohs the idea of paying such a price, when he can get all he wants at $1. A year later, though, he is sorry, for the cheap bronze, which has been applied to radiators and other heating apparatus, has by this time worn off. Then he learns that he has been fooled, for the better brand will wear for ten years or more, and he knows it.

* * *

NOTES OF CONTRACTS.

The Ontario Ladies' College building at Whitby, Ont., is being renovated and doubled in size. The new structure will be a fine one. The Bennett & Wright Co., of Toronto, have secured the big contract for the plumbing, heating and electric lighting of the school throughout.

Another institution of learning that is getting a thorough overhauling this summer is the Albert College at Belleville, Ont. The Bennett & Wright Co., of Toronto, have also secured the contract for the heating, plumbing and electric lighting of this building.

* * *

Twenty-nine young men have graduated in plumbing from the Philadelphia Master Builders' Mechanical Trade Schools. Two prizes of gold coin were awarded the leaders of the plumbing class.

* * *

Walter J. Garratt, of Worthington, Garratt & Armstrong, plumbers, Toronto, whose death at the age of 29 years was recorded in these columns last week, left an estate of $850 to his mother.

* * *

Trouble seems still to be brewing for any Canadian journeymen plumbers who have secured employment in the border towns of the United States. A despatch from Buffalo, dated July 12, said: "Master Plumber W. H. Logan will be prosecuted by the United States authorities for importing Plumbers William Burgess, George Neal and William McWhorter from Canada under contract. The plumbers' strike here has caused a good deal of such work as is charged against Logan, and suits have been entered against the big firm of L. P. Beyer & Co., and other suits are in preparation. The penalty in each case is $1,000."

A later telegram, bearing date July 16, reads: "Inspector DeBarry has apprehended half a dozen more Canadian plumbers who came here in response to advertisements or solicitation to fill the places made vacant by the strikers, who refuse to return to work. He says their port of entry seems to be Wilson, N.Y., and he has ordered strict surveillance of that port."

* * *

MUST NOT SELL CONSUMERS.

An appeal to the wholesale trade is being drawn up by the Montreal association on the lines of the policy endorsed by the National association in the United States. It will urge that the wholesalers only sell to the trade and not to the individual consumer. The association has reason to believe that individuals who want plumbing done can go to the wholesale trade, purchase supplies in small quantities, and secure the services of a journeyman after hours to do the work. This undermines the business of the master plumber. The work will be done without the intelligent supervision of a sanitary plumber, which is essential to perfect plumbing. Another feature which the association wish to bring out is that individuals, being able to buy at the same rate as plumbers, resent the cost of the work charged by the plumber in the bill.

* * *

The Montreal association are all ready to meet the Civic Health Committee with reference to the question of suspending the by-law requiring the use of iron pipes inside houses. Ald. Beausoliel, M.P., is the chairman of the committee, and has been absent at Ottawa a good deal lately.

* * *

HALIFAX ORGANIZING.

The Halifax master plumbers are now organizing themselves into an association, and in a few days, it is expected, they will have completed their efforts. This is the effect of a communication to Mr. Hughes, of the Montreal association, from Mr. King, of Halifax.

* * *

SANITARY VENT BOX.

The frequency with which the fresh air inlet becomes stopped up and inoperative, says Metal Worker, has led Edwin Hayward, 588 Atlantic avenue, Brooklyn, to inuent a remedial device. In many cases it is impossible to extend the piping which serves as a fresh air inlet up above the ground. The practice in such cases has been to build a small mason work vault, and to lead the pipe from one side of it to the drainage system. Mr. Hayward's device consists of a box 6½ inches wide, 14½ inches long, and 14½ inches deep, made of cast-iron, and furnished either plain or galvanized. Inside the box is a screen casting, which prevents dirt, leaves, etc., from getting into the inlet pipe. The top of the box is furnished with a movable screen cover through which the air can enter freely and which prevents large articles from getting into the box. From the bottom of the box at one end is an outlet of the same dimensions as the ordinary soil pipe. This may be attached to the bell end of the pipe and a connection made with cement or merely calked with oakum to prevent the earth getting in, as tightness at this joint is not absolutely essential. The screen inside the box is so constructed that when the box is almost filled with dust, leaves, etc., ample space is yet afforded for a free ingress of air to the drainage system. This box can also be used with advantage in the areas of buildings and in the walks of grounds and parks, and as a celler drain where a drain is necessary.

WHAT IS VENTILATION?

Ventilation is necessarily an assistant or aid to heating, says Stoves and Hardware Reporter. It is, in fact, an essential factor in any system of heating. As one writer succinctly puts it: "I would rather be frozen to death than suffocated," which means that he would prefer to have no heat at all in his home than to receive it on a volume of foul and and disease breeding air. This is a hygienic condition that should be impressed on the mind and practice of every dealer in heating apparatus. A great deal has been written on the subject and one can go to any of the libraries and find voluminous works on the subject. But, as a rule, they are prosy, dull and without any interest excepting to the student. They are anything but practical and there is such a mess of verbiage that the ordinary reader discovers very little of value after going through a great deal of type. In short, they are theoretical, whereas what is needed is a practical treatise of the requirements of a ventilating system and not on the ill-effects of breathing vitiated air. Everyone knows that without reading.

These requirements are, in brief, as is herewith stated. They apply with equal force to any form of heating apparatus. The system should furnish a mild, agreeable, summer-like atmosphere in any kind of weather and in all parts of the building, providing for a uniform temperature in all parts of each room. A constant supply of pure, fresh air should come into each room at all times, in sufficient quantities so that

each person will have enough fresh air and so that the same air need not be breathed twice. The foul and impure air must be taken out of a building as fast as made, while the ventilation should be constant and positive at all times, no matter what the conditions of the elements outside. Unpleasant or perceptible draughts and cold currents from open windows are to be avoided, but a rapid change of air, with equalization of temperature, should be had so that the whole inclosure is comfortable. The temperature of each room must be entirely under the control of the occupant of that room, independently of the balance of the building, and the fresh air supply of each room should be admitted at the proper place, be of proper temperature, and of the required volume. Finally, the exits for the foul air from each room ought to be in the proper places and of the proper sizes. When possible, the foul air can be drawn under the floors, so as to warm them as thoroughly as can be done.

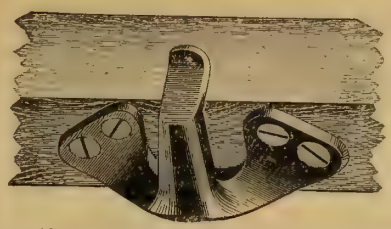
These requirements are not difficult to meet after the dimensions and constructive details have been ascertained. They are provided for in most of the different forms of heating apparatus now on the market and the matter of putting the above rules into practice is merely one of adaptability with the dealer who does the installation. It is a question of general intelligence and fitness for the work, rather than one of expert knowledge that takes years to obtain. Cases are known where dealers have hesitated about going into the furnace business on the ground that a knowledge of its details required too long a time. No one can be too expert, unless he be too theoretical, in any line of work, but the average dealer who wants to start in the trade, and yet holds back because he has not mastered it, would be surprised to know how quickly and thoroughly he can learn whatever is necessary by merely putting his common sense at work.

CEDAR TO BE FREE.

A Vancouver despatch of July 12 says: British Columbia lumbermen are jubilant over the fact that British Columbia cedar is to be admitted free into the States, according to a decision of the United States Circuit Court, to which the Lumber Association of British Columbia appealed from the United States Board of General Appraisers.

CHAS. WHITLAW DEAD.

Chas. Whitlaw, one of the most prominent citizens of Paris, Ont., departed this life on July 13. For fifty years back Mr. Whitlaw has been one of the most active business men in western Ontario, being interested in many various lines of trade. Up to the time of his death he was the senior partner of the firm of Whitlaw, Baird & Co, of which H. N. Baird, ex president of the Toronto Board of Trade, is also a partner.



Above cut shows Hold Back attached to the under side of the shaft.

Patented in Canada, 1894. Other countries pending.

Houghton's "Safety" Hold Back

For Buggy Shafts. Best thing out. Sells at sight. Strap attached to shaft or detached instantly. No springs, catches or snaps to rattle or break and endanger life. Neat, safe and durable. Price, 25 cents per pair. Special rates to the trade. Send for circular.

HOUGHTON MANUFACTURING CO.
PARIS, ONT.

A. C. LESLIE & CO. MONTREAL

Iron, Steel and Metal Merchants and Manufacturers' Agents.

Close Import Prices on all kinds of

Iron, Steel, Wire, etc. **CUTLERY** A Specialty.

Western Representative

R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.

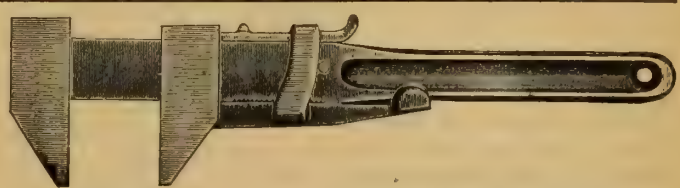
Manufacturers of the Well Known

"HAMMER BRAND"

Calcined Plaster and **Patent Rock Wall Plaster.**

HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

A. ALLAN, President. F. SCHOLES, Managing Director. J. O. GRAVEL, Secretary-Treasurer.
J. J. McGILL, General Manager.

CANADIAN RUBBER CO.

CAPITAL **OF MONTREAL** $2,000,000.00

TORONTO and WINNIPEG

Manufacturers of superior quality

Rubber Belting

Of following grades:

"Extra Star"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"
"Fine Para"

All kinds of

Rubber Hose

All made with our Patent Process Seamless Tube, including

Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore,
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

Mould Goods of Every Description.

WESTERN BRANCH:

Cor. Front and Yonge Sts. - Toronto

J. H. WALKER, Manager

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

W. H. TATE, agricultural implements, Gorrie, Ont., has assigned to W. I. Irwin.

Burke Bros., general store, Winnipeg, have assigned.

Bressard Douat, general store, Riviere au Sable, Que., is offering 75c on the dollar.

J. Margolius, Sons & Co., traders, Montreal, have offered to compromise at 25c. on the dollar.

Joseph Thibautot, general store, Ste. Anne de la Pocatiere, Que., has made a voluntary assignment.

PARTNERSHIPS FORMED AND DISSOLVED.

T. G. Harvey & Co., lumber, St. Hyacinthe, Que., have dissolved.

Jacques F. Devos and Wemeslas Paquette have been registered as Devos & Paquette, liquid glue manufacturers, Magog, Que.

Guilliaume Morin & Pierre E. G. Commire, sr., have been registered proprietors of Morin & Cie., stove dealers, etc., Montreal.

McCallum & Dineen, undertakers, paints and oils, Huntingdon, Que., have dissolved. W. D. McCallum continues in paints and oil business, and John Dineen as undertaker.

Donaldson & Son, machinists, Magog, Que., have dissolved. Robert Donaldson, Geo. Donaldson, and Robt. Donaldson, jr., have entered into partnership as R. Donaldson & Sons.

SALES MADE AND PENDING.

I. D. Vroom, general store, Bear River, B.C., has sold out.

John T. Hugh, general store, Murray Harbor, P.E.I., has sold out.

J. E. Pulford & Co., hardware and stoves, Winnipeg, have sold out to J. W. Martin.

The general stock of Ed. Morency, St. Mathieu, Que., has been sold at 53c. on the dollar.

The assets of P. Trepannier, general store, Louiseville, Que., are to be sold by auction on July 24.

Ernest Rioux, general store, Bic, Que., has purchased his mother's estate at 50c. on the dollar.

John Thompson, saw mills, Woodford and Shallow Lake, Ont., advertises his Shallow Lake business for sale.

M. H. Mayberry, carriage maker and blacksmith, Mount Elgin, Ont., advertises the business and premises for sale or to let.

CHANGES.

A. S. Plamondon is starting a hardware business at Ottawa.

Adolphe Normandin has started a general store at Lac a La Tortue.

Murray, Ball & Co. are commencing business as tile workers at Montreal.

Mrs. L. C. Wheelock, Lawrencetown, N.S., general store, has been succeeded by W. E. Palfrey.

Geo. R. Garrett, general store, Charlottetown, P.E.I., has removed to Murray Harbor, P.E.I.

Marshall, Pringle & Co., general store, Huntingdon, Que., have been succeeded by Pringle, Stark & Co.

FIRES.

Primrose Bros'. mill at Riversdale, N.S., has been burned.

J. McKenzie & Co.'s planing mill at Aylmer, Ont., has been burned.

The piano and organ factory of Bush, Bonbright & Co., Ottawa, has been damaged by fire. Insured.

The Thos. Davidson Manufacturing Co.'s tinware factory at Montreal has been damaged by fire. Insured.

DEATHS.

L. H. Barnaby, lumber, Milton, N.S., is dead.

W. L. Bastien, crockery, Magog, Que., is dead.

NO TIN NOW PRODUCED IN THE STATES.

In an extended report on the production of tin throughout the world, C. M. Rolker, a special agent of the geological survey, discusses the tin situation in the United States. He says :

"No tin is being produced in the United States, and the tin occurrences of this country are so far only of geological or mineralogical interest, with indications of prospective value in a few instances. Tin occurs at Winslow, Me., in the form of casatrite. It was noticed as early as 1689, and was worked to a depth of 100 feet before being abandoned. Similar ore occurs in New Hampshire. A few crystals have been found in Massachusetts and Connecticut. The Martha Cash tin mines, situated on the western slope of the Blue Ridge in Virginia, are promising in appearance and have been well opened up, but the property is in litigation, and will not produce until these difficulties are settled."

Tin was discovered in 1886 near King's Mountain, N.C. It occurs in the decomposed gneisen and pyrite in slates, and in Mr. Rolker's opinion offers as legitimate a field for tin prospecting as do the Black Hills in Dakota. In Alabama the tin occurs in grains through disseminated gneiss ledges. Mines have been worked in Clay county, but have not paid so far. A few particles of casatrite have been found in Texas, but the country is practically unexplored. A tin discovery is reported from Colorado, but not in working quantities. Efforts at mining tin have been made in Wyoming, but have resulted unfavorably. The value of the Harney's Peak and other Black Hills mines in South Dakota has not yet been demonstrated. They have not been accurately tested as yet, and their management has met with many checks. They are now in the hands of a receiver. A little tin has been found in Northern California, but the mines in San Bernardino county, in the south, are the only ones of value. Prior to 1892, 291,134 pounds of metallic tin were extracted from these. No work is now being done.

QUEBEC'S BUSINESS TAX.

The Toronto World's Montreal correspondent says he learns that at the next session of the Quebec Legislature the Hon. Mr. Taillon will be able to announce that the financial condition of the province has so far improved that the Government will take off the obnoxious business tax that was levied, of necessity, when the present Government came into power, in order to meet the indebtedness created by the Mercier regime.

SITUATION VACANT

WANTED — For Ontario and Eastern Provinces— travelers calling on retail hardware. Side line on commission. Address,

HARDWARE, Box 311, Oshawa, Ont.

A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.
Tel. 1040. Canada Life Building, TORONTO.
Audits or Investigations, Improved Systems of Books, Partnership Settlements, Management of Estates.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

Department of Canals.
MONTREAL DIVISION.
Chambly, St. Ours, Lachine, Beauharnois, Ste. Anne, Carillon and Grenville Canals.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Supplies," will be received by the undersigned until the 22nd day of July, 1895, for the supply of Timber, Lumber, Cast and Wrought Iron, Hardware, Tools, Oils, Cement, Coal, etc., etc., required on the above named canals during the fiscal year 1895-96.

No tender received after the above mentioned date will be considered.

Forms can be obtained at the office of the Superintending Engineer, Montreal, or from the Canal Superintendents.

The Department does not bind itself to accept the lowest or any of the tenders.

By Order
ERNEST MARCEAU,
Superintending Engineer,

Superintending Engineer's Office,
1709 Notre-Dame St.,
Montreal.

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON
MONTREAL.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

Kay Electrical Manufacturing Co.

HAMILTON, ONT.

MAKERS OF

ELECTRIC MOTORS,
DYNAMOS,
PLATING MACHINES,
TRANSFORMERS,
ALTERNATING CURRENT GENERATORS, ETC.

There are more of Kay Machines running to-day in the following cities than any other make, viz: **Toronto, Hamilton, St. Catharines, Guelph, London.** Please let us know your requirements. Write for latest prices and testimonials.

INCREASED PIG IRON PRODUCTION.

IN reviewing the pig iron production, The Iron Age says: "The heavy demand for pig iron has had a marked effect on both production and stocks, as shown by our figures below. The output is expanding and stocks are declining. Preparations are being made for the resumption of operations at a number of additional furnaces this month, and our exhibit for August 1 will show further growth in activity. In this movement all sections are participating. The improvement, however, does not extend to charcoal furnaces, which show a slight decrease in productive capacity, as charcoal iron pries have thus far advanced but slightly. On July 1, the active furnace plants, grouped according to fuel, possessed the following weekly capacity, in gross tons:

Fuel.	Capacity Per Week. Tons.
Anthracite	22,155
Coke	145,160
Charcoal	3,879
Total July 1	171,194
Total June 1	157,224
Increase	13,970

"The weekly capacity of the furnaces on July 1, compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity Per Week. Gross tons.
July 1, 1895	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551

"The position of stocks, sold and unsold, as reported to us July 1 was as follows, the same furnaces being represented as in former months. It does not, however, include the stocks of the large steel companies:

	May 1. Tons.	June 1. Tons.	July 1. Tons.
Anthracite pig	107,946	97,454	80,713
Coke pig	442,665	373,830	290,960
Charcoal pig	230,118	212,848	171,709
Total	780,729	648,132	543,382

"Stocks have again been heavily reduced, even charcoal iron showing a handsome decrease."

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices. 298 St. James St. MONTREAL



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, July 19, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.X	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price.
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 2 in., 65 and 10
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11	0 11¼
Lake Superior	0 11	0 11¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅛	0 03¼
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 50
No. 1 do	4 00
No. 2 do	3 75
No. 3 do	3 50
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 22	0 22
" " 100 lb. drums	0 18	0 18
Burnt Sienna, pure, per lb	....	0 08½
" Umber, " "	....	0 05
do. pure	....	0 08
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 12
" " lemon pure, 8 lb. tins, per lb	....	0 19
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 57
Boiled, per gal	....	0 60

Turpentine.

(In bbls,)

5-Barrel lots	....	0 44
1 " "	....	0 45

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 20

	Per M.
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	
11 and smaller gauge	0 65
9 and 10 gauges	0 75
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb	0 10	0 12½
Anvil and Vice combined, each	....	4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's, per dozen	13 00	20 00
Adjnstable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross } " Sewing, per gross }	7 25	8 00

Awl and Tool Sets.

Millar's Falls, per doz	2 80	3 30

Axles.

Per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00

Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00

Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking		9 00
No. 2, " "		4 50

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Ermine, "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis.. 60 and 10 p. c. off new list.
Tire, dis., 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 60 and 5 p.c. off new list.

Boring Machines.

Complete, with augers, each	5 00	7 50

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz	....	4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz	....	29 00
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25

Cement.

Portland, car-load lots	....	2 70
Thorold, "	....	1 10
Queenstown, "	....	1 10
Napanee, "	....	1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz	....	2 00
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	1 00	1 65

FAWCETS.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break	2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 68

Picture Glass.

Pilkington's Ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each	0 30	
Enamelled, each	0 55	

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz	1 10	1 20

Sledge.

Canadian, per lb	1 12½	0 15

Ball Pean.

English and Can., per lb	0 25	0

HANDLES.

Axes, per doz	0 75	2 50
Store door, per doz	1 00	1 80
Chest, per doz. pairs	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz	1 00	1 25

Plane.

American, per gross	3 15	3 75

Hammer and Hatchet.

American, per doz	0 50	0 80

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair	0 40	0 80

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.

Heavy, per lb	0 03 3-5	0 04¾
Screw hook and hinge—		
6 to 10 in., per lb	....	0 04
12 in. up, per lb	....	0 03

	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20

" Shepard's, dis. 50 to 60 per cent.

	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.

Planter, per doz	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.

Belt, per 1,000	0 60	2 70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton	3 60
Snow, " "	3 85

F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb	0 30	0 35

Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am., per gross	1 60	4 75

KNOBS.

Door, japanned and N.P., per doz.	0 85	3 00
Bronze, Berlin, per doz	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, per gross	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	2 90	7 50

Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis 50 to 60 dy	2 10
40 dy	2 15
30 dy	2 20
20, 16, and 12 dy	2 25
10 dy	2 30
8 and 9 dy	2 35
6 and 7 dy	2 50

2. American pattern only—

From 4 to 5 dy	2 60
3 dy (lath)	3 0

3. Canada pattern only—

From 4 to 5 dy	2 60
3 dy (lath)	3 10
3 dy, A.P. fine	3 70

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75 and 5 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	0 01¾	0 01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	00 8¼
¼, 5-16, ⅜ in	6	00 8¾
Cotton		11 12
Russia Deep Sea		12¾ 13½
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan&Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 26

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	0 03	0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 " "		4 80

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06

Clothes Line Wire, 19 gauge, per doz. coils | | 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03
Galvanized, 4 barb, 4 and 6 inches apart	0 03
Galvanized, plain twist, all delv'd	0 03
"Lock Barb," 4 point	2 87½
" Glidden, 2 point	2 87½
Galvanized Barb, "Lyman," 2 to 4 points	0 04½
Steel Staples	0 03 0 03¼

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	

ARBENZ'S RAZORS

For Sale by the Trade.



WITH INTERCHANGEABLE BLADES.

The Best, Most Reliable, Easiest and Cheapest High-Class Razor in the World.

LAMPLOUGH & McNAUGHTON

Sole Agents, Montreal.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

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Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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You can make no mistake by placing your order for Axe Handles with us. Our Shaved Patteru Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our rimbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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MANUFACTURERS OF

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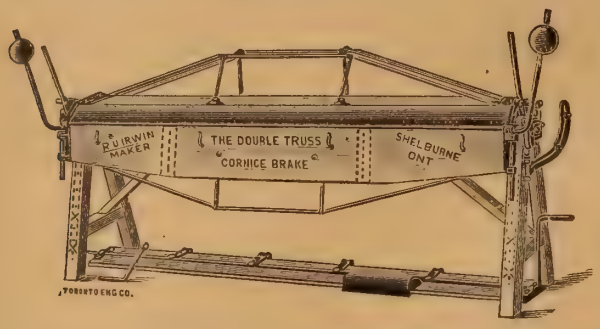
Among the many varieties made are certain lines for wrapping purposes that commend themselves especially to the hardware trade.

A postal will bring you samples, prices and terms, and of paper bags also.

The above printed or unprinted.

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Cornice Brakes FOR 1895



THE above cut illustrates the New Double Truss Cornice Brake and Beader attachment, manufactured by R. U. Irwin, of Shelburne, Ont. It has been greatly improved throughout. The ends of the leaves are enclosed in a malleable iron casting driven on firmly, to which the iron stay rods are secured, greatly adding to its strength, and preventing any liability of warping or twisting. The clamping device is simple yet powerful, and is very easily operated from either end by one person. The maker states it will bend 20 gauge iron, or lighter, straight and true its entire length.

The Beading attachment will be highly appreciated, as nearly every tinner knows the round bead trough is much stronger than the square bead, as heretofore they had no convenient way of forming it. There will be special inducements offered for the next thirty days, in order to get them introduced. All enquiries will be cheerfully answered by corresponding with the sole agents:

The James Robertson Co. Ltd.

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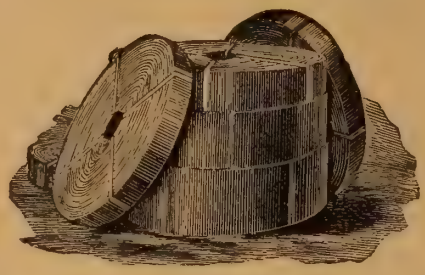
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THRESHING BELTS

Until the rush in height of season prevents prompt shipment.





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"MONARCH" Special, fine quality.
"RED STRIP" Extra heavy.
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Hard Rubber Suction, Spiral Suction, etc., etc.

THE GUTTA PERCHA & RUBBER MFG. CO.
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61-63 FRONT STREET W. - - TORONTO.

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Montana	Mann's Polished, Bevelled.
Black Prince	" Hand Made
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HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, JULY 27, 1895. No. 30.

MAGNOLIA METAL

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BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

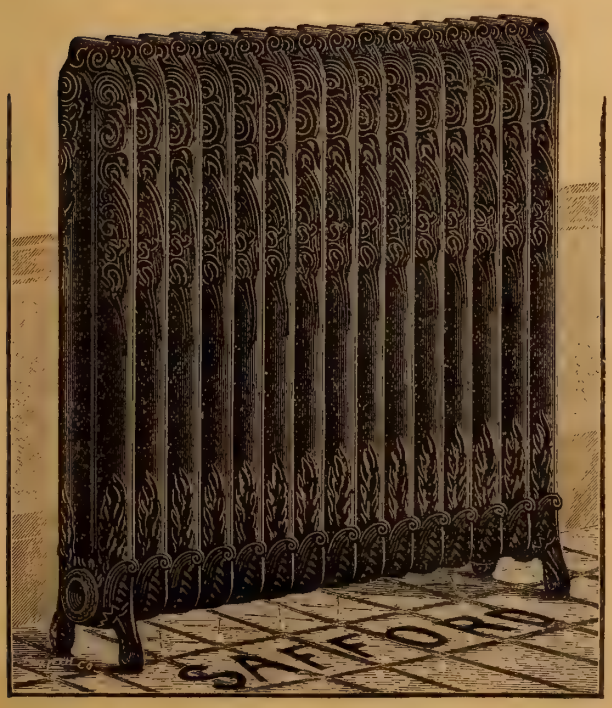
MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
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Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

The Toronto Radiator Mfg. Co. LIMITED

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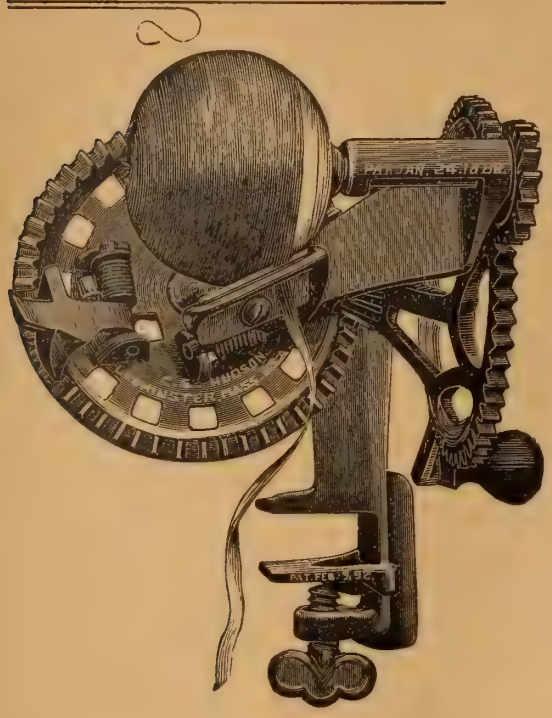
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TO THE TRADE



Genuine "Hudson" Rocking Table

APPLE PARER

WITH PUSH OFF

This machine is so arranged that parings and juice cannot fall upon it. It is provided with

IMPROVED CLAMPING DEVICE

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RICE LEWIS & SON, Ltd.

Cor. King and Victoria Streets

Toronto

Have You Seen Our Cat-alogue

It's a Daisy!

For 1895



Sent in exchange for your name.

THE TORONTO STEEL-CLAD BATH AND METAL COMPANY LTD.

123 QUEEN ST. EAST TORONTO.

OIL STOVES

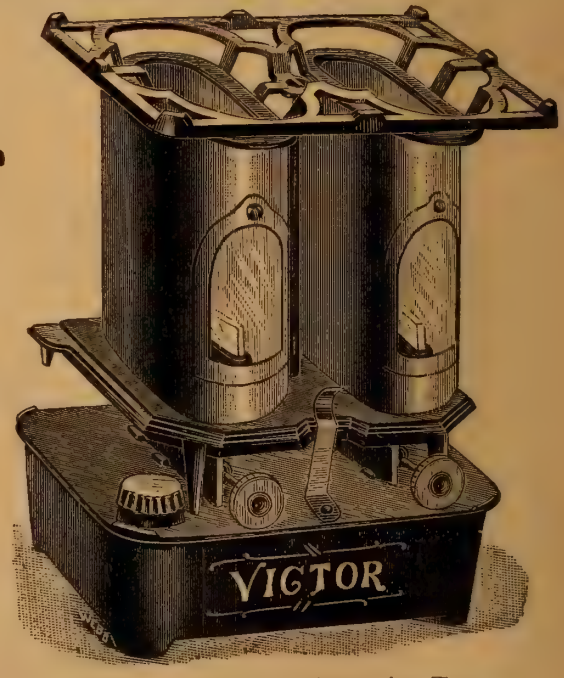
Latest Improvements for 1895.

Victor

Iron Bottom.

Daisy

Tin Bottom.



One, two and three Burners, Ovens and Extension Tops.
Finish first-class. No smoke, no smell, but lots of heat.

Kemp Manufacturing Company

TORONTO.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

Vol. VII. TORONTO AND MONTREAL, JULY 27, 1895 No. 30

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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SHARP ADVANCE IN GLASS.

CABLEGRAMS to jobbing houses in Canada announce a sharp advance in window glass. The announcement was sudden and unexpected and created some excitement among the jobbing houses.

But it was the extent of the advance more than the mere suddenness of it that probably caused the greatest surprise.

On "Double Diamond" the advance is something like 16 per cent., which, with the advance a few months ago, means that the total appreciation in the price of this brand of glass on the spring figures is over 30 per cent. On "Star," the gain is 6 per cent. The marked difference in the advance in the two brands is thought to be owing to the greater demand that is being experienced for "Double Diamond."

Some time ago glass rose in Belgium, owing to an extensive strike among the glass workers, but the labor troubles having been settled on July 1, when the masters conceded their workmen an advance of 10 per cent. in wages, it was noticed that the firmness of the market began to ease off. Now comes this sudden advance, which is generally attributed to the probable adoption of a higher tariff by all the Belgian makers.

So far, only meagre details of the situation are at hand. It is understood, however, that the manufacturers have all they can do to fill orders booked before the strike, and that it would require very large specifications to induce the factories to quote at all. On the other hand, it is not likely that fresh orders will be placed in this country until present stocks are cleaned out.

The situation is undoubtedly strong and jobbers are withdrawing quotations preparatory to revising their price lists.

MANUFACTURE OF HORSESHOES.

Among the manufacturing industries that are experiencing a falling off in trade consequent upon the substitution of electricity for horses on street car lines is that appertaining to horseshoes.

Taking the country as a whole, at least five thousand horses must have been thrown out of employment by the introduction of this new motive power. In Toronto and Montreal alone, two-thirds of that number can be accounted for. And the end is not yet. Street car horses were necessarily hard on shoes.

Then there is the bicycle. It, too, is replacing the horse in many instances. Doctors, commercial travelers and others who commonly used horses, are gradually utilizing the "silent steed" instead.

Taking, therefore, the trolley and the bicycle, it seems well within the bounds of reason to say that they are doing the work which formerly some ten to fifteen thousand horses did.

The effect of this upon a market like that of Canada, which is already limited, is obvious. There are four horseshoe factories in the country—three in Montreal and one in St. John, N.B. At any time had these been run at their full capacity they could have flooded the country with horseshoes; and now it is asserted on the authority of one of the makers themselves that one mill is competent to alone make all the horseshoes the Dominion requires.

A Chicago paper recently entertained its readers by depicting a supposed exhibition of a horse in a circus at a period in futurity. The horse, the paper went on to say, was placed in harness and attached to a four-wheeled vehicle; and the audience was much surprised and entertained by the facility with which the animal obeyed the reins, being easily turned in any direction.

The day when a horse will be such a curiosity as that is not likely to ever dawn; and if the horseshoe industry ever becomes obsolete it will not be because there will be no horses for the shoes to adorn. The horse is one of man's best friends; and although he is in the future likely to do much less of the drudgery, yet there will always be a use for him, and as his cost becomes lessened he will gradually be utilized more by those who now desire to keep him but cannot afford to do so.

In Toronto, where there has been such a multiplying of bicycle riders during the present season, it was expected that there would be a falling off in the receipts of the street railway, but the results have been the very opposite. And so, while the electric car and the bicycle have driven the horse out of employment in one direction, he will be utilized in another, and shoes of iron, steel, or some other material, will continue to be demanded, although the demand relatively may not be as large as it was when all tramcars were drawn by horses.

THAT DRAIN PIPE MATTER.

No further development is noted in "that drain pipe matter" ventilated so thoroughly by HARDWARE AND METAL.

It is apparently taking the Government authorities some time to make up their minds that an official who draws up a certain report is not a fit individual to sit in judgment upon his own case.

In the meantime, importers in Montreal are daily passing Custom House entries for drain pipe under protest. That is, they are protecting themselves in each case by an appeal to the law laid down in the Customs Act, against the unjust values upon which they have to pass their goods. This course is being adopted, so that, ultimately, should the Government not grant them redress, they can take other steps.

In this connection, legal advice has been taken, and they are advised that a writ of mandamus can be had in the Superior Court, compelling the Customs authorities to show cause why they are not willing to apply the laws of the country.

This course would enable the importers to submit, in rebuttal, the evidence which the Commissioner of Customs refuses to hear. It would, however, mean considerable expense, and, if the matter can be arranged amicably, the importers do not want to resort to it, except as an extreme measure.

A STRONG INDICTMENT.

ONE of the leading wholesale houses in Canada writes: "The Customs are treating the importers of bicycles very much as they did the importers of scythes, and we believe the information they have re the former comes from the same source, Welland Vale Company, who manufacture both scythes and bicycles now. Re bicycles the department want us to pay duty equal to 30 per cent. off the list used by makers from whom we buy, claiming that this is a fair market value in the United States. These same goods are quoted by United States retail dealers to private individuals in Canada requiring one machine for their own use at 35 and 5 per cent. off. You are aware that bicycles realize a good margin of profit to the jobber, and also to the retailer, so that the manufacturers' price must be at least from 25 to 30 per cent. less than the retailer sells at. We brought all these facts to the attention of Mr. Wallace, but to no purpose; the cast iron rule is that you must pay duty on all bicycles imported this year at equal to 30 per cent. off, although our business is over, and goods sold, figuring on duty paid as per invoices. We think they are treating us in a disgraceful and dishonest manner. In addition to the above particulars given Mr. Wallace, we sent him a sworn affidavit, made by the American manufacturers, that their prices to us were precisely the same as figures at which they sold their United States customers of the same calibre; but this was ignored, as well as any other proof we brought forward."

This is a pretty strong indictment, but it is apparently no stronger than the circumstances warrant.

Blunders ad infinitum the Customs Department has been falling into lately. The first egregious blunder was made when, upon the representations of an emplove of the Welland Vale Co., the department saw fit to add 30 per cent. to the face value of manufacturers' invoices for scythes. Then followed the high-handed action regarding drain-pipes. And now importers of bicycles are being taxed 30 per cent. on the face value of their invoices in spite of the affidavits and other evidences that the prices paid for the machines are the same as those paid by jobbers in the United States to the manufacturers.

The Customs Department seems to have developed a mania lately for antagonizing importers. In the scythe question the cause was obvious: It allowed itself to be led by a concern whose counsel it should never have sought, much more followed. What the factor is that is at work in the present grievance we do not know. Our correspondent insinuates that it is the same that paved the way for the iniquitous ruling on scythes, which Controller Wallace had the good sense to withdraw after HARDWARE AND METAL'S expose. Be that as it may, there is evidently a "nigger in the fence" somewhere.

Somebody is meddling with the rudder, for the Customs Department could scarcely, of its own volition, have sailed into places where it was sure to incur storms from injured and irate importers.

Were the Customs Department managed by men opposed to the fiscal policy of the present Government, and who, therefore, desired to sow among importers seeds of opposition to it, they could scarcely have done more to secure that end than have some of the recent iniquitous rulings of those from whom better things were naturally to be expected.

LIQUID PAINTS UPWARD.

"It is quite probable," said the president of a big Montreal concern, "that both linseed oil and liquid paints will go higher before many days are past. In fact, I look for an advance of 5c. on the latter before the end of the present week, as the cost of linseed oil renders it almost imperative that we should put up our price.

"The firmness of oil and its scarcity is a very strong point in the situation. There is little or no linseed oil in Montreal, and operators are eagerly awaiting the arrival of the ss. Montevidean this week, which has a moderate quantity of about 500 barrels on board. This lot will be hardly sufficient to go around, and, as there are no others near at hand, strength is quite natural, especially as primary advices point steadily higher."

This short conversation was with a reliable authority, and may serve as a pointer to some HARDWARE AND METAL readers.

TO REMEDY A CUSTOMS EVIL.

The Premier stated in the Senate one day last week that he proposed between then and the next session of Parliament to consider an amendment to the Customs law whereby the Board of Appraisers and the Governmental head of the Department of Customs would be relieved of the duty of deciding cases of dispute in reference to questions of seizure and infractions of the Customs law.

It is well. The present system of settling difficulties between importers and the Customs Department is obviously contrary to the spirit of British fair play. It is a relic of mediævalism. In it we see exemplified the prosecutor adjudicating upon his own prior decisions.

Obviously, under such conditions one cannot expect justice. The "judge" may desire to be fair; but he is only human, and, naturally, he will be disposed to be quick to seize upon points that will sustain his previous ruling and slow to accept those that will tend to weaken it.

It is gratifying to see Sir Mackenzie Bowell making a move in the direction of independent adjudication on Customs disputes. When he was head of the Customs Department he ruled with an arbitrary hand, as importers well remember. And while the present head of the department is much more amenable to reason than his predecessor in office, yet that is none the less reason why the present faulty system of settling difficulties between the department and importers should not be placed on a more equitable basis: It is not in the men, but in the system, that the evil primarily lies. And it is to the credit of the Government that it realizes it, long as it has taken it to do so.

PROSPECTS ON COD OIL.

The high prices ruling on cod liver oil in the United States may, in the near future, be directly interesting to Canadian traders in the article. A pointer in this connection was the visit of two American buyers this week to the Montreal market. They were enquiring regarding the prospects for supplies at that centre, and though no sales have yet been made, they are likely to be if the prices bid are satisfactory to holders.

It is predicted that the high prices asked for Norway oil across the lines is apt to divert the great bulk of the Newfoundland output in that direction, and that much less than the usual quantity will come up the St. Lawrence. Present stocks in Montreal are not excessive.

WHERE THE "SAW" APPLIES NOT.

The old proverb states that a rolling stone gathers no moss. A kindred saw is to the effect that a shoemaker should stick to his last. In spite of the general truth of these statements, there are a number of exceptions. One is that of a New York musician enjoying an income averaging $20 a day. In his 45th year a peculiar paralysis began to creep over his hands and he realized that his days of gaining an adequate livelihood through music were numbered. Nothing daunted, this gentleman took up the practice of law, and in a few years had as large an income through his law practice as he had previously had as a musician. Men of good ability often change face this way only to go on to new successes. We note in a current news item, says American Artisan, that an Indiana man, who in the past forged his way to the front of roller skates manufacturers, has abandoned that line entirely now that it is in its sickly dotage and has taken up with the bicycle business. Instances of enterprise like these we have mentioned are hardly exceptions to the proverbs we quoted, but are rather entirely out of the particular sphere of application of the saw in question.

HAMILTON TRADE GOSSIP.

TRADE prospects have improved rather than otherwise since my last. Prospects have probably improved relatively more than the actual volume of business, although in this latter respect the conditions are more satisfactory than they were. The cause, of which this is the effect, is the beneficent rains which have lately fallen throughout the country, thereby stimulating the fruit and cereal crops.

Local jobbers were to-day notified by cable of another advance in window glass in Belgium.

There has been another advance in American iron pipe. Local jobbers were notified to this effect on Wednesday. The advance is equal to about 7½ per cent. Jobbers report a fair demand for pipe.

The metal market is still appreciating. Pig tin has advanced about £3, or equal to about ¼c. per lb. net. The advance in copper is about the same. Pig lead is ¼c. per lb. dearer. Local jobbers quote ordinary lots: Pig lead, 3¼ to 3½c.; pig tin, 17 to 17½c.; ingot copper, 11½c.

There is not much doing in bar iron, but price is firm. Base price for ordinary lots is $1.70 to $1.80.

Travelers are still enjoying their holidays. "When they get on the road again," remarked one jobber, "we shall begin to push business again for all we are worth. In the meantime, of course, the turnover is light, although we are receiving a good many letter orders."

I had a few minutes' chat on Wednesday with the manager of the Gurney-Tilden Co. "Our trade in the Northwest is good," he said; "I only wish it was as good in Ontario. Business, however, is, on the whole, better than it was a year ago, and the prospects are much brighter." A source of gratification to the Gurney-Tilden people is the fact that they bought their pig iron while the market was low.

Business shows no signs of waning around the Kay Electrical Manufacturing Co.'s works. They are at the moment engaged in putting in an additional plant of 250 lights for the Hamilton & Barton Electric Light Co., and the plant for the east end incline railway. They are also shipping some of their lines to Toronto, among which is a motor for the organ in the Bloor street Baptist Church.

Secretary Smith, of the Board of Trade, is hopeful that he will get the Iago Manufacturing Co, of Newcastle, Pa., to start a wire nail factory here. "This firm," said he, "is doing a large business in the United States and ships a large number of nails into Canada. I am now negotiating with the Government to allow the firm to bring in its machinery free. What I propose is this: Let the Government constitute the factory a sort of bonded warehouse, into which the firm can put the machinery, use it and keep it there, only being charged a duty should it ever propose to take it out of the country again. The moment the Government acquiesces in this or some other scheme that will allow the machinery to come in free, all I have to do is to wire Iago & Co., and they will ship machinery here and have a factory, employing at the start at least 30 men, in operation in 30 days. The city will give the firm exemption from all taxation, except school taxes. The latter it has not the power to remit." W. L. E.

IDEAS THAT ARE VALUABLE.

The value of an idea is being fully appreciated in these times of keen competition. The man who does the thinking part in the world, if he does it well, is the one who can command a position and a high salary. This is particularly true in the line of advertising. Men of ideas are drawing big money for devising novel features for attracting the public's attention. One man in New York city receives from three firms $10,000 a year for doing nothing but thinking. But so out of the ordinary is this man's line of thought that it brings tens of thousands of dollars over and again into the pockets of the people for whom he works. Advertising has become such an art that it takes a man of genius to keep up with the procession.

Every day novel forms of advertisements attract one's attention. The other day I saw an advertisement on the end of a sprinkling cart which ended very appropriately: "We're out for the dust." The wide-awake advertising man takes the Fourth of July celebration for a cue, and advertises an engraving business by printing in an attractive way: "On the Fourth Director Bigelow will illuminate the heavens. We illuminate printed matter with very bright ideas, and don't make much noise about it, either."

The ingenuity displayed in newspaper advertising which makes it so remunerative is so varied that it cannot be detailed. Business men who have that important branch of their business down to a science tell me they can actually figure upon the results of various advertisements. The value of a catchy line is never over-rated. Results nearly always exceed calculations.

An advertiser said to me the other day: "See that line. Well, that idea is worth $200 to me in that department to-day." And he was not mistaken either. Here is where men of ideas pay. Of course, all men have ideas, but the majority of them are so worm eaten that they have lost their attractiveness.—Pittsburg Dispatch.

MONEY AND STOCKS.

QUITE a little more life has developed on the Toronto Stock Exchange since the opening on Monday morning. And it could afford to have more life, it last week being as dull as the proverbial dish water. Montreal and Toronto Street Railways and Montreal Gas were the leaders in the movement. On Tuesday, Toronto Street Railway sold up to 84½.

* * *

Business is brisk on the New York Stock Exchange this week. The improved crop conditions appear to be primarily the cause of the improvement, while Granger stocks is the class that is enjoying the lion's share of the increased activity. "We have done more business in New York stocks to-day," remarked a Toronto broker to me on Tuesday, "than we have in any one day this year. We won't do much in Chicago until wheat is up to 80c. per bushel." If this latter remark be true, the day of activity is still some distance off.

* * *

In transactions in municipal bonds the cynosure is, of course, the sale of Toronto's 3½ per cent. $1,224,000 bonds at 97.06 per cent. to a New York firm. Toronto has been dilly-dallying with these particular bonds for some time, and although the price received is higher than hitherto realized for similar bonds on this side of the Atlantic, a large part of the profit has been eaten up by unnecessary expense, while the civic authorities have lost a good deal of the little reputation for stability they may have possessed. The final result is, of course, gratifying, but it is more owing to good luck than to good management.

ARGUROS.

LETTER ORDERS.

Why do jobbing houses, says a correspondent of Iron Age, ask more for goods on open orders or letter orders than they will ask on request for quotations, or than their traveling man asks for the same goods, even though no pressure is brought to bear on him? I can convince any one that this is a universal custom, and the biggest kind of success awaits the house that will give a letter order their inside figures. This is especially a fault of our Southern houses, and I know of but one house that does not take every possible advantage of a letter order. There is no good reason that I can see why a letter order should not merit the very closest figures. It costs nothing to secure it, whereas orders through traveling men cost the house from 5 to 10 per cent. I would suggest to our friend, the jobber, that he classify his trade, as we all know some people buy goods closer than others for various reasons. Let him have a limit price on his goods, which should be as close as he cares to let them go at, and to the parties in this class and on letter orders from solid merchants, let the limit figures be given. Then there is a class of buyers who from various causes and for various reasons do not merit such close figures—let them be placed on the net selling list and give them these figures on all letter orders. I have known houses to do this with great success. Our business transactions all have an element of confidence in them, and the house that takes advantage of a customer may benefit by it for the time being, but it is only a question of time when they will feel the full effects of anything but the fairest methods.

DROPS FROM THE EDITOR'S PEN

Organization of business men means disorganization of foes that assail them.

* * *

A young man with small ideas is not likely to develop anything but a small business.

* * *

It is better to climb into affluence than to be pitchforked into it by influential relatives.

* * *

Canada can hit bull's eyes in a good many other things besides rifle shooting.

* * *

A business is but the expression of the merchant, just as the picture is the expression of the artist.

* * *

If you would make it a success, cling to your business as tenaciously as does ivy to the church steeple.

* * *

Business men's associations have a double purpose : They give birth to new friendships, and kill and bury old evils.

* * *

Men quick to take offence are usually men quick to give offence. What the merchant should study to be is obvious.

* * *

The average merchant has worries enough to try the patience of a saint ; but that is no excuse for his being cantankerous.

* * *

Employers who attempt to humiliate clerks in the presence of customers lower themselves in the eyes of said customers.

* * *

Possibly a man may establish a business without advertising ; but, like an ill fed child, it will never be anything but a dwarf.

* * *

Ambition is the cause of much concern, but it is worth passing through a period of concern to reap the fruits which discreet ambition brings.

* * *

Incompatibility between a merchant and his business should be sufficient ground for a divorce. It is no use ruining both the man and the business.

* * *

Clerks who value not the little things in the details of their duties are not likely to occupy positions where they will have supervision of the great things.

* * *

Catch the eye of your customer, but see that the something that does the catching does not drive the customer away from, instead of into, the store.

* * *

It may be in order to secure cheap advertising that some of the department stores are closing early. But it is safe venturing that they do not lose money by the innovation.

* * *

If it is the right firebugs that have been caught in Montreal it is to be hoped they will get a salutary squeezing between the finger and thumb of the law.

* * *

Because nails are dearer it does not follow that merchants should be more cautious in hitting the proverbial nail on the head. Hit just as hard and often as ever.

* * *

The crops is the pivot upon which the next twelve months' trade will turn. Judging from the present condition of the pivot the turn is likely to be towards fairly good trade.

* * *

A merchant who was in the Nottingham bankruptcy court the other day was shown not to have kept any books. He who does not keep books can scarcely be expected to keep his business.

* * *

The loss of a subscriber is entailed on the publisher when a man orders his trade paper to be discontinued, but the loss to the subscriber himself is as much greater in comparison as the mountain is to the hill.

* * *

A price "cutter" would not make a successful warrior. The warrior sits down and figures out the cost before he wages war ; the "cutter" goes it blind : rushes in "where angels fear to tread," as it were.

* * *

If you have no goods to sell, advertise that you are in the land of the living. In this world of commercial activity it is one of the easiest of things for a merchant to drop out of sight, although he may nominally still be doing business at the old stand.

* * *

In chiding those who are rejoicing at the failure of a Chicago department store, an exchange remarks that "One swallow does not make a summer." No, but the swallowing up of this one department store makes one less of these big concerns to harrass the regular merchant.

CATALOGUE RECEIVED.

We have just received a copy of the handsome new stove catalogue gotten out by the McClary Manufacturing Co., Ltd., of London, Toronto, Montreal, Winnipeg and Vancouver. It has a beautifully tinted back done in bronze, silver, green and black. A floral scroll illumines the front cover and the colors are shaded off the one into the other so that they blend prettily without any marked or unwonted contrast. The interior is filled with cuts and reading matter, which clearly bring before the reader the many products of the company's stove department.

EVOLUTION IN HEATING.

The advances in heating and ventilation that are being made every year are very marked, and the heating and ventilating engineer must either be up to date, or else be out of date, remarks American Artisan. Ideas that were modern in June, 1894, are fast becoming obsolete to-day. Our competition essays on steam, hot water and hot air are attracting the close attention of the trade, because they are so thoroughly up to date, representing this year's ideas. The scientist, when asked what books he could get along without, said, all that have been in existence for five years. The practical heating man, who must be up to date to maintain, not a fellowship or collegiate chair, but his business career, must have the latest and best heating ideas. Those of three, four or five years ago are worthless to him. Indeed, your heating man who has to get business ideas out of a trade volume that was written in the eighties is in an analogous position to that of the poor mechanic that Macaulay tells about. This man determined to become a scientist and invested six shillings in Goldsmith's Natural History, written 100 years before his time. After patiently mastering the book, he found himself worse off than before he had taken it up. It is better almost to be ignorant than to be hopelessly out of date.

THE NORTHERN ASSURANCE CO.

It is a handsome tribute to an insurance company to be able to say of it that it is both wealthy and is prompt in settling claims. After one of the big fires in Toronto this year, the Northern was the first British company to pay up. The day after the fire, the agent announced the company's readiness. The Northern has just had its fifty-ninth annual meeting at the head office in Aberdeen. The year 1894 was one of the best in its history, the profit on fire business alone amounting to £84,236. After paying all claims, expenses, and dividends, the company added £50,000 to its fire reserve fund, which now amounts to £950,000 ($4,750,000). In fact, the accumulated capital and funds of the Northern are now $36,465,000 ; its revenue $5 545,000, and the deposit made with the Dominion Government is $200,000. The company lost its widely known and esteemed general manager, Mr. Valentine, last year. His successor is Mr. Henry Edward Wilson, who has been with the Northern since 1866, and as secretary of the London board since 1881. As Mr. Wilson was in charge of the company during the greater part of 1894, owing to Mr. Valentine's illness, the success of the year is largely attributable to his excellent management. The manager of the Canadian branch is Mr. Robert W. Tyre, who has had a long experience in insurance management, and who is noted for honorable dealing and careful policy.

GENIUS, WORK AND DISEASE.

GENIUS is but a capacity for hard work. This is not, says New Science Review, a whole truth; there must be work in accord with law. The miner who digs for gold on the sea shore will never find it, though he dig ever so laboriously; but if he study gold and the geologic strata in which it lives, he has begun to put himself into harmony with law. Mere work, unless properly directed, is like riding a hobby-horse; there is energy and motion, but no progress.

For years Napoleon was living in miniature the battles he was to fight, analyzing strategic moves and positions and training his mind to thus grasp a new situation on the instant. Von Moltke studied the military topography of all Europe, and with marvelous foresight thought out how to win. His victory was no triumph of mere fortune or special inspiration. It was but the logical outcome of his trained mind, and a trained mind ever lights the torch of its own inspiration. Leonardo da Vinci always carried in his girdle his sketch book, in his walks in Florence, constantly looking for picturesque faces. "In the silence of the night" he would counsel himself, "recall the ideas of the things you have studied. Design in your spirit the contours and outlines of the figures you have seen during the day."

There is a theory held by scientists that genius comes from disease. Disease, insanity, depravity and other failings often do occur as consequents due to over-concentration or misuse of powers, but they do not create genius any more than the vultures of the plains create the carcase upon which they feed. The genius, too, being of finer mental material, is more likely to show a flaw, as Dresden china reveals a mar not noticeable in a red clay flowerpot. In support of the disease theory the most insignificant, commonplace ailments of ordinary humanity, when found in genius, are magnified and exaggerated. The weaknesses thus pointed out are, it is worth noting, usually shown in the part of mind or of body where the genius was not exercised.

A POUND OF GLASS.

When the materials for the different kinds of glass have been melted into glass, and are in the pot ready to be worked out, with the exception of lead flint glass, explains an exchange, they do not vary greatly as to cost. There is not much difference in the cost of a pound of plate glass, window glass, or lime flint glass before working. A pound of green bottle glass may cost a little, but very little, less than a pound of the other glass mentioned, because the materials used are not quite as pure, but the difference is very slight. The cost of the several kinds of glass ready for the market is not in the cost of the "metal," as the unworked glass is termed, but in the labor that is put upon it to bring it into commercial forms. The cost of the molten glass ready to work out is from 10 to 20 per cent. of the cost of the finished product packed and ready to ship. A large proportion of even this small percentage is labor, including not only that in the materials themselves, but that of the batch mixer, the pot maker, furnace builder, teaser, etc., at the glass works.

SIN OF ECONOMY.

Men were not ready for the business troubles of 1893 because they had got into the habit of taking things as they came, without special forethought or inquiry into the trend of events, and upon the assumption apparently that what was would continue to be, remarks Business. They had become thoroughly accustomed to a season of prosperity. They faced heavy expenses, and even extravagances, in business complacently and cheerfully, because profits were liberal and excessive outlays did not stop dividends. The first breath of adversity made a panic because of these very palpable violations of good business principles. In the interval since 1893 business men have acquired another set of habits. They have learned to be penurious and cheeseparing. They are at present proceeding upon the idea that no change from the hard times of the recent past is likely. To-day the infringements upon business principles are quite as great as just before the panic, but the wrong is in the opposite direction. As many sins are now being committed in the name of "economy" as were then current by the name of "enterprise."

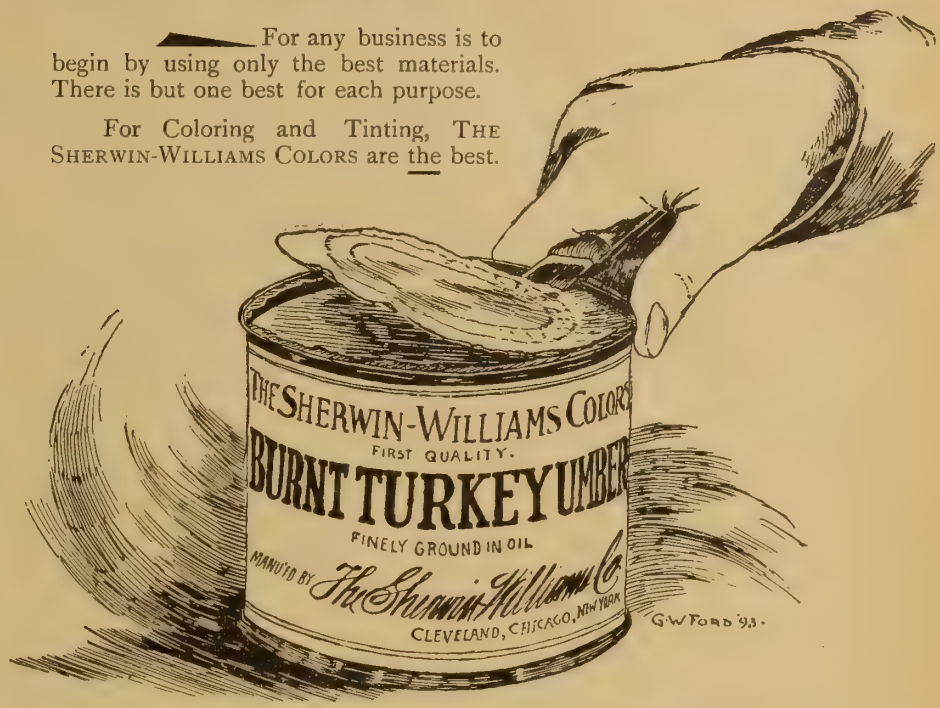
TORONTO INDUSTRIAL FAIR.

An unbroken record of successes in the past is the best possible guarantee that the Toronto Industrial Exhibition of 1895, which opens on the 2nd of September, will be a display of unrivalled attractiveness. Many improvements in the buildings and grounds have been made to furthur the convenience of exhibitors and the public, and with the return of an era of prosperity the enterprise of the management will doubtless be rewarded by a thorough appreciation of the inducements offered. The volume of exhibits this season will be larger and more diversified than ever before, and special attractions of a brilliant and exciting character will be presented, including the novel military spectacle "The Relief of Lucknow," with gorgeous Oriental accessories and pyrotechnic effects on a scale of grandeur and variety hitherto unequalled. The system of cheap railway fares and special excursions from far and near enables all to visit the fair at a trifling cost and everyone should take advantage of the opportunity, as it embodies all that is best worth seeing and knowing in mechanical progress and scientific invention. All entries close on the 10th of August.

A GOOD OPENING

For any business is to begin by using only the best materials. There is but one best for each purpose.

For Coloring and Tinting, THE SHERWIN-WILLIAMS COLORS are the best.



Wholesale Agents for Canada
Walter H. Cottingham & Co.
Finest Paints and Varnishes
MONTREAL

Made by
The Sherwin-Williams Co.
Paint Manufacturers
CLEVELAND
CHICAGO
NEW YORK

BEST METHODS OF PUSHING DAIRY-APPLIANCES.

THE following was awarded first prize in a recent essay contest, inaugurated by Ironmonger, London :

There are many ways and means of carrying out the object of this essay, and doubtless the trade generally, like myself, will greatly anticipate the pleasure of learning what will be adjudged the best method of "Pushing Dairy-appliances." I have great pleasure in placing before your readers a few of my opinions of the best means of doing the trade of this department :—Advertising, full and effective window display, shop-arrangements, a carefully compiled and illustrated list, soliciting orders, exhibiting in various ways.

ADVERTISING.—We cannot over-estimate the value of this source of trade-creating influence, and this should be done well but wisely. The most important medium, of course, is through the local papers, for which there should be a block used of a group of dairy utensils. This may be secured at a small cost, and adds much to the value of the advertisement. The same use may be made of a similar block, but of a larger size, for placards, which should be placed on every bill-posting station in the town, and more especially in the country district, where they are sure to be noticed. A novel means which will bring good results is to have leaflets printed suitable to the trade, or, better still, the general list which will be referred to later in my remarks, and arrange with all the booksellers and newspaper agents of the town to enclose one in each weekly or monthly paper and periodical previous to being circulated to the gentry, farmers, and others who may be known to be interested in the dairying industry. If your clients prefer the leaflets or circular only, leaving the larger catalogue for direct distribution, I should advice such to have same prepared in a specially attractive form with regard to colors and arrangement. Personally, I should say, "Do you keep cows? Then make good profit by having the latest improvements in dairy machinery and utensils of all kinds. Best quality and lowest prices may be secured from the stock, which has just been carefully replenished, at the well-known dairy engineers, Churn & Co., Milk street, Cream Town, who will esteem your visit a favor, and will give special attention to your anticipated inquiries. Send for our fully illustrated list and 'Farmer's Guide.' N.B.—Repairs a specialty by skilled hands."

WINDOW, OUTDOOR DISPLAY, AND SHOP ARRANGEMENTS.—These sections are very important, and, when carefully carried out, generally prove a great help in increasing sales in this, as in all other departments. All bright tin goods should be kept free from finger marks by being rubbed after being handled, which will prevent dulness and tarnish, and no dust allowed to remain on any article, which is decidedly objectionable. It is a good plan to have a few racks in different places filled with lists, and with a printed invitation—

"Please take one."

I would have a platform arranged in the shop on which dairy utensils could be shown to advantage, and in a position to be readily noticed by passers-by. A similar platform should be placed outside for market-days and any special sale-days, on which should be a similar display of pans, buckets, skimming-dishes, etc. In the window I would have churns, butter-workers, buckets, milking-cans, carriers, wood butter bowls and prints, Scotch hands, scales suitable for butter, salt, curd, etc., hair and wire bottomed sieves, railway churns, tankards, measures, enamelled hand-bowls, thermometers, and other goods arranged in suitable positions. Besides these means to attract purchasers it is an excellent plan to arrange, if space permits, a model dairy, in which machinery may be shown as nearly as possible in a natural working position. Here cream-separators of different patterns should be fixed, and butter-workers, churns, and all goods necessary to completeness placed in various positions. By the side of the dairy I would have a good show of smaller goods, as already mentioned. To make this advance a moving factor in the sale of goods, I would arrange a butter-making competition to take place twice each year. For these occasions I should secure the co-operation of various makers who would send experts for the purpose of increasing the sale of their own specialties. The competition should be limited to a certain radius, and the prizes should be articles for use in the dairy. After the home competition, there should be demonstrations by the experts. If home space does not allow of this, then by all means take some public room, so that the public may see that business is meant. The bolder the stroke the more effective will be the result. Only special efforts can possibly cause special attraction. This may seem a big order, but the expense incurred thereby I know from experience is, generally speaking, well repaid. I need scarcely say that practical demonstration is of great value ; it is already proved by the growing interest in agricultural shows. To assure myself that these special efforts should be successful, I would notify the public through my advertisement and by private letters the date when the competitions would take place.

ILLUSTRATED LISTS.—It is important that there should be a carefully compiled list of all kinds of dairy goods in one catalogue, with illustrations, the blocks for which may be secured from the various makers on loan for this purpose. Besides the absolutely necessary information of the goods, I would include in this catalogue "Hints on Butter-making," "Butter-coloring," "Milk-preserving," etc. ; "Guide to Stock-breeding," "Rearing of Poultry," "Horse-training,', and any such matter which would make the list of more than ordinary value.

TIN GOODS—Though wise to purchase the above from dairy specialists, I would have a large quantity made on the premises. In the latter case every article should bear a brass label with name and address thereon, as this forms an effective advertisement. Care should be taken that these goods are well finished, cleaned and polished before leaving the workshop, and all reserve stock should be kept wrapped up.

REPAIRING DEPARTMENT.—This should receive very special attention, as despatch and efficiency in repairs of worn utensils eventually result in sale of new. For these I would have a special brass label prepared as follows : "Repaired at Churn & Co.'s, Dairy Engineers and General Utensil Providers," giving the full address. Market days being a time when farmers bring in their repairs, and more especially at the present season, when farmers increase their stock, I would make special preparations for such, and, as far as possible, return all these articles same day as received.

Farmers and consumers of dairy utensils, like most other people, have their own "fads" as to what things should be. Rather than confine myself strictly to set patterns I would adapt myself exactly to these "fads," and make goods accordingly. I know from experience that this generally secures a lasting custom. The various dairies, creameries, or butterworks of the district should be periodically visited and repairs secured, which should be entered in a book and signed for by the porter who fetches them, and signed for again on return, as this prevents confusion and forms a double check.

I would have a model made in each article of tinware, which should be taken to the various dairy owners, farmers, and others, also to the markets of the district, where it should be worked in connection with the implement trade, to which it is so closely allied. By inquiries in different ways I would secure information as to those who disposed of their milk to different places, and send special quotations, or call upon each with the models already mentioned, and secure orders, if possible, for tankards, railway milk churns, etc. Knowing the value of stationery when adapted to any special department, I should recommend that bill-heads, postcards, and even the address-labels, should bear a print of churns, butter-workers, and different utensils arranged in a group.

SHOWCARDS.—These would be well used, as the expense incurred in producing them claims, by placing them in conspicuous positions. The good arrangement of colors generally found on them adds much brightness to a display of dairy goods.

It is a good plan to have a representative at the various markets of the neighborhood. He should have with him the set of models already referred to, and attend regularly upon the farmers to be met with at these centres. He should be qualified to answer questions as to driving by steam-power the various implements of dairy machinery, and by constant attention and courtesy secure the sympathy and acquaintance of the large number he will come in contact with, through whom, with this care, a large business may be done.

Harvesters' and Threshers' Mitts,
Lace Leather, Rivets and Burrs,
Forks and Shovels, Scythes and Snaths,
Paris Green,
Building Hardware, Glass, Putty, Nails, etc.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants, 37 Front St. West, Toronto

The **Graham** Cut and Wire Nails are the best.

TRADE CHAT.

THE work of rebuilding Mackenzie, Milne & Co.'s pipe warehouse at Sarnia, Ont., has commenced. The building will be sheathed and roofed with iron.

Collingwood's new waterworks extension is completed.

The British hollow-ware manufacturers have increased their discounts.

Business motto from the Chinese: "Heap cash, no smash. No cash, heap smash."

Brantford workingmen will celebrate Labor day with the Hamilton workingmen.

Paterson's roofing felt works, Toronto, were badly damaged by fire on the night of the 23rd inst.

National Linseed Oil Company of Chicago has sustained a loss of nearly $800,000 by the burning of one of their mills.

The largest telegraph office in the world is the general postoffice building, London. There are over 3,000 operators, 1,000 of whom are women. The batteries are supplied by 30,000 cells.

The hurricane on Friday afternoon blew down the framework of the rolling mills in course of erection at Guelph, and several workmen narrowly escaped death. The collapse of the framework will be a serious loss to the contractor, and will delay the completion of the building.

A carload of steel rafters has arrived at Winnipeg, to be used in the reconstruction of the Western Canada block. Iron and steel is lately largely entering into the construction of Winnipeg's larger buildings, and, of course, makes them more safe and substantial.

Last year the world produced 553,700,000 tons of coal. To this total Great Britain contributed 185,000,000 tons; the United States, 170,000,000; Germany 74,000,000; France, 25,250,000; Belgium, 19,500,000, and Austro-Hungary, 10,250,000. Five million tons were mined in Australia, four in Canada and three in British India.

The Hudson's Bay Co.'s store and general mercantile business at Elphinstone, N.W.T., has been bought out by Lauder & Co., and will be carried on by them. Mr. John A. Lauder had a lengthy experience as a merchant in Scotland; he has lived for several years in the Riding Mountain district, is acquainted with its wants and resources, and will, no doubt, push the business vigorously.

TESTING ALUMINUM WARE.

A series of practical tests of aluminum ware, made by a responsible firm of analytical chemists, has resulted, according to Hardwareman, in some remarkable proofs of the extreme durability of culinary utensils and table ware constructed of this metal. The object was to ascertain the actual diminution in weight of aluminum articles when subjected to constant usage precisely the same as corresponding articles made of the ordinary materials, and the tests extended over thirty-nine days in the case of dessert spoons and forks, seventy-five days for frying pans and stew pans, and a table spoon was tested for one hundred and thirteen days. The frying pan and stew pan lost absolutely no weight whatever, while with the spoons and forks, though slight loss occurred, the difference was really inappreciable. The greatest loss was less than a tenth of one per cent., which would mean an actual diminution of weight of one per cent. in ten years of constant service. This is very exemplary conduct, certainly, and ought to satisfy anybody that for culinary and table use there is no suitable material so durable as aluminum, and this, taken in connection with its other advantages, as greater non-liability to corrosion or to contaminate food, gives the metal a very high claim to use even if it is a little more costly.

Linseed Oil Pure English

(UNION MILLS MAKE) AND BADEN

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West *Toronto*

CANADA'S TRADE.

THE statement of imports and exports for the month of June, which appear in The Canada Gazette, shows that for June the total value of goods entered for consumption was $8,770,839, a decline of $650,654 from the same month last year. The duty collected was $1,610,542, an increase of $325,168. The exports for June were $10,567,277, a falling off of $2,658,596, which is in goods not the produce of Canada.

For the twelve months of the fiscal year the total entered for consumption has been $105,557,092 and the duty collected $17,880,623, as compared with $112,931,801 entered for consumption and $19,378,106 duty collected in the same period last year. The total exports for the twelve months have been $110,765,103, as compared with $114,488,713, a falling off of $3,723,610, of which $924,048 is in the produce of Canada and $2,799,562 in the produce of other countries. The following table shows the increases and decreases for the twelve months in goods the produce of Canada :

Name of Produce.	1893-4.	1894-5.
Produce of mine	$ 5,854,291	$ 6,992,802
Produce of fisheries	11,305,890	10,798,665
Produce of forest	26,201,716	23,977,630
Animals and other produce.	31,905,909	34,712,237
Agricultural products	17,643,722	15,671,689
Manufactures	7,743,060	7.639,614
Miscellaneous	151,210	153,814
Coin and bullion	310,719	246,010
Totals	$101,116,517	$100,192,467

PRICE MARKING GOODS.

One of the most important matters connected with the mercantile business, says B. F. Cummings, is the marking of goods. In doing this three objects should be kept in view : Profit to the merchant, ready sale, and satisfaction to the customer. This last object is often lost sight of, but we insist that a policy on the part of the salesman which does not aim at securing satisfaction to the customer is a short-sighted one, and will ultimately prove disastrous to the dealer. A customer will pay for a suit of clothes a price which will yield to the merchant a fair profit, and yet be content with his bargain, but were a sack of sugar marked to yield half as large a profit, a customer would feel that an attempt had been made to impose upon him. On some kinds of goods, then, customers will willingly allow the merchants a good profit, but others they will purchase only at a very small margin above cost.

It is the duty of the salesman to consider all the circumstances attendant on this feature of his business, as the amount the capital invested ought to earn, the probable amount of the year's sales, the running expenses of the establishment, the kinds of goods handled, the competition to be met, the class of trade catered to, what will and will not satisfy his customers, etc. A volume could be written upon this one feature of mercantile business, but practical experience and native good judgment are the only means by which a salesman can become proficient in it.

Having considered every circumstance which ought to influence him in marking the goods, the salesman should make his prices and then adhere to them. A rumor that a house has two or more prices, according to the customer who is buying, will spread rapidly and soon create a distrust very hurtful to its business. It is unfair, undignified and downright dishonesty to make different prices to different customers, other things being equal, such as quantity, time, etc. Uniform-dealing one-price houses command a respect among customers which sliding-scale dealers never enjoy.

Careful investigation has shown that in nearly all cases of bankrupt retail dealers a large proportion of the goods on their shelves were unmarked, and hence in a condition of confusion which could not but result in loss and disaster. The retail dealer who puts his goods on the shelves without marking them is tolerably certain to learn by bitter experience sooner or later the folly of his course ; and the wholesale dealer who fails to keep a suitable record of prices as the market fluctuates is omitting a vital feature of success.

THE CROPS IN MANITOBA.

Mr. J. Harris, formerly grain inspector at Toronto, but now living in Winnipeg, is in the "Queen City" renewing old acquaintanceships. He is looking well.

"The crops," he said, in reply to a query of mine, "are excellent. The only question now is the securing of them."

"Some reports state that the crops are further advanced than they were at this time last year," I ventured.

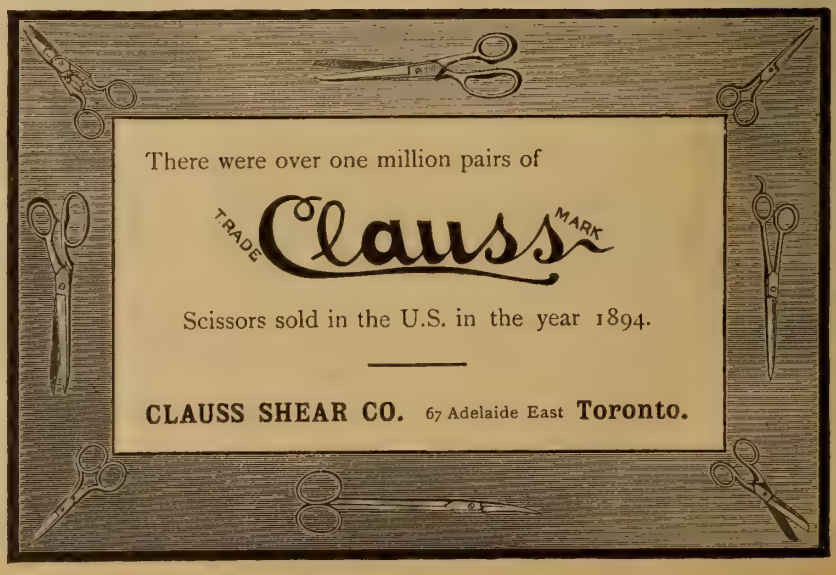
"Well, they are not," he rejoined, with some emphasis. "And I learn from correspondence I have received to-day that they have had a great deal of rain up there. That will tend to make the grain grow instead of ripen. But the acreage is larger and the yield promises to be much more abundant than last year. On the whole, therefore, the outlook is good."

AUSTRALIAN FIRMS.

Commissioner J. S. Larke, of the Commercial Agency for the Government of Canada established at Sydney, New South Wales, has of late been communicating with Secretary Wills, of the Toronto Board of Trade, relative to the commercial standing of a number of Sydney business firms. These firms are anxious to promote closer and, if possible, permanent trade relations between the leading mercantile houses of Toronto and the Australian city. Among the firms which have recently written to Mr. Wills is that of Fred. Alderson & Co., 54 Clarence street, Sydney, N.S.W., dealers in hides, pelts, sheepskins, kangaroo and wallaby skins, boots, saddlery, etc., and W. J. Canning, indent merchant and agent for manufacturers, corner of King and York streets, Sydney, N.S.W. Both these firms are willing to handle the goods of Canadian firms, and are also desirious of placing Australian outputs on the Canadian market. The endorsement given to these houses is excellent in every particular. The Canadian commissioner having been asked by Messrs. Canning and Alderson to send references to Canada, wrote directly to Secretary Wills confirming their good standing, and these papers are now in the hands of Mr. Wills for the benefit of those desiring to peruse them.

HOLLOW GROUND RAZORS.

I hear, writes "Vulcan" in Ironmonger, on all sides that there is a revulsion of feeling with regard to the hollow-grinding of razors, and that the older semi-hollow stiff-back blade is coming in again. Apart from the great difficulty of grinding a blade so thin without conveying heat to the steel sufficiently to reduce the temper, consumers are complaining of their inability to strop the double hollow-ground. I also hear that Sheffield makers are abolishing the system of stamping razors "Hamburg ring" and are replacing these words by "Sheffield ring."



Galvanized Cloth

For EVAPORATORS, APPLE DRYING, ETC.



Perforated Sheet Zinc and **Hardware Grade Cloth**

FOR FANNING MILL REPAIRS.

Manufactured by

The B. GREENING WIRE CO., Ltd. HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent. Write for Catalogue.

GATHERED IN EXPERIENCE.

"PIPE HOLE," in Metal Worker writes: This is the season of the year when people have brought their kitchen stove out into the summer shed and are experiencing some difficulty in getting their cake done the right brown, and are making more or less trouble with the stove dealer on account of it. It is not strange that a stove that has been connected with an 8x8 or larger flue of two or three stories in height fails to operate satisfactorily when its chimney consists of some old pipe shoved up through the shed roof. Another feature that acts as a drawback is the high temperature of the air at this season, which naturally does not press so hard to enter the fire as when the weather is cooler and there is greater difference in the temperature between the air coming out the top of the chimney and the air out of doors. Cheap experiments will prove expensive in securing satisfaction, and the best thing to do is to run up a 6-inch pipe at least, and oftentimes better a 7-inch pipe, to almost the same height as the chimney with which the stove has been previously connected.

It is a little out of season to talk about double heaters, but many a double heater has failed to prove satisfactory when the weather suddenly set in sharp and cold. Then all the doors in the house are kept closed, and each room may be said to be a sealed chamber. This interferes with the passage of air from the room in which the double heater is set to the room above, which ordinarily it heats, and as a result the upper room oftentimes is cold. Where such a result is experienced it can be readily remedied by placing another register in the floor of the upper room and connecting it with the face plate in the ceiling of the room in which the heater is set. This will make a circulation of air in the two rooms, and will enable the cold air in the upper floor to come into the lower room to take the place of the heated air which is discharged from the heater through the register upstairs.

The average dealer looks on the work of repairing stoves as profitable, particularly when he has careful men to do the work. Oftentimes it is necessary to put a grate or fire pot in a cooking or heating stove at the residence of the owner, and the man who comes in and makes a lot of dirt for the housekeeper need not expect her continued patronage. Some stove jobbers make it a point to take from the shop a lot of old newspapers, which they spread on the floor under and around the stove to catch any of the dirt that may fall out during the work of repairing. They then make it a point to thoroughly clean the stove before they start in to work. This takes but a few minutes, and enables the work to be done with more comfort and less dirt in the house.

COAL VS. WATER.

"There are few places," says F. L. Stetson in Cassier's Magazine, "where the question whether water-power can be used successfully in competition with steam can be asked with more deadly effect than at Buffalo, for in that city, and indeed through the entire length of the district lying north of Pittsburg, good steaming coal can be obtained at less than $1.50 a ton. With coal at this price it would, at first, seem impracticable to establish any power plant capable of operating in competition with steam. But a careful examination has satisfied me, at least, that with coal furnished free at the furnace yard, it would still be economical for the manufacturer to employ water power such as that at Niagara.

When in England in 1890, I was told by an eminent gentleman that it was useless to discuss the profitable employment of water power, for, as he said: "You can produce steam power from coal at a cost of a farthing an hour," to which I answered: "Very well, let us work out the problem! Coal, at a farthing an hour, would, in America, represent five cents for a day of 10 hours, or twelve cents for a day of 24 hours, which is, for 300 days in the year, $15 for the short day, and $36 for the long day for fuel only. At Niagara we will gladly furnish continuous 24-hour water power for $15 a year, in any considerable quantity."

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.

Orders filled the same day as received.

HE COLLECTS IDEAS.

I WAS talking yesterday, says a writer in Hardware Reporter, with a bright young traveling man in the employ of a leading wholesale hardware house. Everything about him suggested the happy combination of hustling power and the ability to think and plan. In the course of my conversation with him he gave me something of an insight into his methods of doing business.

"I make it a point to collect all the bright ideas on retailing that I can," said my friend. "I find that they materially aid me in my business, and I could quote you instances where I actually brought a disgruntled customer to time, or successfully worked up a new one, by being able to give him bright, practical ideas for his 'ads,' for the arrangement and display of his goods, or for neat little trade-bringing schemes that had proved winners elsewhere. I keep a scrap book in which I paste 'catchy' ads. or headlines of ads. of hardware stores, clipped from the local papers in towns in which I happen to be at the time. I also carry a little note book devoted entirely to memoranda of ideas that I think would prove useful to my customers, and which I jot down as they occur to me.

"In this way I keep myself perpetually 'loaded,' and when a customer complains to me, as he frequently does, that he lacks the results he thinks he should obtain from his advertisement in the local paper, I am prepared to suggest some attractive catch line or point out some improvement in method that might be made. If he complains of dulness of trade, I can probably give him a tip on some legitimate little act of trade enterprise that will serve to make him talked of more than his rivals for the time being. Of course, these suggestions must all be made in a tasteful manner, and there are many merchants who do not need them, or if they do would consider them an impertinence, and an insinuation that I thought they were not capable of running their own business. I have many men on my list, however, who realize the fact that a man circulating among the trade in different towns and sections is bound to pick up a great many bright ideas that would not occur to them, and they look for my coming more eagerly than if it meant simply the opening of a sample trunk instead of an 'idea box' as well."

BICYCLE BUSINESS.

Ironmongers who have neglected our constantly reiterated advice on the subject of the cycle branch will probably have reason to regret their supine attitude more than ever, says Ironmonger. The extension of what may be termed, without any want of respect, "the cycle craze," during the present summer is quite astonishing. In this country, as well as in America and elsewhere, it has become the fashion to patronize the cycle, and, as is usual when anything can be called "fashionable," the rush for machines has been almost overwhelming. In London the cycle parade in Battersea Park swamps everything else, and if Hyde Park should be thrown open to cyclists, the demand is sure to become even still larger. London is not England, it is true, but it is a pretty common experience that when London leads the way the rest of England—and, we may say, Scotland and Ireland—follows. The season is now well advanced for this year, of course, but the tendency towards almost universal cycling should be noted by our readers, and preparations made to be "in it" for the 1896 season. There is money in the business, and it brings in a great deal of other work. It needs a certain amount of tact, care, and push, but so do all other departments; and if any ironmonger is in a tight corner, he can always consult our cycle expert free of charge. It is a big business already, and is going to be bigger. It is passing out of the control of the mere cycle agent, and every ironmonger who claims to be up to date should take particular care to have a cycle department henceforward.

REFINING METALS BY ALUMINUM.

In a communication to the Liege section of the Association des Ingenieurs de Liege, J. Faucon, engineer at the Ateliers de la Meuse, speaks of the use of this new metal in metallurgical operations. The adoption of aluminum as a refining agent involves the suppression of the use of silico-carbonated iron, and a diminution in that of ferro-manganese, aluminum playing the same part as the former under better conditions, and restricting that of the latter to the elimination of sulphur. In the metallurgy of nickel steel great homogeneity is secured; in making iron and steel castings, to say nothing of red shear iron, aluminum plays an important ameliorating part, the castings are clean, very compact, and stand as well either hot or cold; in dense brass castings aluminum produces an effect which is very marked, rendering them easy to work, and having an electric conductivity more than double that of ordinary castings.

HALF YEAR'S PIG IRON TRADE.

The Iron and Steel Bulletin presents the statistics of pig iron production for the half year, the whole being 4,087,558 gross tons, an increase of 50 per cent. over the production in the corresponding half of 1894. The increase over the last half of 1894 was small, but unsold stocks were materially less July 1 than January 1, 1895. Eastern furnaces with a capacity of 5,000 or 6,000 tons a week are about to be blown in, and it is estimated that during the last half of this year the output will be 5,000,000 tons, making 9,000,000 tons for the year; the two years of largest production being 1892 with 9,150,000, and 1890 with 9,202,703 tons.

PROTECTION AGAINST RUST.

The Gesner method of protecting iron and steel from rusting is described in La Revue Scientifique. The principle of the process consists in forming on the surface of the metal treated a double carbide of hydrogen and iron, which is extremely hard and adhesive. In carrying out the process the articles must first be thoroughly cleaned from rust; but it is not so essential that all oil or grease should be removed from their surfaces. The treatment is affected in a pair of gas retorts, set side by side, and raised to a temperature of from 600 to 700 deg. C. The articles to be treated are placed in a retort for about 20 minutes, when a current of hydrogen is turned into the retort, and kept on for 45 minutes. Then a small quantity of naphtha is introduced; the supply being kept on for 10 minutes The naphtha is then shut off; a current of hydrogen being turned on for 15 minutes longer, when the process is finished. All that remains is to cool the retorts down to 400 deg. C.; and as soon as this temperature is reached, the retort-lids can be taken off and the product removed. The coating thus produced has a bluish color, and is stated to be so adherent to the metal that a treated bar can be bent through an angle of 45 deg. without disturbing it. The thickness of the protective coating is not stated.

ELECTRIC LIGHTING.

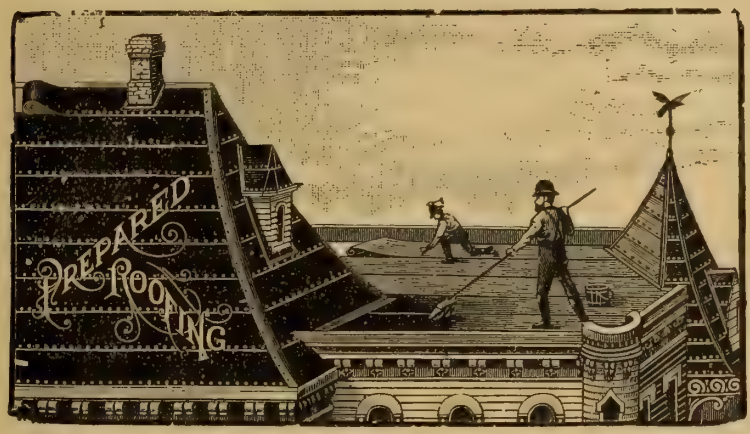
We have more than once, says Ironmonger, pointed out that in towns where electric light is already, or being, installed, there is a new and lucrative field for ironmongers, (hardware merchants) in the supplying of electric-light fittings and accessories, and also in the actual wiring and fitting up of houses, etc. His premises being already well known, and plenty of space as a rule available, in the display and chance of selling such goods, the ironmonger has the advantage over the purely electrical supplies man, who makes his first appearance on the advent of the electric-lighting works. When it comes to the wiring of premises, work requiring skill and technical knowledge, it is easy to engage the services of an electrician capable of drawing up plans and estimates, under whose supervision ordinarily intelligent workmen will soon pick up the principles of wiring. Obviously the doing of such work by ironmongers enlarges the field for the disposal of their ordinary goods.

Considering the keen competition with the purely electrical firms, the successful undertaking of such work demands much intelligent thought, foresight, enery, and of course capital, together with the determination to put in nothing but their best work. As the ironmonger would depend only partly on such work for his profits, he has here again the pull over the electrical engineer.

Hobbs Hardware Co. - London

. . ROOFING PITCH . .

Best American Soft . . . Roofing Pitch



IN SINGLE AND DOUBLE BARRELS AT RIGHT PRICES

BUILDING PAPERS AND FELT



O.K. Bituminous
Plain Strawboard, heavy
Plain Strawboard, light
Tarred Strawboard, heavy
Tarred Strawboard, light
Tarred Felt . . .



PURE COAL TAR

Coal Tar Made from Coal, not Petroleum



White's Portland Cement . .

Large stocks on hand and Prompt shipments.

HOBBS HARDWARE CO.

Enquiries from the Trade Solicited.

LONDON, ONT.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, July 26, 1895.

HARDWARE.

THE volume of business in general hardware is small and there is no striking change to note. In the course of a fortnight, however, demand should develop for lines of fall goods. Values on all lines are firm, the first cost in almost every instance being higher than it was last fall. Present attention is devoted to cutlery, sporting goods, such as guns, ammunition and wire. In cut nails, wire nails, tacks, etc., business is exceedingly quiet. Horseshoes and horse-nails show a little life, but only in the way of sorting up orders. Payments appear to be up to the average.

BARBED WIRE—There is only a quiet trade doing in barbed wire. We quote as follows: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3c., shipments of 500 lbs. and upwards delivered in Ontario, 3⅛c. delivered in Quebec, and 3c. in New Brunswick and Nova Scotia, where the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra. Discounts 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—Demand is only moderate for plain wire from jobbing hands, and makers also report quietness. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—A moderate demand is to note for both sisal and manilla, but the market cannot be called active. We quote; Sisal, 5¾ to 6c. for 7-16 and upwards, and 14 to 15c. for deep sea line. Pure manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

BINDER TWINE—No change to report, demand ruling quiet at 6 to 6¾c.

CUT NAILS—There is only a quiet jobbing trade doing in cut nails. We quote: $2.10 Montreal, Toronto, Hamilton and London, freight prepaid on 10-keg lots, where the rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Business is very quiet in wire nails. Discounts: 75 and 10 f. o. b. Montreal and Quebec without delivery, 75 and 5 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There is nothing special to note in these, except that makers have received some fair orders for future account. The discount is 55 off.

HORSESHOES—The demand for these is fair at $3.50 for iron and $5.50 to $5.75 for steel shoes outside for toe weights.

TACKS—There is no activity to note in tacks, which are exceedingly quiet. We quote: Discounts B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

CLOTHES WRINGERS—Trade features are the same, demand being very small.

CHURNS—A few sorting orders are the only signs of business to note.

WARE—Some activity in a small way has been noted in ware, the orders being for assortments.

PLUMBERS' SUPPLIES—There is a fairly good demand for supplies of this kind.

CUTLERY—A good sorting up demand is to note in cutlery.

SPORTING GOODS—Guns and ammunition move out in a quiet way.

TOOLS—Some harvest tools are still moving out, and orders have been received also for shovels, picks, etc.

CEMENT—Stocks here are light and the market is firm at $1.95 to $2.05 for English, and $1.80 to $1.90 for Belgian, ex ship.

FIREBRICKS—Meet a fair demand at steady prices. We quote: $15 to $21 per 1,000, as to brand.

SHOT—Firm and fairly active at 17½ per cent. off the list.

METALS.

Heavy iron and metals continue firm, though there is no great activity to note. Higher prices have been made both on Scotch and domestic pig iron; makers of bar iron are talking higher prices for future contracts, and in tin plates, galvanized iron and Canada plates firmness is the general rule. Iron pipe is a strong line and makers exhibit an independent humor.

PIG IRON—The firm feeling in pig iron is maintained, though there is no great activity to note, and prices are higher than they were. Scotch has sold ex wharf at $19.50, and Canadian at $16.50, and we quote these figures as the inside prices.

BAR IRON—Makers are busy on orders on a $1.60 basis, but are disposed to exact

Enamelled Ware

MADE IN CANADA

We are daily increasing our lines and gladly invite comparison in every way with any foreign goods—English, American or German. Order a sample lot and see for yourselves what Canada can do.

THE McCLARY MANUFACTURING CO.

London, Toronto, Montreal. Winnipeg, Vancouver.

5c. more for new contracts. We quote $1.65 to $1.70.

TIN PLATES—There is no change in tin plates, which are held steady at $2.75 to $3 for coke and $3.25 to $3.75 for charcoal. It is said that some round lots of cokes were moved for less money than our inside price, but the cases were exceptional.

TERNE PLATES — These continue quiet and unchanged, as last noted—$5.75 to $6.25.

CANADA PLATES—Stocks of these are very light, recent receipts having been already absorbed. Prices rule firm at $2.10 to $2.15, the outside being nearer the market than the inside.

SHEET IRON—Business is quiet and prices unchanged at $2.10 to $2.20.

IRON PIPE—Values on this are firmly held, and makers are not urging business. Discounts range from 60 and 10 to 70 and 5 on block and 50 to 50 and 5 on galvanized. The latter is in very light supply.

INGOT TIN—Business is quiet and prices are steady at 17 to 18c.

LEAD—Firm and unchanged, with only a moderate demand, at $3 to $3.25.

SPELTER—Supplies of this are light and prices are firmer at $4.50 to $4.75.

SHEET ZINC—Trade is much as it was before at 4½ to 5c.

ANTIMONY—Quiet and unchanged at 10c.

HOOPS AND BANDS—Import orders have been placed for bands at low figures and stocks are not large. We quote : Canadian, $1.90, and English, $2 to $2.10.

GALVANIZED SHEETS—In an import way there has been a fair degree of activity to note for tinned sheets. We quote : No. 28 Queen's Head, $4.25.

COPPER—Steady and unchanged at 10½ to 12c.

SHEET COPPER—As before at 18 to 25c.

PAINTS AND OILS.

It has been an uneventful week on the whole in paints and oils. Business is of moderate proportions but is considered quite satisfactory for the season. The only sign of any change in values is in linseed oils and liquid paints, which point higher.

LEADS—These are in fair demand with no change in price to note. We quote : Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4,$4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—These are quiet, but exhibit a stronger tendency owing to the continued firmness of linseed oil, and an advance of 5c. is expected before the end of the week. We still quote $1 for first and 85 to 90c. for second grade.

PARIS GREEN—The season for this is over, and prices are nominal as last quoted: Bulk, 14c.; drums, 15c., and packets 16c.



BEST PATTERNS

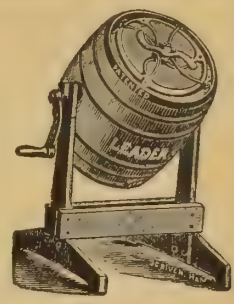
UNRIVALLED

PEARL STEEL WARE

Finest and best Enamelled goods in the market.

RICE LEWIS & SON,
Limited
Toronto

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

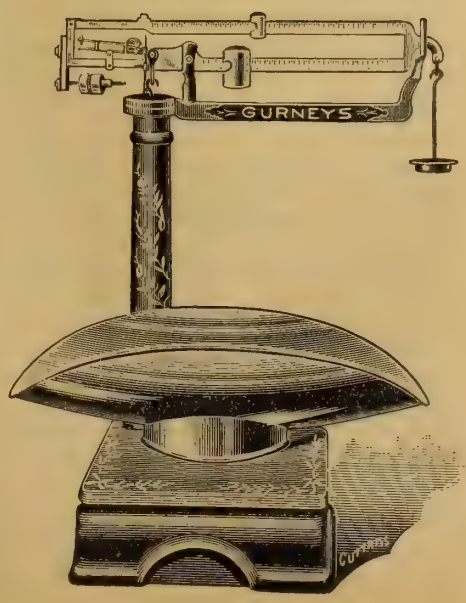
WIRE NAILS

WIRE . .

TACKS

ONTARIO TACK CO., HAMILTON

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.

Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by

THE GURNEY SCALE CO.
Hamilton, Ont., Can.

VARNISHES—Business in these has been fairly active at the usual quotations.

LINSEED OIL—The market here is still without supplies, and several handlers are awaiting the arrival of the ss. Montevidean this week, which has a moderate quantity on board. Advices from abroad on the article are very firm. We quote: 59c. for raw and 62c. for boiled.

SEAL OIL—The market is quiet and firm, at 37½c. ex wharf, and 40c. ex store.

COD LIVER OIL—Owing to the high prices ruling in the States this market has a higher tendency.

TURPENTINE—Rather quiet and prices are tending downward. In fact, a reduction is anticipated by the beginning of next week. We quote: 45 to 47c., as to quality.

RESINS—There is no change in these. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

This market continues quiet and unchanged at $1.15 to $1.20 for first break, and $1.25 to $1.30 for second.

CHEMICALS AND DYESTUFFS.

Quietness rules in heavy chemicals, and values are steady. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $65 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

ASHES.

The market for ashes rules quiet and steady. We quote: First pots, $4 10 to $4.15, and second, $3.80 to $3.85, while pearls are $5.25 per 100 lbs.

PETROLEUM.

Business in petroleum continues quiet and values are unchanged. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

HIDES.

The sale of a lot of 3,000 beef hides was made on American account. Stocks of these here have accumulated to some extent, so that dealers are having difficulty in affecting a clearance, but if the American demand sets in as expected the stock will not remain on hand long. Prices are steady. The stock of calfskins is heavy, one dealer alone holding 11,000. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins 30c., with 20c. for clips, and sheepskins, 75c. to $1 each.

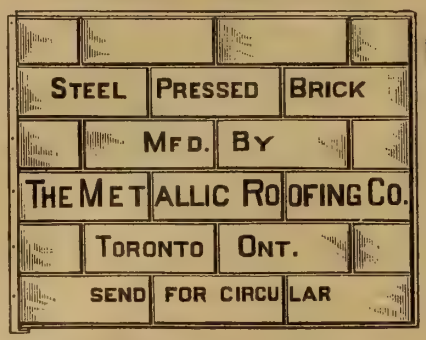
TALLOW.

The tallow market is quiet at 5 to 6c. as to quality.

WOOL.

Wool has been active and firm in consequence of some large purchases of Canadian fleece as well as Cape and imported wools on this market by American buyers. We quote: Cape, 14 to 15½c.; Canadian fleece, 20 to 22c.; B.A. scoured, 25 to 31c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 11 to 12c.; B.C., 9 to 11c.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

MONTREAL NOTES.

Thirty-five thousand firebricks have arrived this week for Francis Hyde & Co.

Turpentine is tending lower and is expected to decline in price by the end of this or the beginning of next week.

Advices from Bristol to importers here state that two of the largest crushers of linseed oil in Bristol have shut down.

W. H. Cottingham & Co. have been voted the right to erect a varnish and oil factory in St. Henri. They will build a model establishment shortly.

American buyers have taken some 3,000 beef hides off this market during the week. This American demand is wanted, as the stock of beef hides is heavy.

Receipts of cement this week were 4,000 casks of English and no Belgian. This makes 7,000 English and 600 Belgian in two weeks, much less than the usual quantity.

A. C. Leslie & Co. note some good import orders on Winnipeg and Northwestern account for galvanized plates and tinned sheets. Values are firm on these at primary points.

The ss. Montevidean, which should arrive before the end of the present week, has a lot of 500 barrels of linseed oil. It is anxiously awaited by dealers and paint manufacturers, as the market is bare.

There have been offers of round lots of coke tin plates at less than $2.75, but they were governed by special conditions.

ONTARIO MARKETS.

TORONTO, July 26, 1895.

HARDWARE.

THE volume of business is, if anything, a little larger than a week ago; but briskness is not to be expected at this season, nor can it well be so with nearly all the travelers off the road taking holidays. Prices as a rule continue firm, and the general trade prospect has been improved as a consequence of the recent rains. The only important change to note in prices is an advance of 10 per cent. in the price of stove and tire bolts. Quite an improvement is noticeable in the demand for cut nails, but business in wire nails is in much the same condition as before. Both horse nails and horseshoes are more active than they were a week ago. The turnover in ware is fairly satisfactory. In plumbers' supplies trade is better than it has been for some time, while a change has been made in the nipple list. Sporting goods for September shipment are being freely booked. Payments are moderate.

FENCE WIRE (ordinary)—There is practically nothing doing. Terms and conditions as before: On 1,000-lb. lots freight will be prepaid to any destination where the rate does not exceed 25c. per 100 lbs. Discounts 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton.

BARB WIRE—Is in much about the same condition as ordinary fence wire. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—Enquiries are coming in a little more freely for mixed bleached, used principally for fancy work. The demand is also increasing for deep sea line. Other kinds

are much as before. We quote : Sisal, 7-16 in. and larger, 5¾c.; ¼, 5-16, ⅜ in., 6c. Manilla, 7-16 in. and larger, 8¼c., ¼, 5-16, ⅜ in., 8½c.; deep sea line, 13c.

CUT NAILS—Trade during the week has been a good deal better than for some time. Quite a number of orders for shipment this month have been received. Base price, $2 10, Montreal, Toronto, Hamilton and London ; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—There is no improvement to note, business still being quiet. Discount is unchanged at last week's figures—namely, 75 and 5 per cent. in bulk and 75 per cent. in 1-lb. packages.

HORSE NAILS—The demand is certainly better, but, at the same time, quantities moving are not what jobbers would like to see at this time of year. Discounts unchanged at 55 per cent.

HORSESHOES—Orders are being booked more freely for shipment during next month, but very few shoes are going forward at the moment. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5 35 ; toe weight, $5.85 ; XL, 0, 1, 2, $5.60 ; 3, 4, $4.85.

TACKS—Demand is still only moderate. We quote discounts as follows : Leather carpet, 30 per cent ; B.B B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks, 45 per cent.; Swedes' iron blued or tinned 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list ; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS — Trade is just moderate at $26.50 to $27.

WARE—A nice business is being done. The assortment on the market at the present time is large, taking Canadian, German and American. Trade is pretty well divided between the lines enumerated.

PLUMBERS' SUPPLIES—Trade continues to improve, and on country account is certainly better than for some time. Orders are coming in freely for fittings of all kinds, and there are a good many baths moving. There has been a change in the list on nipples, but discounts are as before.

LEATHER BELTING—Business is fairly good, but without special feature. Discounts: Extra, 45 per cent.; standard, 45, and No. 1, 55 per cent.

CUTLERY—A fair trade is being done for the season, and the assorting trade in table cutlery continues to expand.

SPORTING GOODS—Orders are now being freely booked for September shipment. These remarks apply particularly to cartridges, shells, powder, guns and rifles.

SHOT—Demand is moderate only at the unchanged discount off 17½ per cent.

TOOLS—Demand continues to increase for draining tools, but the season's trade is about over in harvest tools.

BINDER TWINE—Business is still of a moderate character only. We quote : Commonsense, 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

PLASTER PARIS—Business is still quiet : We quote prices : New Brunswick, $1.90 to $2 per bbl.; Windsor, $1.90 to $2 ; Paris, $1.75.

CEMENT—Business continues fair at unchanged prices. We quote : Canadian, $2.50 to $2.60; English, German and Belgian, $2.75 per bbl.

TAR, ETC.—Business continues dull. We quote : Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins ; pine pitch, $2.75 per bbl.

METALS.

Lead, tin, copper and iron pipe all show appreciation in values outside, and local business is, if anything, better than it was a week ago.

BAR IRON—There is very little doing. We hear of an odd transaction in car lots on the basis of $1.65 Toronto, but for ordinary lots $1.70 to $1.75 is the idea.

SHEET STEEL—The demand for this continues to increase at the expense of black iron ; No. 2 is only a fraction dearer than ordinary black iron. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—A great deal more of this is being used in the country than in the city, but, as mentioned above, sheet steel is taking its place in many instances on city account. We quote : Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2.15 to $2.20 ; 22 to 24 gauge, $2.25 to $2.30 ; 26 gauge, $2.35 to $2.40 ; 28 gauge, $2.50 to $2.60.

TINNED IRON—While not any large quantities are going out, the demand is steady. We quote : Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Trade is a great deal better than a week ago. Prices are higher outside, but local quotations are unchanged at 3¼ to 3⅜c.

LEAD PIPE—Orders for ton lots have been coming in more freely than for some time, and demand is now characterized as good. We quote : Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots ; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Trade has been maintained, the turnover still being good. We now quote case lots at $4.25, and import lots at $4.20 to $4.25, according to quantity.

INGOT COPPER—Trade in this line has improved nicely, quite a number of orders having been received at the prices quoted last week, viz., 11 to 11½c. for small quantities.

INGOT TIN—While the demand is steady, the quantity being shipped is not quite as large as a week ago. We still quote ton lots at 17c., and small lots at 17½c.

IRON PIPE—Some carloads of imported pipe are now arriving, thus placing jobbers in a better position to supply the demand. In galvanized pipe, stocks are not expected to be in good shape for some time to come. At present they are low in both Montreal and Toronto. Jobbers quote ¼ and ⅜ inch at 67½ per cent. discount, and ½ to 2 inch, 65 and 10 per cent.; larger sizes, 2½ inch, upward, 70 per cent.; discount on galvanized, ½ and ¾ inch, 50 per cent.; larger sizes, 50 and 5 per cent.

SHEATHING COPPER—While there is not much doing in the ordinary, tinsmiths' sizes are in good demand for roofing purposes. Braziers' sheets are not nearly as much wanted as they were. We quote 13½ to 14c. for 16 oz.

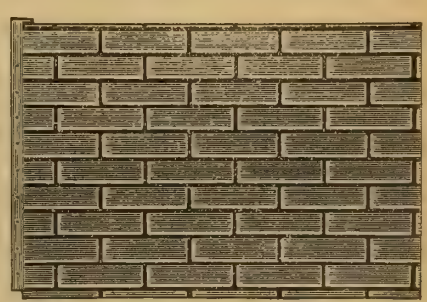
SHEET BRASS—Demand continues fair at unchanged price. Price is unchanged at 20 to 30c.

SHEET ZINC—Trade is much as before. We quote : 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—The advance looked for has taken place. It was 25c. We quote : Domestic—Galvanized, 30 gal., $6; 35 gal., $7 ; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95 ; 35 gal., $7.95 ; 40 gal., $9 95.

TUBES—There is no change to note either in prices or business. We quote: 1¼ inch,

EQUAL TO ANY SUPERIOR TO MOST EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—The large number of import orders booked some time ago are now arriving. Shipments from stock are now satisfactory, except coke tin for canning purposes, in which no large sales have been reported for some time. We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—There is still a demand for small shipments at unchanged prices. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes 60 and 10 off the list.

TERNE PLATES—Some enquiries have been received during the past week for large shipments. Actual business is confined to small lots. We still quote "I.C." at $6.

HOOPS AND BANDS—Demand continues steady at prices ranging from $2.20 to $2.25.

ZINC SPELTER—This is much as before. Prices: Domestic, 3½ to 3¾c.; "Cherokee," 4¼ to 4½c.; ordinary imported, 4 to 4¼c.

SOLDER—Demand continues good at 12½ to 13c. for half and half, and 11½ to 12c. for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

OLD MATERIAL.

Trade shows a slight improvement, though prices are unchanged. We quote: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron, hoop iron, 10 to 12½c.; new light scrap copper, 6¼ to 6¾c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 6¼ to 6¾c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

GLASS.

Trade is not as good as it was at this time last year, although prices are perhaps a little more satisfactory. As noted elsewhere, a phenomenal advance in quotations has taken place in Belgium.

PAINTS AND OILS.

WHITE LEAD—Remains dull at 4½ to 4¾c. per lb.

PUTTY—Is quiet still at $1.85.

PARIS GREEN—The season is about over, and very little is moving.

PREPARED PAINTS—Exhibit no activity, $1 being still asked for pure.

LINSEED OIL—Is still scarce and firm in England, with slightly better demand in Canada, at 58 to 61c in Toronto.

TURPENTINE—Is pretty firm in the South, but the demand here is poor at 44c., and a drop of 2c. per lb. is looked for at least by one jobbing house in Toronto.

CASTOR OIL—Nothing doing at 6½c. in cases.

HIDES, SKINS, WOOL AND TALLOW

HIDES—The local demand is equal to the supply, and tanners are buying cautiously, as they seem to have no faith in the future market. Eight cents is still quoted for No. 1 and 7c. for No. 2.

SHEEPSKINS—Are not quoted. Lambskins sell at 35c, and shearlings at 25c.

CALFSKINS—Nothing doing.

WOOL—The market has gone beyond the most sanguine expectations of the dealers, and Canadian combed wool is now fully 25c. higher in price than it was 12 months ago. Other wools are not affected so much. Washed combing is still quoted at 23c.

PETROLEUM.

There begins to be some enquiry for illuminating oils, but jobbers do not seem anxious to sell or retailers to buy. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Stove and tire bolts have been advanced 10 per cent., the discount now being 60 per cent. instead of 60 and 10 per cent. as formerly.

An advance of 25c. is announced in the price of Canadian galvanized hot water boilers.

The Metallic Roofing Co. have secured the contract for the roofing of the Town Hall at Carleton Place, and a similar contract as regards St. Patrick's Church, Montreal.

LONDON NOTES.

Roofing materials are now in season, and it is well that the trade should know where to secure these goods. In another page will be found the advertisement of the Hobbs Hardware Co. It deals with this class of material. The Hobbs Hardware Co. are large handlers of this class of goods, and announce that they can fill orders promptly at right prices.

GALT NOTES.

W. J. Hutton & Co., hardware, Galt, have assigned to W. H. Turnbull.

UNITED STATES MARKETS.

NEW YORK, July 26, 1895.

PIG TIN—While the market has the appearance of possessing strength on its merits and also the support of more or less pronounced "bullish" sentiment, it is plain that extremes are being resorted to with a view to stimulating higher ideas of value. Evidence of this is found in public manœuvres of speculators, and, in modified form, among type pictures that bear evidence of "trimming" for purposes not wholly apart from personal interests. The intended influence of those special efforts among the initiated is easily measured, and there is no evidence that they have greater force elsewhere than in the direction of causing confusion, if, indeed, not some skepticism as to the inherent strength of the market. Compared with those of the preceding day, Tuesday's events lost nothing except, perhaps, in public record of transactions. At all events, prices advanced about ten points, or to 14.60 to 14.65c. net cash for early deliveries, in sympathy with 15s. rise in London, and dealings outside of speculative circles were represented as having been fully up to the late average. Transactions recorded on 'Change were 10 tons September delivery at 14.60c.

COPPER—Orders are not coming along very freely at the moment, since numerous consumers are well supplied and others apparently partial to conservative methods pending later developments. Reports generally go to show that American consumption continues heavy, and that European purchases of tough ingot, etc., have increased considerably since the beginning of the month. It is clear also that current enormous deliveries on this side of the Atlantic are being absorbed. The assertion (a somewhat bold one) was made, that a smelter of casting copper has been shipping ingots before they had time to cool, in order to make satisfactory delivery. This is by no means the general experience, but has significance among other facts serving to show the position of the market. Prices still vary between 11¼ to 11½c. for Lake Superior ingot, 10⅞ to 11.10c. for electrolytic, and 10⅝ to 10¾c. for casting, according to brand, delivery, etc.

PIG LEAD—Between favorable reports from the west and more or less quiet buying in this quarter, the tone of the market is kept very firm. Back of this comes the best kind of evidence that consumption is more than of average volume for the season, and that nothing beyond convenient surplus supplies are being carried by consumers or dealers. The bonded stocks are relieved of some supposed depressing influence as their true position becomes known, so that there is really no disturbing factor at the moment. Private advices from London reported fire in the Broken Hill mines, Australia, one of England's prominent sources of supply, and public cables quoted an advance of £10 16s 3d for soft Spanish. In the New York market prices for common domestic moved up to 3.40c. for round lots and 3.42½ to 3.45c. for single car loads.

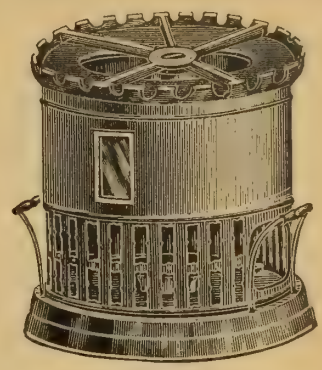
SPELTER—Prices for ordinary western brands have stiffened to 3.75 to 3.80c. delivered here or at common point. In fact, same sellers turned down bids of anything below 3.85c., and upon the whole the attitude of smelters is stronger than for some time past. Pittsburg has been a good buyer in primary markets recently, and eastern consumers purchase very fairly, although

OIL STOVES

German American and French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.



FRENCH

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

mostly in a moderate way. London cable quoted £14 11s. 3d. for good merchant brands.

ANTIMONY—The demand is fair and prices remain quite steady at 7⅛ to 7¼c. for Hallett's; 8 to 8⅛c. for Cookson's, and 7c. for Japanese, from store.

TIN PLATE—In this line nothing new transpires. The buying of spot goods is moderate, and orders for future shipments are being placed in a very indifferent way. The west, it is understood, find enough American plates to meet their wants, although it is represented that the output of the mills is kept well sold up, and eastern buyers find enough foreign plates at former prices to fill their orders. Offerings are not urgent from any quarter, however, and values remain firm.

IRON AND STEEL—The markets are without distinctly new feature. Fresh business comes up rather formally and is not particularly heavy, but inquiries making give promise of something better in the immediate future. Mills and foundries in this vicinity keep well employed and deliveries of crude material are proceeding at quite a brisk pace, leaving the general position strong without the presence of superficial buoyancy that prevailed a short time ago. Prices all along the line remain about as they have been since the middle of last week.

NOTES FROM HALIFAX.

HALIFAX, July 26, 1895.

THE hardware business throughout Nova Scotia remains quiet. Prices are unchanged.

Messrs. John Stairs & Co. have announced that they will occupy "Cheapside," the large and commodious premises formerly occupied by the P. Walsh Hardware Co. They will move from their present quarters on Hollis street on September 1st. The new premises will be occupied exclusively for retail.

French & Penman, sanitary plumbers, have opened up business on Brunswick street.

The Steel Works at New Glasgow are booming. Since the amalgamation with the Iron Works a change has been made. The head offices of both concerns are located at the Steel Works at Trenton, with Mr. Harvey Graham in charge. Mr. J. Dix Fraser, manager of the Iron Works, alone remains at Ferrona.

Work is to commence at once on the Halifax Electric Railway. Eight and a half miles of track will be laid. Contracts have been awarded as follows: Johnston Steel Co., Lorraine, Ohio, 1,000 tons of rails. The same firm have the contracts for specials, for curves, sidetracks and turnouts, which will amount to about $30,000. Rhodes, Curry & Co., Amherst, car house; also 14 closed cars, and erection of chimney, which will be seven feet in internal diameter, and 150 feet high, built round. Saule & Dillingham, Boston, laying track. Canadian General Electric Co., car motors and generators. Babcock & Wilcox, boilers. R. C. Brown, formerly electrical engineer of the Montreal Street Railway, is engineer-in-chief.

Munro Bros., New Glasgow, have supplied the Louisburg Railway with a large quantity of their patent wire fencing.

TAUNTON.

PERSONAL MENTION.

E. Pearce, of Parry Harbor, Ont.; W. R. Somerfeldt, of Mount Albert, Ont., and Eli Braund, of Aurora, Ont., were in Toronto this week.

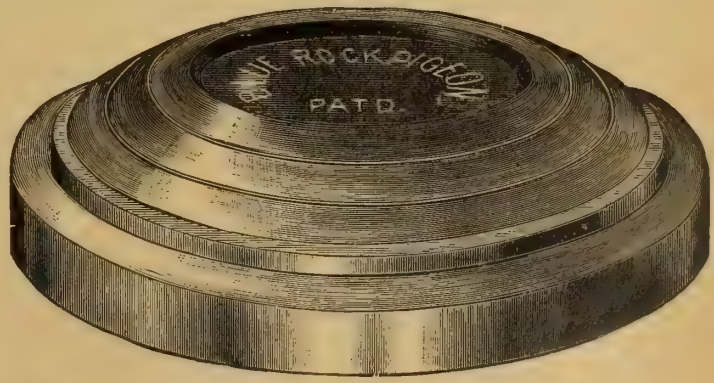
D. J. Callahan, who was burned out at Elmsdale, Ont., the other day, was in Toronto this week trying to prevail upon his creditors to give him an extension of time. As his liabilities are not large, and he possesses the confidence of the trade, the Toronto houses, it is understood, have acceded to his request.

Jas. Carscallen, of Carscallen Bros., Dresden, Ont., was in Toronto this week attending a meeting of the Masonic Grand Lodge. He called upon several local houses, and

Cleveland Blue Rock

TARGETS

100,000—full car lot just received.



Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

Special quotations for good orders.

LONDON, ONT.

GLASS

In consequence of the sharp advance made by the Belgian manufacturers, we are compelled to withdraw all quotations on Plate, Window and Fancy Glass.

STEWART & WOOD - - - TORONTO

promised to pay the Queen City another visit about Exhibition time. Mr. Carscallen is a popular member of the trade, and is known to his familiars as "Handsome Jim."

Robert Belfitt, managing director of George Butler & Co., Ltd., manufacturers of cutlery, Sheffield, arrived in New York last week. He is at present visiting the principal commercial centres in the United States. He expects to reach Toronto on Monday next, and after he has paid his respects there, will make a tour of the Dominion, accompanied by the firm's representative, Mr. A. H. Symonds. This is Mr. Belfitt's first visit to this continent, although his customers on this side of the Atlantic have frequently urged him to make the journey. "He always seemed to be afraid of the ocean," remarked one wholesaler, "but now that he has made one trip we shall probably see him frequently."

ALTERNATING CURRENT MOTORS.

MR. ALEX. ROTHERT has read a paper on "Motors for Single and Multiple Phase Alternating Currents" before the Electrotechnische Gesellschaft at Frankfort on-Main. After referring briefly to the long-cherished wishes with respect to the practical manufacture of alternate-current motors, he described the various existing types of these and the action of a continuous-current motor, and remarked that in synchronous running the armature at any instant always occupies the same position relative to the field, otherwise these motors are built the same as alternating-current dynamos. He mentioned three particularly great disadvantages of the synchronous motor: (1) it does not run alone; (2) when overloaded it remains at a standstill because the rotary effort, when it comes out of the phase, is first in one direction and then in the other; (3) for exciting the field system a continuous current is necessary. Owing to these drawbacks, the use of synchronous motors is limited. They are especially suitable in the case of long-distance transmission. For instance, this system is employed in Cassel, where the current is transmitted from a remote source of water power. In order to diminish this liability to fall out of step, the armature field must be made weak and the magnet field as strong as possible. The use of continuous-current motors for alternating currents is also very unimportant. They require large dimensions, also considerable phase-retardation, and sparking at the brushes is not to be avoided. The induction motors, in which external current is carried to the armature, are better. The Behn-Eschenburg motor has also the drawback of excessive sparking. The experiments of Ferraris in 1885-86, and also those of Tesla, have led to practical results. The use of multiple-phase motors began with the Frankfort Exhibition. A rotary field is produced by three alternating currents differing 120 deg. in the phase, in a ring magnet furnished with a so-called star or triangular winding. The armature consists of laminated iron, and has a closed winding in which the induced currents are produced. The motor rotates in the direction of the rotary field, and runs almost synchronously. A constant speed and easy running are the special advantages of this type. Mr. Rothert illustrated the very high efficacy of rotary-current motors, and then described those with variable numbers of revolutions constructed by Siemens and Halske, which run asynchronous. In conclusion, after describing the single-phase motor of Brown and Oerlikon—which does not start of itself—he touched upon the different usages of the alternating and rotary current motors. Synchronous motors are adopted for long distance power transmission; non-synchronous for medium powers, or where the motor has to run without attendance—for instance, in crane work. These motors can then be constructed without brushes and connecting rings. They all have the disadvantage that the speed cannot be regulated.

HARDWAREMEN'S ROAD RACE.

The employes of M. & L. Samuel, Benjamin & Co. held the first of a series of ten-mile bicycle races over the Kingston Road course, on Saturday afternoon, July 20th, four prizes being given for the event, resulting as follows: J. Pollock, four minutes' start, won; D. H. Foster, scratch, second; W. Crombie, three minutes' start, third; T. B. Williamson, scratch, fourth. There was an exciting finish, three feet separating the first and second, and a good third and fourth. The following also started and finished in the order named: W. Davison, J. H. Ryan, Ed. Ryan, G. Nicholson.

OFFICE-BOY OF THE NEAR FUTURE.

Johnny Uptodate (who has called at the Fifteenth national bank in answer to an advertisement for an office-boy)—I guess you're Spuds, eh?

President Spuds (shyly)—I am.

Johnny Uptodate (rolling a cigarette)—Well, I am thinkin' of takin' that place you advertised. What's your references?

President Spuds—I have good references from the last two boys who were here. If you will excuse me one minute I will get them.

Johnny Uptodate (stamping his foot impatiently)—Why hain't you got them here? Do you want to keep me waitin' a couple of lifetimes? You want to hurry up, Spuds.

President Spuds (who has returned within ten seconds)—Here they are. I hope they will satisfy you.

Johnny Uptodate (lighting his cigarette)—We'll see about that. Ah, what does Eddy Hogan say? I know him. Eddy says, "I was associated with Mr. George Spuds, banker, for six weeks and I can recommend him in some respects. He is obedient, grateful, and seldom complains. We parted, not on account of any misconduct on his part, but because we could not agree about me and the typewriter-girl going to the matinee twice a week. Taken altogether, Spuds seems to be a well-meaning sort of man." That's not bad. But you oughtn't to kick about the matinee. If I take this place you will have to——

President Spuds (hastily)—All right. I won't object. I was wrong, I confess.

Johnny Uptodate—Betcherlife you were. Is the typewriter pretty?

President Spuds—I—believe—so.

Johnny Uptodate—You believe so? Don't you know? Well, I'll drop in and take a look at her this afternoon. In the meantime I'll look up these references, and if I find they're all right and the typewriter is to my taste I will take your propersition under consideration.—Judge.

IN A HURRY TO GET RICH.

A FEW years ago a young man connected with an institution became a defaulter. He was a gentleman by birth and breeding, though not wealthy. He was a man of correct habits ; he had no extravagant tastes, and he was what may be termed a manly fellow.

When asked why he was tempted to prove false to his trust, he hesitated to make reply, but finally confessed that his desire to make a large sum of money in a short time was the actuating motive which caused him to be dishonest.

He stated that the idea of taking money without replacing it never for a moment entered his head. He wanted wealth—he stole and he wrecked his life.

That the haste to become wealthy is the primary cause of nine-tenths of the defalcations, suspensions and misery which befall those who yield to this temptation is, no doubt, true.

If there could be a list made of men who have risen to rapid wealth by fortunate speculation—for legitimate wealth acquired through trade or cautious investment requires time—it would be apparent that the men who have floated on the top wave by a happy hit have almost invariably passed to obscurity and comparative poverty, even more quickly than they rose.

If, as it is claimed, happiness is one object of living, is it certain that large wealth means unalloyed felicity? The possession of wealth is a good thing. No one but a fool derides those who seek to make money legitimately ; but wealth, when suddenly obtained, rarely brings contentment. Hard-earned money, however, always will.

Men must be educated to the enjoyment of wealth. They cannot acquire the art of even spending money judiciously in a moment, or even the knowledge how to use wealth to their own advantage.

PACKING GOODS.

A hardware man thus writes Iron Age : The manner in which bolts are packed is indeed trying, and the usage they get in handling by the clerks and packers in jobbing houses puts them in excellent shape to make the retailer lose his religion. I believe the manufacturers will cheerfully respond to any reasonable demand for better packages ; in fact, there is a vast improvement to be noted in comparison with methods in existence ten years ago. A person who will can buy chisels, files and numerous other shelf goods put up in wooden boxes that are presentable and substantial. Bolts also are sometimes put up in a satisfactory manner. Some time since I bought some plow bolts from a western concern which were put up in heavy paper boxes with metal edges, and the boxes are still in good shape. A hardware stock, especially a retail stock, is a hard thing to make presentable at best, and I feel sure the retailer will show his appreciation of nice packages and that it will be to the advantage of manufacturers to use them.

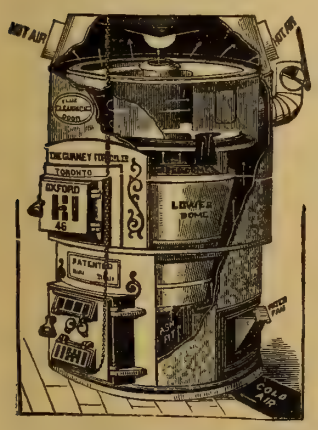
THE COMING RIFLE BALL.

The reduction of the calibre of guns is necessarily accompanied with a diminution in the weight of the projectile. The length of the latter, in fact, cannot exceed a certain limit, beyond which it would no longer have sufficient stability in its trajectory. It would, therefore, be of considerable interest to have at our disposal, for the manufacture of rifle balls, a metal of reasonable price and heavier than lead. One of the metals upon which hopes may be founded, remarks The Revue d'Armes Portatives et de Tir, is tungsten. This metal, which is almost as hard as steel, has a density varying from 17 to 19 3, say one and a half times that of lead. By reason of such qualities balls of tungsten, of equal dimensions, possess a power of penetration much greater than that of lead. Thus, a tungsten ball penetrates a steel plate 3 inches in thickness at a distance of 650 yards, while a similar one of lead penetrates a 2¾ inch plate at 325 yards only. The present obstacle to the use of tungsten is its relatively high price, but there are indications that it will soon be lowered to reasonable figures.

OXFORD WARM AIR FURNACES

TRIED AND TESTED. NEVER HAS ONE FAILED.

FOR COAL. **ARE THE MOST MODERN FURNACES IN THE MARKET.** FOR WOOD.

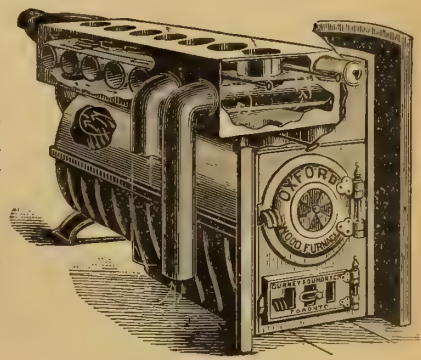


Coal Furnaces

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome, which heat quicker than Cast Iron.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

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THE GURNEY FOUNDRY CO. LTD., TORONTO ONT. THE GURNEY-MASSEY CO. LTD., MONTREAL QUE.

NICKEL AND ITS PROPERTIES.

NICKEL has similar physical properties to those of iron and copper, says Kuhlow's. It is less malleable and ductile than iron, and less malleable and more ductile than copper. It alloys with these metals in all proportions. It has nearly the same specific gravity as copper, and is slightly heavier than iron. It melts at a temperature of about 2,900 deg. to 3,200 deg. Fahr. A small percentage of carbon in metallic nickel lowers its melting point perceptibly. Nickel is harder than either iron or copper; is magnetic, but will not take a temper. It has a greyish-white color, takes a fine polish, and may be rolled easily into thin plates or drawn into wire. It is unappreciably affected by atmospheric action, or by salt water. Commercial nickel is from 98 to 99 per cent. pure. The impurities are iron, copper, silica, sulphur, arsenic, carbon, and (in some nickel) a kernel of unreduced oxide. It is not difficult to cast, and acts like some iron in being cold-short. Cast bars are likely to be porous or spongy, but, after hammering or rolling, are compact and tough. A piece of pure nickel rolled plate (A) and an untreated cast bar of nickel (B) were submitted to physical test by the writer, at the works of the Carbon Iron Co., Pittsburgh, Pa., with the following results:

Cross section	Length between fillets	Ultimate strength per square inch	Reduction area of	Ultimate elongation
inches	inches	pounds	per cent.	per cent.
A—3.11 by 0.045	8	69,390	31.5	31.4
B—0.623	2	30,985	6.5	6.5

The following table shows the properties of the metal:

Material	Tensile strength per square inch	Elongation	Remarks
		p. c.	
Casting	85,000	12	
Wrought nickel	96,000	14	Wrought from 2 by 4 inches to ½ inch square
Wrought nickel, annealed	95,000	23	Wrought from 2 by 4 inches to ½ inch square
Rolled nickel	78,000	10	Very hard, because not annealed after rolling; rolled from 2 to ⅛ inch

These figures are an average of a number of tests. As there were flaws in several of the specimens, the results are lower than they otherwise would have been.

Nickel readily takes up carbon, and the porous nature of metal is undoubtedly due to occluded gases. According to Dr. Wedding, nickel may take up as much as 9 per cent. of carbon, which may exist either as amorphous or as graphite carbon, or in both conditions. The affinity which nickel shows for carbon is manifested in a striking manner in the Mond process of refining nickel.

Dr. Fleitmann, of Germany, first discovered that the use of a small quantity of pure magnesium would free nickel from occluded gases and give a metal capable of being drawn or rolled perfectly free from blow-holes. Magnesium in nickel, like manganese in steel, acts as a purifying agent, and it improves the ductility and malleability of nickel to such an extent that the metal may be rolled into thin sheets 3 feet in width. Aluminum or manganese may be used equally as well as a purifying agent; but either, if used in excess, serves to make the nickel very much harder.

GRAIN AND THE BICYCLE.

It is useless to speculate on the ultimate affect of the bicycle on commerce if the statement contained in the sober market review of a St. Louis daily be true. Lake shipment of grain from Chicago dropped last week to the lowest point known in years, according to The Republic, and the owners of vessels ascribe the fact to the bicycle and the trolley. They claim that these two methods of locomotion have driven the horse out of profitable employment to so great an extent that only a part of the food once demanded for his sustenance is now needed, and that consequently there is no longer a market in the east for the oat crop of the west.

WHAT IS THE COST OF GOODS?

This question is one of recognized importance and yet one to which many merchants give too little attention, as they are in the habit of considering the goods as costing the invoice price, with possibly freight added. The following letter, in which the subject is discussed by a correspondent of Iron Age, is deserving of careful consideration:

This subject should interest all hardware merchants. Within the observation of the writer it is the custom to add a certain per cent. to cover freight and drayage. Why stop after covering this element of loss when there are other equally as important factors in determining the actual cost of goods? Clerk hire, insurance, taxes, rent, interest, heating, light and sundry other expenses must be covered before there is any profit to gladden the heart of the merchant at his annual inventory.

The intention, no doubt, is to add a sufficient margin to the marked cost to cover these expenses. Herein we think is the great mistake. If only the freight and drayage are added to the wholesale price, any addition made to constitute a profit is partly used up by the expenses of doing business. We think the cost can be determined by observing for several years the relation or ratio between the volume of business and gross expenses of every character incurred in transacting the same. Perchance there might be an unusually good year in which 50 per cent. more sales might be made with small additional expense. That would be good luck, but again there are the "off years" which must be taken into account.

If it was the general custom among merchants, in marking the cost price of their goods, to add enough to the wholesale price to constitute a safe cost price which would include all the elements which go to make up the cost, competition would not be ruinous. No level headed merchant desires to sell below cost, but may frequently wonder why, after a fairly good year's business, the closing of the ledger reveals a loss or diminutive profit.

The firm of which the writer is a member, have used for several years a system of marking cost price on goods which, if the topic is interesting to the trade, we may write up in a future issue.

BIKES TO BE LIGHTER AND DEARER NEXT YEAR.

According to Stoves and Hardware Reporter bicycle manufacturers are preparing even now for next year's business, despite the fact that they are running on full time in order to keep up with the present demand, and several new models have been brought out, although not yet offered for sale. If these new models are a type, next years wheels will be considerably lighter than those now in use. This means a reduction in strength in most cases, and is regarded as an unnecessary sacrifice by the distributing houses, inasmuch as the present weights are considered to be a practical minimum where general utility is desired. Even racing wheels are believed to be light enough now, and a further lessening undesirable

There is a current rumor to the effect that prices on wheels will be somewhat higher next year. That is, the list prices will be raised, but the discounts to the retail trade will remain about the same as now, while the riders will be obliged to pay more for their mounts than is now the case. This will be done, so it is said, on account of the remarkable increase in demand and the probability that it will be largely augmented next year. It might be said that the raising in price would interfere with the sale, but this is not regarded as likely, because of the fact that the dealers will receive a fresh encouragement to push the wheels, and through the additional circumstance that their use has become so general as to justify the belief that any reasonable price will not be too high for the average rider.

THE DEMAND FOR CHEAP GOODS.

A New Englander thus writes a contemporary: "The two features which are standing out most prominently in business, as we see it at present, are indifference to quality and demand for lower prices. It is not now a question of 'are your goods right? Will they endure and render good service?' but, on the other hand, it is all summed up in this, 'are your goods cheap? If so, we want them,' and regardless of how cheap they were a year ago, it is insisted that they shall be sold for less now. This feature in business has reached a point where, if a customer requires but half a gross or a few pounds of an article, he writes before ordering for quotations and requests prices. It means a great deal of correspondence and clerical activity, oftentimes without producing any practical result."

OPENING FOR TRADE IN B.C.

CLIVE PHILLIPS-WOLLEY, of Victoria, B.C., contributes to the last number of The British Trade Journal an article on the possibilities of trade in that province He says that "the exports of British Columbia are principally minerals, fish, lumber and furs, although it is asserted that the last census shows that she is the largest manufacturing province in the Dominion in proportion to her population. According to the British Columbia Board of Trade report for 1894, the total value of our exports for the year ending June, 1894, was $7,843,958, of which seven millions were pretty evenly divided between the mines and the fisheries."

After noting that the imports of the province for the same year were $1,308,631, the writer continues: "Speaking broadly, the coarser qualities of goods are imported into British Columbia from Eastern Canada; the higher grades still come from England. Groceries come to us from Eastern Canada or the States; wines from France or California; crockery from England, and glass from Germany."

The finer qualities of dry goods come from England. Fine machinery comes from the United States, shipping machinery from Scotland, and agricultural implements from Eastern Canada.

Mr. Phillips-Wolley draws particular attention to the fact that British Columbia will not be satisfied with anything but the best of materials, and warns English manufacturers that unless they are very careful in catering to this market they will be outdone by Eastern Canadian, American and German producers in various lines.

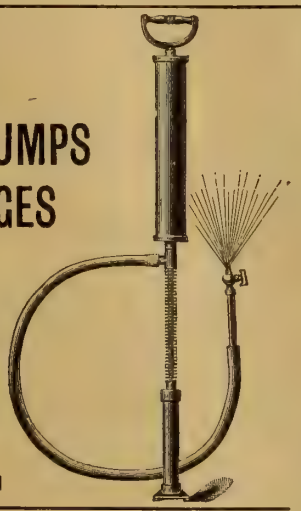
He shows what immense opportunities are given to general traders to double and treble their capital in outlying mining and lumber regions, and concludes in these words:

"What is true of this country as a field for business enterprises should be more emphatically true of that Great Beyond now about to be opened to the English trader in the districts traversed by the Trans-Siberian Railway. But it seems hardly worth while to write of it. France truly thinks it worth while to send her commissioner from Lyons to spy out the land; but the greatest trader of the world knows very little of her own Northwest; why, then, should she trouble to look beyond?"

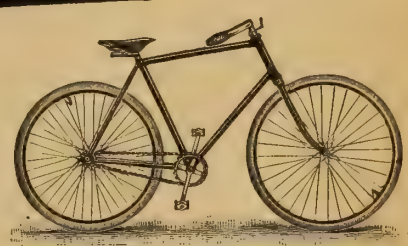
PUDDLING DIRECT METAL.

An interesting note concerning the puddling of hot iron run directly from the blast furnace is contained in a recent issue of The London Iron and Coal Trades Review: It is natural that interest should be excited in the recent attempts made in Belgium to puddle iron direct from the blast furnace. It s now announced that the works for puddling pig iron run direct, put up at Hourpes, in the Centre district of Belgium, by Messrs. Bonehill, are quite finished, and 100 tons of molten pig—the whole out-turn of the blast furnace—can be made into finished iron with the aid of the new process. Doubts have been expressed as to the feasibility and economy of this method, but it is said that the results obtained have exceeded expectations. It was thought that the sole of the furnace would not be able to stand the enormous heat given out by the incandescent pig, which is never allowed to cool down, but it is stated that repairs have not yet been found necessary to a single sole. The pig iron running from the blast furnace is received in a closed reservoir holding 35 tons, where it is maintained in a molten state by the combustion of gas from producers; and foundry ladles holding half a ton or a little more, convey the charges to the puddling furnaces, which are fired by gas from producers attached to them. The operation is finished in about three-quarters of an hour, or half the usual time; and the waste in the furnace is comprised between 6 and 7 per cent., the coal consumption being reduced to one-quarter that with the ordinary method. Common qualities of pig are said to yield an excellent finished iron; and, including the economy of labor, the money saving effected by the new process is put, by The Organ Industrielle, of Liege, at 10s. per ton of puddle bars produced. We must not, however, take all for granted at the outset, although the process appears to have some promise.

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BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

E. HARRISON, furniture and undertaking, Strathroy, Ont., has assigned in trust to Elliott Traver.

F. O. Landon, tinsmith, Oxford Mills, has closed up.

James W. Inglis, carriage maker, Wingham, Ont., has assigned to Richard Vanstone.

There is a demand of assignment in the case of J. Ange, general store, St. Philomene, Que.

O. Jobin has been appointed curator of the general store of Pednault & Tremblay, Chicoutimi.

A statement of the affairs of Ernest Dionne, general store, St. Paschal, Que., is being prepared.

Frs. X. Mercier, lumber, Quebec, Que., has assigned. Geo. Darbeau has been appointed provisional guardian.

PARTNERSHIPS FORMED AND DISSOLVED.

The Oliver Typewriter Co., of Toronto, (Ltd), has obtained a charter.

John Gall and Willard L. Smith have entered into partnership as Gall & Smith, as agricultural implement dealers, at Bedford, Que.

Geo. D. Burton, of Boston, Mass.; Wm. J. Morrison, J. R. Code, and W. A. Johnson, all of Toronto, and W. P. Hartshorn, of Penn Yan, N.Y., are applying for incorporation as "The Canadian Electric Forging and Smelting Company, (Limited)," with headquarters at Toronto, and a proposed capital of $500,000.

Lewis K. McLaurin, Alanson E. Schryer, Wilber Reuben Hitchcock, Milo J. Hitchcock and H. T. Sayers have applied for letters patent as "The Ottawa Novelty Co., Ltd.," to manufacture, sell and generally deal in lamps, electroliers, picture frames and like articles, composed wholly or in part of steel, copper, brass, nickel, aluminum and mica. Ten thousand dollars is the company's nominal capital.

W. G. Bronson, Chas. Magee, Denis Murphy, Edward Seybold, Jas. A. Seybold, G. B. Pattee, Newall Bate, David McLaren, Robt. W. Cox, C. A. Douglas, W. D. Hogg, Geo. Logan, J. R. Allan, N. C. Sparks, all of Ottawa, and Robt. Reid, of Hintonburgh, Ont., are applying for incorporation as "C. Ross & Company, of Ottawa, (Ltd.)," with a proposed capital of $250,000 to "purchase, manufacture and sell goods, wares and merchandise generally."

SALES MADE AND PENDING.

A. Heath, furniture, Albernie, B.C., is offering to sell out.

J. Bergen, lumber, Plum Coulee, Man., has sold out to Wagner Bros.

Wheeler Bros., millers, Meadowvale, Ont., advertise their mills for sale.

The hardware stock of W. J. Pulford & Co., Winnipeg, has been re-sold to W. J. Craig.

The stock of A. W. Presley, general store, Chilliwack, B.C., has been sold to S. A. Cawley.

The effects of the B. C. Pottery and Terra Cotta Co., Victoria, B.C., have been sold by the liquidator.

The general store assets of Pierre Trepannier, Louiseville, Que., are to be sold by auction on July 29.

Carlin & Lake, general stores, Golden and Field, B.C., have sold their Field business to Carlin & Wyckoff, Shuswap.

CHANGES.

E. B. Caverley has quit the general store business at Renfrew, Ont.

A. Amable, general store, Avonmore, Ont., has removed to Ottawa.

Vincent Church, harness, Clayton, Ont., has removed to White Lake.

James Murray, foundryman, Newcastle, N.B., is advertising business for sale.

Olheiser & Hergott, carriages, Teeswater, Ont., have been succeeded by A. Rivers.

Josephat Filion has been registered proprietor of the Montreal Washboard and Shovel Co.

DesNeiges Dumont, wife of James Charette, has been registered proprietress of Charette & Co., general store, St. Marie de Blandford, Que.

FIRES.

W. T. Petrie's lumber and grist mills, at Holstein, Ont., have been destroyed at a loss of $15,000.

DEATHS.

Benjamin Goyer, tanner, Cote Des Neiges, Que., is dead.

James Shaver, tanner, Avonmore, Ont., is dead, and the business is in liquidation.

MORE WORK IN SHORTER TIME.

We know a manufacturer, says The Boston Transcript, employing 700 operatives, who is busy with experiments to determine the productive unit of a working day in the hope of being able to diminish the number of the hours in that day. His idea is to ascertain a fair day's product, and then to help his employes to fewer hours of labor by requiring from them only that product, turned out as it may be in fewer hours than at present. If nine hours of fresher and more buoyant labor will turn out the same product as ten hours of more jaded labor, he can afford to pay and is disposed to pay the same wages for the former as for the latter. His operatives, he believes, by reason of this incentive of more leisure for recreation, will do swifter and better work while they are employed, and the shorter working day will be a boon to them, while it will inflict no loss upon him.

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ENAMELLED WARE ALL RIGHT.

Editor HARDWARE: On the night of the 12th inst. we had a fire in one of our enamelling shops. To the casual reader of a report like this the conclusion would be that we would be hampered in our output of enamel ware for some time to come. This is not the case, and I would like you to inform the trade, through your widely read journal, that "this fire occurred in a fireproof building." Wooden partitions and windows were burnt out and considerable dirt made. We had carpenters to work the first thing next morning, and everything is going in full swing as before.

Yours faithfully,

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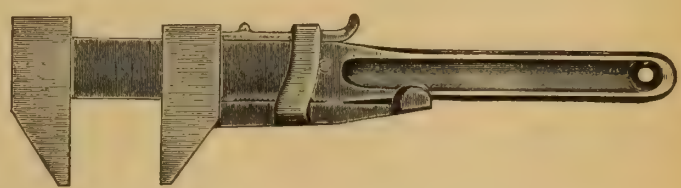
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PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TRADE in Toronto is generally quiet owing to so many people being away holidaying. Outside business, however, is moving along briskly, several ton lots of lead pipe alone having gone out during the past week. St. Thomas, Ont., has quite a land boom on, and plumbers and builders are doing more this season than in many years before. A lot of stores and dwelling houses are being erected in the Railway City.

* * *

ADVANCES EXPECTED.

Another advance in wrought iron pipe is looked for, and the first of next week will undoubtedly see an increase of 5 per cent. over present prices.

We have it on excellent authority that before the first of the year malleable fittings will have advanced from 15 to 20 per cent. above present figures; and it is said that cast iron fittings will move at the same ratio.

* * *

NEW LISTS.

New lists and new classifications are being arranged by American manufacturers, which will greatly simplify the quotations on iron and brass goods.

* * *

A POPULAR TAP.

Hyde's patent taps, with self-closing, high-pressure cocks, are capturing the market. They are being used in all Government schools and public buildings generally.

* * *

NOTES OF CONTRACTS.

The Cornwall, Ont., Council has given notice that it is proposed to construct a nine-inch tile sewer on Amelia street, at a cost of $1,506.

Keith & Fitzsimons have been awarded the contracts for plumbing in several of the Toronto public school buildings which are being enlarged.

The contract for the heating and ventilation of the new Wesley building, Winnipeg, has been awarded to Plaxton Bros., of that city.

Power & Son, of Kingston, are receiving tenders for the heating of and alterations to the Orange hall in that city.

C. H. Wheeler, architect, Winnipeg, will receive tenders for the heating and plumbing of two new school buildings to be erected there.

The experts appointed to report on the sanitary condition of the Montreal city hall, have submitted the following estimates for the required improvements: Drainage in sub-basement, $1,263; plumbing fixtures, $3,214; tile and marble work, $3,655; new copper water pipe, $1,912; ventilating fan, $500; labor for plumbing, $4,500; concrete in basement, $2,000; excavation and new hardwood floors, $3,646; tiled floors in corridors, $12,514; ventilation, $20,000.

Montreal will build two schools to cost $130,000. Tenders for heating and plumbing will soon be called for, it is expected.

Philip Jamieson and the Cobban Manufacturing Co. are about to erect new buildings in Toronto. Tenders for different parts of the work will be called for.

Bird & Co. have secured the contract for the plumbing of two Separate schools to be built in Toronto. The Smead-Dowd Co were awarded the heating contracts.

* * *

Some tradesmen, through an unfortunate want of tact, have a habit of offending customers; but it is not often one hears of such blundering as that committed by a Birmingham plumber, says Ironmonger. He had been employed by a builder to do certain plumbing at a house, and when a new cistern was required the occupier engaged the plumber to supply one. This was done, and a week or so afterwards the inmates were awakened one morning shortly after six o'clock by a loud knocking at the front door. The head of the household got up and went to ascertain who the early caller was, and found it was the plumber's apprentice, who said, "Master wants to make his bill out, and he's forgotten your name!" Well, the gentleman has paid the account, and the plumber has lost a customer, which is not surprising under the circumstances. It shows how careful tradesmen should be in sending messengers. I daresay the explanation in this case is that the apprentice was told to call as he went home, and, having forgotten, called as he went to work, to avoid being reprimanded.

* * *

STEAM GAUGES.

What is a steam gauge? asks W. H. Wakeman, in The Wood Worker, and he answers the question himself. He says it is an instrument for indicating the number of pounds there are in a steam boiler. But what is a pound of steam? How many of the readers of this paper have reasoned it out to a finish, although the gauge may be almost as familiar to them as the house clock? Does it represent pounds in weight, the same as we would weigh sugar and tea, or does it refer to some other system of graduation? It is one of the objects of this article to give some light on the subject to those who have never given the matter consideration.

If you weigh out a pound of cold water, take it, and by applying heat, evaporate it into steam, it is simply changed into a pound of steam; but it is a pound just the same as it was before. When we go out to the butcher's wagon and buy five or ten pounds of meat, or to the fish peddler's wagon for some fish, we note that they take what we call a "spring balance," and weigh out what we want. We suppose that this is called a spring balance, because if we take a piece of meat that weighs ten pounds by it, and put it on one end of say a piece of flat iron which is just evenly balanced over a knife-edged bearing at the centre, and then put ten pounds of iron the other end, one would just balance the other, provided they were just the same distance from the centre bearing. Now the steam gauge is simply a "spring balance," although the springs in the two instruments are very different in their design and construction; but that does not enter into the subject at this time.

If we take a tin box which is just one inch square and a little less than 28 inches high and fill it with water, we find that it weighs a pound. If we lengthen out this box until it is 3,722 feet long and could apply a spirit lamp to the bottom of it until all the water was turned into steam, we should find that our box is just full of steam, and that it still weighs one pound. If we had more water the height would be greater in proportion assuming that all of the steam is of the same density. If we attach a steam gauge to the bottom of the tin box when the water is about 28 inches high it will indicate one pound, and when it is turned into steam it will indicate the same. We trust that this illustration makes it plain that, to a certain extent, the steam gauge and the spring balance are the same; but, owing to the nature of water, the pressure it exerts is measured by the height, regardless of the size of the column.

Returning now to our experiment let us suppose that our box is strong enough to withstand pressure, and instead of leaving it open at the top we put in a slide which is tight when closed, and locate it at a height of 1938 feet. We next put one pound of water in it, as before, which stands 28 inches high, and attach our steam gauge. The lamp is lighted and evaporation commences. When all of the air has been driven out we close the slide and continue to apply heat until all the water is evaporated, when we discover that the steam gauge pointer stands at 15 pounds. We will now empty our box and then put one pound of water in it as before. This time we will locate our slide at a height of 817 feet, and when all of the water is evaporated the gauge will indicate 60 pounds. By this we see that if the same amount of steam is crowded into a smaller place the pressure will be greater.

Let us repeat the last experiment, except that we will put in two pounds of water instead of one, and when it is all evaporated we shall have a good deal more than 60 pounds pressure. By this we see that if we crowd more steam into a given space, the

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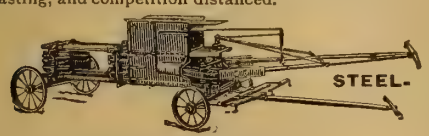
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pressure is increased. This is what we do when we get up steam in our boilers, for there is a certain space above the water that we have to fill with steam, and the more we crowd into it the greater will be the pressure.

Without going into the details of the construction of the internal parts of these gauges, I wish to say they are not intended to be subjected first to heat and then to cold, consequently they are connected so as to have water stand in the pipe between them and the steam; and while a way is sometimes provided for drawing off this water and blowing out the sediment that has collected, still the cock next to the gauge should be closed while doing this, and it should be kept shut until the pipe has cooled off again and water collected in it to protect the gauge from the heat of the steam.

Now, while it is a good plan to have cold water stand in this pipe, yet it is a very poor one to have it get too cold, for if even a small piece of ice forms here it may stop up the passage, and while the pointer indicates some pressure, it may be far below what really exists in the boiler; doubtless some boilers have been wrecked in this way. The first boiler I ever had any experience with was of the locomotive type and was in an exposed place. The steam gauge was close to the dome and the pet-cock below the gauge was over the barrel of the boiler, yet on cold days the drops of water that leaked out of this pet-cock (for all of them leak) formed an icicle, while there was 70 pounds of steam on the boiler. This is a danger to be guarded against, but there is also another way that practically the same thing will happen regardless of what the weather is, for the pipe will sometimes fill up with sediment and so prevent the pointer from indicating the correct pressure. This usually occurs at a point where the pipe begins to feel warm to the hand, for the heat bakes the impurities in the water to a hard mass, and so the obstruction is formed.

It must be apparent to even the most usual casual observer that when the pointer moves from any cause, there is some movement of the machinery within, and it naturally follows that the more this is moved the more it will wear; consequently, if the gauge is connected to the steam pipe of an automatic engine, and every time the valves cut off the steam the pointer vibrates excessively, do not allow it to do so day after day, but close the valve in the pipe until the pointer barely moves, thus showing that the gauge gets the full pressure, and the instrument will last much longer.

THE AXE DUTY.

HARDWARE AND METAL is responsible for the rumor that Messrs. Chaplin and Hawthorne, of the scythe and axe combination, have been in Ottawa interviewing the Government, and that, in consequence, a circular is to be issued fixing arbitrary values at which axes must be rated for duty by importers. Controller Wallace is said to have been interviewed in the matter, and declined to make any statement except that the department had the matter under consideration. Should such a circular be issued, the Government will show itself shameless in its subserviency to the manufacturers.—Montreal Herald.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St.
MONTREAL



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, July 26, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

	Per box.	
M.L.S., equal to Bradley.		
I.C., usual sizes	$5 25	
I.X., "	6 50	
I.X.X., "	7 75	
J. R. & Co.—		
I.C	5 25	
I.X	6 50	
I.X.Xl	7 70	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price,
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, 37½ p.c.; ½ to 2 in., 65 and 10
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11	0 11¼
Lake Superior	0 11	0 11¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅛	0 03¼
Domestic, per lb	....	0 02¾
Bar, 1 lb.	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 50	
No. 1 do	4 00	
No. 2 do	3 75	
No. 3 do	3 50	
Brandram Bros'. Genuine	6 00	
" " Decorative	5 75	
" " No. 1	5 10	

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	....	1 00
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 80	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 25	1 90
Canadian Oxides, per cwt	1 25	1 90
Paris Green, per lb	0 22	0 22
" " 100 lb. drums	0 18	0 18
Burnt Sienna, pure, per lb	....	0 08½
" Umber, " "	....	0 05
do. pure	....	0 08
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 12
" " lemon pure, 8 lb. tins, per lb	....	0 19
Chrome Greens, pure, per lb	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	1 95	2 05
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 25

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 57
Boiled, per gal	....	0 60

Turpentine.

(In bbls.)

5-Barrel lots	....	0 44
1 " "	....	0 45

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 09¼	0 09½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 and 10 p. c. off new list.
Tire, dis., 60 and 10 per cent.
Stove, dis., 60 and 10 per cent.
Elevator, dis., 35 to 40 per cent.
Machine, dis., 60 and 5 p.c. off new list.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 to 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03
Per doz. set.
Screw. Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   - Basis—50 to 60 dy..... 2 10
   - 40 dy..... 2 15
   - 30 dy..... 2 20
   - 20, 16, and 12 dy..... 2 25
   - 10 dy..... 2 30
   - 8 and 9 dy..... 2 35
   - 6 and 7 dy..... 2 50
2. American pattern only—
   - From 4 to 5 dy..... 2 60
   - 3 dy (lath)..... 3 0
3. Canada pattern only—
   - From 4 to 5 dy..... 2 60
   - 3 dy (lath)..... 3 10
   - 3 dy, A.P. fine..... 3 70
   - Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75 and 5 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per 100 lbs..... 0 01¾ 0 01⅞
Tins, lbs..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03¼
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	00 8¼
¼, 5-16, ⅜ in.....	6	00 8¾
Cotton		11 12
Russia Deep Sea		12¾ 13½
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen..... 0 40 0 70
"Empire," McMillan & Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz..... 0 00 7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 0 00 9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
Acme 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03 0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb..... 0 25 0 50
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... .... 3 50 5 00
Grind. per ton..... 15 00 18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.
Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb..... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55
Binding, Blue Ribbon..... 0 06¾ 0 07¼
" Red Cap..... 0 06½ 0 06½
" Prison..... ..... 0 00
Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 0 03
Galvanized, 4 barb, 4 and 6 inches apart 0 03
Galvanized, plain twist, all delv'd.... 0 03
"Lock Barb," 4 point..... 2 87½
" Glidden, 2 point 2 87½
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 04½
Steel Staples 0 03 0 03¼
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25

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WITH INTERCHANGEABLE BLADES.

The Best, Most Reliable, Easiest and Cheapest High-Class Razor in the World.

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Essex Handle and Wood-Turning Works



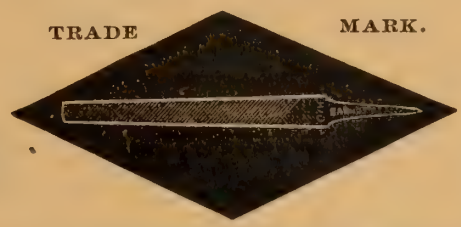
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Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
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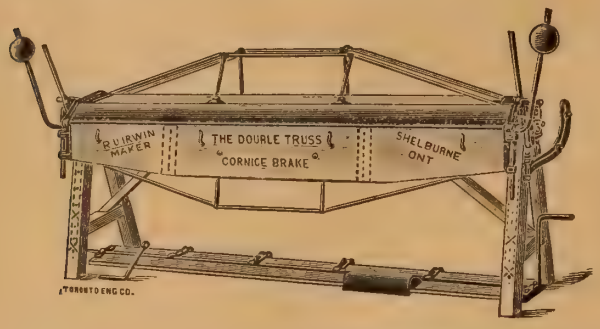
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Cornice Brakes FOR 1895



THE above cut illustrates the New Double Truss Cornice Brake and Beader attachment, manufactured by R. U. Irwin, of Shelburne, Ont. It has been greatly improved throughout. The ends of the leaves are enclosed in a malleable iron casting driven on firmly, to which the iron stay rods are secured, greatly adding to its strength, and preventing any liability of warping or twisting. The clamping device is simple yet powerful, and is very easily operated from either end by one person. The maker states it will bend 20 gauge iron, or lighter, straight and true its entire length.

The Beading attachment will be highly appreciated, as nearly every tinner knows the round bead trough is much stronger than the square bead, as heretofore they had no convenient way of forming it. There will be special inducements offered for the next thirty days, in order to get them introduced. All enquiries will be cheerfully answered by corresponding with the sole agents:

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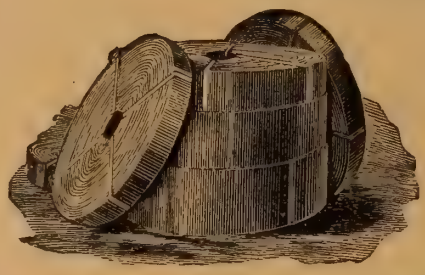
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Until the rush in height of season prevents prompt shipment.



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"RED STRIP" Extra heavy.
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Hard Rubber Suction, Spiral Suction, etc., etc.

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61-63 FRONT STREET W. - - TORONTO.

Axes

Montana	Mann's Polished, Bevelled.
Black Prince	" Hand Made
Model	" Phantom, Plain and Bevelled.

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Paris Green
Guaranteed Government Standard.

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HARDWARE

AND METAL MERCHANT

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

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TRADE MARK.

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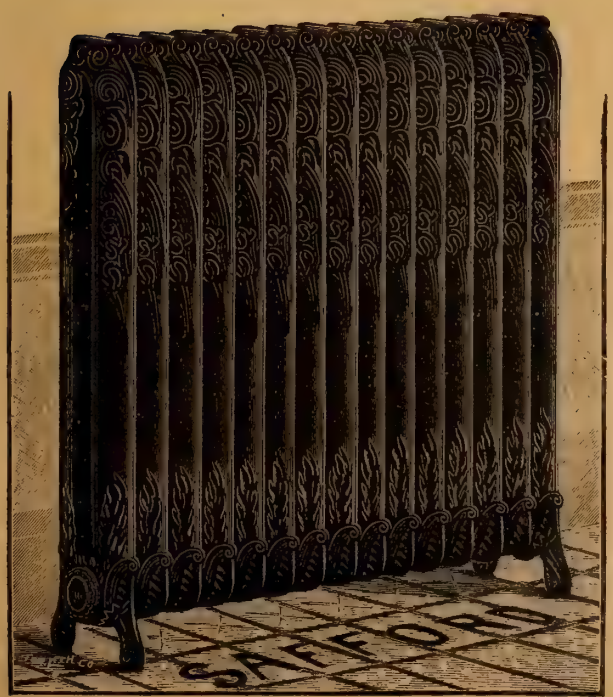
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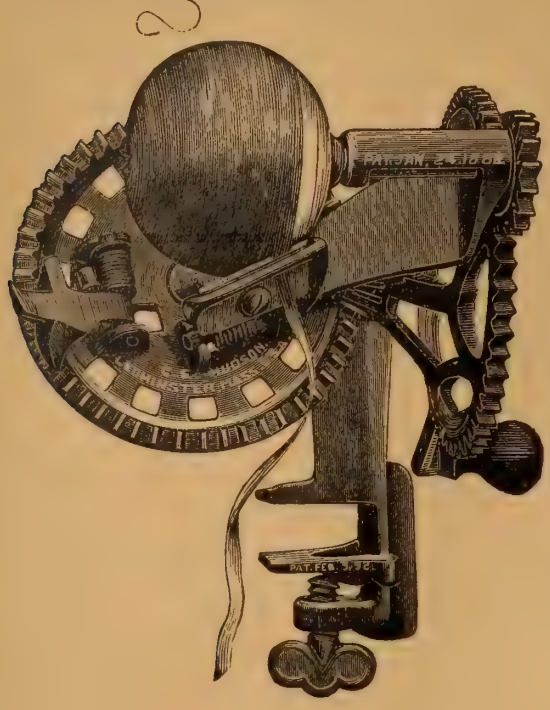
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Positively the only Radiator on this Continent that will stand any and every test.

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Genuine "Hudson" Rocking Table



APPLE PARER

WITH PUSH OFF

This machine is so arranged that parings and juice cannot fall upon it. It is provided with

IMPROVED CLAMPING DEVICE

so that the table will not be jammed. It is **stronger, more durable,** has **less gears** and **working parts, will pare closer to the fork, keep cleaner, do better work and more of it** than any machine on the market.

RICE LEWIS & SON, Ltd.

Cor. King and Victoria Streets **Toronto**

Copper Tea Kettles

WITH BOOTH'S PATENT HANDLE



Heaviest, Strongest and Best Kettle Made

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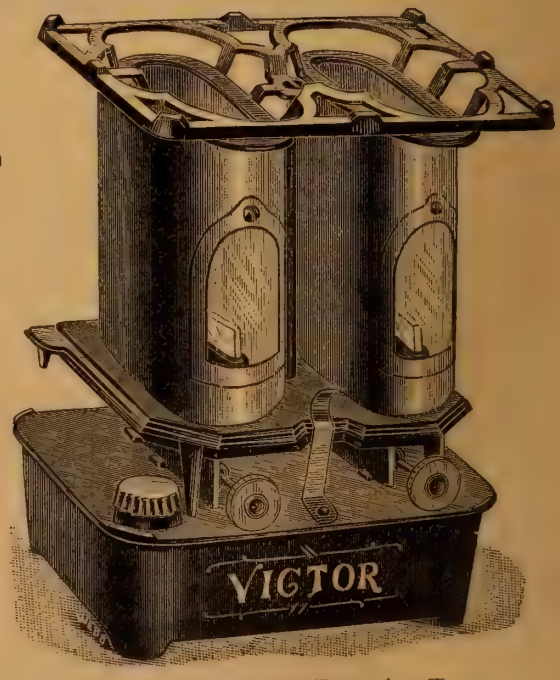
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Victor

Iron Bottom.

Daisy

Tin Bottom.

One, two and three Burners, Ovens and Extension Tops.
Finish first-class. No smoke, no smell, but lots of heat

Kemp Manufacturing Company

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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R. Hargreaves, Manager.
John Cameron, General Subscription Agent.

ANOTHER MOVEMENT TO FIX THE PRICE OF GLASS.

AS noted in HARDWARE AND METAL a few weeks ago, the movement to establish a uniform basis of prices on window glass among the wholesale dealers in the Dominion failed of its purpose.

Now, since last week's sharp advance in Belgium, a movement has been set on foot among the dealers in Toronto to establish locally what failed of its purpose in the broader sense.

What the final outcome will be, of course the future only will determine. At present the prospect, viewing it from the standpoint of the promoters, is not of the brightest. In the meantime, however, prices have advanced all round about 5c. per first break, but it was by the independent action of the jobbers and not as a result of any preconcerted movement.

As far as the present situation is concerned, it is bullish, and although further advances shortly are likely, yet they are not certain.

Stocks in Toronto are, on the whole, just fair as far as size and assortment are concerned; although at least one house claims to possess an unusually large and complete stock, while some wholesale firms, on the other hand, have been depending upon their fellow jobbers to complete orders.

At the present jobbing price of $1.15 to $1.20, first break, the jobbers are realizing a fairly good profit; but as the laid down price for orders placed in Belgium would be in the neighborhood of the jobbing figures now obtaining, it is natural to expect that quotations at least a few months hence will be higher than they are to-day. In the meantime, however, there is no telling what may eventuate. When the fall trade begins the test may be expected.

As far as HARDWARE AND METAL has been able to learn, only a very small proportion of the jobbing trade had placed import orders prior to the recent advance.

Of course, if this is so, it materially strengthens the probability of a further appreciation of the wholesale price in this country.

TIN PLATES.

A CABLE announces an advance of from 10 to 12½ per cent. in the wages of Welsh tin-platers. When British exchanges come to hand it will probably be found that it is rather a restoration of the old list, which has been a matter of dispute for some weeks between the tin-platers and masters.

The wage list in dispute was what is known as the 1874 list, and the cause of the trouble was the attempt of the masters to reduce by 12½ per cent. the wages prescribed in that list. Against this the tin-platers struck.

The primary motive the masters appear to have had in view in trying to reduce the rate of wages was to enable them to compete on more favorable terms in the United States markets with home makers, and thus at least prevent their trade with that country from declining further.

The dicision to reduce the wages of the workmen was by no means unanimous. Sir John Jenkins, for instance, who was once a tin-plater himself, publicly declared against the proposition. "It was to our advantage to work as cheaply as possible," he declared, "but economy could be secured in other ways than by reducing the wages of the men."

The work of making tin plates is laborious and arduous, and those who engage in the work are short-lived.

The men have made a strong fight throughout, and master after master has dropped the idea of making the reduction, and allowed the employes to resume work on the old terms. Now, according to the cable, the attempt to make the reduction has been abandoned all round.

Some of our English exchanges to hand, seeing the turn affairs were taking, regret the stand the men have taken. "A little longer respite would have helped the trade as a whole and left the workmen better off, when we consider the loss of wages due to the strike," remarks one journal.

Although the exports to the United States for the first six months of the year were in excess of those for the same period in 1894, yet it is patent to the makers in Wales that they are gradually but surely being supplanted in that market by the domestic manufacturers, and it is no wonder the realization of that fact is causing the Welsh masters concern. Upon the United States market they have been almost entirely dependent for their export orders. Of the total quantity of tin plates they have exported this year, some two-thirds went to the United States.

Overlooking for the time being the development of the tin plate industry in the United States as a menace to the tin plate export trade of Wales, the result of the export trade of the first six months of the year should be a matter for congratulation. During this period the total exports aggregated in quantity 16,000 tons more than in 1894, and in value £75,000 more.

While the quantity sent to the United States was 8,000 tons more than in 1893, the gratification that these figures give is much allayed when the fact is considered that the total shipments of the past six months are no less than 52,000 tons less than in 1892. Other countries which have during the past six months taken more Welsh tin plate than during the same time in 1894 are Russia, Germany, France, Portugal, Brazil and India. Canada appears to have taken less.

NEW RETAIL VENTURE IN MONTREAL.

THE complete department store, which, up to very recently, was a stranger to Montreal, has made its appearance. The Messrs. Morgan, in their palatial establishment on St. Catherine street, were the first to emulate the example of the famous Macy. They now supply everything from dry goods to household hardware.

The other week another recruit to the ranks was the firm of H. & N. E. Hamilton, of St. James street. This firm occupies the old colonial warehouse at the corner of Victoria square, and proposes to go extensively into the retail hardware trade. It ad-

vertises a regular bargain day on every Fridry when staple articles of household hardware will be supplied at bargain prices.

As the Messrs. Hamilton occupy a prominent site between the two depots, where the country customer can be caught, the innovation is not pleasant to the regular retail hardware dealers whose places of business are mostly situated down town.

They acknowledge that it will cut into a certain class of their trade, but proprietors of several of the larger stores said they did not intend to meet the competition by answering cuts.

No doubt, bargain days, etc., would draw away a certain percentage of their trade, but their methods of business could not be changed because of this fact. These department stores appeared to be the inevitable accompaniment of every large city, and Montreal was only falling into line with other large centres of population. If there were firms that could not stand the competition it could not be helped. As for the others, business competition even now was pretty keen, and no doubt they would manage to survive the new departure. One thing was certain, department stores could hardly cater successfully to the higher class of custom. Bargain lots in hardware would not always answer a buyer's purposes best.

CONSUMERS' CORDAGE.

One of the sub-committee appointed by the shareholders of the Consumers' Cordage Company (and himself a large shareholder), to enquire into the affairs of the concern, said Tuesday that when the shareholders of the company are called together the directors will have a satisfactory report to present, and that the affairs of the company are far from being as dark as was represented on the street and elsewhere a few weeks ago. The factory is working full time, and the sales are in excess of what the most sanguine anticipated. In fact, every pound made meets a ready sale

It will be remembered that three leading citizens were appointed to look into the affairs of the company in question and report thereon to a meeting of shareholders. These gentlemen have had frequent meetings, the whole concern has been probed to the bottom, and although it will not be presented just now, the directors will have a satisfactory showing to make, considering all that has been said and insinuated regarding the Consumers' Cordage Company. Considerable stock being held in the United States, it is understood that ideas have been exchanged between the Montreal gentlemen and those interested in the enterprise who reside in New York, with a view to certain changes which may be found necessary for the good of the company.

The orders for binder twine from Manitoba and the Northwest are remarkably heavy this season, and consequently the Cordage Company cannot help reaping a rich harvest.

A CAUSE FOR COMPLAINT.

CANADA has little cause these days to complain of her treatment at the hands of the Mother Country. In fact, it is rarely that we realize that we are not independent entirely of her. And the realization does not, as a rule, bring with it a feeling of resentment. This is because the cause of this realization is not objectionable. But now and then, at far distant intervals, we are made to feel that our freedom could be extended a little further without our tie to Great Britain being weakened in the slightest.

The country realized this a few weeks ago, when, at the request of the Imperial authorities, the Government of the Dominion introduced a bill, and which the House of Commons adopted, extending to all countries having favored nation treaties with Great Britain, and also to Great Britain and her colonies, the advantages granted to France under the treaty of 1893.

This means that a dozen or more purely foreign nations have the same right as France to send into Canada certain goods defined in the French treaty.

When the treaty was before the House of Commons last year for ratification, the Minister of Finance informed the members that the most favored treaty nations of Great Britain would enjoy the same privileges as France. The country at large, however, was in ignorance of his statement, while even the members of the House themselves do not appear to have heard his deliverance or realized that when they were according France certain advantages they were opening the way for the products of countries whose only claim was based on the ground that they had favored nation treaties with Great Britain. At any rate it was a surprised country and a surprised House that learned of the memorial of the British Government refusing to allow the Act until the House passed a bill recognizing the right of certain foreign countries and Great Britain and her colonies to participate in the advantages accorded France.

These are the favored nation clause nations that are now entitled to enjoy in Canada the same tariff concessions as France :

Argentine,	under treaty of		1825
Austria-Hungary,	under treaty of		1876
Belgium	"	"	1862
Bolivia	"	"	1840
Chili	"	"	1854
Columbia	"	"	1866
Costa Rica	"	"	1849
German Zollverein	"	"	1865
Muscat	"	"	1892
Russia	"	"	18 9
Salvador	"	"	1862
Sweden and Norway	"	"	1826
Uruguay	"	"	1885

The opinion obtains among some people that Spain is one of the favored treaty nations, but this idea is erroneous.

It was stated in the House of Commons during the recent session that these nations might also be entitled to whatever advantages may accrue from the French treaty :

Egypt,	under treaty of		1889
Montenegro	"	"	1882
Mexico	"	"	1888
Persia	"	"	1844
South Africa Republic,	under treaty of		1884
Venezuela		"	1825
Zanzibar		"	1886

Here, without counting Great Britain and her colonies, there are thirteen foreign countries that clearly are entitled to share with France what advantage there is to be got from a lower tariff, and seven whose right has yet to be determined. Taking Great Britian and her several colonies, we can easily add a score or more of countries, great and small, or some forty countries in all, who are entitled to send into Canada the same articles as France under a lower tariff. And, it is safe venturing, forty countries more than either the people of Canada or a great majority of their representatives in Parliament conceived of when the French treaty was before them for ratification.

But while there are some forty countries that are entitled to share the benefits of our lower tariff, it does not follow that they all will or can do so. If they are exporters of the articles enumerated in the French treaty, they can ; if they are not they are no better off in regard to trade with Canada than they were before. Probably not more than one third at the outside will derive any advantage.

It is not, however, a question of numbers as much as the principle that is involved. Canada is, in a general sense, independent. The strongest ties that bind her to the Mother Land are ties of sentiment. Nine-tenths of us, at any rate, are proud of being part and parcel of the British Empire. But at the same time it is upon ourselves and not upon Great Britain that we must depend for our national salvation. The time, therefore, has come—in fact, it came some years ago—when Canada should be no longer bound by the favored nation treaties which the Mother Land may from time to time make with foreign powers ; or at least, the Dominion should be first consulted as to whether or not she should be made a party to such instruments.

Canada is no longer a child ; it has developed into national manhood. And, having a partnership in the British Empire, it has a right to be consulted when agreements are being made which affect its interests.

In the making of nearly all the treaties that now bind Canada we were not consulted. The House of Commons and the Senate passed a joint resolution in 1891, calling upon the Imperial authorities to relieve us from the provisions of the favored nation treaties ; and the Colonial Conference, representing Canada, Australasia, Cape of Good Hope, etc., which met in Ottawa last year, adopted a similar resolution. The Boards of Trade throughout the country had previously delivered themselves to the same effect. It is time that an agitation was again inaugurated.

ADVANCES IN BOLTS, SCREWS, AND NUTS.

THE jobbing trade on Wednesday morning last had a regular surprise. It consisted of a circular from the manufacturers of carriage bolts, coach screws, machine bolts, and square and hexagon nuts, notifying them that prices on these articles had been advanced from 5 to 10 per cent.

It was only recently that values were marked up, so that this second jump was quite a surprise.

The new discount on carriage bolts is 60 per cent., instead of 60 and 10, an advance of 10 per cent. Coach screws have been marked up 5 per cent., the discount now being 65 and 5, instead of 70 and 5. A similar advance has been made on machine bolts, discounts being 55 and 5 per cent., instead of 60 and 5. Square and hexagon nuts are advanced to a material extent, the former being about equivalent to 3¾c. off the list and the latter 4c. off.

NO CHANGE IN CUT NAILS.

The Cut Nail Association met on Thursday to consider an advance in prices, but decided to take no action. It is generally understood that owing to the weakness in the American market the association was afraid to make any changes. They will meet again next month to discuss this and other matters.

WIRE NAIL SITUATION.

Jobbers are complaining a great deal just now regarding the condition of trade in wire nails.

Prior to the advance of some weeks ago jobbers, retailers, etc., were loaded up with wire nails. People were notified that the liberty had been taken of booking for them a certain number of kegs, which, of course, they could take or not, just as they chose, but as the anticipated advance took place most people, of course, chose to take the nails. Now everybody is filled up, and there is no demand, hence the disatisfaction. "It is not the way to do business," remarked one wholesaler.

HARDWARE AND METAL is credibly informed that at least some of the manufacturers are desirous of further advancing the price of wire nails, but the opinion of the jobbing trade, as far as we can gather, is against such a proposition.

HOW'S TRADE ?

By SCOTT MCKERROW.

I NOTICE The Globe has correspondents out, getting reports of crops and trade. Men of "note" have been asked their opinion in the matter, and, feeling that one may as well be dead as out of the fashion, I, too, have been asking the question this week. These are a few of the replies :

I had just got off the 'bus in Durham, and, turning to a traveler, said : "How's trade?" "Trade is pretty slim," said he, "when they chase it like that." Turning in the direction indicated, I saw two tinware and stove travelers hustling along for the upper town at a fast walk. One was tall and lanky ; the other short and fat. But, ye gods, didn't the little chap get a spurt on, to the dismay of the lanky drummer, who decided that walking was too slow, and started across the road on the run? "Shorty" was game, and soon headed the other off. By this time they reached the bottom of the hill. (It's a corker, too.) With us onlookers the excitement grew intense. The street presented a lively appearance, the storekeepers having come out to view the contest. Betting was even. The thin one felt one side of the street was too small for both, and, rushing to the opposite, shouted in a voice of thunder : "I'll race ye!" and between the puffs came the reply : "I'm your man." On, on, up the hill they rushed, the little fellow leading, with lanterns dangling and grips swinging, amidst the cheers of the spectators, till heat, lack of wind and bodily strength, overcame their ambition, and they walked from our gaze. In a few minutes our tall friend returned to view, with downcast look and sad mien, and as he passed me I heard him mutter, "Euchred!" Some people spell it —— different.

In Guelph, I stopped a traveler in undertakers' supplies, and said : "How's trade?" He laughed, and said : "A funny joke happened to me this morning. I was calling on a firm of undertakers, who are of Irish descent, and after the usual greetings I said : 'How's trade?' And he looked at me with a murderous look and said : 'Trade! Trade! Faith, there's no trade. Sure, I haven't buried a living soul in a month!'"

In the Queen's, at Orangeville, I sat and heard a traveler say : "This is the best trip I have ever had." (It was his first.) "If it keeps up like this the firm will have to raise my salary. There," said he, as he flipped over the leaves of his order book, "is sixteen orders, aggregating $600 ; that's three weeks' work, and ——." But I had fainted.

Driving from Wingham to Teeswater, I stopped at a trough to give the horse a drink, and on the other side of the fence stood Uncle Silas, with patched duck trousers, long boots, an old hat and shirt, with whiskers to match. I said : "How's trade?" "I'm a little deaf," he replied. "How's the raspberries?" I shouted. "Raspberries, eh? Oh, there'd be lots 'round here if they weren't so scarce."

Josh Billings says : "In these times of depression the best crops and quickest returns are to be obtained by feeding three quarts of corn to a Shanghai rooster. Kill him at once and sell him for 17½ cents per pound, crop and all." I agree with him.

MONEY AND STOCKS.

DULNESS pronounced is the condition of the Toronto Stock Exchange. There is scarcely anything doing in any one line. Dulness usually obtains at this season, but there are some who contend that it is now more pronounced than usual. In spite of the little business that is being done, values keep fairly steady.

I asked a well known broker on Tuesday what stocks at present offered the best investment. He settled back in his chair, crossed his hands, shook his head, and laconically replied : "Too high, all too high."

The opinion that the recent decline in C. P. R. was due to the bonus voted to the Hudson Bay Railway by Parliament in the expiring moments of the session, finds little or no credence among Toronto financiers. On the other hand, they look upon C. P. R. as a pretty steady stock at the moment, and they, of course, base their premise on the promising condition of the crops.

At the time of writing the New York stock market is still active, with the "granger" roads continuing to lead on reports favorable to the crops.

The rumor is again revived that the Bank of Hamilton is to remove its offices from the Canada Life building in King street to the Livingstone building in Yonge street. This latter building, it will be remembered, came into the bank's hands in the course of certain commercial exigencies.

A portion of the money on the loan secured by Toronto from the New York firm was paid to the civic authorities this week through the Ontario Bank. It was all gold, aggregating over half a million dollars, and came to the Ontario Bank in eleven kegs. The money once in the city's hands, part of it, at least, was soon transferred to the banks which had been accommodating it with funds lately.

Talking about the Ontario Bank reminds me of a remark I heard dropped by one of the leading financial men in Toronto one day this week. He was speaking about Mr. Geo. McGill, the new manager of the bank. "He's feeling his way," he said, "and mastering the situation before he moves. He's a nice fellow, he's a clever fellow, and should make a good manager."

The earnings of the Grand Trunk Railway the third week in July were $355,426, against $353,923 the same week a year ago, an increase of $1,503. It is understood that among the reforms contemplated by the new board is the appointment of a board in in Canada.

ARGUROS.

DROPS FROM THE EDITOR'S PEN.

Cobwebs, real or metaphorical, only gather on the inert.

* * *

Over-buying is possible in good as well as in poor times.

* * *

If you have an idea, do not allow it to spoil before you use it.

* * *

Bicyclists who run people down run the risk of being "run in."

* * *

Prices in advertisements are like molasses to the fly: They draw.

* * *

A merchant can be all things to all men and yet be stable and upright.

* * *

Every merchant should be a prospector: A prospector for bargains and ideas.

* * *

It is not necessary to become a druggist in order to have a "druggy" trade.

* * *

The only fire that a merchant should court is that which will warm his energy.

* * *

Trade, at the moment, appears to be taking a nap preparatory for the fall activity.

* * *

In spite of the efforts of storekeepers, the cities continue to produce pedlars of produce.

* * *

Lack of ability to collect debts is responsible for more commercial failures than lack of capital.

* * *

As long as business men allow party interest to eclipse their own interests, party heelers and not business men will be returned to Parliament. The stream never rises above its source.

* * *

The recent rains were just heavy enough to float hopes in the breasts of the business men of the country.

* * *

Because a man is ambitious to do a large business it does not follow that he should degenerate into a hog.

* * *

There are more slaves attached to business by chains of gold than there ever have been to galleys by chains of iron.

* * *

The merchants of Kingston are arranging to give their clerks a half holiday during August and September. A double portion of solicitude for the welfare of their employers ought now to develop in the breasts of the clerks of the "Limestone City."

* * *

The Sault Ste. Marie canal will be opened for traffic some time this month. It will be an August occasion for Canada, surely.

* * *

Fire visits but a small proportion of the business men of the country. But you may be one of the few it will call upon. Are you insured?

* * *

Theories are of no earthly use until they are put into practice. And it is practice that will determine whether the theories possess utility.

* * *

Were merchants as systematic in their collections as they are in eating, drinking and sleeping, fewer complaints would there be in regard to payments.

* * *

A New York policeman who refuses to pay his bills to merchants is subject to a fine. Obviously, then, if he cannot find the money in the one instance he will be fined.

* * *

Study to make competitors your friends. You will have greater peace of mind and more dollars in your pocket. Cutting prices is practised among enemies, not among friends.

* * *

Advertisements that grind out "John Jones, grocer, Blankville," bring few if any customers to the store. It is the announcement that John Jones has something to sell and the way in which it is said that brings the customer.

* * *

Rumor has it that the Quebec Government will shortly remove the unpopular business tax. And the merchants of Montreal are clutching at the rumor as does a drowning man at a straw. It is to be hoped the rumor is the forerunner of the reality.

* * *

It is anticipated as a result of the increasing production of gold in the United States, Australia and South Africa that the world's yield of gold for the present calendar year will reach the unprecedented total of $200,000,000. Pretty hard on the silverites, who profess to fear an insufficiency of the yellow metal for monetary purposes.

SPEED OF ELECTRICITY.

The speed of electricity under the most favorable conditions is now established to be 180,000 miles a second. What this enormous speed implies is somewhat dimly suggested by an illustration recently used by the eminent scientist Sir Robert Bell. Suppose that a row of telegraph posts 25,000 miles long were erected around the earth at the equator. Suppose that a wire were stretched upon these posts for this circuit of 25,000 miles, and that then another complete circuit was taken by the same wire around the same posts, and then another and yet another. In fact, let the wire be wound no fewer than seven times completely about this great globe. We should then find that an electric signal sent into the wire at one end would accomplish the circuit in one second of time.

M'CASKILL, DOUGALL & CO.'S NEW PLACE.

One after another the leading Canadian manufacturers are extending their buildings and capacity. The latest development in this direction is that of McCaskill, Dougall & Co., varnish and japan manufacturers, Montreal. They have just completed building new warehouses and factory on a block of land bounded by Manufacturers, D'Argenson and St. Patrick streets, Canal Bank. The buildings are of most modern design and substantial character throughout, walls being of double construction, or hollow, with cellars cement-floored, and the heating apparatus enclosed in fireproof casing. This ensures safety and gives them absolute uniformity of temperature throughout the settling, ripening, and other departments.

The tank and oil rooms adjoin the storage and shipping warehouse, and are fitted with suction and force pumps from the factory. They, too, are all fireproof, the ceilings being covered with metallic lath and cement plaster. They are lighted from iron skylights, each ten by five feet, glazed with heavy, rolled plate glass. There are no side lights. The flooring is of the firmest concrete and Portland cement, and the doors all sheeted with metal.

The oil house adjoins the varnish-tank house, and is of similar construction, entirely cut off by heavy iron-sheeted doors.

In rear of this building, facing St. Patrick street, is the boiling and fusing house, which was built under the superintendence of a London (Eng.) expert, who introduced all the latest improvements and methods of construction for the manufacturing of finest qualities of varnishes and japans, rectifying, refining and boiling linseed oils, etc. The expensive plant for this is being imported from England.

The buildings are electric lighted throughout, and contain laboratories and testing apartments for ensuring absolute uniformity of products.

While there are larger in Europe, McCaskill & Co. say there is no manufactory in the world more complete for the production of high-class varnishes, etc., than this one, for they have secured the very latest and most improved machinery.

WHAT IS BIMETALLISM?

By P. H. Burton, in Dry Goods Review, Toronto.

MOST people assume that bimetallism means payment of your debts in silver, and making silver artificially dearer than it would be if left alone. On this continent it is usually thought of in connection with the silver legislation of the United States, so any bimetallist is at once dubbed as in favor of "soft money," "depreciated currency," "insane," "a silver heretic," etc., etc.

Epithets, however, are poor arguments. The bimetallic platform as stated by Mr. H. Hucks Gibbs, an ex-governor of the Bank of England, is as follows :

"A proposal to establish by International Law : (1) That the mints of the leading nations of the world should be open to the coinage of all gold and silver brought to them. (2) The gold and silver to be coined into legal tender money ; the quantity of pure silver in the silver coins to bear such proportion to the quantity of pure gold in the gold coins as may be agreed upon by the high contracting parties. (3) The debtor, saving any previous stipulation to the contrary, to have the right to pay his bebts in coin of either metal at his pleasure."

This platform demands a world-wide view of the situation. "What is money?" Professor Jevons says : Money is first, "a medium of exchange," second, "a common measure of value," third, "a standard of value." As a medium of exchange, if we consider bulk only, diamonds and precious stones are much less bulky than gold, but as there is no way of stamping on them their value, they cannot so be used. Gold and silver have been used from time immemorial as mediums of exchange, but in the shape of coined money, the government stamp being a guarantee of the fineness, making it thereby a common measure of value, and a standard of value.

Speaking generally, Britain was bimetallic till 1797. From 1797 to 1816, during the great wars with Napoleon, she had an inconvertible paper currency. In 1816, silver was demonetised in Britain, being legal tender only to forty shillings, but from 1803 to 1873 France gave free coinage to both gold and silver, and in 1865 was joined by Belgium, Italy, Switzerland and Greece, the five countries forming "the Latin Union." Britain had the advantage of free coinage of silver by the members of the Latin Union, and the value of silver remained during all that time steadily at 15½ to 1, though from 1849 to 1873 the value of the world's production of gold was $2,805,000,000 and of silver $1,185,000,000. The immense finds of gold in California and Australia, made, in some years, the gold product 3 times the silver one, and silver would have appreciated, had not its value been fixed by bimetallism. These were the times when Britain's trade went forward by leaps and bounds, because of the abundance of money.

This illustrates another principle in the science of money called "the quantity theory." J. Stuart Mill says : "An increase in the volume of money raises prices, and a diminution lowers them." Adam Smith said : "The average price of corn is regulated by the richness or barrenness of the mines that supply the precious metals." The commodities of the world have to be exchanged, and money is the medium of exchange, so that the larger the proportion of money to the commodities is, the higher is the price of the commodities—i. e., the more money has to be given in exchange, and vice versa.

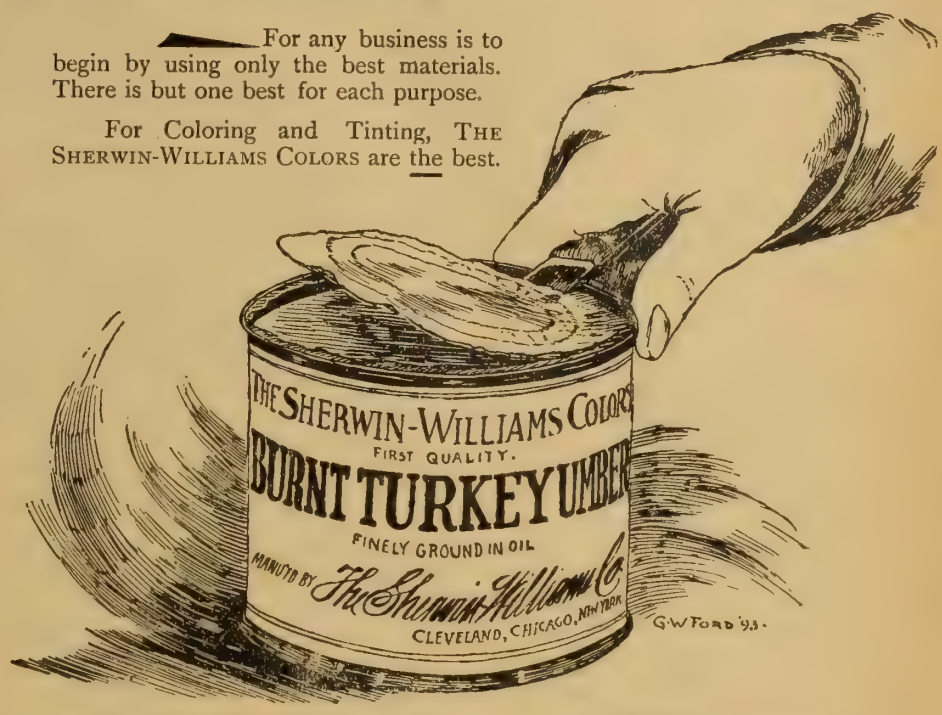
In 1873 Germany, having exacted a war indemnity from France of $1,000,000,000, adopted the single gold standard. France, unwilling to part with her gold only to her enemy, stopped the free coinage of silver, and was followed by the other states of the Latin Union, and silver was accordingly demonetised throughout Europe. As it is calculated that the amount of coined gold money and coined silver money in the world are about equal, estimated at about $4,000,000,000 each, when Europe demonetised silver she reduced her pile of coined money available as a medium of exchange about one-half, and prices dropped accordingly. But as rent, taxes and other fixed charges could not be reduced accordingly, producers, manufacturers and distributors had to give a much larger share of their labor for money, and those who had outstanding loans at fixed rates of interest were able to purchase 50 per cent. more with their money. So the money lender gained what the other lost. But this gradually came back on the money lender, and though money was dearer to buy with labor or products, it became reduced in value as an earning power, as witness the rate of interest in Britain the past two years.

It will be said, then, "that everything has accommodated itself to the gold standard, and so no one is harmed." Well, so far as gold standard countries, trading among themselves, are concerned, this may be largely true. But there are India, China, Japan, South America and Mexico, with 900,000,000 of people (two-thirds of the world's population), who have to-day, as always, a silver standard only. In these countries prices have remained stationary in silver. The producer of cotton, tea, silk and wheat in India, China, the Argentine, etc., is paying the same price in silver for his labor, rent, taxes, etc., as he did twenty-five years ago. So that when he competes with the producer in a gold country and sells his products there in gold, his advantage on these items over the gold countries is doubled as compared with what it was previous to 1873. This is why Indian cotton mills can pay handsome dividends of 10, 12, 15 to 25 per cent., and have displaced all

A GOOD OPENING

For any business is to begin by using only the best materials. There is but one best for each purpose.

For Coloring and Tinting, The Sherwin-Williams Colors are the best.



Wholesale Agents for Canada
Walter H. Cottingham & Co.
Finest Paints and Varnishes
MONTREAL

Made by
The Sherwin-Williams Co.
Paint Manufacturers
CLEVELAND
CHICAGO
NEW YORK

British goods and yarns from No. 20 down, while English cotton mills of the same class cannot pay 1 per cent. Japanese silks have largely displaced European. This also accounts for cheap wheat, cattle, etc., from these silver countries ; and if the present disparity between the two metals is maintained, the contest between the white man with the yellow money, and the yellow man with the white money, will be intensified, and the latter will win.

The stupid and corrupt silver bills of the United States have intensified the trouble. They started out in 1878 with a silver dollar worth only about 82 cents then, and there was no more just cause for the Government to buy a fixed amount of silver than a fixed amount of dry goods. They sought to go alone. Unparalleled conceit and folly, to depreciate their own money, to alarm their creditors, to force a liquidation of their loans, and at the same time to reduce the value of all their exports, or, in other words, their assets, and all at the bidding of the silver kings ! But when it is remembered that the annual value of the silver produced in the United States is only about $55,000,0000, as compared with the estimated annual value of the products of the field, forest and factory of $13,000,000,000, her interests are largely in favor of a fixed international standard.

I have only touched the fringe of the question, but am satisfied that the use of the two measures, both gold and silver, as indicated in the bimetallic platform, would give greater stability to prices, be especially helpful to the gold countries, and restore somewhat the old equilibrium between the two metals. As things are, we shall need specially to watch the yellow man with the white metal.

SAFER THAN LIGHTNING RODS.

Each day adds some new virtues to the long list of those already credited to the pneumatic. The latest of these is that the wheels of a bicycle being encircled by a band of India rubber and dry air—which is a perfect insulator—the rider is completely insulated from the earth, and, consequently, is impervious to the attacks of the electric fluid. Thus, day by day it becomes more and more a fact that life without a pneumatic tire is neither safe nor worth having. Anyone who suffers from nervousness during a thunder shower has now only to go into a barn or the cellar and seat himself upon the saddle of a pneumatic-tired bicycle to be perfectly safe from lightning stroke. As the chances of a man on a bicycle being struck by lightning have been carefully calculated to be about one in a billion, The Wheel adds, there will, of course, be some pessimists who will deny that this newly discovered virtue of the pneumatic as a lightning insulator amounts to very much.

GOOD ADVICE.

DID worrying ever bring about a desired result? ever help in taking account of stock or meeting a note falling due? Can you ever recall a single instance in which that miserable thief of peaceful moments gave you even a trifle of assistance in your efforts to accomplish a desired end? asks Caleb McElroy, in The Trade Magazine. You must admit that it never did. Then don't worry.

There are many hours wasted by it, besides making the task harder to do. It unfits you for the work that needs a good, healthy mind to back it.

Do your best and leave the rest. The old story of the man who walked the floor is full of good common sense. It is told of a man who could not go to sleep on account of a person in a neighboring room continually walking up and down the floor. After a long time of tossing on the bed, only to be disturbed by his nervous neighbor, he got up and, knocking at the door, asked the inmate the cause of his wakefulness. He was informed that on account of his inability to meet an obligation the following day he was so distressed that he could not sleep. His neighbor immediately remarked : "My friend, go to bed and let the other fellow walk, if walking will help out of the difficulty."

I don't mean to infer that we should in the least disregard our obligation ; no, not for one moment ; but after we have done all in our power, is there any good to be accomplished by worrying?

Better lay aside the burdened mind with your clothes and get the rest from sleep, and wake up in the morning better prepared to take up the battle of life.

I hear the reader remark : "Oh, it's easy to say 'Don't worry,' but did Mr. McElroy ever try it?" Yes, he has. At one time in his life, before the grey hairs were as plentiful on his cranium, there was not a man to be found who suffered more acutely from this terrible malady than he. Many times he has scoffed at the admonition, "Don't worry," for he could not see how it could be helped ; rather, he would not see. But there came a time in his life when he was compelled to sit down and think the matter over quietly ; he had not ever done so before, and it all came to him so plainly, the utter uselessness of the fault, for fault it certainly is, breaking down the physical as well as the mental parts, that he gave it up, and has never repented of it.

Hustle for all you are worth ; work like a beaver. Hard work never hurts anybody—it's beneficial. And then, after all the hustle and hard work, duty done to the fullest extent, leave the rest, and don't worry ; you cannot afford the cost.

THE TABLES TURNED ON THEM.

Customers of bar and sheet mills, who found all sorts of reasons for not specifying under their contracts when prices were steadily going down hill have had the tables turned on them in earnest in the past six weeks. The difficulty of getting material on last winter's contracts has suggested to more than one buyer that times have changed. And yet the straining of business ethics has not been altogether one-sided even in these times of ascending values. For example, when a concern that roundly estimates its requirements of sheets at 100 tons, and had the privilege of stopping at any point short of that amount, keeps specifying up to 150 tons and then sends in a single mail specification for 50 tons additional, making a total for one year of twice its record established in several years' dealing, there is more than a suspicion that the case is not so much one of unexpectedly good business as of providing for the remoter future at an exceedingly advantageous figure.

SUBSCRIPTION SAVED MANY TIMES OVER.

W. J. Carter, of Picton, Ont., writes : "Mr. Jack Carter is buying out L. F. Bogart's interest in the hardware, steamfitting and tinsmithing business of Bogart & Carter The new firm will be Carter Bros.

"We are more than pleased with your journal, for one issue has saved us the subscription price of a year many times over. Wishing you every success."

GAS ENGINES AND ELECTRIC PLANTS.

The rapidly extending use of the gas engine, says an exchange, is an evidence of its utility for the forms of service in which it is being placed. In some of these and perhaps most, it has a permanent place, while others in which it is as yet an untried factor are probably included in its future use. We note, in connection with this deployment, the recent instalment of an electric lighting plant by a British railway company, which is driven by gas engines. From particulars given of this plant in The Scientific American, the instalment is one of the best of its kind, and its gas engine service a success. There are four large engines, each of twenty-five nominal horse-power, and run at two hundred revolutions per minute. The igniting tubes are of porcelain instead of metal, and unless broken by rough or careless handling are indestructible. There are two smaller engines, each of fourteen nominal horse-power, running at two hundred revolutions per minute. The engines are worked ordinarily with Dowsen gas, but in case of emergency can be operated by coal gas from the city mains. Lights are supplied by these means for the yards, sheds, platforms, restaurants, offices, etc., of the Midland and London, and the North Western Railway Campanies. The whole arrangement in efficiency and completeness, in economy and cleanliness, is a success, and as such is in favor of a more general adoption of the gas engine in like service elsewhere.

Harvesters' and Threshers' Mitts,
Lace Leather, Rivets and Burrs,
Forks and Shovels, Scythes and Snaths,
Paris Green,
Building Hardware, Glass, Putty, Nails, etc.

H. S. HOWLAND, SONS & CO.

Wholesale Hardware Merchants, 37 Front St. West, Toronto

The **Graham** Cut and Wire Nails are the best.

KEEPING COPPER CLEAN.

The following method for cleaning copper cornice work is given in Metal Worker: "The usual custom of preventing acid stains is to use a cloth or sponge wet with clean water for washing off the acid immediately after the seam has been soldered, which removes the possibility of an acid stain. There are several different soldering fluxes on the market, but acid is used in the majority of shops. Where it is desired that the cornice shall present an especially clean appearance a paste made of the flour of emery mixed with a little oil is applied with a soft cloth and the copper polished. This can be done either before or after the work is in position on the building. The following method has been given for coloring solder and may answer our correspondent's requirements: In making the solution, a glass or earthen dish must be used. Prepare a saturated solution (all that can be dissolved) of sulphate of copper or blue stone in water. Apply some of this with a stick or brush to the solder. On applying an iron or steel wire to the dampened solder it is said that the solder will be covered with copper, and by repeating the experiment the deposit may be made thicker and darker. Another plan is to cover the solder with copper bronze. The work is usually so designed that very little solder is exposed. If the cornice, after being put in position, is thoroughly cleaned with the oil paste, there is nothing left to start discoloration anew, and the surface is left to take the color which naturally comes from exposure."

OLIVE OIL IN SICILY.

More than one-fifth of the olive oil produced in Italy is made in Sicily, its manufacture being the chief industry in that island. The factories are usually small, employing from ten to twelve men, and are of one storey only. Upon a platform constructed of heavy masonry, and about one yard high, an edge-runner of stone, weighing about 16 cwt. and one foot thick, revolves slowly, the motive power being a horse or a mule. The olives, which should be perfectly ripe, are thrown by hand upon the revolving stone, and, when crushed, are removed by means of a shovel. The output is about 1 cwt. of crushed olives in half-an-hour. The paste is next placed in soft, flat rush bags having a small opening. About 15 such bags are piled one above the other, the openings being upward. Pressure is then applied by means of a strong wooden screw worked by six or eight men. The pressure is at first applied very gently, then gradually increased. The oil runs through a trough into a tub more than half full of water, on the surface of which the oil floats. When the bags have been under pressure for about five minutes they are taken out and their contents again placed under the edge-runner. This operation is repeated three times. The press residues are then heaped up in a dark room to a depth of about 1 foot 4 inches, and allowed to remain for three days, when they heat spontaneously. They are then brought to the press for a fourth and last time. The final residue, which amounts to about 70 per cent. of the weight of the olives, was formerly used for fuel, but much of it is now sent to larger oil mills, where it is treated a fifth time. The crude oil is removed to a room where the temperature is as near 66 deg. F. as possible. In about a week it loses its turbid appearance, and it is then transferred to other vessels, in which it is kept until required for sale or use. Although a few small steam oil mills have been recently erected in Sicily, the greater bulk of the olive oil produced is made as described.

Linseed Oil Pure English

(UNION MILLS MAKE) AND BADEN

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West *Toronto*

LONG DISTANCE TRANSMISSION.

ELECTRICITY generated by the American River falls at Folsom, 24 miles away, was turned on at Sacramento, Cal., 14th ult., and the street cars humming through the streets give evidence that long-distance electrical transmission is feasible. Only the big plant at Niagara Falls, as yet unfinished, is larger than that of Folsom, but the transmission to Buffalo is shorter.

The waters of the American River, which have been running to waste, will now be utilized for lighting Sacramento's streets, propelling her cars, operating her factories and cooking the food of her citizens.

Years have been spent upon this work. An immense masonry dam was thrown across the American River at Folsom, creating a reservoir three miles long, and furnishing a flow of 85,000 cubic feet per minute. The water, after passing through four horizontal shaft double turbine wheels, is used for irrigation purposes, and 300,000 acres of land will be supplied. The turbine wheels develop 1,300 horse-power each. The shafts of the wheels are coupled direct to the shafts of four three-phase alternating current generators of the General Electric type, each capable of developing 1,000 horse-power. The electric current is passed through "step-up," or raising transformers, which raise the voltage to 10,000 volts, and it is then transmitted by overhead copper wires to the city. Two separate lines have been built, as a precaution against accident or shut-downs for repairs. It is calculated that 80 per cent. of the electric power generated at Folsom will be transmitted to Sacramento.

THE MAKING OF SHOT.

The shot-making trade, remarks an exchange, has a legend which recites that back in the days when guns were shot off by lighted matches and were swiveled to supports because they were too big and clumsy to be lifted to the shoulder, and when all shot was moulded as bullets are to-day, some workmen were fastening an iron grating to the wall of a castle. They had cut out the hole in the stone, and after placing the iron in the hole, poured some lead in to hold the iron in place, just as they do to-day. Some of the lead escaped and ran over the edge of the wall into the moat below. Soon afterward the attention of the soldiers was attracted to the lead in the clear water, and dipping it out they found that the metal in falling from the height had become globules. After that, those soldiers made their bullets by sprinkling melted lead over the castle wall into the waters of the moat.

But pure lead will not always assume the globular form when melted and thrown from a height into water, so shot-makers mix with it metallic arsenic, which not only makes the lead form into spherical pellets, but adds hardness to it.

The melting is done in the top of the tower, where a large melting kettle stands over the coal fire. In the centre of the floor is fized a colander, with holes varying from 1-50th to 1-360th of an inch. Directly under the colander, 200 feet below, is a well of water, and all day long a shower of molten lead is falling into the water from the colander. The led ingots are taken to the top of the tower in elevators, and the arsenic is mixed with it in the melting kettle. One man attends to the kettle and another keeps the colander supplied with the molten metal. A pipe leads from the kettle to the colander, and the supply is regulated by a valve. The man at the colander continually skims the "cream" or scum of oxide from the top of the lead and sees that the lead passes through the holes freely. Near at hand is the "telltale" which shows him how the shot is running. It is a cup fixed to an endless wire which leads into the water. He sends the cup down by turning a handle, and it dips into the shot lying in the water and brings up a sample of the run. The shot is always larger than the holes in the colander, for it swells while becoming globular in passing through the air. The shot is formed in its downward flight, and the water serves not only to cool it quickly but acts as a soft cushion so that the shot is not flattened when it strikes the bottom. The shower of shot patter into the water, churning it to foam, and the small pellets resemble a small section of a heavy downpour of rain.

HONORS FOR A HARDWAREMAN.

It seems but a few years since Mr. Jesse Collings was the senior partner in the firm of Collings & Wallis, hardware factors, Birmingham. Very shrewd and always very genial was the Jesse of those days. Few of us who knew him well in his counting house career ever dreamed that we should live to see him Rt. Honorable and an Under-Secretary of State. It only shows what steady plodding and dogged perseverance can do; for these qualities, which Mr. Collings always displayed in his private business, he has imported into his political and public work.—Hardwareman, Birmingham.

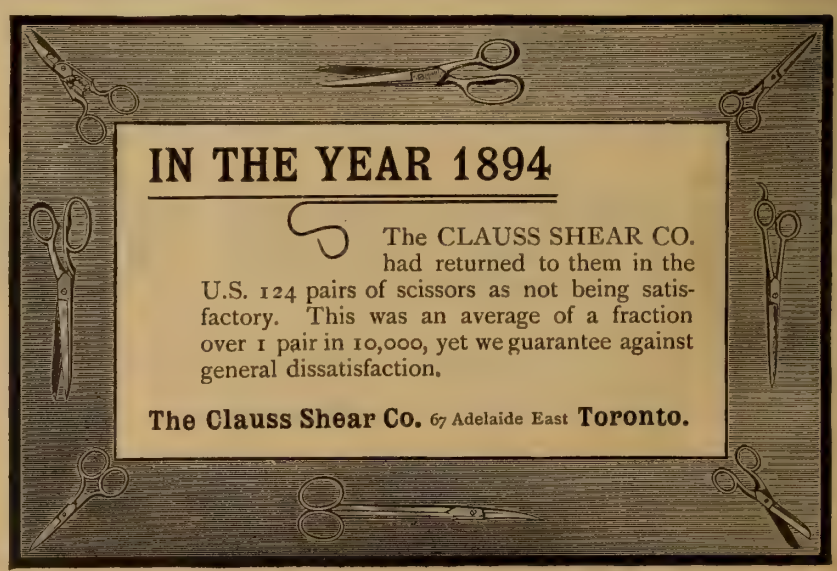
LOCOMOTIVE WHEELS AND PUFFS.

The number of puffs given by a locomotive always, according to a contemporary, depends upon the circumference of its driving wheels and the rate of speed at which the engine is moving. For every one round of the driving wheels a locomotive always gives forth four puffs—two out of each cyclinder, all such cylinders being double.

The size of the driving wheels vary greatly on different patterns of engines, they being from 15 to 23 feet in circumference, the general run, however, being 18, 19 or 20 feet. Five engines out of every seven may be set down as having driving wheels 20 feet in circum ference.

The speed of the average express train varies from 54 to 58 miles per hour. Taking the average circumference of the driving wheel to be 20 feet, and the average speed per hour at 50 miles, a locomotive will give, going at express speed, 850 puffs per minute, or 52,800 puffs per hour. During the same time the wheels will revolve 13,200 times, which will cause the locomotive to give 1,056 puffs to the mile. Therefore, an express train going from London to Liverpool, a distance of 204¾ miles, will throw out 213,048 puffs between the time when it leaves the London depot and that at which it arrives at its destination.

During the tourist season of 1888 the journey from London to Edinburgh was accomplished in less than eight hours, the distance being 401 miles, giving a speed throughout of 50 miles per hour. According to the figures shown above, a locomotive making such a journey in the time stated must have given forth upwards of a half million puffs, or say 532,456.



Galvanized Cloth

For EVAPORATORS, APPLE DRYING, ETC.

Perforated Sheet Zinc and Hardware Grade Cloth

FOR FANNING MILL REPAIRS.

Manufactured by

The B. GREENING WIRE CO., Ltd. HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent. Write for Catalogue.

THE SCIENCE OF ADVERTISING.

ADVERTISING, remarks Age of Steel, has become an essential part of modern business. It is so recognized by all who are in the best position to know its value. The evidence of this is as universal and assertive as the human nose. The modern newspaper lives and moves and has its being on its advertising columns. The trade journal finds its fodder in the same pasture, and the leading popular magazines of the day enjoy the same means of subsistence. Tanks of printers' ink and hogsheads of pigments are daily used in dodgers, chromos and artistic displays on office calendars, the interior of street cars, and miles of wall and fencing. Even the telephone pole has to do advertising duty, rocks and towers and even historic ruins surrender their romance, their sacredness and attractiveness to the ubiquitous advertiser. All this represents a large investment of money and an unshaken faith of business men in letting the world know what they have to sell and where it can be had. In short, the evolution of advertising has kept pace with other things. Men read more and travel more, the newspaper and the magazine are indispensable; facilities by mail and otherwise are helpful to a universal dissemination of information, and as the public eye is being educated to a higher taste in color and form from a flower-pot to a state house, it also demands the same satisfaction in its advertisements. We find art that less than fifty years ago was limited to special places and special people, looking at us full in the face on spools of thread, pyramids of pins, sardine boxes, packages of soap and even Beecham's pills. In the science of advertising the eye has been a special study, and it can be truthfully said, that there is as much skill and money expended in making the modern advertisement attractive as in any other branch of the printer's and lithographer's art. It follows logically that the business man who would make his advertising pay must keep pace with its progressive methods. It will not do to be stale or unattractive. There are no eggs in a last year's nest, and an advertisement out of date or behind the times is as likely to be successful as the tallow dip would be in an electric illumination. To make an advertisement newsy and attractive, both in matter and form, is to add to its efficiency, and to place it where it reaches most directly the interested parties is a matter of wisdom and of necessity. Here the trade journal has its special field. It drops the net where the fish are thickest, and among the kind that are wanted, be they minnows or trout. Locomotives and steel rails are not advertised in a shoe or leather gazette; The dry goods merchant is not represented in a hardware journal, nor are lumber interests represented in journals devoted to drugs or cutlery. By this rule of specialties, advertisers in all kinds of industry are severally brought in touch with their patrons. This simplifies the science of advertising. Where to place an "ad" is not the problem it once was, the difficulty left being in deciding on the best of many competitors. This done, and the plan adopted of making advertisements attractive both in matter and form, the manufacturer and the merchant have their most efficient salesman in the "ad," that finds its way to every corner of the continent.

STILL FINDING ORE.

One of the diamond drills being operated by the Lake Superior Iron Company in the Lake Angeline basin, near Ishpeming, struck more ore recently. A sample of the ore assayed 69 per cent. in iron and .012 in phosphorus. This is about the best grade of ore yet found in the lake bed. The local officials of the Lake Superior Company feel greatly encouraged over the result of the exploratory work in the lake bottom. They knew that ore would be found there, but had little expectation that the deposit would prove so extensive. Ore has been found in most of the holes thus far put down. The holes have been bored from 75 to 100 feet apart, running north and south, so that the extent of the vein may be determined.

Barb Wire Fencing
Plain Twist Fencing
Truss-Cable Fencing
Fencing Staples

STEEL WIRE NAILS AND BRADS

Ontario Lead and Barb Wire Co. Limited
TORONTO, ONT.

The Western Wire and Nail Co. Limited
LONDON, ONT.

The Fencing and Nails manufactured by the above firms are unsurpassed for quality.

Orders filled the same day as received.

PIG IRON PRODUCTION IN THE STATES.

JAMES M. SWANK, general manager of the American Iron and Steel Association, has issued his report of the production of pig iron for the first six months of the current year. He summarizes his results as follows :

The total production of pig iron in the United States in the first half of 1895 was 4,087,558 gross tons, against 2,717,983 tons in the first half of 1894, and 3,939,405 tons in the second half of 1894. Large as was the gain of 1,369,575 tons in the first half of 1895 over the first half of 1894 the gain over the second half was only 148,153 tons. In the 12 months from June 30, 1894, to June 30, 1895, we made 8,026,963 tons of pig iron. In the last six months of 1895 we shall probably make about 5,000,000 tons, which will bring our total production for 1895 up to 9,000,000 tons. Our maximum production was in 1890, when we made 9,202,703 tons. Our next largest production was in 1892, when we made 9,157,000 tons. In 1893 our production fell to 7,124,502 tons, and in 1894 it fell to 6,657,388 tons. The production of Bessemer pig iron in the first half of 1895 was 2,402,023 gross tons, or over 58 per cent. of the total production.

The production in detail is shown in the following table, covering the make of coke and anthracite pig :

States and Districts.	First half of 1894.	Second half of 1894.	First half of 1895.
Pennsylvania :			
Lehigh Valley	92,539	131,666	123,771
Schuylkill Valley	127,914	145,590	167,200
Upper Susquehanna	46,780	40,500	38,199
Lower Susquehanna	81,639	151,430	159,575
Juniata	10,055	31,444	35,573
Shenango Valley	152,199	306,700	408,344
Allegheny County	748,651	1,033,428	951,991
Miscellaneous	87,702	177,371	200,925
New York	87,536	79,941	85,669
New Jersey	56,878	26,395	28,112
Maryland	2,309	.....	.....
Ohio :			
Hanging Rock	22,200	55,420	67,405
Mahoning Valley	120,529	235,008	288,035
Hocking Valley	19,585	8,347	12,765
Miscellaneous	164,704	260,904	260,722
West Virginia	23,932	56,849	62,567
Illinois	216,121	388,674	376,401
Wisconsin	30,635	37,947	32,601
Missouri	.....	.....	687
Colorado	25,465	48,204	25,016
Kentucky	19,639	14,215	19,285
Virginia	146,215	151,871	142,580
Georgia	16,940	10,728	5,082
Tennessee	98,723	107,130	104,259
Alabama	236,396	319,918	387,793
Totals	2,615,286	3,819,680	3,984,557

The production of Bessemer pig-iron was as follows :

States and Districts.	First half of 1894.	Second half of 1894.	First half of 1895.
Pennsylvania :			
Lehigh Valley	25,111	51,926	46,758
Schuylkill Valley	20,016	30,672	26,134
Upper Susquehanna Valley	46,301	40,500	38,199
Lower ditto	74,127	151,059	151,948
Shenango Valley	99,107	242,408	312,696
Allegheny County	676,449	854,386	813,003
Miscellaneous bituminous	54,210	127,826	141,672
Ohio :			
Mahoning Valley and Hanging Rock bituminous	56,677	111,525	185,541
Hocking Valley	19,585	6,875	9,041
Miscellaneous bituminous	159,884	235,394	252,172
New York	19,612	.....	6,473
Maryland	2,309	.....	...
West Virginia	23,932	56,849	62,567
Kentucky	2,895	.....	.....
Illinois	196,144	347,165	325,968
Missouri	892	.....	687
Michigan	.....	... .	1,789
Wisconsin	.....	5,207	4,027
Colorado	24,236	45,288	23,348
Totals	1,501,487	2,307,080	2,402,023

The quantity of spiegeleisen and ferromanganese produced in the first half of 1894 was 50,955 gross tons ; in the second half, 69,225 tons ; total, 120,180 tons. In the first half of 1895 the quantity of spiegeleisen and ferromanganese produced amounted to 73,011 tons.

It is interesting to place side by side the quality of pig iron produced in certain districts and states and the production of Bessemer pig. The balance is mill and foundry iron, from which must be deducted, however, the production of spiegeleisen and ferromanganese, which modifies somewhat the figures for New Jersey, the lower Susquehanna Valley, the Pennsylvania, miscellaneous bituminous, the Allegheny County and Illinois.

Total production of coke and anthracite and of Bessemer pig for first half of 1895, gross tons:

States and Districts.	Total.	Bessemer.	Mill and foundry.
Pennsylvania—			
Lehigh Valley	123,771	46,758	77,013
Schuylkill Valley	167,200	26,134	141,066
Upper Susquehanna	38,199	38,199	.....
Lower Susquehanna	159,575	151,948	7,627
Juniata	35,573	.....	35,573
Shenango Valley	408,344	312,696	95,648
Allegheny County	951,991	813,003	138,988
Miscellaneous	200,925	141,672	59,253
Ohio—			
Hanging Rock and Mahoning Valley	355,440	185,541	169,899
Hocking Valley	12,765	9,041	3,724
Miscellaneous	260,722	252,172	8,550
New York	85,669	6,473	79,196
New Jersey	28,112	.....	28,112
West Virginia	62,567	62,567	.....
Illinois	375,401	325,968	50,433
Wisconsin	32,601	4,027	28,574
Missouri	687	687	.....
Colorado	25,016	23,348	1,668
Totals	3,325,558	2,400,234	925,324

It should be noted that 1,789 tons of charcoal iron produced in Michigan was used as Bessemer. We have, therefore, in the whole north 925,324 tons of pig iron, from which must be deducted 73,011 tons of spiegeleisen and ferromanganese, leaving, 852,313 tons of pig iron, which may be classed as foundry and mill iron. This compares with the product of the Southern States, Virginia, Georgia, Tennessee, Alabama and Kentucky, which was 658,999 tons, with the exception of 19,285 tons made in Kentucky. Nearly all of this seeks the open market, since practically none of the producers consume any of their own iron in rolling mills or foundries. On the other hand, a very large proportion of the mill iron made in the Northern States is for the consumption of the concerns producing it. This is particularly true of the Pittsburg district, and to some extent of the Valleys. It is the case also of the mill iron made in Wisconsin. Probably 200,000 tons may cover this, leaving for the open market about as much pig iron as is made in the south.

The production of charcoal pig was as follows during the first half of 1895:

States.	First half of 1894.	Second half of 1894.	First half of 1895.
Massachusetts	.....	156	2,194
Connecticut	3,369	4,047	2,438
New York	4,075	3,633	2,700
Pennsylvania	2,987	1,557	1,803
Maryland	1,665	1,626	....
Georgia	5,600	7,000	6,453
Alabama	19,554	16,524	2,760
Texas	2,223	2,448	2,502
Tennessee	1,500	5,420	9,910
Ohio	5,786	7,546	3,644
Michigan	46,309	48,862	45,868
Wisconsin	7,737	15,276	21,149
Missouri	892	5,630	1,580
Oregon	1,000	...	.....
Totals	102,697	119,725	103,001

Mr. Swank makes the stock of charcoal iron 200,687 tons, so that it is nearly equal to one year's production at the rate of the first six months of 1895.

U. S. PRODUCTION OF COPPER.

The forthcoming report of Dr. David T. Dey, of the United States Geological Surver, on copper, will show that during the calendar year of 1894 the copper mining industry resisted the tension of the year better than other branches of trade, both in the base and precious metals. The export of copper was not so large as in 1893, but it was almost entirely in the form of refined product, the American producers having finally attained the aim of working at home all the furnace material of domestic origin. The product of American ores aggregated 360,844,218 pounds, against 337,416,848 pounds in 1893.

The report says there were no notable discoveries of new deposits in 1894 and no indications of a sudden addition of consequence to producing capacities. There was, however, general development in spite of adverse conditions, and unless the output is artificially restricted or reduced by accidents the production of 1895 promises to record a further advance under more favorable auspices commercially. The Lake Superior country outranks all others in productions, and is followed by Montana and Arizona, these three localities yielding nine-tenths of the copper of the United States. The world's supply of copper in 1894 was 319,391 long tons, of which North America supplied 175,290 tons, and the United States continues to be the heaviest contributor to the English market.

Hobbs Hardware Co.

LONDON

CHOPPING AXES
First-class Axe at **$5.25**
PER DOZEN

We are by far the **largest buyers** of axes in Ontario. Our prices are as low as manufacturers', and our terms most liberal.

WRITE US.



AXE HANDLES

Fair Quality Handle at 75c. Doz.



Second Growth Hickory
Extra Hickory
Extra Hickory, Hand Shaved
Special Hickory.

MODEL . . .	
"Michigan"	"All Steel," full polished
"Parry Sound"	"Criterion," full polished
"Forest City"	"London," black hand-made

KELLEY PATTERN.

Try a Sample Box of our $5.25 Axe and 75c. Handle

HOBBS HARDWARE CO., London, Ont.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, Aug. 2, 1895.

HARDWARE.

THE volume of trading is not notable for its extent, for it is now the quiet season, but the market is notable for its firm tone. Important among the changes this week have been the advances of from 5 to 10 per cent. in the price of carriage bolts, coach screws, machine bolts, and square and hexagon nuts. At this writing no other alterations in value have been actually established, but it is probable that before the week is out a change in cut nails will have to be noted. It is not expected, however, that it will be of a radical kind. In other lines—such as barbed and plain wire, binder twine, wire nails, horse nails, and tacks—trade is quiet. In cordage, horseshoes, cutlery, and sporting goods there is a fair seasonable activity, fall orders also for horseshoes and all kinds of firearm supplies being more numerous. Payments are not seriously complained of, but many of the jobbers say that they might be better than they are.

BARBED WIRE—A quiet trade is doing in barbed wire and prices are firm. We quote as follows: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3c., shipments of 500 lbs. and upwards delivered in Ontario, 3⅞c. delivered in Quebec, and 3c. in New Brunswick and Nova Scotia, where the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra. Discounts 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—The remarks regarding the above apply to this wire also. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—There is a moderate demand for manilla and sisal, while deep sea line has also met with some enquiry. Values are steady as follows: We quote; Sisal, 5¾ to 6c. for 7-16 and upwards, and 14 to 15c. for deep sea line. Pure manilla, 8 to 8½c. for 7-16 and upwards, and 8½ to 9c. for smaller sizes.

BINDER TWINE—Business moderate and prices unchanged at 6 to 6¾c.

CUT NAILS—At this writing no quotable change is to note, but it is likely that an alteration in values may be established before the week is out. In the meantime business is quiet with prices firmly held. We quote: $2.10 Montreal, Toronto, Hamilton and London, freight prepaid on 10-keg lots, where the rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Business in wire nails continues quiet. Discounts: 75 and 10 f. o. b. Montreal and Quebec without delivery, 75 and 5 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A quiet trade in small lots is the only business to note. Discounts 55 off.

HORSESHOES—Demand quiet, and for immediate wants. Some small orders on fall account have been placed. We quote: iron shoes, $3.50; steel shoes, $5.50 to $5.75, the outside for toe weights.

TACKS—A moderate demand. We quote: Discounts B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

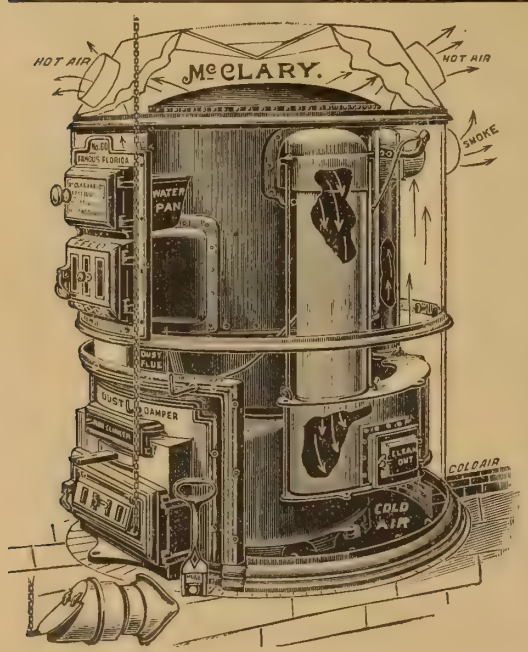
WARE—A quiet seasonable trade in all kinds of ware is doing, but principally in preserving kettles, etc., and other goods of that stamp.

PLUMBERS' SUPPLIES—A good average trade is doing in all kinds of fittings and other supplies.

LEATHER BELTING—Without particular feature, business being fair.

CUTLERY—A seasonable demand is experienced for cutlery in small sorting lots.

SPORTING GOODS—Orders for fall shipment are becoming more numerous for all kinds of sporting supplies in the fire arm line.



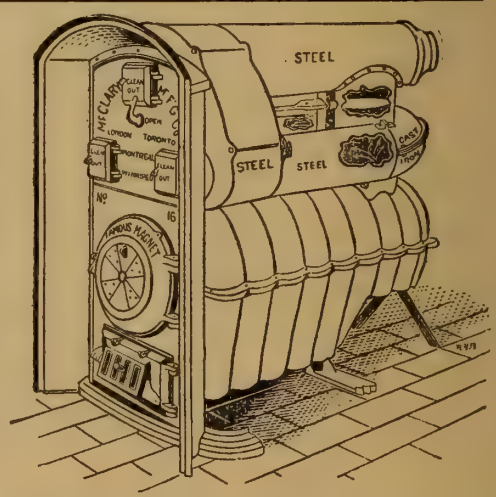
IF YOU HAVE NOT HANDLED OUR

FURNACES

IT WILL PAY YOU TO DO SO.

They are satisfactory to both dealer and user.

Inspection will convince you of their superiority. Look into this for yourself.



The McClary Mfg. Co.

LONDON. TORONTO. MONTREAL. WINNIPEG. VANCOUVER.

SHOT—In moderate demand and unchanged at 17½ per cent off the list.

CARRIAGE BOLTS—The basis on these was advanced this week from 60 and 10 to 60 per cent.

COACH SCREWS—Are now firmer, the discount being 65 and 5 per cent. off.

MACHINE BOLTS—Discounts are now 55 and 5 per cent., or an advance in price of 5 per cent.

NUTS, SQUARE AND HEXAGON — The basis for the former is now equivalent to 3¾c. off the list, and the latter 4c. off the list.

CEMENT—There is no activity in cement, the only large sale being a lot of 2,000 bbls, Belgian, on private terms. We quote: English, $1.95 to $2.05, and Belgian, $1.80 to $1.90.

FIREBRICKS—These continue firm and in fair demand. We quote: $15 to $21 per 1,000, as to brand.

METALS.

The metal market continues firm and upward in tone, but it cannot be called active. Leading features are the higher prices on both Scotch and domestic pig, a firmer tendency on bar iron, and in fact on everything, notably tin and Canada plates, while tin, copper, and lead are higher in their disposition in sympathy with advances in the outside markets. The actual quotable change, however, has not been completely established as yet.

PIG IRON—A moderate demand is to note for pig iron, but the advance in prices recently has not created any activity. Canadian pig is now firmly held at $17 per ton, and none can be had for less, while Scotch iron has changed hands in round lots ex-wharf $19.50, and we quote $19 to $20.

BAR IRON—Makers have not yet decided upon any change in price, but an advance is predicted shortly. In the meantime they are not urging orders on the $7.60 basis, and the market is quiet and firm with a strong possibility of higher prices in the near future.

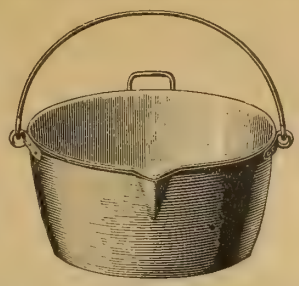
TIN PLATES—These are strong and firmly held. One round lot of cokes sold at $2.75 a day or so ago, but it is doubtful if this figure would be repeated for an ordinary lot, and we quote $3 to $3.25. Charcoal is firm at $3.25 to $3.75.

TERNE PLATES—Continue quiet and firm at $5.75 to $6.25.

CANADA PLATES—The market here is almost bare of Canada plates, for, as noted, recent receipts were all sold to arrive. Values are firmly held, and no supplies can be had under $2 10, with $2 15 as an outside figure.

SHEET IRON—Business is quiet and values the same at $2.10 to $2.20.

IRON PIPE—Stocks of this, both in first, second and third hands, are light, and the

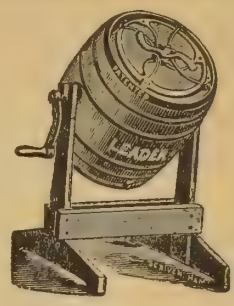


PEARL STEEL WARE

Finest and best Enamelled goods in the market.

RICE LEWIS & SON,
Limited Toronto

See our new Malleable Handle with Locking Attachment. No more Broken Hooks nor Lost Plugs.



DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

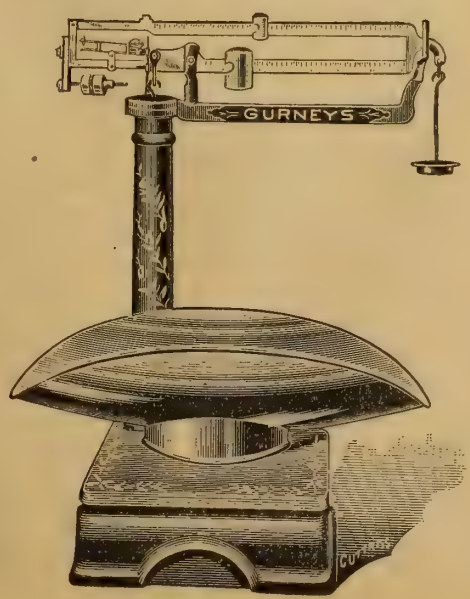
WIRE NAILS

WIRE . .

TACKS

ONTARIO TACK CO., HAMILTON

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by

THE GURNEY SCALE CO.
Hamilton, Ont., Can.

market firm as a result of it. Discounts range from 60 and 10 to 70 and 5 on block and 50 to 50 and 5 on galvanized. The latter is in very light supply.

INGOT TIN—Advances outside have not resulted in quotable change here, but prices are firmly held at 17 to 18c.

LEAD—Unchanged, at $3 to $3.25.

SPELTER—No change to report, prices ruling firm at $4.50 to $4.75.

SHEET ZINC—Trade quiet and unchanged with prices steady at 4½ to 5c.

ANTIMONY—Featureless at 10c.

HOOPS AND BANDS—There is no change to note in these. We quote: Canadian, $1.90, and English, $2 to $2.10

GALVANIZED SHEETS—Import orders for both galvanized and tinned sheets are noted. We quote on the basis of $4 25 for No. 28 gauge.

COPPER—This market is firm but quiet. Values have stiffened in some respects outside, but here the range is unchanged at 10½ to 12c.

SHEET COPPER—Jobs out very quietly at 18 to 25c.

PAINTS AND OILS.

Trade in this line has continued moderate but fairly satisfactory for the season. Values as a rule, with a few exceptions noted below, remain firm. Cable advices this week note an advance of 5s. per ton over last week in all lead products, such as white and red lead and litharg. This has not had any effect yet on spot prices, but is bound to harden them to a certain extent.

LEADS—These continue in seasonable demand at firmer quotations, but the advance of crude material is bound to exert a stiffening influence on values here. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1 4¼c.; zinc white, pure, $7.50.

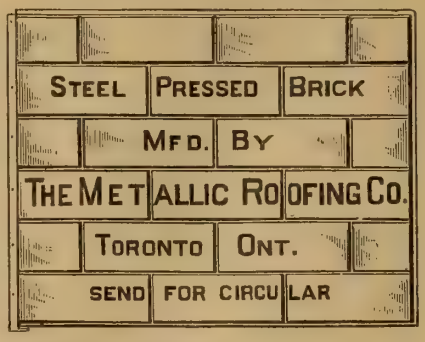
LIQUID PAINTS—The projected advance intimated last week is gradually taking effect, and $1.05 may now be taken as the quotation for best grades, with 90c. for seconds.

VARNISHES—Owing to the continued firmness in gum shellac quotations on shellac varnishes are being held firmer. Pure orange shellac, for instance, is now selling at $2.10 to $2.15, and white shellac at $2.40.

LINSEED OIL—The arrivals ex the steamship Montevidean, to which reference was made last week, did not relieve the scarcity. They went entirely into consumption, none being offered on the market, which remains as firm as ever and bare of stock. Values are firmly held at 59c. for raw and 62c. for boiled.

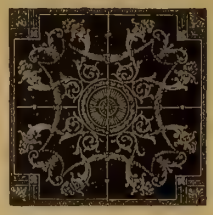
SEAL OIL—No consignments are coming forward at all this summer, all the receipts so far being sold to arrive. This narrows

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

business and hardens prices. We quote 40c. ex store.

COD LIVER OIL—Norwegian cod liver oil is cabled strong at 155s. per barrel f.o.b. Prices here are firmly held at former quotations.

TURPENTINE—The reduction anticipated in this column last week has been established. Prices now are 1 to 2c. per gallon lower, at 44 to 45c. per gallon.

RESINS—Prices are quiet and unchanged. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

This market has a firm tone, but there is no quotable change. In view of very strong advices, however, from primary markets jobbers are not urging sales, and an advance is looked upon as certain. We quote $1.15 to $1.20 for first break, and $1.25 to $1.30 for second.

CHEMICALS AND DYESTUFFS.

This market has ruled fairly active and values all round are sustained. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $65 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

There has been little change in the market, demand ruling quiet. Prices are firm all round. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

HIDES.

Among the more important transactions since our last has been the sale of five cars assorted beef hides and two cars of calfskins on American account. Full prices were realized. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins 30c., with 20c. for clips, and sheepskins, 75c. to $1 each.

TALLOW.

The tallow market is quiet and unchanged at 5 to 6c.

WOOL.

Activity has been maintained in wool, and prices are firmly held. We quote: Cape, 14 to 15½c.; Canadian fleece, 20 to 23c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 12 to 15c.; B.C., 9 to 11c.

ASHES.

The ashes market is steady. We quote: First pots, $4 10 to $4.15, and second, $3 80 to $3.85, while pearls are $5.25 per 100 lbs.

MONTREAL NOTES.

Cables note an advance in cod liver oil to 155s. per barrel.

Turpentine has declined 1 to 2c. per gallon on account of the falling off in the demand, holders being anxious to reduce stocks.

Bellhouse, Dillon & Co. made a sale of 2,500 barrels of Belgian cement on western account on private terms.

The cut nail men meet this week, and a change is probable. At the same time it may be remarked that cut nails are the single weak line at Pittsburg.

There was no speculation in seal oil this season, and no consigned lots have been received. Those that have arrived were bought direct for actual consumption.

Lamplough & McNaughton will shortly move into new and larger premises. Their friends will be advised in time of the change through HARDWARE AND METAL'S columns.

ONTARIO MARKETS.

TORONTO, Aug. 2, 1895.

HARDWARE.

THIS being between the seasons, trade is naturally quiet, although orders have been perhaps coming in a little more freely than last week. Most of the travelers are either in the warehouses getting their samples into condition or away holidaying. Another three weeks or four weeks will again find them on the road. "And country customers then," remarked a jobber, "will be surprised at the number of advances which we have been compelled to make in prices on account of the higher figures now being asked us by the manufacturers." In the United States manufacturers of finished articles are still experiencing a great deal of difficulty in securing raw material, and it is ascertained that some of them have orders booked which they will not be able to fill for some months yet. This, of course, naturally tends to stiffen prices. As noted in our editorial columns, it will be seen that there has been an advance of 10 per cent. in the price of bolts. Rope, too, is higher by ½c. per lb., and there is a slight change in the discount on brass butts. These are about the only changes worthy of note at the moment. Trade in cutlery and sporting goods is beginning to show seasonable improvement. In other lines business is much as before. In anticipation of an advance there was quite an active demand for cut nails during the early part of the week, but, as noted elsewhere, there will not be an advance for another month yet.

FENCE WIRE (ordinary)—Business remains in the same interesting condition as before. Discounts, 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Much as before. We quote barb and plain twist 3c. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—An advance of ½c. per lb. was announced on Thursday in the price of sisal and manilla rope, and we now quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8¾c., ¼, 5-16, ⅜ in., 9c.; deep sea line, 13½c.

CUT NAILS—The manufacturers met in Montreal on Thursday, but adjourned for one month without making any change. There was a big demand the early part of the week in anticipation of an advance. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—There is no feature beyond pronounced dulness. Discount is unchanged at last week's figures—namely, 75 and 5 per cent. in bulk and 75 per cent. in 1-lb. packages.

HORSE NAILS—A fair demand is reported. Discounts unchanged at 55 per cent.

HORSESHOES—Trade is moderate at unchanged prices. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Much the same as before. We quote discounts as follows: Leather carpet, 30 per cent; B.B B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—There are a few going out at the unchanged price of $26.50 to $27.

WARE—An improved and fairly good trade is reported in white ware, but other lines are quiet.

PLUMBERS' SUPPLIES—The demand is still good for baths and fittings of all kinds, and, generally speaking, a fairly active trade is being done.

LEATHER BELTING—Business in this line has exceeded expectations in the past month, and, now that dealers have become accustomed to the advance, orders are being placed more freely.

CUTLERY—There is a fair movement. Pocket knives are going out more freely and table cutlery is beginning to move. Sorting up trade in staples is good, but fancy lines are receiving little or no attention yet. Prospects for fall trade are considered fair.

SPORTING GOODS—Are moving more freely, a number of rifles and guns going out.

LAMP GOODS—People are beginning to make enquiries for lamp goods, but business does not amount to anything yet. The principal attention is now being devoted to getting stocks into shape for the Exhibition week.

SHOT—Demand continues moderate at discounts of 17½ per cent.

TOOLS—There is some enquiry for draining tools, but business is yet light.

BINDER TWINE—Business is quiet at unchanged prices. We quote: Commonsense, 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

CEMENT—An advance has been made in the price of Portland cement of from 2d. to 3d. per bbl. Manufacturers are not anxious to book contracts at the present moment, as a further advance in the British market is looked for. Several large contracts were booked last week in the east at old figures, but one or two contracts have been placed in Toronto at the advanced prices.

PLASTER PARIS—Business is still quiet: We quote prices: New Brunswick, $1.90 to $2 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Tin and copper continue to advance in the outside markets. Locally, there is no particular feature to note in any line.

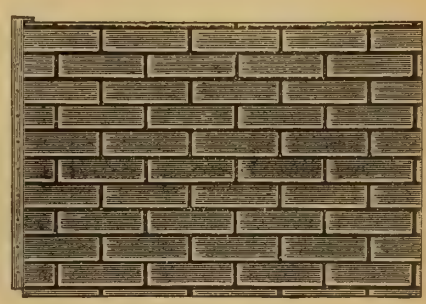
PIG IRON—There have been a few transactions in Nova Scotia No. 1 foundry pig at $17 delivered. A few orders for American pig iron have come to hand the past week. As dealers throughout the country are fairly well stocked it is hardly to be expected that much pig iron will reach this market for a month to come, and a large proportion of that now arriving was bought last year. Very little Scotch iron is arriving in this district at all.

BAR IRON—Business continues dull at unchanged prices. We quote base price at $1.70 to $1.75, f.o.b. Toronto.

SHEET STEEL—The demand for this continues to increase at the expense of black iron; No. 2 is only a fraction dearer than ordinary black iron. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Remains quiet. We quote: Up to 17 gauge, $2.40 to $2.50 per

EQUAL TO ANY SUPERIOR TO MOST EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

100 lbs.; 20 gauge, $2 15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge. $2.50 to $2.60.

TINNED IRON — Demand continues steady. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Business is fair and prices unchanged at 3¼ to 3⅜c.

LEAD PIPE — Demand continues fair. We quote: Toronto and west, 30 per cent. off in small lots, and 30 and 10 per cent. off in ton lots; points east of Toronto 35 per cent. off in small lots, and 35 and 10 per cent. off in ton lots.

GALVANIZED IRON — Trade has been maintained, the turnover still being good. We now quote case lots at $4.25, and import lots at $4.20 to $4 25, according to quantity.

INGOT TIN—While the price remains the same, there is a fair demand for Lamb and Flag at 17 to 17½c.

INGOT COPPER—Trade is fairly active and prices strong at 11 to 11½c.

IRON PIPE—Owing to the fact that considerable iron pipe has been bought in Germany by a number of jobbers in Toronto and Montreal, stocks are not in as good shape as would be expected at this time of the year, and it will be fully six weeks before some jobbers are in a position to fill orders in iron pipe. Jobbers quote ¼ and ⅜ inch at 67½ per cent. discount, and ½ to 2 inch, 65 and 10 per cent.; larger sizes, 2½ inch, upward, 70 per cent.; discount on galvanized, ½ and ¾ inch, 50 per cent.; larger sizes, 50 and 5 per cent.

SHEATHING COPPER—Demand is fair for roofing copper. Braziers' sheets are quiet. We still quote: 13½ to 14c. for 16 oz.

SHEET BRASS—Demand continues fair at unchanged price. Price is unchanged at 20 to 30c.

SHEET ZINC—Trade is much as before. We quote: 4¾ to 4⅞c. for cask lots and 5c. for small lots.

HOT WATER BOILERS—Trade for the past week has been brisk, and a considerable number of dozen and half-dozen lots have been shipped. Prices remain unchanged. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Trade remains quiet, and, as most of the boiler works are working full time just now, it is hardly expected that there will be a large demand for tubes for a week or two to come. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade remains much as before. We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—There is still a demand for small shipments at unchanged prices. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes 60 and 10 off the list.

TERNE PLATES—Business is still confined to small lots at $6 for "I C."

HOOPS AND BANDS—Demand continues steady at prices ranging from $2.20 to $2.25.

ZINC SPELTER—This is much as before. Prices: Domestic, 3½ to 3¾c.; "Cherokee," 4¼ to 4½c.; ordinary imported, 4 to 4¼c.

SOLDER—Demand continues good at 12½ to 13c. for half and half, and 11½ to 12c. for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

GLASS.

There seems to be an uncertainty at present about the prices of glass, as some jobbers have advanced their quotations, while others have not. This state of affairs does not make much difference, as very little is being sold just now. The very closest figures are $1.15 to $1.20 for first break in 50 foot boxes. It is thought, however, there will be further advances before long. Plate and fancy glass have not changed in price yet, but are likely to advance shortly.

OLD MATERIAL.

A very good trade is being done. Prices are unchanged from last week. We quote: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron, hoop iron, 10 to 12½c.; new light scrap copper, 6¼ to 6¾c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 6¼ to 6¾c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—Is quiet at 4½ to 4¾c. per lb.

PUTTY—Dull, at $1.85.

PREPARED PAINTS—Show an improvement for pure, but an advance to $1.05 is looked for with the expected increase in demand in August. This latter figure is being occasionally obtained now even.

LINSEED OIL—The demand has fallen off but prices remain firm, 58 to 61c. being still the quotation.

TURPENTINE—Owing to the small demand here and the weak market in the South, turpentine has declined a couple of cents per lb., as prophesied by HARDWARE AND METAL last week. In barrel lots 42 to 42½c. is now asked, 41c. being quoted for small lots.

CASTOR OIL—Very dull at 6½c.

SEEDS.

There is already some alsike clover seed being marketed, the producers becoming each season more alive to the fact that generally the early marketed seed realizes the best returns, and as dealers must find an outlet for the crop, it is desirable that they be given an opportunity to look up the most profitable market, and thus be in a position to pay the growers the best possible price.

With the outlook for this article so favorable this season, prices are opening up much lower than last year. Choice quality is quotable at $5 per bushel aboard country stations, while lower grades vary from $4 70 down to $4.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Show a good demand, and all offering are taken up for local consumption. There is quite a difference between the price of raw material and the manufactured article, which makes the tanner pause and act very cautiously. It looks as though hides were not going to go down and leather will have to go up or some one will lose. No. 1 green is quoted at 8c. for No. 1, and 7c. for No. 2, while 9 to 9½c. is being asked for salt and dried.

SHEEPSKINS—Lambskins and shearlings, beginning with August 1st, are quoted at the same figure—viz., 40 to 45c.—a considerable advance on last week's quotations.

CALFSKINS—Season over.

WOOL—Washed combings are quoted at 23 to 24c., and rejections at 17 to 18c.

PETROLEUM.

There begins to be some enquiry for illuminating oils, but jobbers do not seem anxious to sell or retailers to buy. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 to 17c.; carbon safety, 18 to 19c.; Canadian water white, 18 to 19c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Sisal and manilla rope is ½c. per lb. dearer.

The wire nail price for August has been fixed at $1.75 Pittsburg, in car load lots.

A shipment of Joseph Elliot & Co.'s butcher knives has just been received by H. S. Howland, Sons & Co.

The employes of the Gurney foundry Co. held a successful excursion to Lorne Park via str. A. J. Tymon on July 26.

E. V. Bayard, representing Sargeant & Co., New Haven and New York, was in Toronto this week looking up business.

H. Miller, of Miller & Morse, wholesale hardware, is in Toronto on pleasure bent. He reports business good with his firm.

A shipment of George Butler & Co.'s cutlery, principally carvers, is to hand with M. & L. Samuel, Benjamin & Co.

H. S. Howland, Sons & Co. are in receipt of a shipment of Schultze's smokeless hard grain powder, ½-lb. and 1-lb. tins, new issue.

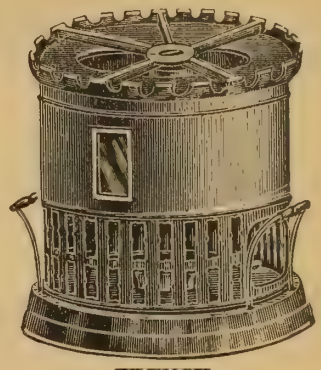
The Metallic Roofing Co. is roofing the new Academy of Music building with Eastlake galvanized shingles. They are also

OIL STOVES

German American and French Canadian

Get Samples and Prices

Complete with Ovens and Extensions.



FRENCH

THE THOS. DAVIDSON MFG. CO. LTD.

MONTREAL

putting their "Owl" brand of galvanized corrugated iron on the Toronto Electric Light Co.'s buildings.

W. H. Evans, manager at Toronto for the Canada Paint Co., left this week for a few days' fishing at Windermere in the Muskoka lake region.

John Bain, of the Bain Manufacturing Co., Brantford, Ont., visited Toronto the other day to look over the ground for the company's exhibit at the coming Industrial Fair.

A cablegram has been received announcing the safe arrival at Liverpool of Vice-President Carrick, of the Gurney Foundry Co., and family.

Mr. Everson, of Everson & Hawkings, hardware merchants, Oshawa; E. Graver, Barrie; H. H. Otton, of H. Otton & Son, Barrie, were in Toronto on business this week.

LONDON NOTES.

The McClary Mfg. Co. call the attention of the trade in this issue to their leading lines of coal and wood furnaces. Their "Famous Florida" coal furnace they have this year fitted with rivetted steel top to the dome. They have also changed the front by reducing the size of the cast iron parts, and changed the location of the water pan to a point over the feed door. This furnace, as now constructed with steel dome, steel radiator, and three steel flues, all inside of casing, presents an enormous radiating surface, and consequently the long distance the heat has to travel compels the utilization of the full product of combustion. Their wood furnace, the "Famous Magnet," has met with the most pronounced success. The ease with which the flues are cleaned, the simple and effectual means of changing from direct to indirect draft, the capacity of the ash pit, and the substantial character of the whole furnace, commend it at a glance. Both these furnaces have received the highest praise from both dealers and users.

The advertisement of the Hobbs Hardware Co. in another column quotes special prices on axes and axe handles. The firm is a large dealer in these lines.

Stewart & Wood have completed the revision of their window glass list, and announce in another column that they are now prepared to quote prices on application.

SHERBROOKE NOTES.

The Jenckes Machine Company, Sherbrooke, are just completing two large brick buildings near the G. T. R. depot, which they will occupy in the near future.

A. E. Rondot, general merchant, of Amherstburg, who failed some time ago, has made an offer of 55 cents on the dollar.

UNITED STATES MARKETS

NEW YORK, Aug. 2, 1895.

PIG TIN—Speculative trading was livelier in this market. Five shillings advance in London quotations aroused some speculative bidding. This was met by operators who had tin to sell, not only to enthusiastic operators in the "bull" branch of the speculative market, but elsewhere. Naturally, the most was made of opportunity to obtain highest possible prices, but even with careful nursing of the market the sellers of actual tin were unable to secure more than 14.30 to 14.40c. for deliveries prior to October, and only 14.50c. on later options. Out-of-town orders were readily filled at 14.40c. net cash and 14.55 to 14.65c. regular terms for spot lots by merchants. The transactions recorded on 'Change included 10 tons delivery August 1st at 14.30c.; 10 tons November at 14.40c.; 50 tons October, 50 tons November and 50 tons December at 14½c. average; 25 tons August 1st at 14.40c.; 25 tons August at 14.50c.

COPPER—The offering of ingot of all descriptions is very moderate. Some of the producers give it to be understood that they are not in a position to fill orders requiring delivery prior to October and few will enter any contracts except at late highest quotations, since bids on a parity with the same have been made in remote instances. De-

Cleveland Blue Rock

TARGETS

100,000—full car lot just received.



Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

Special quotations for good orders.

LONDON, ONT.

We Have Revised

Our prices and are now prepared to quote for

ALL KINDS OF GLASS

GET OUR NEW PANE PRICE LIST AND WRITE US FOR TRADE DISCOUNT

STEWART & WOOD Glass, Oil and Color Merchants **TORONTO**

liveries in execution of old orders continue heavy, but no serious accumulation takes place in any quarter, and the offering of copper from second hands is remarkably light considering the advance in prices that has taken place the past month or six weeks. Prices are now at 11⅝ to 11¾c. for Lake Superior ingot, 11¼ to 11½c. for electrolytic, and 11 to 11¼c. for ordinary casting stock. The market has a strong superstructure, but evidence is not wanting that there is some hasty building thereon.

PIG LEAD—The tone of the market is very firm. Eastern smelters declined offers of less than 3 50c. for common, and sold only in a limited way at that price. Western smelters were very firm at prices on the basis of 3.55 to 3.60c here for early shipments. From outside sources the offering was moderate and really not a factor in the market. In the London market prices advanced to the basis of about £11 1s. 3d. for soft Spanish.

SPELTER—High cost and somewhat unsettled market in the west operate to restrict business more or less in this quarter, but the tone of the market is strong nevertheless since offerings from all quarters were unusually reserved. On ordinary western brands the range is 3.85 to 3.95c. for early deliveries. London cables quoted £15 6s. 3d. for good merchant brands.

ANTIMONY—Jobbing sales of ordinary character comprise about all the business passing. Prices remain at about 7⅛ to 7¼c. for Hallett's, 8 to 8⅛c. for Cookson's, and 7c. for Japanese from store.

TIN PLATE—Business in all varieties continues rather slow. There is no buying, or very little, except of small parcels on the spot and merely fair quantities for future shipment. Foreign and American manufacturers are equally firm at late prices, however.

IRON AND STEEL—In a general way there is nothing really new to report. Between steady run of moderate sized new orders and deliveries on former contracts the movement on pig iron is liberal. Thus far the increase in production has no influence upon the market and prices remain very steady. Old material is in very fair demand, with stiff prices bid, but limited offering here keeps business down to rather small proportions.

Nothing of unusual interest is going on in any of the prominent lines of manufactured iron and steel, but mills are generally well employed in most departments, and a fair amount of new business comes in, keeping prices quite firm all along the line.

HALIFAX TRADE GOSSIP.

HALIFAX, Aug. 2, 1895.

TRADE remains quiet throughout the province. Retail trade in the city is fairly good.

D. C. Whidden, who opened a general retail hardware store at 107 Barrington street, has closed up again. He has disposed of his stock to A. M. Bell, Cragg Bros. and others. He was only in business about one month.

Mr. York, representing Henry Rodgers, Son & Co., Wolverhampton, Eng., has been in the city and left this week for the west.

Chas. C. Adams, representing Sargeant & Co., New Haven, and J. H. Willets, representing the Russell, Erwin Mfg. Co., New Britain, Conn., have both been on their semi-annual visits.

E. D. Eddy and Mrs. Eddy, of Hull, are here this week. On Tuesday they were driven about the city by Mr. John Peters, manufacturers' agent.

The "Black List," which is operated in connection with the Halifax Hardware Association, is working splendidly. By this the trade is protected from "poor pays." The scheme originated with Mr. Stairs, president of the association, and he deserves great credit for it. Other associations will do well to enquire into its working. I have no doubt Mr. Stairs would be willing to give all information. TAUNTON.

PERSONAL MENTION.

The friends of Mr. Fred. W. Otton, hardware merchant, of Barrie, are congratulating him on his marriage, which took place on 28th ult.

AN AUGER BIT.

M. & L. Samuel, Benjamin & Co. have in stock the Solid-Centre Stem Auger Bits, which are claimed to be far superior to any on the market. They will bore in any kind of wood, in the end as well as in the side, without pressure. They have twice the clearance of any other bit, and having but one crimp, it is impossible for them to choke. Having a solid centre, they are very strong. They require very little power in boring. Auger and car bits, in sizes from 4 to 17 16, made with either one or two cutters. The accompanying cut gives a good idea of the article in question.



ADVANCE IN WIRE GOODS.

At a meeting of wire goods manufacturers, July 23, at Cincinnati, an organization was perfected, of which Fred J. Myers, of Hamilton, was elected president, and H. H. Suydam, of Cincinnati, secretary. The association is organized to regulate prices and immediately advance the price of wire goods 10 to 25 per cent., in sympathy with the advance of raw material. The headquarters of the association will be in Cincinnati.

TRADE CHAT.

BANK clearings at Toronto for July are $26,838,600, as compared with $26,772,221 in June, $23,763,086 in July last year, and $27,043,577 the same month of 1893.

The total duty collected at the port of Toronto for the month of July, 1895, was $329,243 79, which, as compared with $286,414 20 for July, 1894, shows an increase of $42,829.59.

The Winnipeg Free Press correspondent at Tenby reports a good find of copper near that place.

The Territorial Exhibition opened at Regina on Monday, and has been well patronized during the week.

All the twine manufactured at the Kingston penitentiary during the past two seasons has been sold for use in Ontario and Manitoba.

CHEMISTRY OF STEEL MAKING.

At the last meeting of the Astronomical and Physical Society, of Toronto, Mr. E. A. Meredith, LL.D., read some notes upon the chemistry of steel making, as illustrated in the recently discovered "Doherty process," now in operation at Sarnia, where he had an opportunity of investigating it. Iron masters and authorities in chemical science regard this as an epoch-making discovery and the methods employed as being as much superior to the Bessemer system as the latter was to the methods in common use when it was given to the world in 1856 and 1857. In the Bessemer system two distinct and separate processes are necessary to convert the pig-iron into steel. The first is to melt the iron in a furnace, and, when melted, air and steam are forced into the molten mass of metal in order to burn out the carbon, sulphur and other impurities in the iron. The second step is to pour this molten mass, now converted into malleable iron, into another furnace, called the converter, where it is mixed with a certain proportion of fused carbonized iron containing manganese in the form of ferro-manganese and converted into steel. By the Doherty process, on the other hand, the steel is produced by a single furnace and more cheaply than malleable iron by the old method. A pipe containing air meets a pipe containing steam (regulated by a cock) just before they enter the furnace ; the result is that hydrogen gas is set free, which in combustion gives out an intense heat, fusing the metal very rapidly, at the rate of one ton in fifteen minutes. By the intensity of the heat, also, the impurities, or mineral poisons, as they are called, the manganese, phosphorus and sulphur, are burned out. The molten mass, freed from all these impurities, is poured out in a white stream at the rate of 40 pounds in twelve seconds. The metal, when poured into the ladles, throws up innumerable jets of flame caused by the burning of the carbon, and must be allowed to cool for some seconds before being poured into the moulds.

Dr. Meredith stated that the inventor of the process claims that the steel so produced is harder and more ductile, and in other respects superior to that produced in the ordinary way, while it is very much cheaper, as the quantity of fuel used is only one-tenth of that required in the old method.

TIMBER SEASONING.

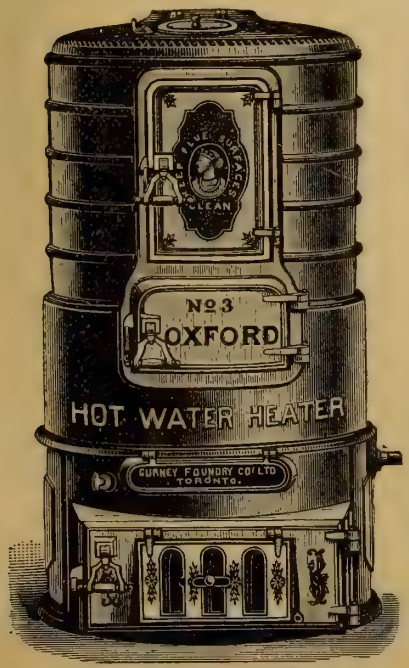
The time-honored process of seasoning wood by the extraction of the sap by a variety of known means, has, according to an exchange, at last received a rude check. Of course, the best method up till lately was the natural process of desiccation by time and exposure to the air. Then there is the German method of desiccation by artificial means, in which the timber is placed in chambers through which hot, dry air is forced, and the drying is completed in about as many days as by the natural process took months. The Haskin process of seasoning timber is opposed to all the older methods, both in theory and practice. Colonel Haskin, who is the inventor of this new method, contends that it is wrong to extract the sap, which is the "life-blood" of the wood, as by so doing the foundation for destruction of the timber is laid. By the Haskin method it has been proved that the effectual way to preserve timber is to treat the sap within the pores of the wood so that the whole of the life-preserving properties are retained and solidified within the substance itself ; or, in other words, the action of this new process is to vulcanize the sap within the timber itself. This is the principle of the Haskin system ; it is carried out by a mechanical process. The vulcanizing of wood is now being carried on in New York, and wood so treated seems to be coming rapidly into favor. It is claimed that this process imparts beauty to the wood altogether apart from the permanency insured to it. Vulcanizing is far superior to creosoting, as the timber so treated is without smell and performed at much less loss, and it does not affect the working in the least. Those who are interested in the preservation and seasoning of wood should make a call and inspect the number of specimens of the vulcanized wood that are on view at 2 Dean's Yard, Westminster.

HOT . . .
WATER . .
BOILERS .

"OXFORD"

QUINTET . . .
QUARTET . . .
DUET and RUGBY
RADIATORS . .

THE MOST MODERN, EFFICIENT, AND ECONOMICAL



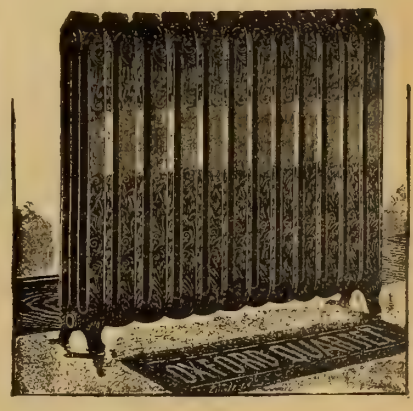
Boilers AND Radiators

EVER PRODUCED

Our **Radiators** have the only perfect

IRON TO IRON JOINT

(Never a leaky joint)



OXFORD WARM AIR FURNACES

For all sizes of Buildings

Manufactured by . . The Gurney Foundry Co. Ltd., Toronto
The Gurney Massey Co. Ltd., Montreal

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

A REAL estate agent remarked the other day that one of the first questions put by a prospective buyer nowadays is "Who did the plumbing?" If, said he, I mention certain people in the trade the buyers immediately demand a reduction on the house sufficient to have the place refitted in plumbing. This shows that the public are able to and do discriminate between the reliable men and those who are not to be depended upon; and it also suggests that the plumber of to-day must not only be able to do a good and stylish piece of work, but must also do his best in the way of honest work at all times.

* * *

PLUMBING SUPPLIES.

Trade in plumbing supplies has been fairly good, having improved in Toronto during the past week. A large number of orders have been placed owing to the fact that a lot of School Board contracts have been awarded. Trade outside continues fairly brisk, although orders are not large.

* * *

"UNFAIR COMPETITION."

A leading firm of Toronto jobbers writes HARDWARE AND METAL in the following terms:

"Fair competition in business is most unpalatable to some merchants and manufacturers who, on finding the volume of their business decreasing, attempt to erect around them a barrier which will exclude all their competitors. An instance of this has just come to hand to which we desire to draw the attention of the Toronto plumbers, and which has caused considerable discontent among the plumbers of Hamilton. A Hamilton firm who manufacture soil pipe near Hamilton have worked upon the patriotic feelings of the Hamilton architects to such an extent that they have persuaded a number of them to prohibit the use of all but Hamilton soil pipe. This has been accomplished simply with the object of shutting out Toronto and American competition, and, as Hamilton architects have stated to us, that it was not on account of the superior quality of this firm's pipe, but simply to support Hamilton. There are two factories manufacturing soil pipe in Toronto whose goods are of the very finest quality, and we would suggest that the plumbers of Toronto bring this matter up at their next meeting and consider the advisability of giving their individual support to the city of Toronto."

* * *

CHANCES FOR CONTRACTS.

A building permit has been granted for improvements to Jarvis street Collegiate Institute, Toronto, to cost $12,000——J. F. Brown, architect, is erecting a pair of two-storey brick dwelling houses at 16 and 18 Charles street, to cost $3,600——Ground has been broken at the north-east corner of St. George street and Prince Arthur avenue, for a residence for Hon. Lyman Jones, of the Massey-Harris Co.——The East Toronto School Board is calling for tenders for a twelve-room school building to cost $6,000, J. P. Wheeler, secretary.

* * *

Fred. Hatch, of Hatch Bros., Whitby, Ont., visited Toronto this week.

* * *

A MODEST MAID.

An old maid lived in our town,
So I have heard it said,
Who, if you called a dress a gown,
Would blush like poppies red.

Her mind was neither frail nor weak—
Her modesty was rare.
Of autumn trees she'd never speak,
Because their limbs were bare.

When night its sable shadows threw,
She'd tumble in a swoon
If curtain did not hide from view
The man up in the moon.

She never sang a sacred song—
A very modest whim;
To think of one she thought was wrong,
Because it was a hymn.

A plumber caused her death one day—
That's how the story goes—
By asking in a careless way
To let him see her hose.

—Plumbers' Trade Journal.

* * *

IRON PIPE FITTING.

It is a common custom, says Metal Worker, to allude to the man who does pipe fitting of any character as a steam fitter; and a few years back a gas fitter and a steam fitter were the only two men who, to any extent did pipe fitting work. At the present time a large number of workmen are engaged in pipe fitting, and some have grown up in that trade who have never worked on either steam or gas fitting. One field which employs a number of very careful workmen is the piping required in hydraulic elevator systems. This work demands that all joints shall be absolutely tight, and in many cases, owing to the very heavy pressure that is put on the piping, only extra heavy piping and fittings are used. Another field is the screw joint system of house drainage, which is now largely used. The men who do this work, as a rule, are plumbers who have had previous experience in pipe fitting through the gas fitting branch of their trade, and are thoroughly familiar with the fittings used and the work of cutting and threading pipe and making up the connection. This work requires care, as such systems are usually subjected to either an air or water test, both of which are calculated to find any leak that may occur. Another field is the refrigerating plant, where pipes extend through cold storage warehouses, and through which the cooling mixture is forced by means of pumps. The men who work in these fields are termed by their fellow laborers who are employed in different branches of the work as iron pipe fitters, in contradistinction to the term steam fitters, which, but a few years ago, was applied to all men who did any construction work with pipe of large size.

* * *

WORK FOR THE PLUMBER.

It has been pointed out by a consumer who had excessive gas bills that the plumbers' services can be called into use many times with benefit in reducing gas bills. The gas companies, remarks Metal Worker, are very careful to see that all their connections on the outside of the meter are made so that there is no possible chance for the leakage of gas, but at the meter their interest in gas leaks stops. All leaks that may occur after the gas passes through the meter are paid for by the consumer, who should be careful to see that no leaks exist. The settling of the building or repairs to it often bring a strain on the gas piping that is liable to open up some joint and make a leak. The manner in which gas fixtures, both brackets and chandeliers, are handled by the tenants of a house is frequently rough, and if a leak occurs at the point where the fixtures connect with the piping, it should occasion no surprise. Occasionally the plumber has the job of making the test of the pipes in the house, owing to some extension to the lighting system, and it is not uncommon to find leaks. It is quite probable that the plumber could make himself some business during the dull times by calling the attention of his patrons to the possibility of gas leaks and the advisability of making a search for them.

BRITISH IRON WORKERS.

The following table from a recent issue of The Iron and Coal Trades Review illustrates the reduction of workmen in the iron and steel industries of Great Britain during the period named. In proportion to the output the decrease of workmen indicates the change made by improved methods and labor-saving machinery. Our English contemporary says, "many blast-furnaces are now producing 900 to 1,000 tons per week, whereas in 1880, they seldom produced over 500 tons, and the out-put of open-hearth furnaces, with practically the same number of hands, has been raised from 500 to 10,000 tons per furnace per annum."

	Number of persons employed in 1881.	1891.
Blacksmiths	148,000	140,024
Bolt and nut makers	8,823	10,052
Chain and anchor makers	5,116	6,376
Cutlers	18,517	19,992
Hoopmakers, etc.	28,459	17,212
Engine and machine fitters	78,828	87,510
Engineers and machinists	47,731	47,391
Iron and steel workers	241,346	202,406
Machinists, undefined	20,918	30,247
Ironstone miners	37,095	18,231
Millwrights	8,961	6,113
Mine service	4,658	6,020
Nail workers	21,422	9,943

In some branches of trade progress has been marked, according to the table quoted.

SELLING STOVES.

As every dealer is aware, stoves cannot be successfully handled by a green clerk, one who does not possess experience or knowledge of the goods and tact, remarks Hardware Reporter. The housekeeper is not obliged to buy a stove often, but when she does so she wants to be sure she is getting a good one, and intends to give the matter of selection plenty of time and secure the best stove possible for the amount of money she desires to spend. It is necessary, therefore, that the stove dealer and his clerks should be intimately acquainted with the stoves in their stock, know every feature of each kind, be thoroughly posted as to the special merits claimed for them by the manufacturers, and be prepared to give an exhaustive description at any time.

The merchant carrying a fair assortment of goods this fall should be in a position to meet the most exacting demands of the most particular customer, as the lines of all the leading manufacturers are exceptionally complete and attractive. The catalogues are particularly explicit this year, and every dealer and clerk would do well to study them. Let him go over the description of goods he has bought until he is as enthusiastic regarding their merits as the manufacturer himself, and is able to tell just what improvements have been made over last year, and why the changes have been made. He should know the dimensions of the oven and know every little point of vantage possessed by it, as the housewife naturally always lays the greatest stress here. It should, of course, be the seller's aim to sell the better grade of goods in stock where possible, as the buyer is sure to be better pleased in the end with a good stove for which a fair price has been paid, than with a poor one bought for a song. There are good cheap stoves to be had, and the dealer should exercise as much care in purchasing in this line as in the more expensive goods. In talking stoves to a customer whose intention as to price is not known, great care should be taken that in extolling the better grades the cheaper ones are not so detracted from that the customer will go elsewhere if she desires to pay the lesser price, thinking that only the higher priced trade is desired.

NOT AUTOCRATIC.

"Salesmen should learn that the majority of the hardware trade are not autocratic in their sentiments," said a hardware dealer to Hardware Reporter. "The representative of a house manufacturing goods handled by the trade was in here not long ago and tried very hard to sell me a bill. I told him that I traded at another house in his line, and the man actually tried to throw discredit on the house because the head of it had begun his business life in a very humble manner, in fact, had gained his first experience as a porter and then as a driver of a mule team for a manufacturing concern in the same business in which he had achieved success. I had known this before and admired the man for his pluck and energy, as any sensible person would, and you may imagine how little effect the salesman's sneer had upon me. In fact, it made me feel like favoring the house all the more. Personalities of this kind are something a salesman cannot afford to indulge in."

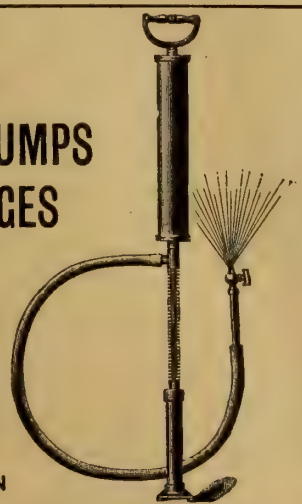
SIX MONTHS' TIN TRADE.

The first six months of this year shipments from the Straits to Europe and the United States aggregate 21,500 tons, an increase of but 245 tons over the first half of 1894, while shipments from Australia, aggregating 1,680 tons, show a falling off of supplies from that quarter of about 470 tons.

The deliveries in the United States for the same period were 10,100 tons, an increase of 3,100 tons as compared with the deliveries during the former year.

All this would tend to emphasize the facts that the consumption of tin has at last overtaken production, and that from now on the path of the syndicate is a much smoother one in advancing values. The arrivals during the week have been 475 tons of tin.—N. Y. Metal Market Report.

FOR
BRASS
SPRAY PUMPS
AND SYRINGES
WRITE . . .
Stevens
Manufacturing
Company
LONDON



SPRITE CYCLES
LEAD
QUALITY
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CUSHION TIRES FROM £5 8 0
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At works, London, Eng. Packed in crates free.



SPRITE CYCLE CO.,
Steam Cycle Works
BLOOMSBURY, London, W.C

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JOHN LUCAS & CO.'S
IMPERIAL FRENCH GREEN
Is the original and only reliable . . . . . .

BRUSHES
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WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.
Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

A PROGRESSIVE PAINT AND VARNISH HOUSE.

SINCE Walter H. Cottingham & Co., of Montreal, began business, about 8 years ago, they have made steady progress along the business highway, until they now occupy a most prominent position in their trade in this country.

Their latest step forward is in the varnish branch of their business. They have obtained the permission from the St. Henri Council, a corporation just outside of Montreal, to erect a large varnish and oil plant. Mr. Cottingham informs HARDWARE AND METAL that it is their intention to erect a most complete factory with all the latest and most approved appliances for the manufacture of all kinds of varnishes. The manufacturing will be under the supervision of a celebrated maker from one of the largest factories in the United States. There is every reason to believe this new venture will prove a success, as the Messrs. Cottingham already enjoy a large varnish trade for the finest class of goods. They will continue to handle Messrs. Manders Bros.' fine coach varnishes, which enjoy such an enviable reputation in this market.

It is also learned that owing to the growth of this firm's general business, their present warehouse and offices have become too small. More accommodation had therefore to be sought, and has been found in the fine new premises, 21 and 23 St. Antoine, and 2, 4 and 6 St. Genevieve streets, where the firm will move to this fall. To give an idea of the extent of their new premises, it might be mentioned that they contain 28,000 square feet of floor space.

HARDWARE AND METAL wishes the Messrs. Cottingham success in their new ventures.

IMPROVED HOISTING BUCKETS.

To facilitate trench work in streets where it is usually important to obstruct the roadway as little as possible, so-called trench machines have been introduced and a description of the Carson-Trainer machine is given in a recent number of Engineering News. The object of the machine is to hoist up buckets of the excavated material, and convey them to bulk and dump over the completed arch or sewer as black filling, thus avoiding all piling of spoil in the street and a second handling of it. For large work the machine consists of a number of A trestles, 20 feet high, placed from 16 to 32 feet apart, the feet resting on the sides of the trench. These trestles support two 12-inch channels, rivited together so as to form an I-beam, on the lower flange of which the traveler runs This traveler supports a fall-block with which the bucket can be raised from the bottom of the trench. A portable engine at one end of the machine provides the necessary power for traversing and hoisting. The buckets when being traversed pass through the upper opening in the A frames. They are of 30.30 cubic feet capacity, and in good conditions as much as 800 cubic yards of material can be handled by the machine per day. Boulders, when met with, are slung on chains and hoisted in the same way as the buckets.

A CONTRACT FOR TWO STEEL HULLS.

The Bertram Engine Works Co., Ltd., of Toronto, have received a contract for contructing two steel hulls for the Upper Ottawa Improvement Co. The value of the contract is about $40,000, and the work is to be done during the incoming season. Last season the Bertram Co. built two similar hulls for the same people, and a gratifying feature regarding the contract just received is that it was unsolicited, the Ottawa firm merely instructing them to repeat last year's contract. HARDWARE AND METAL'S informant might well remark: "That is a pretty good evidence of the Bertram Co's work."

Four boilers, each occupying a car, were shipped on Thursday last by the Bertram Co. to Winnipeg. They are for the street railway power house there.

Another contract, recently completed by the company was the construction of the steamer Hiawatha, for the Royal Canadian Yacht Club. Her hull is of steel. She is 60 feet long, and was launched about ten days ago.

THE REASON THEREOF.

A shrewd and observant English merchant dealing with Germany, who has just returned from a business visit to that country, was asked by Hardwareman the other day to explain the secret of the low priced German hardware which was filling the retail shops of England—even those of Birmingham and the Black Country—at a figure which no producer in the country could look at. The reply was soon given. "You know well enough," said the merchant, "that any given article can be produced at greater advantage in a large than in a small quantity. Now, you are exercised about the wonderful enamelled light hollow-wares which make such a show in the retail windows of Birmingham and Wolverhampton. The style and patterns of these goods are changed every season. Suppose a German maker resolves to produce say a thousand gross of a given article, and under the advantages of German protective duties he can dispose of two-thirds of the make in his own land. The price yielded by the sale of two-thirds pays him for the entire make, with a handsome profit into the bargain. He can afford to deal with the remaining third by consignment to England or the colonies. He is safe in any case. He has done well out of the venture to begin with, and whatever the remnant may yield, be it much or little, only adds to the profit already secured. So it comes to this: the English consumer benefits by the German system of business, although it is rather hard lines upon the English manufacturer." The fact is one of much interest, and it ought to be generally known.

SPRING BALANCES.

Editor HARDWARE,—Referring to your remarks in the issue of the 20th inst., I cannot understand why the Custom House officials should have any right to seize such articles as spring balances, which are prohibited. Logically speaking I go from the point that any person desiring to use a similar article could make one himself without much difficulty, and would defy any Government official to take it away from him. I do not see why the Government should prevent persons wishing to have such articles from buying them in the trade, or why it should have any objection to have spring balances sold, as long as no person sells goods by weighing same on such scales. I am fully aware that spring balances will not weigh quite exactly the same if used at different temperatures, but this applies more or less to all balances. I do not think that the Canadian people are such children that the Government has to protect them against frauds in regard to buying and selling goods. The Government might just as well pass a law to have every yard stick and foot rule stamped. Yours respectfully,

D. REDLAW.

Remarks: The Customs' officials say they have no option in the matter. They receive instructions and must carry them out. There was at one time a good sale for spring balances, and there is no good reason why the trade should not be allowed to continue the sale for private use. The heavy fine for anyone who sells goods on these balances would prevent any fraud.—THE EDITOR.

PIG IRON IN BELGIUM.

The following table shows the production of pig iron in Belgium during the first six months of the year, as compared with the corresponding period of last year:

	June.		Jan.-June.	
	1895.	1894.	1895.	1894.
	Tons.	Tons.	Tons.	Tons.
Forge pig	35,100	36,600	222,090	189,220
Foundry pig.....	8,700	7,050	52,780	47,415
Steel pig	32,700	34,500	187,180	207,150
Total.....	76,500	78,150	462,050	443,785

At the annual meeting of the United Chain Makers' and Chain Strikers' Association, held at Stourbridge this week, it was reported that for the first time in the history of the trade all the principal factories were members of one association. A resolution was passed affirming that it was desirable that the Board of Trade should take steps to compel the testing at public testing machines of all chains used in the United Kingdom and on board British ships, and that it should be made a penal offence to issue bogus certificates with untested chain.

BELGIAN PRESSURE-WELDING.

The Royal Society of Belgium has published additional facts in regard to the welding of metallic bodies by means of simple pressure at temperatures far below their fusing point. In these researches the plan pursued was to put the metals in the shape of cylinders bounded by plain surfaces, great care being taken as to their purity, and, having been mounted and welded together by means of a hand screw, they were placed in a heating oven and kept at a constant temperature between 200 and 400 degrees for from three to twelve hours. The result shows that the most perfect joints were produced with gold, lead and tin, while the worst were with bismuth and antimony. Two cylinders thus welded together could be put in a lathe, one of them only being held in the chuck while the other was being worked upon by a cutting tool, without coming apart They could be separated with the aid of pincers, but then a rough breakage was produced which did not coincide with the original plane of separation. It appeared, too, that the more crystalline the bodies, the less is this phenomenon of incipient liquefaction exhibited, the commencement of its appearance in the case of platinum, for instance, being 1,600 deg. below its fusing point. That such a liquefaction or softening actually took place was abundantly proved by experiment.

HOW SOAP SOFTENS STEEL.

The steel manufacturer is subjected to some rather singular annoyances at the hands of his customers. For example, remarks an English paper, the other day a manufacturer received a complaint from a firm which uses a good deal of his steel that there was something wrong with the last consignment sent, inasmuch as the men asserted it was soft. This surprised the manufacturer, as large quantities of the same steel had given satisfaction elsewhere, and he himself went to investigate the matter. He was still more surprised when he found that the steel was soft after heating and submersion in the usual bath. The blacksmith before whom he made the test, and the other workmen standing round, took no pains to hide their enjoyment of the expert's discomfiture.

"You see, it is soft," said the blacksmith, with a grin, and for a moment the manufacturer was at a loss what more to do. Then an idea struck him.

"Is this bath all right?" he asked, and without waiting for an answer he plunged his hand into the trough and fished up a good sized lump of soap. No steel will harden in a soapy bath, and the mystery was at an end. Of course, the blacksmith who had played the trick was discharged, and he confessed that a rival manufacturer of steel had given him a ten-pound note to put the soap in the bath.

SITUATION VACANT

WANTED — For Ontario and Eastern Provinces— travelers calling on retail hardware. Side line on commission. Address,

HARDWARE, Box 311, Oshawa, Ont.

SITUATION WANTED.

AS BOOK-KEEPER OR HARDWARE SALESMAN, by young man with long experience; highest references. "R. F." care of THE HARDWARE MERCHANT. Toronto, Ont. (33)

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Iron, Steel and Metal Merchants and Manufacturers' Agents.

Close Import Prices on all kinds of

Iron, Steel, Wire, etc. **CUTLERY** A Specialty.

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ALBERT MANUFACTURING CO.

Manufacturers of the Well Known

"HAMMER BRAND"

Calcined Plaster and

Patent Rock Wall Plaster.

HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

A. ALLAN, President. F. SCHOLES, Managing Director. J. O. GRAVEL, Secretary-Treasurer.
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CANADIAN RUBBER CO.

CAPITAL **OF MONTREAL** $2,000,000.00

TORONTO and WINNIPEG

Manufacturers of superior quality — All kinds of

Rubber Belting

Of following grades:

"Extra Star"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"
"Fine Para"

Rubber Hose

All made with our Patent Process Seamless Tube, including

Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore,
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

Mould Goods of Every Description.

WESTERN BRANCH:

Cor. Front and Yonge Sts. - Toronto

J. H. WALKER, Manager

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE creditors of W. Perron, general store, Chicoutimi, Que., have been called together.

Fortier & Co., furniture, Montreal, have assigned.

J. Anger, general store, St. Philomene, Que., has assigned.

R. Shortreed, general store, Shortreed, B.C., has assigned.

John Hill, carriage maker, Midland, Ont., is offering to compromise.

E. W. Bickle & Co., general store, Wellington, B.C., have assigned.

Laird & Co., general store, Tara, Ont., have assigned to Thos. A. Kilgour.

Margaret (Mrs. C. D.) Barnaby, general store, Louisburg, N.S., has assigned.

T. H. Pentland & Co., general store, Holland, Man., have compromised at 90c.

Jas. N. Beaudoin, trader, Cyrville, Que., has assigned. Creditors meet on August 7.

A. E. Lawrence, crockery, Montreal, is offering to compromise at 25c. on the dollar.

Malloy & Malcolm, carriage makers, Hamilton, Ont., have assigned to Walter Anderson.

A meeting of the creditors of F. X. Mercier, lumber, Quebec, has been called for August 6.

John Huston, general merchant, Manitou, Man., has executed a trust deed to R. J. Whitla, et al.

There is a demand of assignment in the case of N. Girouard & Co., general store, St. Guillaume D'Upton, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

E. Blanchard & Co., traders, Montreal, have dissolved.

Blanchet & David, saddlers, Montreal, have dissolved.

Birtz & Denis, saddlery, St. Simon, Que., have dissolved.

Jacob Pickles & Son, general store, Mahone Bay, N.S., have dissolved.

Bulger & Gaudry, general store, Eganville, Ont., are dissolving. Patrick Bulger continues.

Andrew F. Murray and Robt. Ball have been registered proprietors of Murray, Ball & Co., tile layers and traders, Montreal.

The Trenton Light, Heat & Power Co., Trenton, Ont., and the West Wheel Co. of Yarker, Yarker, Ont., are both applying for charters.

Bligh & Prince, agricultural implements, Truro, N.S, have dissolved. L. W. Johnson retires, and F. Prince is admitted into partnership under old style.

The James Shearer Co., sash and door manufacturers, Montreal, and the Shearer & Brown Co., Ltd., lumber contractors, Montreal, are both applying for charters.

The trading firm known as Robert McCready, at St. Romauld, Que., has dissolved, and a new partnership under the same style has been formed, composed of Michael McCready, Rose Ann McCready, Eleonore McCready and Emilie McCready.

Reuben Millichamp, Geo. T. Irving, Alex. F. Rodgers and Thos. D. Bailey, all of Toronto, and Edward J. Coyle, of Montreal, are asking for a charter as "The Irving Umbrella Co., Ltd.", with headquarters at Toronto, and a proposed capital of $25,000.

Geo. Taylor, Weston, Ont.; Thos. Tier & Arthur Clayton, Lambton Mills; and Henry Lemon and F. P. Brazill, Toronto, are applying for incorporation as "The Canonto Mica and Mineral Mining Co., Ltd.", with $22,000 capital, headquarters at Toronto, and scene of proposed operations the counties of Frontenac, Peterboro', Hastings, Addington, Lanark and Renfrew.

SALES MADE AND PENDING.

D. Aylsworth, general store, Markham, Ont., has sold out to D. W. Hughes.

E. W. Bickle & Co, general store, Wellington, B.C., have sold out to Thos. Bickle.

C. Bickell & Co., general store, Arthur, Ont., advertise their stock for sale by auction.

The general stock of Pierre Trepannier, of Louiseville, Que., has been sold at 50c. on the dollar.

The general store of Jos. Thibautot, St. Anne de la Pocatiere, Que., has been sold at 42c. on the dollar.

CHANGES.

R. T. Spence has commenced a general store at Roberval.

F. W. Singleton, tinware, Delta, Ont., has removed to Carleton Place.

Hoover Bros., general store, Port Arthur, Ont., have removed to Franklin, Man.

Joseph J. Boudreau has commenced a general store business at Carleton, Que.

Jacques St. Jean has been registered proprietor of St. Jean Freres, hardware, Montreal.

FIRES.

Wm. Nellis, harness, Dresden, Ont., has been burned out.

P. O. Pelletier, wagon maker, Montreal, has been burned out.

John McAdam's saw mill at Woodstock, has been burned. Insurance, $2,300.

The Point Ellis Iron Works at Victoria, B.C., have been burned. Insured for $1,500.

John Piggott & Son's lumber and planing mill at Windsor, Ont., has been destroyed by fire.

M. N. W. McKenzie, general store, Russel, Man., has been burned out. Partially insured.

DEATHS.

Chas. Carpenter, of the Beaver Saw Works Co., Hamilton, Ont., is dead.

COPPER STATISTICS.

James Lewis & Sons in their circular estimate that the total English and French consumption of copper, and the English exports for the six months ending June 30th, amounted to 70,131 long tons. For the six months the estimates give the imports of copper into Great Britain in all forms at 61,525 tons, the English production at 350 tons, and the exports from Great Britain at 29,979 tons. The apparent British consumption of copper was, therefore, 28,922 tons for the six months. The stocks in Great Britain on June 30th were estimated at 52,452 tons, showing an increase of 2,974 tons over those reported on January 1st. The direct imports from producing countries into France were 11,175 tons, in addition to which 4,663 tons were imported from England, and there was a decrease of 56 tons in stock, so that the estimated French consumption was 15,893 tons. Stocks in France on June 30th were light, being estimated at 1,230 tons only.

TO LET

Two Stores in the Coombs & Stewart Block, City of Brandon, Man. 48 feet front, 65 feet deep, with cellar. For particulars apply to J. R. Foster on the premises, or

Robert M. Coombs, Elkhorn P.O., Man.

Pigou, Wilks & Laurence

Limited,

11 QUEEN VICTORIA ST., - LONDON, E. C.

Sole makers of the

"ALLIANCE"

PRIZE SPORTING POWDER

THE TRADE ONLY SUPPLIED.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.,

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

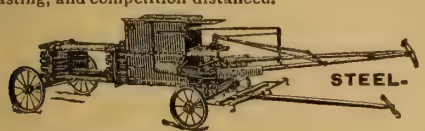
In Handy Cans
IS THE PROPER LINE.

A. RAMSAY & SON

MONTREAL.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.



"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

DO YOU?

wish thus to build an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

JOSEPH RODGERS & SONS WIN AGAIN.

The action brought by Messrs. Joseph Rodgers and Sons, Limited, against Otto Henckels & Company, of Solingen, in Germany, has terminated in favor of the English firm. The case was tried at Elberfeld, on Monday, July 1st, before five judges of the Criminal Chamber of the Imperial Amtsgericht. Otto Henckels & Company's infringement of Joseph Rodgers & Sons' trade mark, labels, muster cards, and patterns was very complete, and was designed more particularly for the deception of the natives of India, among whom Joseph Rodgers & Sons have a very high reputation. The case was argued on behalf of Rodgers & Sons by a distinguished German advocate, supported by the Crown Prosecutor for the district, who had taken up the case as soon as the documents and samples were laid before him, and reported in favor of a criminal prosecution, instead of civil proceedings. The judges had little difficulty in coming to a decision, and ultimately they condemned Otto Henckels and Walter de Haas, the two partners composing the firm of Otto Henckels & Company, to a fine of 600 marks, and in plain language condemned their action as being fraudulent, and an altogether unjust interference with the good name of the well-known English house. The case, according to Hardwareman, appears to have caused considerable excitement in Elberfeld, Solingen, and Remschied, and the surrounding district, in which the cutlery manufactures of Germany are carried on, and will, it is expected, have a most satisfactory result in stopping those gross deceptions in the Indian market, which have caused Joseph Rodgers & Sons so much trouble and expense during recent years.

TELEPHONE SECRECY.

The new law in regard to the maintenance of secrecy by telephone employes as to messages passing over the wires will come into operation September 1. It requires the staff of telephone companies to be as secretive regarding the nature of their business as are the men and women who handle telegraphic messages. A person who either wrongfully obtains or attempts to obtain any knowledge of a telegraphic or telephonic message by connivance with a clerk, operator, messenger or other employe of a telegraph or telephone company, or being such operator or other employe, wilfully divulges to any but the person for whom it was intended the contents or the nature of a telegraphic or telephonic message intrusted to him for transmission or delivery, or of which contents he may in any way have become possessed, is punishable by a fine of $1,000, or six months' imprisonment, or both. The same penalty attaches to neglect or refusal to transmit or deliver messages, except when they are intended for illegal purposes.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL



Our Triumph Snap with flat spring, and Banner Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, August 2, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb. ingots, per lb.	0 17 0 17½
Straits	0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley.	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.Xl	7 70
Raven & P. D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½x17	3 50 3 75
D.X	4 50 4 75
D.X.X	5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	2 90 3 10
I.C., special sizes	3 15 3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	6 00 6 25
I.X., Terne Tin	8 25 8 50

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs / 14x60, " / 14x65, "	0 06 0 06¾
Tinned Plates.	
72x30 up to 24 gauge	0 06 0 06
" 26 "	0 06 ....
" 28 "	0 07¼ 0 07½

Iron and Steel.

	Base Price,
Common Bar, per 100 lbs	1 70
Refined " "	2 35 2 65
Horse Shoe "	2 60 2 75
Band " "	2 20
Hoop " "	2 20
Swedish " "	4 00 4 25
Sleigh Shoe Steel "	2 50
Tire Steel	3 00 3 25
Machinery	2 75 3 00
Cast Steel, per lb	0 10 0 14
Russian Sheet, per lb	0 10½ 0 11
Tank Plates, 1-5 and thicker.	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	0 10½
3-inch	0 13½

Steel Boiler Plate.

¼ inch	2 45
⅛ "	2 35
¾ " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40 2 50
22 to 24 "	2 25 2 35
26 "	2 35 2 45
28 "	2 50 2 65

Canada Plates.

All dull	2 15
Half polished	2 25
All bright	2 50 2 85

Iron Pipe.

Wrought, ¼, ⅜, 37½ p.c.; ½ to 2 in., 65 and 10 Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs		5 00
" ¼ " "		4 38
" 5-16 " "		3 50
" ⅜ " "		....
" 7-16 " "		3 15
" ½ " "		3 00
" 9-16 " "		2 90
" ⅝ " "		2 85
" ¾ " "		2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11 0 11¼
Lake Superior	0 11 0 11¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20 0 22
" round and square 1 to 2 inches	0 18 0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14 0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½ 0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16 0 17
" 35 to 45 " "	0 04½ 0 15½
" 50 lb. and above, "	0 14 0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 20
Spun, per lb	0 24

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 0 26
From 20 gauge up	0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18 0 20
" 27 to 30 "	0 20 0 21
" 30 and up	23 0 26
Sheets, hard-rolled, 2x4 ft	0 21 0 23

Zinc Spelter.

Foreign, per lb	0 03⅞ 0 04
Domestic "	0 03½ 0 03¾

Zinc Sheet.

5 cwt. casks	0 04¾
Part casks	0 05

Lead.

Imported Pig, per lb	0 03⅛ 0 03¼
Domestic, per lb	0 02¾
Bar, 1 lb	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½ 0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼ 0 04½

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10 0 10½
Other makes, per lb	0 09½ 0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 50
No. 1 do	4 25
No. 2 do	4 00
No. 3 do	3 75
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00 1 05
Second qualities, per gallon	0 90
Barn (in bbls.)	0 70 0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	2 75
Yellow Ochre (Royal), per cwt	1 10 1 15
Venetian Red (best), per cwt.	1 80 1 90
English Oxides, per cwt	3 00 3 25
American Oxides, per cwt	1 75 1 90
Canadian Oxides, per cwt	1 75 1 90
Paris Green, per lb	....
" " 100 lb. drums	....
Burnt Sienna, pure, per lb	0 10
" Umber, " "	0 10
do. raw	0 09
Drop Black, pure	0 09
Chrome Yellows, pure	0 18
Chrome Greens, pure, per lb.	0 12
Golden Ochre	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine, p.g	0 85
No. 1 Carriage, per gal	1 30
Gold Size Japan, "	1 00 1 20
Pure Orange Shellac	2 10 2 15
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 58
Boiled, per gal	0 61

Turpentine.

(In bbls,)

5-Barrel lots	0 41
1 " "	0 42 0 42½

Castor Oil.

Best, per lb	0 06½ 0 07½

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue.

(In bbls.)

Common	0 07¾ 0 08
French Medal	0 10 0 10½
Cabinet, sheet	0 11 0 12
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 18
Coopers	0 19 0 20
A1 clear	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross .....
" Sewing, per gross .. } 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair .. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent,
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb 0 04
12 in. up, per lb 0 03
Per doz. set.
Screw. Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Snow, " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross 1 60 4 75

KNOBS.

Door, japanned and N.P,, per doz. 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—
1. Either Canada or American pattern—
Basis—50 to 60 dy..... 2 10
40 dy..... 2 15
30 dy..... 2 20
20, 16, and 12 dy..... 2 25
10 dy..... 2 30
8 and 9 dy..... 2 35
6 and 7 dy..... 2 50
2. American pattern only—
From 4 to 5 dy..... 2 60
3 dy (lath)..... 3 0
3. Canada pattern only—
From 4 to 5 dy..... 2 60
3 dy (lath)..... 3 10
3 dy, A.P. fine..... 3 70
Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75 and 5 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal..... 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz..... 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per 100 lbs..... 0 01¾ 0 01⅞
Tins, lbs..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	5¾	00 8¼
¼, 5-16, ⅜ in.....	6	00 8¾
Cotton.....		11 12
Russia Deep Sea.....		12¾ 13½
Jute.....		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen..... 0 40 0 70
"Empire," McMillan&Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz..... 0 00 7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 0 00 9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme..... 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English..... 1 80 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross..... 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized..... 0 03 0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb..... 0 25 0 50
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... .... 3 50 5 00
Grind. per ton..... 15 00 18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.
Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb..... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55
Binding, Blue Ribbon..... 0 06¾ 0 07¼
" Red Cap..... 0 06½ 0 06½
" Prison..... 0 00
Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 0 03
Galvanized, 4 barb, 4 and 6 inches apart 0 03
Galvanized, plain twist, all delv'd.... 0 03
"Lock Barb," 4 point..... 2 87½
" Glidden, 2 point 2 87½
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 04½
Steel Staples 0 03 0 03¼
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz..... 1 25

ARBENZ'S RAZORS

For Sale by the Trade.



WITH INTERCHANGEABLE BLADES.

The Best, Most Reliable, Easiest and Cheapest High-Class Razor in the World.

LAMPLOUGH & McNAUGHTON

Sole Agents, Montreal.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

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MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

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ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

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188 and 190 McGill St.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works

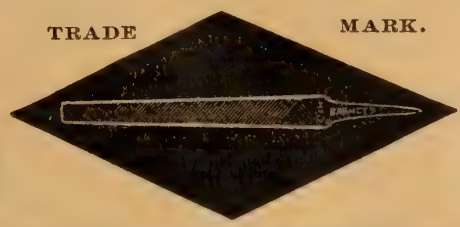
You can make no mistake by placing your order fo Axe Handles with us. Our Shaved Pattern Secon Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

BLACK DIAMOND FILE WORKS

TRADE MARK.



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
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And every other description of Sawfiles.

The

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MONTREAL, TORONTO, QUEBEC, HAMILTON, KINGSTON, ST. JOHN, HALIFAX, WINNIPEG, VICTORIA, ST. JOHN'S, NFLD.

We turn out 250 tons of paper every week.

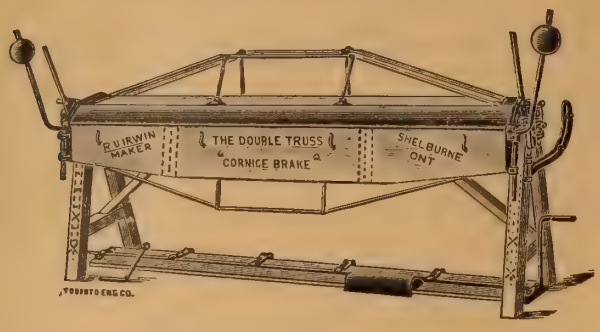
Among the many varieties made are certain lines for wrapping purposes that commend themselves especially to the hardware trade.

A postal will bring you samples, prices and terms, and of paper bags also.

The above printed or unprinted.

IMPROVEMENTS IN

Cornice Brakes FOR 1895



THE above cut illustrates the New Double Truss Cornice Brake and Beader attachment, manufactured by R. U. Irwin, of Shelburne, Ont. It has been greatly improved throughout. The ends of the leaves are enclosed in a malleable iron casting driven on firmly, to which the iron stay rods are secured, greatly adding to its strength, and preventing any liability of warping or twisting. The clamping device is simple yet powerful, and is very easily operated from either end by one person. The maker states it will bend 20 gauge iron, or lighter, straight and true its entire length.

The Beading attachment will be highly appreciated, as nearly every tinner knows the round bead trough is much stronger than the square bead, as heretofore they had no convenient way of forming it. There will be special inducements offered for the next thirty days, in order to get them introduced. All enquiries will be cheerfully answered by corresponding with the sole agents:

The James Robertson Co. Ltd.

Toronto, Montreal, St. John, and Winnipeg

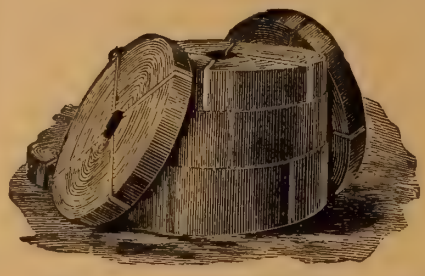
Or the manufacturer, **R. U. IRWIN.**

Don't Delay

Ordering your requirements of

THRESHING BELTS

Until the rush in height of season prevents prompt shipment.





ORDER NOW!

Best Brands

"MONARCH" Special, fine quality.
"RED STRIP" Extra heavy.
"LION" Extra value.

Hard Rubber Suction, Spiral Suction, etc., etc.

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT STREET W. - - TORONTO.

Axes

Montana	Mann's Polished, Bevelled.
Black Prince	" Hand Made
Model	" Phantom, Plain and Bevelled.

PLEASE WRITE FOR QUOTATIONS.

N. B.—We are sole agents for Ontario for Mann's brands.

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ENGLISH HOUSE:
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

TORONTO

Paris Green
Guaranteed Government Standard.

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, AUGUST 10, 1895. No. 32.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

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The Toronto Radiator Mfg. Co. LIMITED

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Largest manufacturers under the British Flag . . . . .

SAFFORD

Patent Radiators

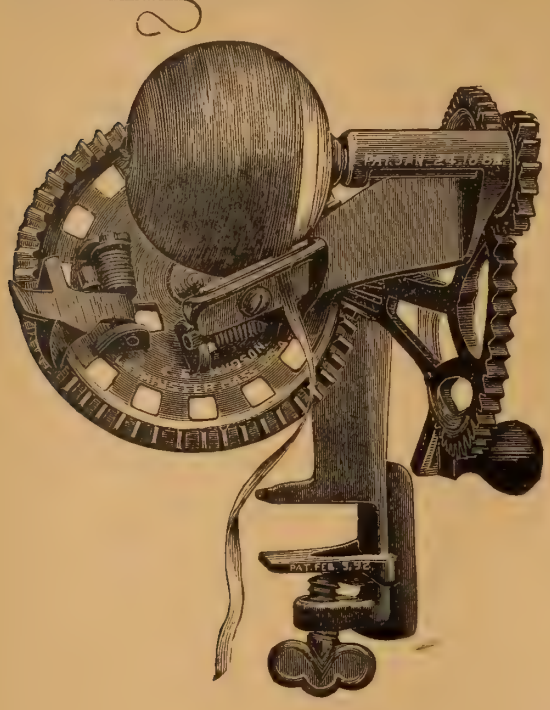
FOR

HOT WATER AND STEAM HEATING

NO BOLTS PACKING LEAKY JOINTS

Positively the only Radiator on this Continent that will stand any and every test.

TO THE TRADE



Genuine "Hudson" Rocking Table

APPLE PARER

WITH PUSH OFF

This machine is so arranged that parings and juice cannot fall upon it. It is provided with

IMPROVED CLAMPING DEVICE

so that the table will not be jammed. It is **stronger, more durable,** has **less gears** and **working parts, will pare closer to the fork, keep cleaner, do better work and more of it** than any machine on the market.

RICE LEWIS & SON, Ltd.

Cor. King and Victoria Streets **Toronto**

Our New Building



Will be ready for us about . . .

SEPTEMBER 1ST.

NEW ADDRESS

125 and 127 Queen Street East . . .

TORONTO STEEL-CLAD BATH AND METAL CO. LTD.

123 QUEEN ST. EAST TORONTO, CAN.

OIL STOVES

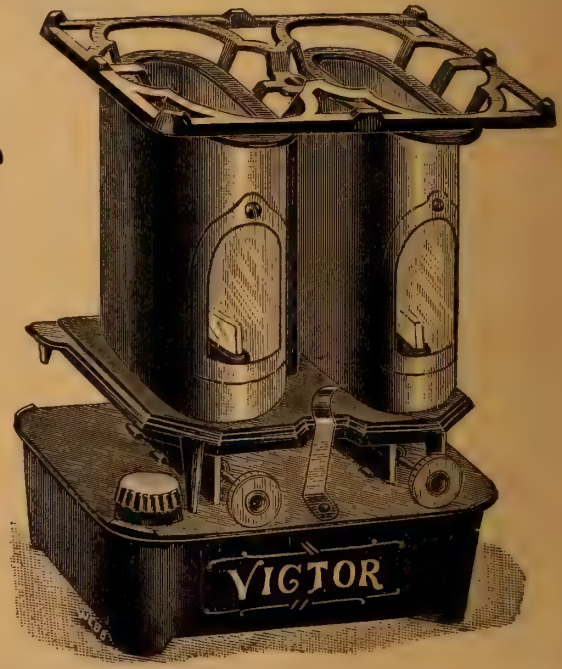
Latest Improvements for 1895.

Victor

Iron Bottom.

Daisy

Tin Bottom.



One, two and three Burners, Ovens and Extension Tops.
Finish first-class. No smoke, no smell, but lots of heat

Kemp Manufacturing Company

TORONTO.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

Vol. VII. TORONTO AND MONTREAL, AUGUST 10, 1895 No. 32

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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ENGLISH THIEVES.

I'M MAD; not insane, although some people may sometimes think that I am even that. But at this particular moment I'm mad; righteously mad; wrathy, indignant. And all because I have been robbed. Not robbed of my purse, for "who steals my purse steals trash." It is of the products of the little brains I possess that I have been robbed. And I have caught the ——. But I must be charitable. I have caught the purloiners—no, plagiarists is still more charitable—and that red-handed.

And, O, ye gods, must I acknowledge it? the culprits are fellow-countrymen of mine. Et tu Brute.

The English mail brings the evidences of their guilt to hand. One of the appropriators of my thoughts—for it is thoughts they stole—was The Manchester Grocers' Review. On page 5 of its issue of July 9 it had no less than five of my "Pen Drops." It did not credit them to HARDWARE AND METAL, but the editor of The Review probably thought that by honoring them with the first place in the column, I would be mollified. I do feel honored, but I'm blessed if I'm mollified.

The other thief—excuse the term—is London Ironmongery. It is not at all modest in its appropriations. It, or rather the "Man at the Wheel," takes, practically holus bolus, an article which I wrote a few months ago, breaks it up into nice little paragraphs, puts a dash between each, and places them in the column which the "Man at the Wheel" "writes."

This appropriation of articles from the columns of HARDWARE AND METAL is not a practice of recent development. It has been going on all the time, only it is becoming more frequent; and now patience has ceased to be a virtue. I'm mad.

A thought has struck me. Perhaps the publishers of this journal have made a contract to supply a number of our contemporaries with brains, or rather articles. Of course, if such is the case, that puts a different phase to the matter. But it doesn't mollify me. If they have I want a share in the receipts, for I vow with a big "V" that I won't press the button for a whole syndicate of papers when I'm only remunerated for pressing it for one. THE EDITOR.

MANUFACTURERS AND PRICES.

MANUFACTURERS, in advancing prices, should be cautious. They should not allow the bullish feeling that now obtains to induce them to advance prices where advances are not a necessity.

Aside altogether from the matter of justice, concern for their own interest should make them such.

No one knows better than the manufacturers themselves that there is a strong prejudice among 99 per cent. of the retail trade, and a great many of the jobbers, against fixed prices.

In view of this condition of affairs it is politic that the percentage of dissentients should be decreased rather than increased.

Of course, people with a prejudice are hard to convince anyhow, but wherein the manufacturers need to be careful is that they do not create a real cause upon which this prejudice can further develope.

HARDWARE AND METAL has been led to these remarks by the sundry mutterings that have been heard in wholesale circles during the last few weeks regarding some of the changes that have been inaugurated.

Some of those who expressed disapprobation did so on general principles born of a hostility to trade agreements of any kind. All the complaints, however, did not emanate from this class. Some there were who, while favorable to fixed prices, complained that advances had been made in certain lines which were not warranted by the condition of the home market. Perhaps some of the malcontents were actuated by ulterior motives. But, granted such to be the case, that does not alter the fact that discontent is abroad.

The advance in bolts last week was one of the causes of complaint. HARDWARE AND METAL is not in a position to say whether the advance was warranted by the relative price of the raw material or not. Some contend that it was not. But the common ground of complaint is that the condition of stocks of bolts did not warrant the advance.

As far as we can learn, stocks of bolts in wholesale hands are rather on the large side, and as it is not imperative upon wholesalers to levy the enhanced price on their customers, it is contended that, in view of the conditions noted, cutting and disorganization of prices are in danger of following.

The manufacturers, of course, know better than anybody else how far the recent advances have been warranted. HARDWARE AND METAL only presumes to urge them to "make haste slowly."

GOSSIP ABOUT CUT NAILS.

Manufacturers of cut nails preserve an air of mystery about the recent meeting in Montreal.

All they will state in regard to it is that, as already noted by HARDWARE AND METAL, the base price of $2.10 is to hold good until the end of the present month. This is correct so far as it goes, but the outside trade claim that other matters came up for discussion at the meeting in question.

They have nothing very definite to go on, but remark that they will not be surprised if there are some interesting developments in connection with the cut-nail agreement before the month closes.

HARDWARE AND METAL some time ago called attention to the existence of a difficulty between makers of cut nails that promised to lead to serious developments.

When these reports were going the rounds of the trade officers of the Cut Nail Association informed this paper that the trouble had been finally settled. Many still believe, however, that friction exists, stating that the reticence observed in regard to the recent meeting strengthens them in the opinion.

The invasion of western and Maritime Province territory by a Montreal concern was the old cause of trouble. Whether it still is, the future will show.

AN ANNOYING PRICE LIST.

So much inconvenience is occasioned both retailers and jobbers by the existing state of affairs regarding glass price lists, that one wonders how it is the big dealers do not get together and devise some method whereby the cause of annoyance may be removed.

Each jobber has a different price list which he sends out to all the retailers, causing considerable confusion, for one list gives one set of prices with one set of discounts, and a second another set of prices with a corresponding set of discounts. So that, although when the different discounts are considered the quotations by all the firms are really about on a par, they appear on the face very widely different.

A dealer in an Ontario town wished the other day to order a shipment of glass from a Toronto jobber whom we will call "A". Now, he had mislaid "A's" price list, although he remembered the discount off "A" was accustomed to give. In his quandary he picked up a price list issued by another jobber, "B". As "B" was accustomed to allow a smaller discount off than "A," his price list was lower throughout. The retailer, not knowing of the difference in the two jobbers' discounts, wrote out an order to "A," based on "B's" price list and expecting "A's" discount off.

On receipt of the consignment he was surprised to find that the goods would cost more than he had expected, because he had so confused the price list and discount rates. And having contracted beforehand to supply the glass to local glaziers at a very low figure, he consequently lost money on the transaction, was annoyed thereat and wrote "A" accordingly. But there was no help for the thing, and he had to bear his loss.

It has been suggested that all the jobbers adopt a uniform price list and set of discounts. We think that several of the large dealers are in favor of such a plan, but there is one Toronto house that avowedly regards it as a good thing to "mystify the retailer as much as possible."

THEY TESTED SMOKELESS POWDERS.

Shooting contests at Bisley appear to have become occasions for testing smokeless powders as well as marksmanship; and at the recent meeting at that famous place this feature was probably more pronounced than at any previous gathering.

In some respects the results obtained from the use of smokeless powders were all that could be desired; in others the results were not so favorable.

It appears that smokeless powders proved satisfactory at distances less than 900 yards, but in the contests at that range the results were not so satisfactory, and there were miss-fires when the Lee-Metford rifle was used. One authority declares "that the small-bore rifles of the present day and some of the smokeless powders are radically unsuited to one another goes now without saying, but as these same powders have done excellently in rifles of larger bore, these difficulties do not appear to be unsurmountable and ere long will probably be overcome."

But while smokeless powder and the small-bore rifle are not getting along quite satisfactorily together, smokeless powder and shotguns are daily proving their adaptability for each other.

FROSTING WINDOWS IN SUMMER.

Do what you will, there will always be some fly marks on store windows and on the panes in the doors during the summer.

To destroy the dirty impression this creates on customers, some houses have been frosting the glass with a preparation of beer and Epsom salts.

A solution of a dessert spoonful of salts in half a glass of beer applied with a soft rag evenly over the surface of the glass produces an effect similar to that made by frost in winter. It does not look unlike galvanized sheet iron. It should not be too thickly distributed, for the liquid will run and spoil the appearance.

In some stores in Montreal, where it has been very carefully done, it creates a wintry impression.

SOUTHERN PIG IN CANADA.

A recent circular sent out by the Tennessee Coal and Iron Co. contains some interesting figures. Not the least so to Canadians is the exhibit of shipments of Southern pig iron to Canada, England and Nova Scotia.

According to the return in question, Canada, between July, 1894, and June, 1895, took 2,034 tons of Southern pig, England 250 and Nova Scotia 40.

This shows to what distances the recent low prices enabled Southern pig to be sent in competition with domestic pig produced in such localities.

WILL CORDAGE GO HIGHER?

With regard to the recent advance in the price of cordage, it may be remarked that a further advance is predicted.

The cause given why values should appreciate further is the steady gain in hemp prices, the market for which keeps strong and advancing.

It is remarked also, that even at the recent rise, prices for rope were never so low in twenty-five years as they are at present. With the raw material tending upward, therefore, and prices low, higher figures are considered very probable.

TORONTO IMPORTS AND EXPORTS

THE exports for the port of Toronto during the month of July past totalled in value $286,074, and the imports $1,777,191. The figures for the corresponding month last year were $204,774, and $1,842,690. Thus, while the exports have slightly increased this year, the imports have fallen a little behind.

Most marked increases are to be noted in the imports of manufactures of iron and steel, earthenware and chinaware, bicycles, paints and colors, dyes and chemicals, and green fruits. The most marked falling off is seen in the imports of vegetables, teas, and manufactures of gutta percha. Following is a comparative statement of the imports during July, 1894, and July, 1895, particularly affecting hardware dealers.

	July, 1895.	July, 1894.
Brass, and manufactures of	$ 5,969	$ 4,196
Bicycles, etc.	9,196	5,934
Copper, manufactures of	614	126
Earthenware, stone and chinaware	28,530	18,981
Glassware, window glass, etc.	24,147	21,765
Gunpowder and other explosives	2,295	1,118
Gutta percha, manufactures of	5,443	8,658
Iron and steel, and manufactures of	120,560	77,469
Lead, and manufactures of	6,689	2,829
Metals, and manufactures of	8,015	9,485
Oil, mineral, linseed, etc.	11,738	7,485
Paints and colors	14,294	7,941
Metals, undutiable	39,232	30,481

The increases in the exports were found in the products of the forest and animals and their produce, while agricultural products were somewhat behind last year's mark. We subjoin a comparative list for 1894 and 1895:

	July, 1895.	July, 1894.
The mine	$ 1,123	$ 231
Fisheries		96
Forest	17,339	4,458
Animals and their produce	187,879	117,906
Agricultural products	8,910	1,949
Manufactures	70,454	79,091
Miscellaneous	369	1,043
Totals	$286,074	$204,774

HIGHER FREIGHTS ON CEMENT.

Cement importers state that from this out it will cost 6d. per ton more to lay down cement in Montreal than it has previously.

This is due to an advance in ocean freights to Canada, the scarcity of return cargoes at Montreal leading to the withdrawal of several outside steamers.

At present the spot price of cement is unchanged, but the advance above mentioned will eventually tend to an appreciation in prices ex store or yard.

COD AND SEAL OIL STRONG.

A letter just received by a leading Montreal paint and oil concern from Newfoundland is very strong on cod oil.

It states that the agent in question has been getting a regular flood of orders from the United States and England.

As the quantity is limited, higher prices are certainly expected, as at present orders can hardly be kept going. Seal oil also is written of as very firm, all the cheap lots being cleaned out as fast as they were offered.

CHAT WITH A SHEFFIELD CUTLER.

MR. ROBERT BELFITT, managing director of George Butler & Co., Ltd., the Sheffield cutlery manufacturers, has been in Toronto since Saturday last visiting the trade under the pilotage of Mr. A. H. Symonds, the firm's representative in Canada. On Wednesday I had an interesting fifteen minutes' chat with him.

This is Mr. Belfitt's first visit to this continent. He arrived in New York about three weeks ago, and since then, up to Saturday last, he had spent in visiting commercial centres in the United States. Toronto is his first stopping place in Canada. From what he has seen of the Dominion he is greatly pleased with it. "You have a great country here," he said with a quiet shake of the head. And he agreed with me that what Canada now wanted was a larger population. "Why, let me see," he added, "your whole population is only about equal to that of London alone."

"From what you have gathered during the few weeks you spent in the United States, how do you view the prospects for trade in your particular line with that country?"

"Well," he replied, "the United States is manufacturing a great deal of its own cutlery. But, for really fine goods, the people there still go largely to Sheffield, and I think they will continue to do so for a long time yet. But the Americans are a wonderfully ingenious people. On ideas in such lines as locks, escutcheons, door knobs, and little nick-nacks for sticking in here and there," he continued, as he pressed his thumb in different places on a pillar in front of him by way of explanation, "they beat us completely."

"How do you view your prospects for trade with Canada?" I ventured.

"Fairly good, and, comparatively speaking, better than with the United States. Remember, I am speaking of such lines of goods as are made at Sheffield."

Eventually our conversation turned to trade conditions in Mr. Belfitt's own city in particular and England in general. "Business is improving," he said, "but then, you know, in Sheffield we manufacture for such a diversity of places in the world that when business is dull in one place, it is almost certain to be good in another. If we in England had to manufacture for the home trade alone, I don't know what would become of us."

"But you don't," I interjected. "The world is your field."

"I notice by the daily papers," resumed Mr. Belfitt, "that railway earnings at home are beginning to improve. And, you know, in England we accept the railway earnings as a pretty good indication of the condition of the trade of the country."

Mr. Belfitt left on Thursday morning for Hamilton, London and other trade centres in Western Ontario. He will be away a couple of days, after which he goes to Montreal, accompanied by Mr. Symonds. After paying his respects to the trade in the "Commercial Metropolis," he will visit the trade centres in the Maritime Provinces. Thence he will work his way to New York via Boston and intermediate commercial centres. From New York he will sail for home.

BUSINESS IN SUDBURY.

MR. JAMES PURVIS, of Purvis Bros., hardware merchants, Sudbury, North Bay and Webbwood, was in Toronto the early part of this week. His mission was business, and he regularly makes the journey once a year. Mr. Purvis manages the Sudbury business.

"How is mining in Sudbury district?" I ventured when I ran against him.

"Well, it is only middling," he replied. "The Canadian Copper Co.'s nickel mine is running, but the other two—the H. H. Vivian Co., Ltd., and the Dominion Mineral Co.—are closed down, and have been for some months. The cause appears to be the condition of the outside market. The mine, however, that is in operation is well employed."

"What about the gold mines?"

"The McConnell, or, as most people call it, the Crystal mine, on Lake Wahnapitae, is being worked, and I think they are striking it pretty well."

"Agriculture, what is the condition of that?"

"Agriculture," he replied enthusiastically, "is looking up in that part of the country. It would surprise a good many people how much good land there is in Algoma. Then there is one thing about Algoma: it is magnificently watered. Why, you can walk scarcely for half an hour without striking either a small lake, or a river or stream of some kind. We have no plains like they have in the Northwest. It is rock, land or water. Regarding the crops, there is quite a lot of potatoes. Peas do particularly well. So do oats and hay. Owing to the drouth crops are not, however, as good as usual."

"What is the condition of affairs in the town itself?" I asked.

"The town is gaining in population. It now has about 1,800 people, but, with mining operations active, that number would soon be doubled. Building operations are not as active as a year ago. The Ontario Government and the town are jointly putting up a bridge over Junction Creek. But the most important work going on is the putting in of an electric light plant and the construction of water works and sewage systems, at a cost of about $42,000 all told."

The Messrs. Purvis were formerly in the hardware trade in Barrie. They moved to Sudbury several years ago, and Mr. Purvis told me that they by no means regretted having made the change.

PROMENADING TRAVELERS.

THE third annual promenade concert of the City Travelers' Association, of Toronto, was held on board the steamer Chippewa on Tuesday evening last, and many dollars richer is the treasury of the organization as a result thereof.

All day Tuesday the sky was overhung with ominous clouds. At times rain fell, and just when people decide whether or not they shall go to such things as promenade concerts on shipboard more rain fell. But, in spite of this, 8.30 p.m. saw Geddes' wharf crowded with young and old waiting for the incoming of the steamer upon which they were to disport themselves. If it was faith that the Weather Clerk would be good to the travelers brought them there, they were not disappointed. Soon the stars and blue sky could be seen over-head; and just as the steamer was leaving her moorings to the enlivening strains of the Grenadier band the moon graciously peeped up from behind a bank of clouds, and not once while the steamer with its cargo of pleasure-seekers lazily ploughed the waters of bay and lake did she afterwards hide her face.

If the early part of the evening had been more propitious it is vain for man to say how many would have patronized the affair. As it was there were, according to the tickets collected, between five and six hundred people on board; and as these appeared to be nearly all dancers, promenaders were practically crowded off the main deck, its every nook and corner being monopolized by the votaries of Terpsichore.

The ladies' cabin was another crowded part of the Chippewa. There a vocal and instrumental concert was given, and those who could not get in at the doors crowded around the doors and open windows. The programme was an excellent one, as may be gathered from the names of those who contributed to it. They were: Soloists, Misses H. Morrell and Gerty Black, and Messrs. Charles Dimmock, W. W. Walmsley, W. J. A. Carnahan, J. F. Howitt; comic, Frank Wright; bassoon soloist, Mr. H. St. V. Johnstone; ventriloquist, J. E. Bunting; piano soloist and accompanist, Miss M. Dallas. To Mr. R. M. Corrie, the musical director, is largely due the honor for the character of the programme, and the eclat with which it was rendered.

Recherche were the musical arrangements. For the convenience of the dancers an orchestra was placed both for'ard and aft, while perched in the band stand on the promenade deck was the Grenadier band for the edification of the promenaders, although it must be confessed that some of the promenaders appeared to be oblivious to all but the presence of their partners.

It was close to the midnight hour when the Chippewa reached her wharf and discharged her passengers.

The Committee of Management were: R. Fletcher (chairman), F. Gallow (treasurer), R. R. Cherry (secretary), J. Mortimer, S. G. Martin, W. F. Daniels, S. H. Moore, R. M. Corrie, W. J. Parks, E. Davis, C. Wilson, W. Black, M. Morrell, T. Holman, W. J. Little, R. E. Jamieson, G. B. Curran, W. H. Steele, J. Anderson, J. F. Smythe, F. G. Logan, R. Maxwell and B. McCann.

DROPS FROM THE EDITOR'S PEN.

Tact is the quality that "tacks" many customers to the store of the tactician.

* * *

"Patrons of Industry." What a misnomer! Iconoclasts of Industry is more appropriate.

* * *

It is the trade that booms in the fall "tra-la" that business men will soon be seeking after.

* * *

"Vinegar" in the face of a merchant is as repellant to customers as is vinegar in the saucer to flies.

* * *

Life is up hill to a great many merchants, but not a few themselves construct the hills up which they climb.

* * *

Customers often show little consideration for the merchant but it is an unwise merchant that replies in kind.

* * *

Reputation is a perishable commodity. It cannot be kept in cold storage, but it will not spoil if faithfully guarded.

* * *

Merchants, like politicians, cannot be successful unless they have a policy, and the more vigorous it is the better.

* * *

One of Toronto's department stores has begun the slaughtering of cattle. "Slaughtering" is of course in its line.

* * *

The man who asks, "Does advertising pay?" should be answered by another query: "Does steam move machinery?"

* * *

If the man who parts with his money is a fool, how about the merchant who parts with his goods without the money?

* * *

If Canada is the land of milk and honey, Manitoba appears to have the milk and honey in its essence this season.

* * *

He is a wise man who studies to be a debtor to his avocation, but foolish is he who is careless about his debts to his creditors.

* * *

A Hibernian would probably remark that the lowness of the lake level is not caused by a "lake" but a weakness at the supply end.

* * *

While politicians are wrangling over the respective merits of this or that trade policy, the fact is forgotten that the justice, wisdom and perseverance of the people are greater factors in nation-building than can ever be the particular description of tariff in vogue.

* * *

Printers' ink has darkened the lives of many men, but its judicious use in an advertisement has brightened many a merchant's lot.

* * *

After you have deceived people once by an exaggerated advertisement it does not require the machinations of a rival to keep people away from your store.

* * *

The trade paper gathers news and ideas, and serves them up in palatable shape. Those that do not sit at its table miss many a dainty morsel that would put "fat" on their bank account.

* * *

The numerous announcements regarding coming fall fairs reminds us that while the death of the summer is approaching, so also is the birth of the time when city jobbers will see their country customers.

* * *

Political questions are too nearly allied to explosives for merchant and customer to discuss them: There is a danger that the heat of the discussion may cause an explosion that will blow the customer out of your store into that of your rival.

* * *

The man who pursues a straight course in business is sure to find somebody's corns in his pathway: If he treads on them that is not his fault. The onus is upon those who possess the feet that have the corns. He who, in pursuing the right, is fearful that he will step on somebody's corns will, in describing a zig-zag course, so lengthen his journey that his life will be closed ere he reach the goal.

* * *

If between now and the next session of Parliament members of the Ottawa Cabinet who are touring the country will keep their eyes and ears as wide open for hints that will guide them in legislating in the interests of the business men of the country as they now do for gathering ideas to keep in power, the next session may be expected to bear much more beneficial fruit than the last, especially if private members will do ditto.

DENIED IN ENGLAND.

An English paper has taken the trouble to deny the statement made recently by the manager of the Merchants' Bank that Insolvency laws "operate as an encouragement to insolvency."

The Drapery World denies this and remarks: "Our Insolvency law has not the effect of promoting or encouraging insolvency; that it has the reverse effect to a very striking degree would probably be admitted by every debtor who has had the misfortune to come under the jurisdiction of the Bankruptcy Court If the idea of Insolvency law is simply that it is a process whereby a trader can discharge his debts with fifty cents on the dollar, then we understand the objection to it. It is readily conceivable that such a law would constitute a means of relief to debtors, and an encouragement to insolvency. But, though it is obviously necessary to have some provision for discharge, it can be, as is the case in our Bankruptcy Act, hedged around with such requirements and conditions as render the lot of the dishonest bankrupt anything but pleasant. Long experience has shown us in this country that good solid bankruptcy laws are a protection to the creditor, a terror to the debtor, and a real necessity to the whole community. If some of the leaders of opinion on the other side understood this better, Canada might have had proper insolvency legislation long ago."

LEAD MINING STATISTICS.

In discussing the lead mining industry for 1894 the United States Geological Survey report says that the year was one of exceptionally low prices. Mining declined, and it was necessary to draw on foreign sources to supply deficiencies. The production of refined lead in the United States was 219,000 short tons in 1894. The product of 1893 was 229,000 short tons. Of the domestic product smelted Colorado furnished 50,600 tons; Idaho, 33,300 tons; Utah, 23,200 tons; Montana, 9,600 tons. Other producing States are Nevada, New Mexico, Arizona, California, Missouri, Kansas, Wisconsin, and Tennessee.

ELECTRIC LIGHT INSPECTION.

An order-in-Council has been passed by the Dominion Government under the Electric Light Inspection Act, making the following additional regulations: All electric light supply meters in use at the time of the passing of the Electric Light Inspection Act shall be presented for verifications as follows: One-third before 1st December, 1895, one-third before 1st March, 1896, one-third before 1st July, 1896. For every unverified meter found in use after the first day of July, 1896, the owner thereof shall incur a penalty of twenty-five dollars. For every failure or neglect to comply with the provisions of section 22 of the Act, in relation to affording the department testing facilities, the contractors shall incur a penalty of fifty dollars. For every failure to procure a certificate of registration as required by section 35 and the payment of the fee established thereof, within thirty days after the first day of July, in each year, the contractor shall incur a penalty not exceeding one hundred dollars and not less than fifty dollars.

CREDITS AND COLLECTIONS.

IN connection with the credit and collection department of our business, writes Jacob Furth in a contemporary, we all make about the same experience. The great trouble has been that we are too slow in communicating with each other and that most of us are rather backward in making a case against ourselves. We fall into the same pits, we meet with the same troubles, we are placed face to face with ingratitude, with impudence and with ignorance, but we do not like to parade our experience before the public. Among the most aggravating cases of impudence and ingratitude are those whom we ourselves have spoilt, and who, like bad children, have grown beyond our control. Have we not all of us customers on our books who are financially responsible, but who would no more think of paying a bill at maturity than they would of flying? Do they not come to us and ask us to take notes from their customers which are worthless to us so far as banking them is concerned and do they not insist on settling as and when they please, even though they have the money in bank with which to meet their obligations?

Get such merchants accustomed to the "go-as-you-please" plan of paying, carry them for a while and then try to impress upon them the necessity of paying bills at maturity, and note the result. First blank astonishment, next an outburst of indignation, followed by a shower of epithets that would do credit to a hoodlum. They imagine because they are solvent they can do as they please, and we having cultivated this idea in them and allowed them to pursue such policy, now reap the results as above outlined. We have found but one way to handle this sort of antics and that is to apply the Shakespearian tactics, "by opposing end them."

We have been long enough in business to know that such a state of affairs cannot be allowed to continue without ultimately losing valuable trade. We know of no better way of losing a customer than allowing his account to become complicated or mixed. We know of no better way of keeping friends than by insisting on frequent and absolute settlements, and though we may occasionally come across a purse-proud idiot, though we may now and then temporarily lose the trade of a customer, in the long run it is the only feasible and profitable course to pursue.

The most aggravating accounts are those in which partial payments are made. It is just as easy to pay a bill of $21.15 as it is to send $20.00 on account. We find that a large number of merchants need but have their attention drawn to this obsolete way of doing business to have them drop it as they would any other undesirable and unprofitable system. Nothing is to us more unsightly than long accounts with partial payments; nothing looks more beautiful to us than the frequent red lines showing that bill after bill has been paid in full.

The details of credits and collections, although they now receive a great deal of attention, are still a sealed book to many. Point after point should be brought forth to show that careful attention to details is of interest and benefit to both buyer and seller. Innumerable are the difficulties which surround us, but they are not insurmountable. Common sense methods must ultimately prevail, and he who would deliberately shut his eyes to improvements, be he retailer or jobber, merchant or manufacturer, becomes a stumbling block in the development and evolution of commercial progress. We can no more afford to remain still in the office than we could in the salesroom. We must avail ourselves of all modern, approved methods or pay the penalty which comes from deliberately shutting our eyes to what transpires and to that extent we give an advantage to our progressive business rival.



Are Strictly High Grade. Made only in one quality, and that the

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Finest Paints and Varnishes — MONTREAL

A FORGELESS SMITHY.

Probably the only blacksmith shop in the country without a forge is operated by William Patterson at Niagara Falls. The great cataract supplies the power. The decomposition of water by the electric current, remarks American Manufacturer, is an old and well-known phenomenon, but the heating of the negative electrode by the ignition of the liberated hydrogen gas has only recently attracted the attention of those interested in the electric heating, welding and forging. The first method of heating a piece of metal by the liquid forge was to connect a lead plate to the positive wire and a pair of tongs to the negative. Then by grasping with the tongs the metal to be heated and immersing it in the vessel containing the positive electrode and a good conducting solution of dilute sulphuric acid or soda, the metal will begin to increase in temperature, and if the operation is continued long enough will melt. All the time it is increasing in temperature it is in view of the operator, and can be withdrawn when the desired heat is obtained.

The above method of electric heating by complete immersion requires considerable current, and this led George D. Burton to perfect the method now used, of holding the metal to be heated in contact with the surface of the liquid and as the hydrogen gas is given off it is ignited directly in contact with the metal, which absorbs the heat generated.

The time required to heat iron varies. It takes eight seconds for a piece of iron one-quarter inch square cross-section, to one minute for a piece one inch square; the latter requires 26 amperes at 220 volts, which cost, it is claimed, is less than a quarter of a cent for current. The cost of preparing a horse shoe with a coal forge, with coal at $5 per ton, is 5.85 cents; with the electric forge, and current at 15 cents per 1000 watt hours, it is 2.32 cents.

TRADE CHAT.

CUSTOMER (a traveler just about to be shaved), anxiously: "Is that the same razor you used last time I was here?" Only barber in the town: "Yes, sir." Customer (resignedly): "Then give me chloroform."

Windsor is going to use natural gas for fuel at the electric light works and pumping station. The annual cost is estimated at $1,900 at the lighting station, and $4,000 at the pumping station, which will be a saving of several hundred dollars.

A representative of the firm of Edward P. Ellis & Co., of Milwaukee, is in Kingston for the purpose of negotiating for the erection of a smelting works there.

Hamilton is agitating to secure the Continental Twine and Cordage Co. for that city.

St. Thomas' Board of Trade went to Sarnia yesterday, Friday, for pleasure and were entertained by the Board of that place.

The following is the board of the Sydenham Glass Company, of Wallaceburg, Ont., for the ensuing year: Capt. J. W. Steinhoff, W. DeC. O'Grady, John Scott, George Mitchell, J. C. Shaw, J. H. Fraser, and D. A. Gordon.

The imports of copper into Great Britain during the past six months equal 63,621 tons, against 65,600 tons in the corresponding half of 1894. This decrease of 2,000 tons has been accompanied by an increase of 3,300 tons in the exports, which this year were 29,977 tons, against 26,670 tons in 1894.

Mr. John Kennedy, chief engineer of the Montreal Harbor Board, has gone to Chicago, accompanied by half a dozen other gentlemen interested in engineering, to inspect the great work of the drainage canal, and the menace which it is supposed to present to the St. Lawrence shipping.

Thirty-two men have been added to the large staff already employed in the C. P. R. car shops at Toronto Junction. "With the plucky Toronto and Surburban Railway Co. building extensions to Weston and Islington, a splendid new factory just secured to the town, and other 'tall chimneys' in prospective, the future of Toronto Junction looks bright and reassuring," remarks a local paper.

Crathern, Caverhill & Co., hardware, Montreal, in an interview with a reporter said: "We have a great deal to be thankful for in Canada. Payment have been very well met by us, and our advices are to the effect that a new courage has taken possession of the country traders. Quebec province, so far, holds the lead, but Ontario is better than last year, and a large batch of orders from the Northwest would indicate things are much better up there." Mr. Crathern complains, however, that the bad laws of the Lower Provinces place the Montreal creditor at a disadvantage, and strongly advocates one insolvency law for the whole Dominion.

Detroit business men, in a petition to the Chamber of Commerce, pay a well-merited tribute to the efficiency of the Canadian trunk lines. Detroiters now receive the bulk of their letters from New York, Boston, Philadelphia, and other important business points by way of Toledo. They want the mails to be carried through Canada, to be sorted on the way, and by this means six hours will be saved on each delivery.

The Japanese Government have resolved to place large contracts in England for the supply of steel plates for the building and repair of new and old warships. It is said that the prices given will be very low, but, having regard to the quantity required, it will doubtless be found possible for English firms to secure the business. The first contract will probably be for about five thousand tons.

COST OF MAKING PIG IRON IN VIRGINIA.

MR. H. S. FLEMING, in a letter to The Manufacturers' Record, thus gives the cost of producing pig iron at several points in Virginia:

It will be remembered that when the two furnaces were brought to Big Stone Gap from Carondolet, near St. Louis, the iron work for both was erected, but only one, named the "Jennie," was completed and blown in. The fuel used has been both Pocahontas and Middlesborough coke. It is stated that for some reason the latter did not work as satisfactorily as the former, and of late Pocahontas has been used altogether. The difficulties with the miners have compelled the furnace to shut down several times, but on July 11 it started with a fair stock and expected to be able to continue steadily.

The ore used here is a fossil hematite from one of the veins which traverses the length of Powell's valley, and which have been developed at and around Cumberland Gap. The particular vein operated by the Big Stone Gap furnace is about 18 inches thick, and resembles the Dirtseller ore found along the Chattanooga Southern Railroad, the ore at the latter point being a continuation of the same ore formation in Powell's valley. Limestone is secured near by, and labor is both abundant and cheap.

As to the cost of the iron, I would make the following estimate from what could be learned and seen at the place.

1 1-4 tons Pocahontas coke, at $2.20	$2 75
2 1-4 tons ore at $1.10	2 48
1-2 ton limestone, at 70 cents	35
Material	$5 53
Labor and all other charges	2 50
Total	$8 03

I think this will be found very close to the actual cost. When the company is able to mine its own coal and supply coke to the furnace, I believe the item of coke per ton of iron can be reduced to $1.90 or $2, thus saving 70 to 80 cents on the present cost.

As a rule, pig iron made from fossil hematites is light colored and inclined to be weak. That made at Big Stone Gap is quite the reverse, the grain being open, dark and exceedingly tough. Indeed, I consider it fully equal to any iron made in the country, not excepting Low Moor or other furnaces in that district. Its toughness in the pig is something remarkable, resembling that which I have seen in some special high-class irons made from high-grade Lake Superior ore and Connellsville coke. Unfortunately I have no analysis of the iron, but am told that it has exceptional scrap-carrying properties, and produces an excellent machine casting, both of which I can readily believe.

The same gentleman gives the following estimate of what may be done at Bristol, Va.:

One word more about Bristol. I do not at this moment remember at what figure the Bristol furnace was to make iron, as announced in its prospectus, but my recollection is that it was about $7.50. The plant was operated a short time, and, as it was found a losing operation, was blown out. Since then it has been in litigation, but there is reasonable hope that this may now be settled. If it is, I believe that when coal development at Big Stone Gap is completed it will be possible to operate at a profit, but, I should also add, its main ore territory is still to be developed. Coke it could secure for, say $1.60 per ton; fossil hematite from Big Stone Gap, about $1 40; washed brown hematite from Cripple Creek, about $1.80, and from Embreeville for about the same figure. Possibly some fair quality hematites can be found along the Bristol and Elizabethtown Railroad, and certainly along the branch of the now reorganized Charleston, Cincinnati and Chicago, running south from Johnson City. Magnetites could be had from Cranberry if it pleased the potentates of the little narrow-gauge from Johnson City to the Cranberry Mines to grant possible freight rates and the operators of the mines to sell for a reasonable figure. Limestone can be secured readily and cheaply, and labor is abundant. With due allowances, I believe iron could be made as follows:

Coke, 1 1-4 tons, at $1.60	$2.00
Ore, 2 1-4 tons, average at $1.60	3.60
Limestone, 1-2 ton, at 70 cents	35
Material	$5.95
Labor and other items	2.50
Total	$8.45

This figure can, I think, be reduced, both in cost of coke, ore, and especially the item of labor and incidentals. Under proper management the plant might produce for about $8 per ton, and even this could be shaded.

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KEEPING THE LEDGER.

THE subject of keeping the ledger is of vast importance, says Implement Age, and should be read by all who keep books. It conveys ideas that may prove valuable, and interest all classes. Every payment of money, every receipt of money, every note or acceptance given or received, every sale, every purchase—in short, every completed business transaction—should find its way into the ledger, and should there, under its proper heading, aid in showing the condition of affairs. The best kind of ledger shows not only who owes, and when and how much and for what ; whom you owe, when and how much and for what ; but it shows also the amount of sales and the amount of purchases ; amount of interest, of discount, of notes, of salaries, of expenses, of insurance. It shows each year, in the conduct of any branch or agency, whether, at the prices charged and at the credits allowed, there has been gain or loss, and how much, and at the end of each month how much it owes, treated as a customer. No entry should ever be made unless it is correct in figures and true in fact ; unless it is exactly what it purports to be. Any error, any undercharge or overcharge, should be corrected promptly and justly. If an account is a consignment account, it should be written "consignment account ;" if an account is an agency account, it should be written "agency account." The ledger should be neat, clean, clear, carefully written ; the entries should, as far as possible, explain themselves ; settlements should always show settlement. The close of the year should always mark the time for closing accounts and for bringing down balances.

The noblest virtue of a ledger is truth; for in this one word truth is the gist of the matter. For example, on the first day of any month, every account on the ledger should show, so far as the owner or keeper of the ledger has exact knowledge, the exact and complete truth. Any other kind of a ledger is a source of vexation, trouble, and sometimes of expense and litigation, and untold annoyance. Someone may say that this is all theory, that nothing in the world is or can be perfect. Because a thing cannot be perfect shall we then have no desire, no purpose, and make no effort, to do it well? Such a notion, if permitted to prevail, would fetter knowledge, foster ignorance, and destroy progress. Now, as to theory. What is theory? It is a plan or notion, and of course may be, and often is, incorrect and even dangerous ; but the theory, and correct theory, is essential to intelligent and successful action. We can do little of value without some plan or idea and the plan or idea is the theory upon which we work, whether we are conscious of it or not. Theory is to action what the track is to the train. Theory is the plan in the mind of the architect ; it is that creative activity of the brain which is nearest to the divine power of creation. It is sometimes asserted that a thing is true in theory, but not true in practice. Such a statement contradicts itself. Whatever is true in theory must be true in practice, for the true theory is the true statement of fact. Theory is the rule, practice is the rule in action. If we get the right method of making the ledger, experience will justify it, and should of course improve it.

If any account in the ledger does not represent the account as it actually is ; if this man or that man, or the other man, knows something special about this, that, or the other account, which would show plainly that the account was incorrect, it need not be said that such a ledger would be both unreliable and dangerous. Yet someone might ask, what difference does it make ? It makes this difference : truth is likely to lead right, error leads men wrong. Deception is always bad enough, but self-deception is of all kinds the worst. If one cannot trust in, believe in, rely upon, his own books, the situation is awkward and serious. A correct ledger is a faithful guard, a silent sentinel of safety. The following suggestions regarding the ledger may not be amiss : There should be such an arrangement and grouping of the accounts as will enable one to know well and easily the state of affairs. For instance, in one group should be the property accounts, in another group the various expense accounts.

GLASS

FULL STOCK OF EVERY DESCRIPTION

LOWEST CURRENT PRICES

SHEET, FANCY AND PLATE

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West *Toronto*

TESTING MALLEABLE IRON.

THE method of ascertaining how deeply the carburisation has penetrated in malleable castings has hitherto consisted in breaking one or two specimen castings and taking note of the fracture. A new method has, according to Mechanical World, however, been lately described in a French journal, which avoids the destruction of sample castings, although some experience is apparently necessary in order to make full use of the new method, while it seems to us that some uncertainty is always likely to exist as to the precise degree of carburisation attained. The method is based on the fact that on pressing a malleable casting against a fast-revolving emery wheel, if the decarburisation has been sufficient, a shear-like pencil of sparks is first seen, and afterwards one in which the lines appear to separate into two or three. As, however, the emery wheel penetrates into the mass, and the cast iron which has not been decarburised is reached, sparks assume a different appearance—one resembling flowers—so that an approximate guide is given to the thickness of decarburisation. The inventor of this method of testing classifies the sparks into five types—viz. : (1) those resembling a wheatsheaf, composed of uninterrupted lines of light red, gradually increasing in thickness, but suddenly becoming thin again before extinction, characteristic of wrought iron ; (2) those resembling branches, or the first named type separated into two or three, indicating a gradual transition between wrought iron and steel ; (3) "stars," composed of the two former classes, but rather dark and terminating in a bright star, characteristic of steel ; (4) "flowers," constituted by a thin and dark stalk terminating in a kind of firework sun, characteristic of pig iron ; and (5) "dark sparks" or interrupted single lines, generally produced from white forge pig, denoting the facility with which the particles become detached before being sufficiently heated to ignite.

ETCHING IRON AND STEEL.

The following item is from Locomotive Engineering :

We have had several inquiries lately about how the etching of iron and steel is done to make prints that will show the structure of the metal. There are a variety of mixtures in use for etching, and every engineer doing this kind of work will likely use the mixture that suits him best.

We have, however, examined a variety of etching work done by T. A. Lawes, M.E., of the "Big Four," at Indianapolis, which induced us to ask for a description of his mixture and his method. In answer to a letter on this subject, he says : "A section of the piece to be etched is turned or ground to a true surface and polished with emery cloth. This surface, free from grease, is dipped into the following mixture : Water, 9 parts ; sulphuric acid, 3 parts ; muriatic acid, 1 part.

"The action is allowed to continue until either the soft parts are sufficiently dissolved, so that a ridged surface results, or until no ridges whatever develop. Should the action be slow, we would apply a mild heat—a porcelain dish is preferable, although a glass dish answers fairly well. In mixing the etching fluid add the sulphuric acid to the water and the muriatic acid to this mixture. Iron will show a ridge surface, while steel will show a homogeneous surface. Don't be alarmed if the mixture etches slowly—sometimes we are at it for twelve hours."

PIECE VS. DAY WORK.

Slowly but surely the system of paying by the piece for the work done is giving place to day work. Employers who operate large factories and depend largely upon machinery find it to their advantage to hire by the day, as there is so much that can be done by unskilled workmen. Trade organizations are also favoring day's work, and it is more than probable that the piece worker will cease to be an important factor in the carriage shop in a few years. The fact that so many manufacturers and trade organizations favor this method of working may be urged as a reason why it should be adopted, and would be were it not that the result will be to reduce the number of skilful workmen below what it now is. Slowly but surely skilled men—that is, men who are capable of performing first-class work in all departments of their respective branches—are growing fewer in number, and were it not that the supply is re-inforced by immigration there would not be enough men to provide competent foremen for one half of our carriages factories, and with our total lack of an apprentice system there will be no improvement in this direction for many years to come. This being an acknowledged fact, it seems as though some movement should be made toward revising our apprentice system. Our boys no longer learn the trade. They learn a part of it, and seem content to begin early in life to earn moderate wages. Just how a change is to be wrought we cannot tell, but a change must be made if we hope to retain our present advanced position in the construction of carriages.—The Hub.

BLACK PLATE MILLS IN THE STATES

According to the latest advices to Tin and Terne, there are at present in operation in the United States 31 plants rolling black plates to be made into tin or terne plate ; these plants have an aggregate of 135 black plate mills in operation. Six of them are at present putting in additional mills to the number of 24, while there are six plants actually in process of construction, with an aggregate of 28 mills, making a total of 37 black plate plants with an aggregate of 187 mills. There are 37 coating establishments building or in running order to make tin and terne plate for general or special consumption, not including stamping concerns where the coating is added after the article is shaped.

GUNPOWDER ENGINES.

Modern high explosives are again bringing the principle of the old gunpowder engine into prominence. Colonel Barker, superintendent of the British Royal Small Arms Factory at Sparkbrook, in recently speaking of the subject, made the point, according to an exchange, that while one pound of gunpowder was capable of developing over 170,000-foot pounds of energy, the new smokeless powders were capable of still more, and, at the same time, left no solid residue as ordinary gunpowder did on combustion. The latter, too, developed in combustion only about 280 volumes of permanent gases, while the new powders gave off nearly 1,000 volumes. With this encouragement it is not at all unlikely that the gunpowder engine inventor will set to work with renewed enthusiasm.





COW TIES

Open Ring, Closed Ring and Walton . . . .

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Write for Catalogue.**

Manufactured by

The B. GREENING WIRE CO., Ltd. HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

A WORD ABOUT CLERKS.

MERCHANTS, remarks Hardware Reporter, frequently make the mistake of not consulting their faithful, experienced clerks in matters affecting their business, and in which they are really fitted to aid and advise.

A clerk who comes in constant contact with the customers of the house, who knows their wants, and is in a position to judge of the best manner to please them, is qualified to give his employer many valuable points on buying goods, or the quantity which it is advisable to purchase. Such a clerk is admirably fitted for suggesting bright ideas for advertisements or plans for extending the business of the store.

A merchant, especially when the number of his clerks is limited, can ask their advice and co-operation without lessening his dignity in the least. He is not obliged to accept the suggestions offered unless they seem thoroughly practical, but by encouraging his employes to make them he stimulates their interest in the business and puts them on the alert for new ideas.

A clerk who is treated in such a manner as this is not likely to keep running to his employer with every passing fancy that comes to him. He will realize, if the merchant is a man of judgment, that his suggestions will be considered purely on their merits and will hesitate to offer anything that is not the result of mature thought.

Merchants can utilize the spare time of their clerks to good advantage if they will. The necessity of keeping goods in perfect order, and reserve stock well arranged and convenient of access, is important in a hardware store as in any other.

It might be a good plan to suggest to the clerks that when they have nothing else to do they might puzzle their brains a little and see if they cannot evolve some bright, catchy headlines for "ads." By causing a spirit of emulation among clerks in a matter of this kind, results calculated to astonish the employer can be obtained.

FAILURES IN UNITED KINGDOM.

According to the statistics of failures in the United Kingdom, compiled by Mr. Richard Seyd, F.S.S., the number of failures announced during the first half of the year 1895 has been 4,834 (viz, 2,570 bankruptcies and 2,009 deeds of arrangement), and 255 Scotch trust deeds (47 wholesale and 208 retail, etc.), of which 491 (258 bankruptcies and 233 deeds of arrangement) are in the financial, wholesale and manufacturing branches of trade, and 4,088 (viz., 2,312 bankruptcies and 1,776 deeds of arrangement) in retail trade, professional pursuits, builders, publicans, among the working classes, etc.

COPPER AND ZINC PRODUCTION.

The review of copper and copper mining for the year 1894, by the United States Geological Survey, just completed, says that copper mining on the whole resisted the recent business depression better than the other metal trades The exports were less than 1893, and were almost entirely of the refined metal. The production of copper for 1894 was 158,120 tons. A little over half of this came from Montana, and two-thirds of the remainder from the Lake Superior mines. Other sources of supply included: Arizona, 44,500,000 pounds; Colorado, 6,500,000 pounds; Southern States, 2,400,000 pounds; Utah, 1,100,000 pounds. The available copper supply in 1894 is placed at 195,000,000 pounds, not including stocks from previous years. The exports from the United States for 1894 were 173,000,000 pounds, valued at over $16,000,000.

The report of the Survey on the production of zinc in the United States says that the check which the steady and rapid advance of the industry received in 1893 extended into 1894. The production of spelter during the year was in round numbers 75,000 short tons, derived from the following States: Illinois, 29,000 short tons; Kansas, 26,000 short tons; Missouri, 12,000 short tons; Eastern States, 7,000 short tons; Southern States, 1,000 short tons. The product of zinc oxide in 1894 was 21,442 tons.

SHOT { Drop, Double Chilled, And Buck.

WHITE LEAD and PUTTY

Quality unsurpassed. Prompt attention to orders.

ADDRESS

Ontario Lead and Barb Wire Co. Ltd.

Works: 55, 57 and 59 Richmond Street East

54 and 56 Lombard Street, Toronto, Ont.

A PRACTICAL CHAT WITH ASSISTANTS.

IN our May issue, says Ironmongery, we had a practical chat "On Starting in Business," and one assistant wrote us stating that he had amassed, with careful saving, something like £200, and had for some time been thinking of starting in business for himself. But he had become convinced, and we are glad of it, that rather than risk his little capital by an attempt to go entirely "on his own," with so little wherewith to provide stock and working capital, he had determined it would be better, as suggested in our article, for a small capitalist to seek a partnership as the better investment. Even for that purpose £200 would only be sufficient to buy a share in a very small business, but, with knowledge, energy, enterprise, and care on the part of two smart and economical men, each with that sum, the total might be made the nucleus of a sound and profitable business. Our correspondent suggested we should put him into communication with one who might be willing to take him into partnership, but the negotiation of such a transaction is obviously no part of the business of a trade journal, and we were unable therefore to comply with his request. There are recognised ways of finding where desirable partnerships are going, and we should be rather inclined, in such a case, to advise our young friend to seek a partnership near the locality where he is now situated; or if he had knowledge that his present employer might be prepared to allow him a small share in his business, that might be the best way of investing the money, because he has served his master long and well, and attained a position which shows he clearly has his employer's confidence. And 5 or 10 per cent. of the profits of a good business which has been long established, would, in our view, be preferable to 50 per cent. of the doubtful profits of a business started by two men having only £400 capital between them. Our correspondent would, we imagine, be certain of getting sound advice from his employer if he discussed the whole matter with him.

The assistant above referred to is an example of the best class of men employed by the ironmonger, one of those who have exercised a wise discretion in their expenditure, and who, having shown that they can manage well a small salary, are likely to prove in the future that they can successfully deal with the larger responsibilities of guiding a concern as principal. Such men earn success, and deserve it. They look beyond to-day, and have a well-defined aim before them, towards which they steadily work, and nine out of ten of such men ultimately attain their object. But these men are the exceptions, not the rule. To reflect upon the fact of the assistant to whom we have referred having saved in about ten years a sum of £200, may induce others to reflect upon what they might do, to their own great personal advantage, and to become better and more reliable assistants than they may be at present.

To say to the young man who will not look beyond to-day, "You ought to be saving," is simply to waste words. The one thing he does not do is to look further than the present hour. But to the young assistant who is determined that the future shall bring him something more than the present holds, it is well to be reminded that one of the sure steps to success is to have become well grounded in habits of economy.

You may be one of the best salesmen who ever sold goods in your employer's shop, but if you are known to be reckless in spending money, your chances of promotion are slight. Spending money is very pleasant, but to get this pleasure one must feel that he can afford to spend it. The salary of an assistant, if he is a good assistant, and consequently command a fair remuneration for his services, is not intended to be the exact sum upon which he can live, but is usually more than that. If he is a young man with no ties depending on him, there is generally a very snug sum between the amount of the salary and the sum necessary to support him. If he is desirous to see how fast he can spend this, or if he is aping some stylish companion who in turn is copying the fashion plates, he can very soon keep his account down where the casting of a balance between the two sides is a very easy matter.

That man has seen very little of life who has not learned that some ready money is a great power; not the money that you might own or have, but the money you can lay your hands on now. In every branch of trade we all know there are bargains now and then for the man who can avail himself of the chances. So in business houses there are constant changes, and occasionally a little cash can do wonders.

A good opportunity crosses everyone's path at times. If you have the necessary little store of cash at call, you can avail yourself of it when it comes. If not, you may go half crazy with the thought of the "might have been." An example of the way opportunities sometimes arise has just been given by a trade writer in an American contemporary. A tradesman owned a partnership worth £1,000. He wanted to sell out quickly for special and private reasons. He offered his interest for £500 cash. The firm was making money, and the investment would have been a splendid one to a young fellow with the necessary £500. He mentioned the bargain to three young men of his acquaintance, but neither of them could raise the money, though each of them, he knew, might easily have had that much saved had he been careful and economical. Consequently, the opening was lost to them. The gentleman who told this story added: "One of the questions in men's minds, when you tell such a story as this, is, 'Why didn't you help some one of the boys into this?' And the answer is, 'The boy who will not help himself is not worth assisting.' When I was a traveling man one of my companions on the road was the representative of a boot and shoe house. He was not satisfied with his position, his salary or his prospects, and as he was a good salesman and a pleasant fellow, I one day introduced his name into some conversation I was having with his employers, and suggested their giving him a small interest in the business, stating that I had found it an excellent way to deal with good men, so that they might have encouragement to do better work. 'There are some young men you can't encourage,' said the merchant, 'and this fellow is one of them. I have tried to make a man of him, and have been willing to give him a small interest in my business the first moment I saw him taking hold as if he realized what life was; but I can see no encouragement to helping him. He might easily save £40 or £50 a year, but the fact is, I know he is actually in debt; I am satisfied he never will save, and I am disgusted with him.'"

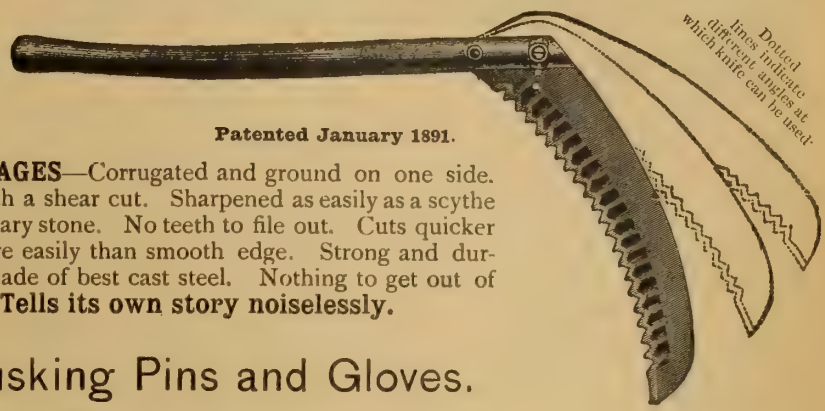
Do not think, because extravagance is condemned, that you are urged to be miserly. Nothing of the sort. Dress suitably and well. Do not shut yourself away from a reasonable amount of entertainment, pleasures, exercises, and sports. Only be sure they are taken reasonably, and that will be certain, if they do not keep you from giving proper attention to your employer's interests, if they allow you fair time for study of subjects that will be useful to you in your business, and if they do not lead you to spend more than you can afford. A few heads have been given showing how a young fellow can properly look after his interets. Save something every year. If you have never saved before, watch over your expenses carefully for the next twelve months, and you will soon discover where something can be saved, you will acquire the desire to save, and the power to save, and in proportion as you do so will your chances of future prosperity increase.

WINNIPEG CATERERS' PICNIC.

The caterers have decided to hold their annual picnic this year at Morden. Several towns wanted the picnic, and the committee balloted for the choice. The usual programme of foot races, etc., will be abandoned. Instead it has been decided to have two lacrosse matches, between two Winnipeg clubs and two clubs from Morden and Miami; possibly a baseball match between a Winnipeg club and an outside club; and a tug-of-war between the butchers and all-comers in the Caterers' Union. The committee, accompanied by a brass band and dressed in their now acknowledged uniform —viz., white dusters and silk hats—will parade for two evenings previous to the picnic.

Hobbs Hardware Co., London

CORRUGATED CORN HOOKS



Patented January 1891.

ADVANTAGES—Corrugated and ground on one side. Cuts with a shear cut. Sharpened as easily as a scythe on ordinary stone. No teeth to file out. Cuts quicker and more easily than smooth edge. Strong and durable—made of best cast steel. Nothing to get out of order. **Tells its own story noiselessly.**

Also a full stock of Corn Husking Pins and Gloves.

ENDLESS RUBBER BELTS AT LESS THAN YOU CAN BUY FROM MANUFACTURERS.



The Latest and Best Thing Out

Thomson's Patent Bifurcated or Slotted Rivets

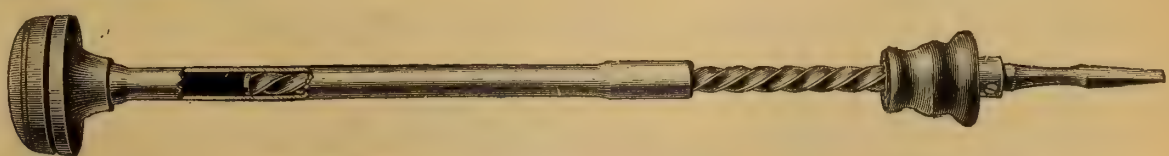
FOR REPAIRING BELTS, HARNESS, ETC.

Put up for the trade in Cartoons containing twelve boxes, 100 Rivets in each box, assorted sizes, 1-4, 5-16, 3-8, 7-16, 1-2 inch.

In each box is a small hand tool for which no charge is made.

LARGE PROFIT TO THE RETAILER.

REID'S LIGHTNING BRACES



No 1 Brace, with one Bit.



No. 2 Brace, with Two Screw Driver Bits and one Boring Bit.

These braces are designed for boring and screw driving. They are very quick in their work, and as the power is applied on the top they may be used with great force. They may be used either automatically, running the bit both backward and forward, or to turn the bit one way only, as is necessary to drive a screw or bore a hole with an auger bit. This is done by means of the divided head, which acts as a fast and loose pulley, there being no ratchet about them to get out of order. Every mechanic should have one.

HOBBS HARDWARE CO. - - London, Ont.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Aug. 9, 1895.

HARDWARE.

TRADE this week in the general hardware market has been quiet, and there are no changes of importance to note since the alterations mentioned a week ago. The advance that some anticipated in cut nails did not materialize. It may be remarked in connection with this line that members of the Makers' Association and those on the inside preserve a great air of mystery in regard to nails. They will not make any statement beyond the fact that the $2.10 basis is to stand to the end of the month. It seems to be the general expectation on the street, however, that the end of the month will witness some interesting developments in regard to cut nails. The advance in cordage has not led to any change in the demand, while trade in cutlery and sporting goods exhibits the only activity worthy of note.

BARBED WIRE—Remains quiet as before. We quote as follows: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3c., shipments of 500 lbs. and upwards delivered in Ontario, 3⅛c. delivered in Quebec, and 3c. in New Brunswick and Nova Scotia, where the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra. Discounts 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—No change to report, business continuing quiet. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—The advance in cordage has not led to any degree of activity. We quote: Sisal, 6¼ to 6¾c. at the factory; jobbing prices, 6½ to 7¼c.; deep sea line, 15½c. at the factory, and 16c. in a jobbing way, pure manilla, 8½ to 9c. at the factory, and 9 to 9½c. in a jobbing way.

BINDER TWINE—Business rules quiet and prices unchanged, at 6 to 6¾c., as to brand.

CUT NAILS—The base price is quoted at $2.10 still, but demand is dull. Delivery is as before, $2.10 Montreal, Toronto, Hamilton and London, freight prepaid on 10-keg lots, where the rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Dull and unchanged. Discounts: 75 and 10 f. o. b. Montreal and Quebec without delivery, 75 and 5 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Moderate enquiry, with the discount 55 per cent.

HORSESHOES—Much as they were a week ago. We quote: Iron shoes, $3.50; steel shoes, $5.50 to $5.70, the outside for toe weights.

TACKS—No change to mention. We quote: Discounts B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—A fair trade is noted in ware of a jobbing character.

PLUMBERS' SUPPLIES—Fittings such as baths, etc., are in fair enquiry.

CUTLERY—There is a good seasonable movement this week both in pocket and table cutlery.

SPORTING GOODS—Enquiry for these continues satisfactory, guns, in fact firearms of all kinds, moving well.

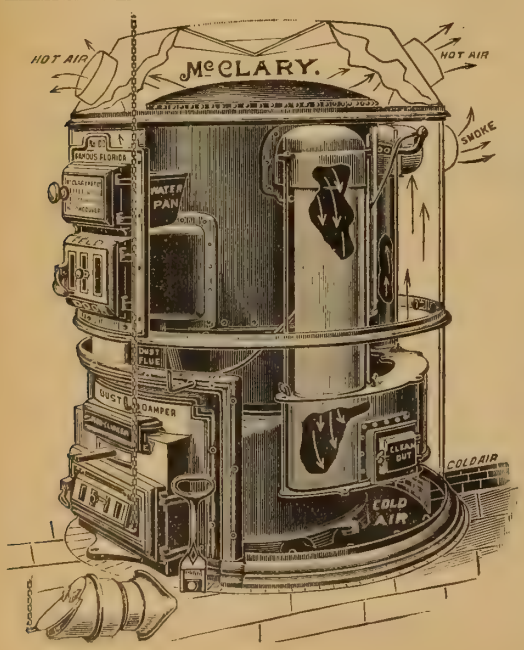
SHOT—There is a quiet demand for shot. The discount is 17½c. off the list.

CEMENT—There is no change in cement, but the market is steady. Prices are unchanged at $1.95 to $2.05 for English and $1.80 to $1.90 for Belgian.

FIREBRICKS—Continue firm. We quote $15 to $21 per 1,000, as to brand.

METALS.

There is no change in the metal market since our last of any importance. The firm feeling in pig iron is well maintained,



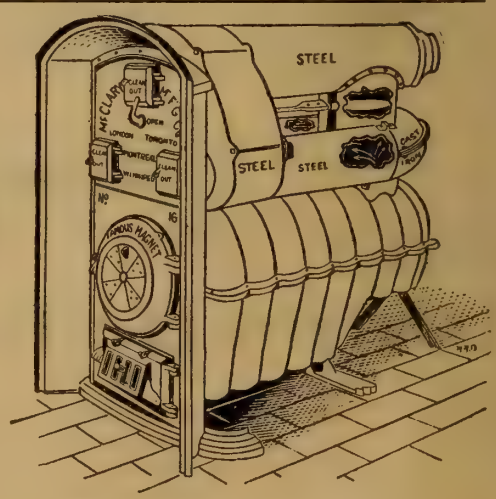
IF YOU HAVE NOT HANDLED OUR

FURNACES

IT WILL PAY YOU TO DO SO.

They are satisfactory to both dealer and user.

Inspection will convince you of their superiority. Look into this for yourself.



The McClary Mfg. Co.

LONDON. TORONTO. MONTREAL. WINNIPEG. VANCOUVER.

and, while some shading is noted in the case of lots of Canada plate and coke tin plate, the general tenor of values rule steady. Copper, lead, tin, and the market generally is firm to a turn higher, though no quotable change is to report.

PIG IRON—The firm prices noted last week are maintained, $17 per ton now being the inside price on domestic pig, while Scotch is quoted steady on the basis of $19.50 to $20.00 for Summerlee and equal brands.

BAR IRON—There is no quotable change in the bar iron market, but makers are a shade stronger in their ideas. The jobbing basis ranges from $1.60 to $1.65.

TIN PLATES — Stocks of tin plate are fairly large, and this no doubt accounts for the shading that we heard of in the case of some straight lots of coke, which changed at $2.60. We quote, however, $3 as the jobbing basis, with charcoal $3.25 to $3.75.

CANADA PLATES—Despite the fact that the market is almost bare of these, we hear that sales have been made at less than $2.10. However, we quote that figure as the regular jobbing basis.

TERNE PLATES—Quiet and unchanged, at $5.75 to $6.25.

SHEET IRON—There is no change in this line and prices are the same, $2.10 to $2.20.

IRON PIPE—Stocks are light and firmly held. Discounts range from 60 and 10 to 70 and 5 on block and 50 to 50 and 5 on galvanized. The latter is in very light supply.

INGOT TIN—This is firm and unchanged at 17 to 18c.

LEAD—The stock of this is light, and it is a turn dearer than last week for the moderate business that has been done. We quote $3.10 to $3.25.

SPELTER—There is no change in spelter, but it is held firm at $4.50 to $4.75.

SHEET ZINC—Quiet and steady at 4½ to 5c.

ANTIMONY—No change from 10c.

HOOPS AND BANDS—Some small lots have been moved, but business is quiet. We quote: Domestic, $1.90; imported, $2 to $2.10.

GALVANIZED SHEETS — Business quiet and prices the same on the basis of $4.25 for No. 28 gauge.

COPPER—In response to the firm feeling noted in our last, prices on copper are ½c. firmer, at 11 to 12c.

SHEET COPPER—Quiet and steady at 18 to 25c.

PAINTS AND OILS.

The market is dull as regards business, but values generally are steady, and more especially in oils.

LEAD—A moderate demand is to note and prices are steadily held. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—The firm feeling in these is well maintained, but business is quiet. We quote: 90c. to $1.05, as to grade.

VARNISHES—These rule quiet and steady. Cables from abroad on shellac continue firm, and this fact exerts an influence in stiffening shellac varnishes.

LINSEED OIL—There is no change in linseed oil. Stocks are light and values are firmly held at 59c. for raw, and 62c. for boiled.

SEAL OIL—The market is steady, round lots ex-wharf having sold at 37½c. Ex-store the quotation is 40c.

COD OIL—There is a very strong tone to this oil, which we quote at 35 to 37½c. per gallon in round lots.

TURPENTINE—There has been no further reduction in turpentine, and we quote values steady at 44 to 45c. as to quantity.

RESINS—These are quiet and dull. We quote: Resins, $2.50 to $5.00, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 9 to 11c.

GLASS.

The glass market here is quiet and steady, and so far the trade have paid little attention to the talk regarding a combine in Toronto. We quote $1.15 to $1.20 for first and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

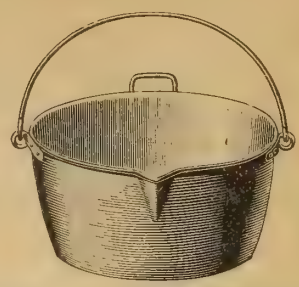
The chemical market is quiet. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $65 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

The market is dull and prices are steady and unchanged. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

HIDES.

Lambskins have advanced to 35c. and clips are held firm at the same figure. American buyers have cleared up to date all the surplus stock of beef hides here. All the good lots of calfskins have also been picked up, but there are some poor lots still

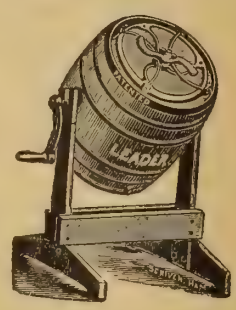


PEARL STEEL WARE

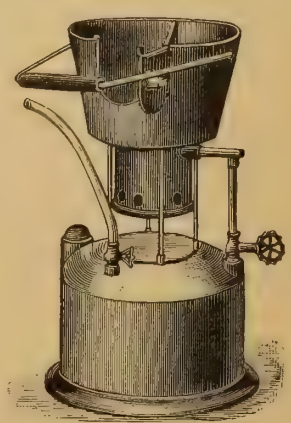
Finest and best Enamelled goods in the market.

RICE LEWIS & SON,
Limited
Toronto

See our new Malleable Handle with Locking Attachment. No more Broken Hooks nor Lost Plugs.



DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal



THE
Young & Brother Co.
LIMITED
Plumbers' Steam-fitters' AND Engineers' Supplies
PLUMBERS' TOOLS
HAMILTON, - ONT.

on the market. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins 35c., with 35c. for clips, and sheepskins, 75c. to $1 each.

TALLOW.

The tallow market is steady at 6 to 6¼c. for prime refined and 5 to 5¾c. for lower grades.

WOOL.

Wool has been active and American buying has kept the market well cleaned up, while our own manufacturers have at last come to their senses and been operating with more freedom. We quote: Cape, 14 to 15½c.; Canadian fleece, 20 to 23c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 12 to 15c.; B.C., 9 to 11c.

ASHES.

The market continues quiet and steady. We quote: First pots, $4.10 to $4.15, and second, $3.80 to $3.85, while pearls are $5.25 per 100 lbs.

MONTREAL NOTES.

Painchaud, Squire & Co. are busy sending out shipments of fall goods.

W. H. Cottingham & Co. are engaged on a new and handsome catalogue of goods and prices. It will be ready for their patrons shortly.

Mr. Newman, of Caverhill, Learmont & Co., is still enjoying himself with his family on the Maine sea-coast.

The shellac market is firm across the lines, and cables to the Canada Paint Company are of the same tenor.

Advices to McArthur, Corneille & Co. state that orders for cod oil are filled with considerably difficulty.

Wm. McNally & Co. placed a contract for 1,500 barrels of Belgian cement on Wednesday with a western firm at $1.85.

Both the Londonderry and the Nova Scotia Iron & Steel Co. are holding their pig iron firm at $17 per ton.

There has been no further decline in turpentine, which is held firm at prices last quoted.

Practically all the linseed oil here is in second hands, and no large lots are offering between importers and consumers.

Mr. Campbell, of Frothingham, Workman & Co., is back at his desk this week after an enjoyable and well-deserved fortnight's holiday.

ONTARIO MARKETS.

TORONTO, Aug. 9, 1895.

HARDWARE.

WITH practically all the travelers off the road a large volume of trade is not to be expected, but business is on the whole more active than a week ago, and may be accounted satisfactory for the season, letter orders being comparatively numerous. Horseshoes and horse nails are both in rather better demand. The same may be said regarding ware. In cutlery, quite an improvement is to be noted, and the season's trade is gradually developing. Jobbers are beginning to ship lamp goods. Jobbers dealing in bicycle supplies are experiencing an active trade. The general outlook continues to improve. Crop conditions are gradually becoming more favorable, and a fairly good fall trade is now confidently anticipated. What changes have been made in prices have been of an upward tendency. About the only actual change in figures is the fixing of the discount on globe valves at 75 per cent.

FENCING WIRE (ORDINARY)—A number of orders have been received for ordinary fence wire; also for galvanized telephone wire, but, generally speaking, there is not much doing. Discounts, 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Orders are few and far between. We quote barb and plain twist 3c. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—There is scarcely anything doing except in small sizes of sisal and cotton. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made.

CUT NAILS—Trade keeps steady, quite a number of shipments being made this week. Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade continues dull. Discount is unchanged at last week's figures—namely, 75 and 5 per cent. in bulk and 75 per cent. in 1-lb. packages.

HORSE NAILS—Demand is a little better at the unchanged discount of 55 per cent. off the list.

HORSESHOES—A slight improvement is also to be noted in this line. Quite a number of orders for steel shoes have been received during the week. We quote f.o.b Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Continue quiet and uninteresting. We quote discounts as follows: Leather carpet, 30 per cent; B.B B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—There are still a few going out at $26.50 to $27 per dozen.

WARE—Orders are coming in more freely for Peerless and white ware. The preserving season being on, the demand is principally for preserving kettles.

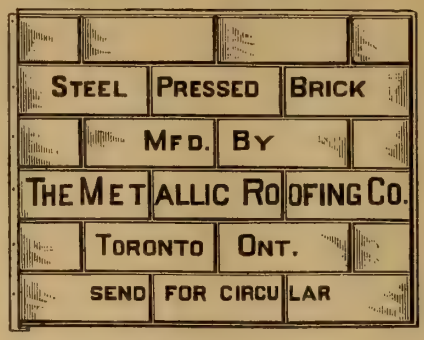
PLUMBERS' SUPPLIES — Manufacturers report that they are still exceedingly busy on brass goods, and prices continue to advance owing to the higher figures ruling for raw material. Globe valves are higher, the ruling discount now being 75 per cent. In the smaller articles no change has yet been made, but if the firmness is maintained in metals there will be no alternative but to advance prices all round.

LEATHER BELTING—Trade remains fairly active for the season. Discounts: Extra, 45 per cent.; standard, 45, and No. 1, 55 per cent.

CUTLERY—Trade is improving very much, particularly in the better class of goods.

SPORTING GOODS—There are not many articles going out at the moment, but a good

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.
MANUFACTURERS
84 to 90 Yonge Street - TORONTO

many orders are being booked for later delivery.

LAMP GOODS—Shipments are now being made of goods booked some time ago, stocks having arrived for fall supplies.

SHOT—Demand continues moderate at discounts of 17½ per cent.

BINDER TWINE—Business is quiet at unchanged prices. We quote: Commonsense, 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

CEMENT—Business fair, and prices have declined a little. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

PLASTER PARIS—Business is still quiet: We quote prices: New Brunswick, $1.90 to $2 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Demand has improved slightly for sheet iron, while for tinned iron it has fallen off somewhat. Lead pipe is dearer than a week ago, and further advances are to be noted in iron pipe. In other lines the situation is much as before.

PIG IRON—The market continues firm. One Toronto firm placed an order for 500 tons of American pig on Wednesday, and on Thursday morning when it asked to be allowed the privilege of doubling the order at the same price it was refused. There is not much pig iron of any kind coming in, and No. 1. Nova Scotia foundry is nominally unchanged at $17 delivered.

BAR IRON—Very little can be said, business still being dull, although signs of an improvement are apparent. Base price is firm at $1.70 to $1.75 in ordinary lots, f.o.b. Toronto.

SHEET STEEL—Some good sales have been made during the week, both in No. 1 and No. 2 qualities. A great many dealers are realizing the fact that it is cheaper to buy this line than ordinary black iron for most all purposes. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

SHEET IRON—Demand has been a little better, but no large sales are reported. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2.15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge. $2.50 to $2.60.

TINNED IRON—Trade has fallen off considerably, which is usual at this season. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Some good sales have been made during the week, and enquiries are free for import lots. We quote 3¼ to 3⅜c. per lb.

LEAD PIPE—An advance is noted since last week. Prices are now as follows: Water pipe, 7c.; waste pipe, 7½c., the discount being 30 off on any quantity, with Toronto, Hamilton and London as delivery points. Concessions can be obtained on ton lots.

GALVANIZED IRON--Prices have advanced 10c. per 100 lbs., very few lots being now offered better than $4.25, except in large quantities.

INGOT TIN—A good business has been done during the week, especially in Straits, in which prices have been shaded considerably, round lots having changed hands as low as 16c. cash; general figure, however, is still 17c

INGOT COPPER—Prices remain firm at 11½ to 11¾c.

IRON PIPE—Still another change has taken place in price. Jobbrrs are now quoting ½-inch and larger at 70 per cent. discount. Smaller sizes remain as before. Stocks now being fairly well assorted, jobbers are in a position to fill orders promptly.

GALVANIZED PIPE — There is still a scarcity, and such is likely to be the case for some time.

SHEATHING COPPER—Demand is fair for roofing copper. Braziers' sheets are quiet. We still quote: 13½ to 14c. for 16 oz.

SHEET BRASS—Demand continues fair at unchanged price. Price is unchanged at 20 to 30c.

SHEET ZINC—Trade is much as before. We quote: 4¾ to 4⅞c. for cask lots, and 5c. for small lots.

HOT WATER BOILERS—Demand is exceeding the supply just now, and a further advance in prices is expected shortly, owing to the extra cost on the raw material. In the meantime quotations remain as before. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Trade remains quiet. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

TIN PLATES—Trade is fairly good, but the demand is principally for 20 x 28, or larger sizes. We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—There is still a demand for small lots. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes 60 and 10 off the list.

TERNE PLATE—Business has improved considerably, a number of orders having been received during the week. We still quote: "I.C." at $6.

HOOPS AND BANDS—Demand is principally for the larger sizes, of which there is a scarcity in this market at the moment. Prices are being held almost uniform at $2.25 basis.

ZINC SPELTER—This is much as before. Prices: Domestic, 3½ to 3¾c.; "Cherokee," 4¼ to 4½c.; ordinary imported, 4 to 4¼c.

SOLDER—Demand continues good at 12½ to 13c. for half and half, and 11½ to 12c. for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

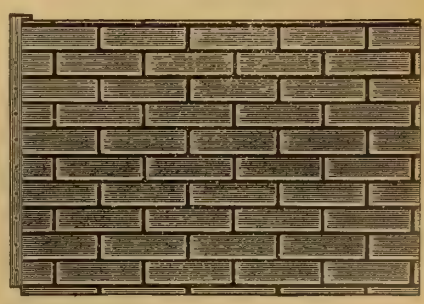
GLASS.

The latest advices from Belgium say that large numbers of orders for glass are being placed there by American importers. This is due to the glass strike in the United States. The price lists in glass have not been settled yet. All the lists have really been advanced, but none of the jobbers seem to have got their prices into shape yet. Everyone seems to be waiting for someone else to set the pace. From $1.15 to $1.20 for first break in 50's is as low as glass can be bought, however, and the trade is looking for a further advance to $1,25 as soon as the price lists have been made up, which will in all probability be next week.

OLD MATERIAL.

A fairly active business is being done. Prices are unaltered. We quote: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron, hoop iron, 10 to 12½c.; new light scrap copper, 6¼ to 6¾c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 6¼ to 6¾c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

PAINTS AND OILS.

WHITE LEAD—Remains quiet at 4½ to 4¾c. per lb.

PUTTY—Unchanged and dull at $1.85.

PREPARED PAINTS—The looked-for advance to $1.05 for pure has not yet materialized.

TURPENTINE—Although advices say the southern market is firm, turpentine has unaccountably slumped again, and is now quoted at various prices, an average quotation being 41 to 42½c., in barrel lots, and 40c. in 5-barrel lots.

LINSEED OIL—Still scarce, and holders are independent. Jobbers quote 58 and 61c. regardless of quantity.

CASTOR OIL—Now selling at 6½c.

SEEDS.

Choice Alsike clover seed is quoted at $5 per bushel, with lower grades at lower prices.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Find ready sale at unchanged prices. No. 1 green is quoted at 8c. for No. 1, and 7c. for No. 2, while 9 to 9½c. is being asked for salt and dried.

SHEEPSKINS—Lambskins and shearlings are quoted at the same figure, viz., 40 to 45c.

CALFSKINS—Season over.

WOOL—The bulk of the clip has been marketed. Washed combings are quoted at 23 to 24c., and rejections at 17 to 18c.

PETROLEUM.

More or less enquiry for illuminating oil is heard. Prices are weaker. We quote: in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Lead pipe is dearer.

Discount on Globe valves has been reduced to 75 per cent.

Discount on iron pipe of ½ inch and larger is now 70 per cent.

Stewart & Wood have a new paint price list just about ready.

John Whitfield, proprietor of the Chain and Iron Works, Toronto, has assigned to Geo. H. May. Creditors will meet on Aug. 12th.

The Metallic Roofing Co. is putting Hayes' patent lathing in the new Trinity College School building at Port Hope, Ont., also their embossed metallic ceilings in the Convent of the Precious Blood at Toronto; also their Eastlake steel shingles on the public school building at Florence, Ont.

"Our travelers are all in the house," remarked a representative of H. S. Howland, Sons & Co., "but we are being kept busy with letter orders. The travelers are going over their samples, and will go out with the most complete line of fall samples that this house has ever sent out before."

LONDON NOTES.

The Hobbs Hardware Co., London, are carrying a large line of corrugated corn hooks, for which they claim pre-eminent qualities. They are also handling corn-husking pins and gloves.

The Hobbs Hardware Co., London, are offering endless rubber belts and Thomson's patent bifurcated or slotted rivets, for repairing belts, harness, etc.

The Hobbs Hardware Co., London, are pushing Reid's "Lightning" braces.

WOODSTOCK NOTES.

Hugh Rose, of Gardner & Rose, carriage makers, Woodstock, is dead.

JORDAN NOTES.

The stock, etc., of S. C. Honsberger & Co., carriage makers, Jordan, is advertised for sale by tender.

UNITED STATES MARKETS.

NEW YORK, Aug. 9, 1895.

PIG TIN—London cables quoted prices 10s. lower than on Friday. That fact and continued heavy arrivals here had sufficient weight to depress prices here somewhat and give the market a weakish appearance. Speculative demand was very tame also, and sales to interior dealers and to consumers were below the late average. There was, in fact, no offset to the natural bearing of unusually heavy supplies. The steamer at hand yesterday from London brought 125 tons, making a total of 560 tons received thus far this month. On the spot net cash price for round lots was not above 14.20c. In a jobbing way purchases were made at 14.30 to 14.35c. thirty days. On 'Change sales were recorded of 25 tons, September delivery, at 14.20c.

COPPER—Prices remain very firm at 12c. for Lake Superior ingot, 11½ to 11⅝c. for electrolytic, and 11 to 11¼c. for casting. As far as can be learned only moderate quantities are offered from second hands, and there is little or no shading of smelters' prices. Demand is only fair at present, but deliveries continue heavy and keep the statistical position quite strong. Consumption for electrical purposes is particularly heavy, and prospects are favorable for further increase in the same during the latter part of the year. In other lines of copper manufactures and in brass goods business keeps ahead of that of the corresponding period last year, and the prospects are considered encouraging for future increase in business. On 'Change 50,000 lbs Lake Superior were sold at 11.85c. for October delivery.

PIG LEAD—Common domestic is very firm at 3.55 to 3.60c., prompt or future delivery. No great amount of speculative interest is manifested here, nor do consumers purchase in other than conservative way, but enough metal goes out through one channel or other to keep the market in very good shape. London cables were somewhat easier, quoting £11 for soft Spanish.

SPELTER — The market remains very steady in the absence of freer offering from any quarter. Only moderate purchases are being made here, and western advices indicate a rather quiet condition of affairs at primary points, but prices are stiff at 3.95c. to 4c. for ordinary brands. In the St. Louis market 3.80c. was bid. London cable quoted £15 6s. 3d. for good merchant brands.

ANTIMONY—A fair business passes and prices remain quite steady at 7⅛c. for Hallett's, and 8 to 8⅛ for Cookson's, from store.

TIN PLATE—Purchases of spot goods are chiefly on hand-to-mouth lines and moderate, all told. Few and mostly rather small orders are being placed for forward shipments. However, prices remain quite firm since there is no pressure to sell in any quarter.

IRON AND STEEL—In the pig iron market there is little activity outside of deliveries on old orders, but the moderate sales making relieve the market sufficiently to keep prices very steady in the face of large output of furnaces. To all accounts the consumption is heavy and foundrymen are still well off for orders.

Few orders are being placed in this quarter for steel rails, and purchases of spikes are on a rather small scale, but prices in both lines remain firm. Inquiries for structural shapes, plates, and ordinary merchant iron are very fair. Not a great deal of business transpires, but what there is of it is at firm prices.

There is still a very fair demand for old rails and wrought scrap iron, with stiff prices bid, but scarcity of stock in this vicinity keeps prices low. Other old material is firmly held, but in limited demand.

DAMAGED TIN PLATES, ETC.

Quite a large consignment of tin plate and sheet steel for a Toronto jobbing house was on board the steamer Ocean which went ashore as a result of the damage to the Cornwall canal. As the water got into the vessel's hold the shipment was damaged by water. When it reached Toronto the consignees, therefore, refused to accept delivery. Accordingly, on Wednesday it was disposed of by auction, the different manufacturers in that city being the purchasers. Some of the material sold at less than one-fourth its original value.

Best Varnishes

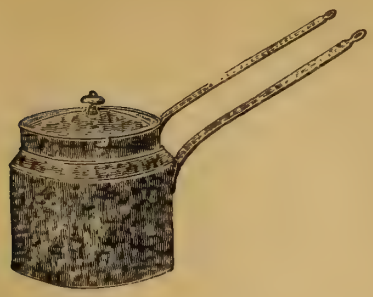
FOR . . . CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc.

MONTREAL



Crescent Steel Enamelled Ware

EVERY PIECE GUARANTEED

Made of steel—light, strong, durable, impervious to acids.
The very best that can be made.

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

NOVA SCOTIA TRADE GOSSIP.

HALIFAX, Aug. 9, 1895.

AUGUST is never a busy month with the hardware trade in Nova Scotia, and there is no exception to the rule to report. Trade remains dull, and, with the exception of rope, there is no advance or change in prices. Rope has advanced ½c. per lb.

Messrs. Bruce, Stewart & Co., Charlottetown, are to build a foundry in connection with their machine shop.

Fraser Bros., of New Glasgow, have completed the machinery for the New Glasgow Gold Mining Co., at Goldenville.

The first annual meeting of the shareholders of the Nova Scotia Steel Co., Ltd., will be held at New Glasgow on the 14th inst. At the meeting the shareholders will be asked to vote upon and pass a by-law authorizing the directors to pledge or hypothecate personal property of the company, if necessary at any time, to secure any sum borrowed by the directors in carrying on the business of the company.

T. J. Parkes, representing Webster Bros. & Parkes, Montreal, is in the city.

H. A. West, hardware dealer, Annapolis, is building a large new store.

The Pedlar Roofing Co., of Oshawa, Ont., supplied the galvanized steel shingles for the new flour mill at New Glasgow. John Inglis & Son, of Toronto, have the contract for the machinery for the same mill.

Wm. Robertson, wholesale and retail hardware, has admitted his son Wm. J. Robertson as a partner in the business.

TAUNTON.

ACTIVITY AT GANANOQUE.

"Gananoque is a very busy place just now," remarked a jobber to me. "The manufacturers there have orders that will keep them employed till January 1 next. It is practically impossible to get some orders filled there, notably for hinges. It looks to me as if the manufacturers were also holding back for further advances."

HAVE A BICYCLE REPAIR SHOP.

Rice Lewis & Son, Ltd., of Toronto, have added a repairing and replacing shop to their bicycle department. Accompanied by one of the members of the company I, on Thursday, had a peep into this shop. I found it fitted up with the appurtenances necessary to such a place, and the workmen surrounded with work that had both received their attention and that was waiting to receive their attention. "You see," remarked my informant, "we found it inconvenient to send Morgan & Wright's tires, etc., all the way to Chicago when replacing or repairing had to be done, and we have accordingly started this shop, where we repair a puncture or any other damage free of charge." The method of repairing the punctures in Morgan & Wright's tires by the new system, without removing the inner tube, was explained to me by practical illustrations.

"Our trade in bicycle parts is very active just now," further remarked my informant; but he need not to have told me this, the fact was in evidence to a man with half an eye.

PERSONAL MENTION.

John R. Barfett, hardware merchant, Newcastle, Ont., died on Wednesday, aged 72.

S. S. Martin, of Rice Lewis & Son, is confined to his house this week by sickness.

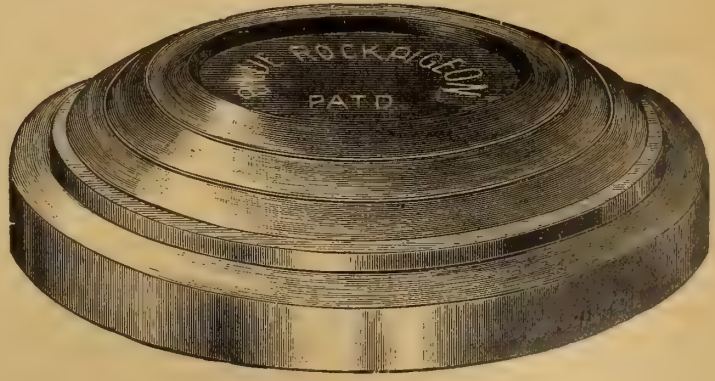
A. D. Kennelly, manager at Toronto for the McClary Manufacturing Co., has for the past week or two been holidaying on the lakes.

The trade will be pleased to learn that A. B. Lee, president of Rice Lewis & Son, Ltd., of Toronto, is convalescing, being well enough to take a short sail this week, although he has still to be moved about in an invalid chair. It is about 14 weeks since he was taken ill. The trouble at first was pleuresy. Then followed pneumonia, typhoid fever, and a complication of complaints. The doctors at one time gave him up.

Cleveland Blue Rock

TARGETS

100,000—full car lot just received.



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Special quotations for good orders. LONDON, ONT.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
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It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

WHAT IS FIREPROOF?

What is fireproof? asks a writer in The New York Record. Iron isn't, because it melts in fierce heat, and in less heat expands. Thus an iron beam between two walls may expand so much as to throw one of them down. Stone isn't, because in fierce heat it crumbles away to dust. The material which is most nearly fireproof is good brick. The more it's baked, the harder it gets. So the best fireproof buildings have brick terra-cotta walls, floors of hollow brick, and doors and casings only of wood. Even then a fireproof building will burn if a very hot fire attacks it from the outside. But a fire starting in one of the rooms only burns that room and stops. It never gets very hot. In such a fire as that in Chicago and Boston the best of buildings would be damaged greatly, even if they did not fall. Wood, when it is thin, burns very rapidly, but in big beams it doesn't catch fire so readily. So, in ordinary wooden buildings, it is the hollow spaces between the lath and the walls and floors that carry the fire out of sight like so many chimneys until it is ready to burst through. These hollow floors are one of the greatest dangers in fire. The stairway, with its wooden stairs, and the elevator shaft, if there is one, are the points of greatest danger, because they draw the fire up like chimneys. That is why, in case of a fire pretty well started, it is always better to go out by the fire escape instead of the stairs.

CAUTION TO PURCHASERS OF FILES

The files manufactured by the Black Diamond Files Works of the G. & H. Barnett Company, of Philadelphia, have for over thirty years been sold under the name of the "Black Diamond" files, and as such have achieved a reputation, which has caused a large and steady demand for them throughout the United States and abroad. Recently, it has come to the notice of the company that other parties have, by the use of the word "Diamond" in their corporate title, or in connection with the goods, or by the use of the figure of a diamond, been enabled to take advantage of the reputation of the "Black Diamond" files by selling, at greatly reduced prices, inferior goods to the trade, as "Diamond" files, the trade being misled into the belief that they were purchasing the "Black Diamond" files, manufactured by the G. & H. Barnett Company. The latter company has, in a number of suits, maintained the right to the word "Diamond" in connection with files, and for the protection of the trade it hereby cautions its customers and others, in purchasing files, not to be misled by any unauthorized use of the word or figure "Diamond," but to be careful that the files which they purchase are the "Black Diamond" files, stamped not only with the figure of the diamond, but with the name of the G. & H. Barnett Company, and that they purchase them only from authorized and accredited agents of that company.

TIN SHIPMENTS FOR JULY.

The monthly statistics of tin which came out on the 1st inst., showing an increase in the visible supply of 1,000 tons caused by the heavy shipments from the Straits, were disappointing to those who believe in the maintenance of the higher values current a week ago. A comparison, however, of the total shipments from the Straits for the months of June and July of '95 with those of the corresponding months of 1894, show that the total for 1895 is 7,860 tons as compared with 9,630 tons in the corresponding months of last year, or a decrease of very nearly 2,000 tons for 1895, which goes to show, remarks Daily Metal Market Report, what we have frequently called attention to of late, that consumption of tin has practically overtaken production. The arrivals of tin for week ending Aug. 3 were 440 tons.

HARDWARE FAILURE IN CHICAGO.

The Woodrough & Hanchett Company, one of the largest wholesale hardware houses in Chicago, has failed. The failure occasioned a good deal of surprise, as the company has been regarded as a most substantial concern, doing a large business, but the collapse, they say, is the result of the protracted period of dull times. The liabilities of the company are about $180,000, and the assets are placed at $240,000. R. L. Woodrough, the president of the company, said that the indebtedness will be paid, but it is not expected the company will make any attempt to resume business.

HIS OWN WEATHER PROPHET.

Every man who owns a bicycle, says an exchange, is now his own weather prophet. He holds in his hand the long-sought solution of the problem how to make rain.

If his wheel gets muddy and he lets it stay so, clear weather will be assured. If he attempts to clean off the mud a shower will result within twelve hours. If he cleans and polishes the wheel so that it shines like new, a terrific thundershower will fall as soon as he goes for a ride.

A large number of wheelmen have found this to be a fact, and as you can't ride a wheel during wet weather, the fact that so many muddy wheels are seen proves that they are left dirty to avoid causing a rainstorm.

NOT THE FIRST SHIPMENT.

A sale of 400 tons of pig iron has been made by the Mabel furnace at Sharpsville, Pa., for shipment into the Birmingham, Eng., district. The iron is the Mabel malleable, of which this furnace has made a specialty for a number of years, having successfully introduced it for malleable uses in competition with charcoal iron. It will be used for the manufacture of carriage malleables, tests made on the other side demonstrating to the satisfaction of the buyers that it will be quite as suitable for carriage trimmings as the American charcoal iron which the coke shipment just made will replace. The price obtained was the full quoted price at the furnace, and the question of cheapness did not at all enter into the account. "There will be no call, therefore," remarks Iron Trade Review, "for any editorials on the displacement of English iron by the American product. Shipments of Lake Superior charcoal iron to England have been made in occasional small lots of a few hundred tons for several years."

RE-ROLLING STEEL RAILS.

THE PIONEER RAIL RENEWING Co., is making a success of its scheme of renewing steel rails worn in service. Fractures of the rails before and after treatment show that the steel has changed from a coarse-grained to a fine, close-grained structure, the difference being perceptible to the naked eye. On Thursday, July 25, representatives of the trade press were invited to visit the works of the company, and see them in operation, re-rolling rails. The mill was then running on rails that had originally weighed 65 pounds to the yard, but which before being re-rolled weighed only a little over 64 pounds, the loss of weight being due to wear and oxidation. The rails were originally of the old standard section, but were re-rolled into the new standard proposed by the American Society of Civil Engineers in 1893, weighing about 58½ pounds.

The furnace used is of the reverberatory type, 35 feet long, with grates on one side, at each end. They are fired by bituminous coal, a "green" fire being used, and forced by a blast beneath the grate. Above the grate the flames meet with a hot blast to increase the combustion. This blast is heated by passing the cold air through a heater in the furnace, and meets the flames before they pass the bridge wall. The amount of air is regulated by a valve in the cold air main, the proportion of air to be divided between the cold blast beneath the grate and the hot blast above the great being determined by valves placed in the pipe just before it reaches the furnace. The length of the furnace being 35 feet, leaves a distance of 2½ feet between the ends of the rail and the furnace doors. This insures the rail from contact with air that might enter by the doors, and therefore prevents loss of weight by oxidation. In the process it was necessary to heat the rail uniformly, and because of the length it was quite a problem to do this. It has been accomplished by the construction of the furnace and the arrangement of the fires, and the rail leaves the furnace at a uniform cherry red, about 1,200 degrees Fahr. In order to prevent undue oxidation it was desired to roll the rails at as low temperature as possible. As high a temperature was not needed as to roll the original rail, as there are fewer passes through the rolls.

The rails are charged in the furnaces by a charging carriage, which is the invention of Thos. S. Blair, Jr., the manager of the mill, and take from 10 to 15 minutes in heating. After being withdrawn from the furnace the rail is passed by brushes which remove nearly all scale, and is then carried to the rolls. But two passes are used, the first compressing the rails about 3-16 inch, filling out the worn places and leaving only a light finishing pass to complete the re-rolling process. Before entering the roll for the finishing pass two steam jets remove the remainder of the scale, which would interfere with a good finish being put on the rail. After passing through the rolls the rough ends are sawed off and new holes bored. The remaining processes are similar to those used in an ordinary rail mill.

About three feet are gained in the process by elongation, though some rails are so badly worn as to necessitate the cutting off of a large section. The finished rails are of as nice appearance as the best new rails, and can be replaced where new rails would be used. By this means a considerable saving can be made in track laying, as the cost for re-rolling rails is only $5 per ton, as against $25 for new rails. Allowing a fair value for second-hand rails, this leaves quite a large balance in favor of the new process.

NEW CORDAGE FACTORY.

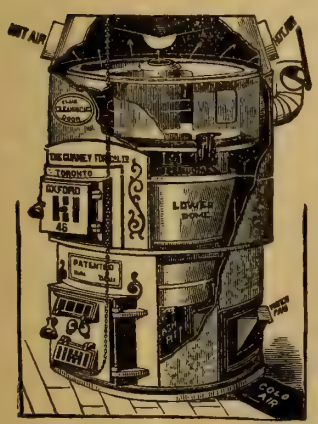
The Continental Twine and Cordage Co., at present operating a mill in Brantford, leased by them from the Consumers' Cordage Co., have decided to equip a modern plant, which will be located either in Brantford or Hamilton. The mill will consist of 250 spindles, and be fully equipped with modern labor-saving machinery, and will manufacture cordage of all sizes as well as binder twine of different qualities. In addition to the present members a leading cordage man of New York will also be a stock-holder.

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WARM AIR OR COMBINATION WARM AIR AND HOT WATER

TRIED AND TESTED. NEVER HAS ONE FAILED.

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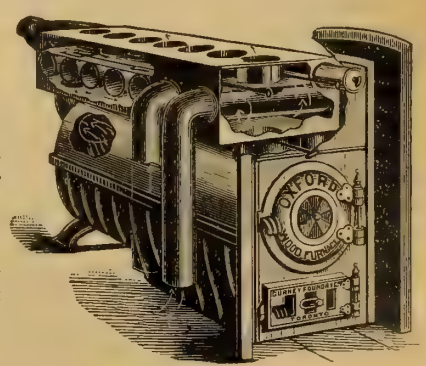


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Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome, which heat quicker than Cast Iron.



GAS AND DUST TIGHT.

Cyclone Steel Radiator.

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PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TRADE in plumbing lines throughout the country is going along steadily, and while there are not a great many new contracts out, still there is always a fair amount of jobbing and repairing to be done; and in a great many cases jobbing is more profitable to the plumber than contract work, for it is a common occurrence for contracts to be taken at within 5 per cent. of the cost of the work.

* * *

The amount of steam and hot water heating done is largely increasing every year, and in many houses the hot-air systems are being changed into the combination heating, as the latter is considered the more healthy and economical. The rapid growth of the popularity of hot-air furnaces justifies this conclusion.

* * *

One or two plumbing establishments in Toronto are rushed with work. One Queen street firm alone has at present in its employ 48 steam-fitters and 20 plumbers. On the whole, however, the city shops are not very busy, a great deal more business being done in outside places.

* * *

Prices continue to advance. We have to note that since last week lead pipe has advanced considerably. It is quoted now as follows: Water pipe, 7c.; waste pipe, 7¼c. The discount is 30 off in any quantity, Toronto, Hamilton, and London being the points of delivery. These advances were decided upon by the Association last week as a result of the increased price of pig lead.

* * *

Canadian soil pipe manufacturers are considering a proposed advance in their price lists, which will, in all probability, be adopted and take effect almost immediately. It is probable that the discount for the future will not be more than 60 off, and both wholesale and retail dealers are freely booking at the old figures in order to secure themselves in carrying out contracts now on hand.

* * *

Reports, emanating from the Canadian sanitary manufacturers, say that an advance in pottery is contemplated by the three factories at St. Johns, Que. Rarely in the history of Canadian potters, or potters generally, has the price of pottery been known to be as low as it is at present. When Richelieu closets sold at $4 to $4.25, that was considered an extraordinarily low figure, but to-day we have them selling in crate lots, embossed or plain, at from $3 to $3.25. An advance in the American market of 10 per cent. has already been made, and it is expected that at an early date a similar advance will be seen here, although, perhaps, only in closets

* * *

Wrought iron fittings show an increased demand, those of American make getting the preference. The spurt in this line of business has almost cleaned out some of the jobbers.

* * *

W. E. Cook and D. Snoddy, both of Hamilton, were in Toronto this week visiting the big jobbing houses.

* * *

Zotique Cusson and Ovide Galarneau have entered into partnership as plumbers under the firm name of Cusson & Galarneau, Montreal.

* * *

The Catholics of St. Denis Ward, Montreal, want the archbishop to declare it a new parish. Should His Grace decide to do so it means the erection of a new church and presbytery.

* * *

The Toronto Steel-clad Bath and Metal Company are building a new establishment at 125 to 127 Queen street east, next door to their present stand. The building will be three storeys high, and will extend from Queen right through the block to Richmond street. The offices and show-rooms will face on Queen street, and the shipping department on Richmond street, and the building will contain, besides, the factory and storerooms of the company. The new premises, which will be finished this fall, will afford the company greatly increased facilities.

* * *

CLEAN EARTHENWARE.

It is the custom of a plumber who has a large trade in residence work, says Metal Worker, to always see the mistress of the household previous to turning over a completed plumbing job for the use of his customer. It has been his experience that many of the offensive smells which are reported are not due to defective plumbing, but to negligence on the part of house servants to maintain proper cleanliness of the sanitary earthenware fixtures in the building. He makes it a point to explain the internal construction of all the earthenware used and the manner in which it is liable to accumulate matter which will produce offensive smells and present a disagreeable appearance. In his opinion the care in providing a strict cleanliness in the earthenware used in sleeping apartments previous to the advent of the water closet should be observed in looking after the modern water closet and lavatories. He also informs them that, in case of any accumulation on the surface of the closet bowl, it can be removed by the use of muriatic acid diluted with water and applied by means of a swab, made by wrapping and fastening an old cloth around a stick. The same care should be observed in the sanitary fixtures found in restaurants, hotels, and other public places. It hardly requires a second thought to know that ordinary flushing devices are not capable of thoroughly cleansing the earthenware surfaces exposed, and that if the proprietor was informed of the proper manner of caring for these fixtures, they would be kept in better condition, or the plumber would be called into service occasionally to thoroughly clean them.

* * *

WHEN THE HOUSE IS EMPTY.

There is no better time of year to make repairs to cooking and heating apparatus, the plumbing system, or the roof and the water conductors, than the hot vacation months of summer, when the house is unoccupied by its usual tenants. In some cities the dealers make it a point to arrange for doing this work previous to the departure of their patrons for their sojourn at the seashore or mountains. Others appreciate that more careful attention will be paid to any correspondence addressed to the head of the house when he is free from the usual business cares, and take the opportunity of sending him circulars or carefully written letters suggesting the propriety of the house being put in perfect order to receive the family on their return. This enables the work to be so laid out as to be done at an advantage, and is a custom that can be widely followed with advantage. Too much care cannot be taken in the selection of the workman who is employed on such jobs; and the personal supervision of the employer will be found of great advantage to all concerned.

* * *

PLUMBER VS. GAS-FITTER.

P. A. D. tells this story in Metal Worker: Once upon a time there was a large building in a great city that had been lighted with gas, and one big meter was used in the cellar. As it was an office building there were some tenants who never used gas and wanted their rent reduced accordingly. So it was decided to place meters in every suite of offices. When the time came for figuring on the work of making the changes and connections some made exhaustive measurements, as no two meters could be set just alike. Many of the bidders conferred on the best method of doing the work, and each quietly concluded that the figures would be very similar. One bidder came to the building, looked it over, did some measuring, counted the connections to be made and went away. He happened to be seen and watched by some of the other bidders, but, being a busy fellow, did not notice that he was the subject of curious attention. He was known to most of the competitors and

had a good standing, but was unaware of the amount of talk the job had made. When the bids were opened his price was a third less than that of the others, and as the owner had heard something of the supposed difficulty of making the connections to the multitude of meters, he required him to give security to finish the job. He was so well pleased to get the job that he went off and escaped the compliments that were passed on him. Some said he was a fool, others a skin, some said he didn't know his business, he would lose money, had murdered prices, set a bad example, would be sick of his job, etc. One man said: "Why, when he gets to cutting all that pipe and putting in all those fittings and bending the pipe in some of those tight corners he will find his men cannot connect enough in one day to pay their wages." In the meantime, the successful bidder was at his shop cutting off various lengths of lead pipe and was wiping on the brass connections in a hurry, and soon sent a wagon load of these to the building where the meters were. The lead pipes would bend to suit any corner without a single ell, 45 degrees or a nipple, and they had no sand holes or bad threads. The plumber made big money on the job.

* * *

THE APPRENTICESHIP QUESTION.

The following interesting account of trades apprenticeship is taken from The Plumber and Decorator of London, England:

For many years past those who take an interest in the question have had their minds exercised as to the workmen of the future and how they are being trained. This matter is now again coming before the public in the form of a proposal to inaugurate an Apprenticeship Institution to revive the old system by which trades were learned. According to our esteemed contemporary, The City Press, this has received the sanction and approval of such men as Sir John Lubbock, Sir Samuel Montague, Mr. Quintin Hogg, Sir Stuart Knill and Sir George Williams, and the support of the Clerks of of the Drapers', Mercers', Turners', Goldsmiths', Stationers' and other companies. With such help the scheme will doubtless be pushed forward with all the force at command. For some considerable time we have been studying the problem, and since the Worshipful Company of Plumbers started their system of registration have repeatedly wondered why it is that out of those who present themselves for the company's examination only a few succeed in satisfying the examiners, and cannot but think it is owing to the inefficient training they have received. But here we are met with the fact that large numbers of those who fail have served an apprenticeship to their trade. If only now and then such a person were rejected we could have assumed that he was a blockhead that no amount of teaching would make into a skilful workman. But when so many are rejected, it then behooves us to go further afield in our inquiries. If the "taught" do not succeed, we must inquire as to the ability of the teacher to fulfil his duties. With this object we have interviewed one who has passed through an apprenticeship, and we here give his replies to our queries.

"Where were you apprenticed?"

"At a shop near Oxford Market in London."

"What trade were you apprenticed to?"

"A plumber, painter, grainer, glazier, paperhanger, gas-fitter and hot water engineer."

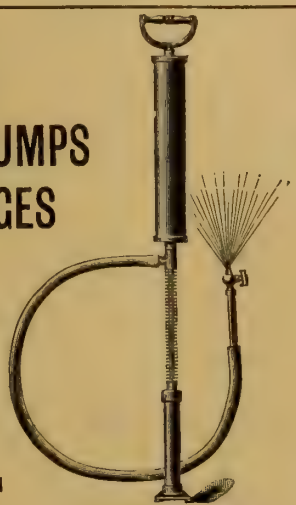
"Had you any choice in the selection of a trade?"

"Not much. As a youth I was being trained as a land surveyor in the country, but for certain reasons I came to London, and, after knocking about for some time, apprenticed myself to my late master."

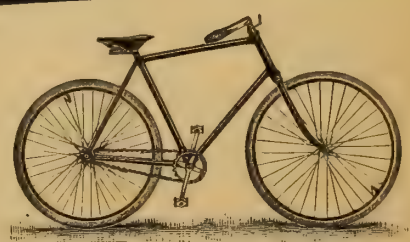
"Can you describe your experiences as an apprentice?"

"Yes, as they are so vividly impressed on my mind. I remember that I was the drudge of both men, master and mistress. I had to wait upon the men, help move trestles and carry water for them when washing off ceil-

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ings, help strip old paper off walls and rub down paint ready for repainting. When allowed to lime white coal cellars and give the doors a coat of lead-colored paint, I began to think that I was getting on first-class, but after spoiling a suit of clothes when painting public lamp posts, I began to think otherwise."

"Of course as you improved you were given better work to do?"

"Well, yes; but the best of that kind of work was not very good."

"You said you were a drudge to the mistress. What do you mean by that?"

"Well, I had to clean master's boots and the windows, scrub floors, beat the carpets, carry bundles and baskets of dirty clothes to the public washhouse, turn the wringing machine and mind the baby. The latter I strongly objected to, but, for the sake of peace and quietness, used sometimes to do it. At last I told my master that if he did not send me out with the plumbers I would run away."

"At what age were you when you said this?"

"About 18 or 19."

"Was your master kind?"

"Yes, very kind in his way. I used to keep his books for him, and have sat up until midnight for several nights in succession, but at the end of the week he always gave me four or five shillings extra for doing so."

"Did he ever teach you anything?"

"I do not remember a single instance of his showing me how to do my work properly. I really picked up what I knew from watching the men."

"But you used to practise making joints, did you not?"

"No! I had no tools of my own; my master's were all worn out, and the men forbade me to use theirs."

"What did you do when your time expired?"

"I got a job as a journeyman at 33 shillings a week, which was the highest rate paid then; but after working a few weeks I felt so ashamed of myself that I asked one or two men who seemed friendly what I could do for the best, and they suggested that I should get a job as an improver. I was fortunate in getting such a job in one of the leading London firms, where I learned more in six months than during the whole term of my apprenticeship."

"Do you not think your experience was exceptional?"

"Not in the least. I have had opportunities of knowing this."

"Can you give me an example?"

"I could give you several. One was an out-door apprentice in London, whose friends paid a premium of £30, whose wages commenced at 2s. 6d. a week, and the last year 7s. 6d. a week. At the expiration of that time he told me he had learned more in one year at a technical school for plumbers than in the whole of his apprenticeship."

"What was he apprenticed to?"

"I saw his indentures, and he was bound to serve his time to bell-hanging, whitesmithing, tin plate working, gas-fitting, plumbing, smithing and hot water work."

"Were all these various trades taught him in the school you refer to?"

"No, the classes are for teaching plumbing only to those who are in the trade. No man can become an efficient workman if he has to practise several trades."

"Can you suggest a method by which plumbers' apprentices can be properly taught?"

"I must admit that I cannot. The best suggestion that I can make is to bind the boys to journeymen of good standing, or to master plumbers who have risen from the ranks and can teach their apprentices; and that some committee should be appointed who would look after them, with powers to compel the masters to fulfil their undertakings and to punish refractory apprentices. The apprentices should also attend plumbing schools conducted by practical men who teach their students to work to rule and the 'reasons why' for everything they do."

"You have given us a list of trades that you were apprenticed to, and also of another young man's. Is it usual to include several crafts in an indenture?"

"Yes. I never saw an indenture where a boy was apprenticed to plumbing only. In numbers of shops there is not sufficient work of an especial kind for the apprentices to do, and of necessity they must turn their hands to any job that comes in."

THE TABLES TURNED.

Practical jokers, as a rule, escape the consequence of their folly, and therefore it is quite refreshing when any of the fraternity are hoist by their own petard. Two youths in a Birmingham mercantile establishment took advantage, according to Ironmonger, of the visit of an Irish gentleman to affix sundry paper figures to his coat-tails, and when the victim reached the street he found himself the object of much attention, the cause of which a lady pointed out to him. The Celtic blood was up in a moment, and the gentleman at once made his way to the establishment and gave the youths a smart trouncing. Its effect, however, was not lasting, and a few days later they wrote a letter in the name of the lady already referred to, ordering some garments for her son. The garments were in due course forwarded by the tailor, together with the bill; but the lady was equal to the occasion, and, divining who were the authors of the joke, sent the account to them, together with a note that the clothes had been given to a youth in her service. This was turning the tables with a vengeance; but the jokers paid the bill, and must have since reflected that even larking is not without its drawbacks.

LEATHER BICYCLE TIRES.

Two Frenchmen of Rheims have recently completed an invention which they claim will in a measure revolutionize the present pneumatic tire, says La Nature. They build their wheels by substituting an outer pneumatic tube made of leather for the rubber tubes now in use. Their invention has been taken up by the Ministry of War, who are now perfecting the idea with a view of supplying all the military cycles with tires that will not give out easily. The resistance of leather is considerably greater than that of rubber, and it will better stand the pressure from within and the exterior agents of destruction, such as nails, hoops, roots or sharp peddles. It is not absolutely imperforable, but it is at least as good as the fine steel band which was experimentally placed between the outer and inner tubes, and which was pierced by needles and tacks. Leather offers the greatest impenetrability in relation to its thickness without impairing the necessary elasticity. It is further improved by a preparation which renders it impermeable to water. The leather tire is easily repaired in case of perforation; any cobbler can sew it up, and this repair is permanent and not likely to get out of order. Other advantages claimed for the leather tire are greater lightness, it will not get out of shape as does rubber, and it will not slip on asphalt pavements or wet roads. The new material for the tire seems to meet with great encouragement on the part of the military authorities of France. Should it be adopted, as it is expected it will be, there is a chance for very amusing scenes in the barracks, when the cycling orderly will "shine" his pneumatic tires the same as he does his boots for the parade or the inspection.

WANTED.

WANTED TO PURCHASE HARDWARE STOCK in small country town or village. Must be in good condition and cheap. Box A, HARDWARE. (32)

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

A. C. NEFF, Chartered Accountant, Auditor, Assignee, etc.
Tel. 1040. Canada Life Building, TORONTO.
Audits or Investigations, Improved Systems of Books, Partnership Settlements, Management of Estates.

ONE CAUSE OF HARD TIMES.

THE Grumbler sat in his office chair as he opened his morning mail, he frowned at the letters before him there, and his face looked sad and pale. He scowled at the clerks when they spoke to him, he yelled at the meek cashier, and the errand boys, so white and slim, slunk out of the room in fear! The Grumbler swore at the office cat and sneered at his lady clerk, as in front of her little desk she sat, prepared for her weary work; he glared at the bookkeeper so meek, he scolded the salesmen too—not one of the entire staff dared speak for fear that a storm he'd brew! The Thinker entered the office door and walked to the Grumbler's desk, he looked straight through at the empty store with a smile that was picturesque. "How's biz?" he asked, in an easy tone, as, unbidden, he took a seat—the Grumbler uttered a weary groan, and the name of the "home of heat." "Business is dead and gone," he cried, "there is no trade at all! Hard times have killed my custom wide—it is gone beyond recall! The people have no more money now, no dollars nor even dimes, and we might as well close up, I vow, as open in these hard times!"

The Thinker mused ere he made reply; he looked at the Grumbler's face. For a little while his restless eye roamed over the silent place. "Do you know," said he, in a quiet voice, "I have often thought of late that some men make hard times from choice, and rather like that state. When times are bad I always strive to better them right-away; instead of grumbling I contrive a better game to play. Your trade has gone? Well, then, fetch it back! Be active, prompt, and wise, and to get upon the proper track, of course you will advertise! The people have no more cash, you think? Have you asked them, or wished to know, by the generous use of printer's ink? Of course you will answer, 'No.' Your store's in a better street than mine—it's a busier street by far, but neglect and foolishness combine your brisker trade to bar. I am advertising right along, whether times are bad or good, and I've always had the people throng to my store, as I knew they would. There's just as much cash as ever in town, but it won't come to you unsought, and it's better to wear a smile than a frown, my experience has taught. Don't talk of dead business and terrible times, and a stagnant state of trade, for there's plenty of dollars and loads of dimes and the good times can be made!"

The Grumbler stared at the Thinking Man and listened to all he said, and answered, "I guess I will try your plan to revive my business dead! Your words of comfort sound in my ear like melodious, joyous chimes, and I've been responsible, I fear, for most of my own 'hard times.'"

Then the Grumbler took his friend's advice and he never grumbled more, for soon he was doing a business nice in his retail grocer's store. He advertised for the people's trade and he got it, with their regard, and he realized what it was that made such "good" times out of "hard."—Business.

SITUATION VACANT

WANTED—For Ontario and Eastern Provinces—travelers calling on retail hardware. Side line on commission. Address,

HARDWARE, Box 311, Oshawa, Ont.

SITUATION WANTED.

AS BOOK-KEEPER OR HARDWARE SALESMAN, by young man with long experience; highest references. "R. F." care of THE HARDWARE MERCHANT. Toronto, Ont. (33)

A. C. LESLIE & CO. MONTREAL

Iron, Steel and Metal Merchants and Manufacturers' Agents.

Close Import Prices on all kinds of

Iron, Steel, Wire, etc. **CUTLERY** A Specialty.

Western Representative

R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.

Manufacturers of the Well Known

"HAMMER BRAND"

Calcined Plaster and **Patent Rock Wall Plaster.**

HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

A. ALLAN, President. F. SCHOLES, Managing Director. J. O. GRAVEL, Secretary-Treasurer.
J. J. McGILL, General Manager.

CANADIAN RUBBER CO.

CAPITAL **OF MONTREAL** $2,000,000.00

TORONTO and WINNIPEG

Manufacturers of superior quality

Rubber Belting

Of following grades:

"Extra Star"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"
"Fine Para"

All kinds of

Rubber Hose

All made with our Patent Process Seamless Tube, including

Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore,
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

Mould Goods of Every Description.

WESTERN BRANCH:

Cor. Front and Yonge Sts. - Toronto

J. H. WALKER, Manager

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

PELLETIER, PARADIS & JOBIN have been appointed curators of W. Perron, general store, Chicoutimi.

P. N. Tellier & Co., general store, Berthier, Que., are offering to compromise.

Louis Laurin, general store, Point Gatineau, Que., is offering to compromise.

Geo. Darveau has been appointed curator of F. X. Mercier's lumber business at Quebec.

Lebel & Co., general store, St. Flavie, Que., are offering to compromise at 50c. on the dollar.

J. A. Roys, agricultural implements, Cornwall, Ont., is offering to compromise at 25c. on the dollar.

M. A. Hagerman, general store, Bear River, N.B., is offering to compromise at 50c. on the dollar.

Ernest Dionne, general store, St. Germain de Kamouraska, Que., is offering to compromise at 50c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Cusson & Beaucaire, roofers, Montreal, have dissolved.

Roe & Graham, foundry, Ottawa, Ont., have dissolved.

The Hough & Harris Co., Toronto, have obtained a charter.

The Swansea Forging Co., Toronto, have obtained a charter.

C. Gagnon & Co., traders, Sault au Recollet, Que., have dissolved.

The Anderson Furniture Co., Woodstock, Ont., have obtained a charter.

The Berlin Thresher and Manufacturing Co., Ltd., of Berlin, Ont., has obtained a charter.

The I. Simpson Manufacturing Co. of Brantford, Ltd., Brantford, Ont., has obtained a charter.

McIntyre & Dingwell, harness, Maxville, Ont., have dissolved partnership; H. A. McIntyre continues.

Jos. A. Marier and Wilfrid David have entered into partnership as Marier & David, roofers, Montreal.

Ephrem Martin and Louis Veins have been registered proprietors of Martin & Veins, St. Hyacinthe, Que.

Corol Mfg. Co., blacking and polishes, Toronto, have dissolved, John A. Gibbons continuing under same title.

N. J. Holden & Co., oil importers, Montreal, have dissolved. Norman J. Holden, continues. Style unchanged.

Letters patent have been issued incorporating Napoleon Kennier Laflamme, Albert Curtis Hanson, George Talbot Warren, Trenholme Dickson, and Henry Joseph, all of Montreal, for the following purposes, viz.: To purchase, lease, acquire and own phosphate mines and properties, and to operate and develop the same, and to purchase, acquire, lease, own and operate and develop mica mines and properties, and generally to carry on any enterprise or business connected with phosphates or mica, or products thereof, by the name of "The Canadian Mining and Developing Company," limited, with a total capital of $100,000.

Letters patent have been issued incorporating David Yuile, James Cochrance King, William Robinson, Donald William Ross, and John Watson, Montreal, for the following purposes, viz.: To carry on the business of contractors, and to manufacture, deal in, either by way of purchase, sale, lease, or otherwise, any species of material necessary for the manufacture of brass, iron, tin, copper works, etc., and to acquire by any species of contract, and to own, put in practice, sell and lease, or otherwise dispose of all or any patent rights applicable to the business of the petitioners, and to carry on the general business of merchants, manufacturers, plumbers, finishers of iron and brass goods and other kindred metals, by the name of The Chanteloup Manufacturing Co., Ltd., with a total capital stock of $10,000.

SALES MADE AND PENDING.

John Sullivan, general store, Inkerman, Ont., is giving up business.

D. Montgomery, general store, Chesley, Ont., advertises his business for sale.

The stock of W. C. Girard, nickel plater, Montreal, has been sold at 30c. on the dollar.

The assets of J. T. Depencier, general store, Merrickville, Ont., are advertised for sale by tender.

The business of J. J. Rudolph & Co., general store, Lunenburg, N.S., is advertised for sale by tender.

The stock of Burke Bros., general store, Winnipeg, Man., is advertised for sale on Aug. 17 by auction.

The stock of Burk & Co., general store, Bracebridge, Ont., has been sold to C. A. Thompson, a former partner, now in business at Penetanguishene, for 65c. on the dollar.

The factory, stock, etc., of Wm. A. Frazer (The Wood Manufacturing Co. of Canada, Ltd., manufacturers of undertakers' supplies) Thorold, Ont., is to be sold by auction under mortgage on August 20.

At the meeting of the creditors of Malloy & Malcolm, carriage builders, Hamilton, Ont., the assets were reported at $2,658.13, and the liabilities at $9 500. Messrs. B. Webber and J. V. Teetzel, Q.C., were appointed inspectors and the stock will be sold.

CHANGES.

Miss Maggie Hall is commencing a general store business at New Carlisle, Que.

Duncan McKay, tinware, Maxville, Ont., has removed to Frankville.

Montgomery & Co., hardware, Napinka, Man., have removed to Deloraine.

DEATHS.

E. Menard, general store, Roberval, Que., is dead.

FIRES.

A. Pullen, general store, Holbrook, Ont., has been burned out.

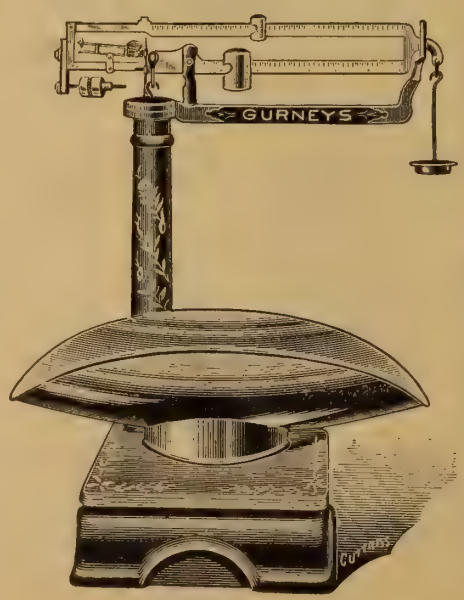
Wm. Sheppard, harness, Wardsville, Ont., has been burned out.

Patrick Kehoe's saw mill at Hammond Plains, N.S., has been burned out.

G. A. Pringle's saw mill at Dobbinton, Ont., has been destroyed by fire.

The general store stock of C. O. Gervais & Frere, St. Johns, Que., has been partially damaged by fire.

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.

Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by

THE GURNEY SCALE CO.

Hamilton, Ont., Can.

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

THE

UNIVERSAL VARNISH

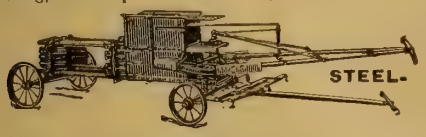
Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

COST OF PRODUCING BELGIAN GLASS.

In my last letter, writes the Belgian correspondent of American Manufacturer, I gave the amount of raw materials necessary to run the tank furnace a month. The prices of those raw materials are as follows for 100 kilogrammes, 220 pounds. The figures I give in United States money : Sand, 86c. ; lime, $1.24 ; sulphate, $1.43. For these three raw materials the cost would be $9,410.30 for a month's run. The other materials for the same time cost about $1,995, hence, we find that the total cost of raw materials to manufacture 108 cylinders is about $11,400.

The blower makes on an average 90 cylinders for a day's work, but five must be deducted for breakage, etc., leaving the day's work 85 cylinders. Of the 108,000 cylinders the blowers receive pay for 102,000. Let us count all the cyclinders at the average measure of 30 x 50. For six of these cylinders the blower receives 27 cents, making for all a total of $4.65. As the blowers at present are working at 50 per cent. off that tariff, they receive only $2,325.60 a month. We may estimate the average monthly wages for the other branches as follows :

50	First-class gatherers	$28.50 each.
50	Second-class "	14.25 "
50	Boys (snappers)	7.60 "
5	Gas-makers	19.00 "
16	Laborers and mixers	14.75 "
1	Pot maker and helper	34.20 for both

By adding these amounts to those made by the blowers, we find that the wages paid for the working of the furnace alone amounts to $4,938.10 per month.

Five flattening houses are necessary for such a furnace. Each house employs three flatteners and three helpers, or for the five houses 15 flatteners and 15 helpers. The flatteners have an average monthly wages of $28.50 and the boys $5.70, or a total sum of $513 a month for the working of the flattening department. In the warehouse there are 13 cutters at $23.75 each ; in the packing department three packers at $17.10 each, or for these two departments a total of $407.55 a month. We must add one head mixer and two watchmen, who receive together a monthly pay of $133.

We may aggregate as follows the monthly expenses of raw materials and the working of a tank furnace with 10 gathering holes on nearly all of which two men are working :

Wages paid for the working of the furnace	$ 4,938 10
Wages paid for the working of the flattening house	513 00
Wages paid for the working of the warehouse and packing department	407 55
Head mixer's and watchmen's wages	133 00
Raw materials	11,400 00
	$17,391 65

In my next letter I will give the cost of boxes, etc. The situation, which did seem to improve, has been blocked again by the fickleness of the manufacturers in not keeping the engagement they made between themselves to strictly observe uniform selling prices. The engagement was kept only two weeks ; then a great many manufacturers sold at lower prices than those fixed by their convention.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

JOSIAH FOWLER,

ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, August 9, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	$5 25	
I.X., "	6 50	
I.X.X., "	7 75	
J. R. & Co.—		
I.C	5 25	
I.X	6 50	
I.X.Xl	7 70	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price.
Common Bar, per 100 lbs	....	1 70
Refined "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 2 in., 65 and 10
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11	0 11¼
Lake Superior	0 11	0 11¼

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" " round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅛	0 03¼
Domestic, per lb	....	0 02¾
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 50
No. 1 do	4 25
No. 2 do	4 00
No. 3 do	3 75
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French "	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome "	0 08	
French Imperial Green	0 19	

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 58
Boiled, per gal	....	0 61

Turpentine.

(In bbls.)

5-Barrel lots	....	0 41
1 " "	0 42	0 42½

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges..... 0 90
5 and 6 gauges..... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined, each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised list
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box..... 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 60½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47¾ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Per 100 ft.	Double Diamond. Per 50 ft.	Per 100 ft
14 to 25	1 10 1 15	2 20	1 50	....
26 to 40	1 30	2 35	1 75	....
41 to 50	....	2 75	....	3 90
51 to 60	....	3 20	....	4 30
61 to 70	....	3 50	....	4 80
71 to 80	....	3 90	....	5 30
81 to 85	....	4 40	....	5 80
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axes, per doz 0 75 2 50
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 to 40 per cent.

Hoe.

C. & B., dis. 35 to 40 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 55 to 60 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—
1. Either Canada or American pattern—
Basis—50 to 60 dy..... 2 10
40 dy..... 2 15
30 dy..... 2 20
20, 16, and 12 dy..... 2 25
10 dy..... 2 30
8 and 9 dy..... 2 35
6 and 7 dy..... 2 50
2. American pattern only—
From 4 to 5 dy..... 2 60
3 dy (lath)..... 3 0
3. Canada pattern only—
From 4 to 5 dy..... 2 60
3 dy (lath)..... 3 10
3 dy, A. P. fine..... 3 70
Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75 and 5 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal..... 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz..... 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per 100 lbs..... 0 01¾ 0 01⅞
Tins, lbs..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	8¾
¼, 5-16, ⅜ in.....	6¾	9
Cotton.....	11	12
Russia Deep Sea.....	00	13
Jute.....	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kemp-shell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen..... 0 40 0 70
"Empire," McMillan&Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz..... 0 00 7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 0 00 9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
Acme..... 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English..... 1 80 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross..... 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized..... 0 03 0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb..... 0 25 0 50
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... 3 50 5 00
Grind. per ton..... 15 00 18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.
Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb..... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55
Binding, Blue Ribbon..... 0 06¾ 0 07¼
" Red Cap..... 0 06½ 0 06½
" Prison..... ..... 0 00
Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 17½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 0 03
Galvanized, 4 barb, 4 and 6 inches apart 0 03
Galvanized, plain twist, all delv'd.... 0 03
"Lock Barb," 4 point..... 2 87½
" Glidden, 2 point 2 87½
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 04½
Steel Staples 0 03 0 03¼
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25

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WITH INTERCHANGEABLE BLADES.

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Dries hard. Does not turn white.

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188 and 190 McGill St.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



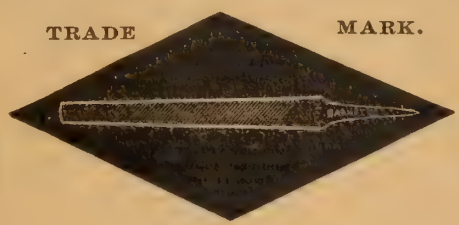
You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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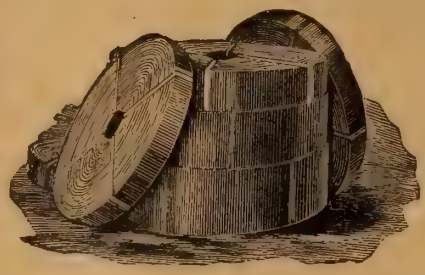
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OF TORONTO, LTD.

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" Hand Made
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Paris Green
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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, AUGUST 17, 1895. No. 33.

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BEST ANTI-FRICTION METAL FOR

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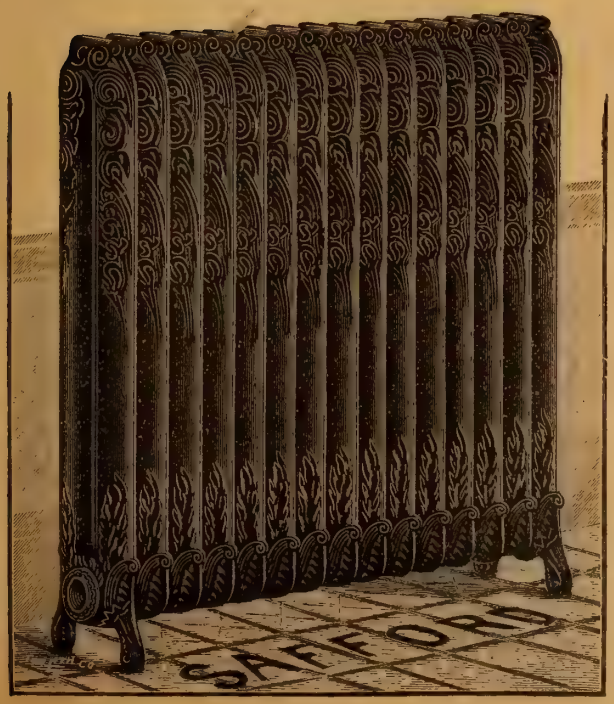
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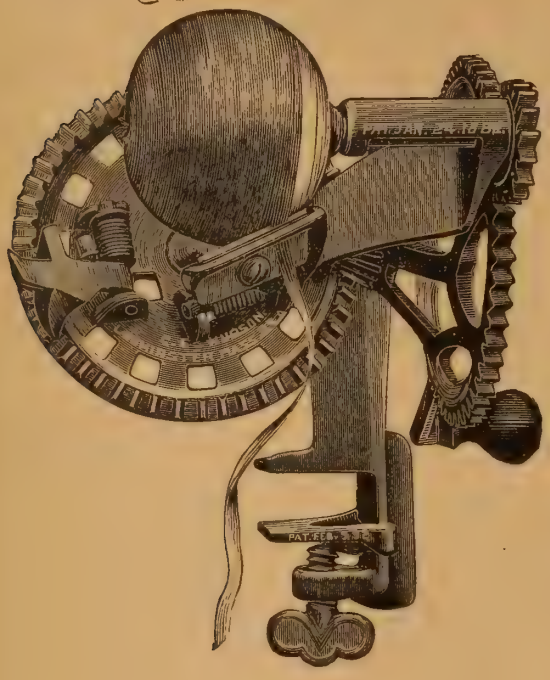
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NO BOLTS PACKING LEAKY JOINTS

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Genuine "Hudson" Rocking Table

APPLE PARER

WITH PUSH OFF

This machine is so arranged that parings and juice cannot fall upon it. It is provided with

IMPROVED CLAMPING DEVICE

so that the table will not be jammed. It is **stronger, more durable,** has **less gears** and **working parts, will pare closer to the fork, keep cleaner, do better work and more of it** than any machine on the market.

RICE LEWIS & SON, Ltd.

Cor. King and Victoria Streets **Toronto**

Copper Tea Kettles

WITH BOOTH'S PATENT HANDLE



Heaviest, Strongest and Best Kettle Made

Write for Prices

THE BOOTH COPPER CO.

Coppersmiths and Metal Spinners

TORONTO ONTARIO

OIL STOVES

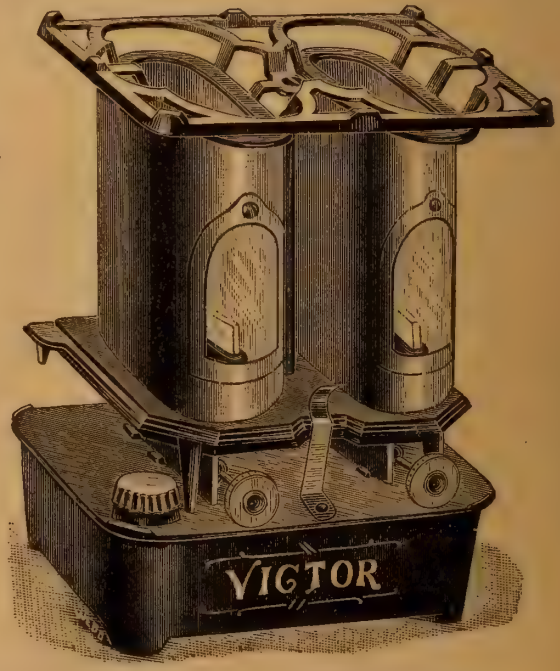
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Iron Bottom.

Daisy

Tin Bottom.



One, two and three Burners, Ovens and Extension Tops.
Finish first-class. No smoke, no smell, but lots of heat

Kemp Manufacturing Company

TORONTO.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

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ANOTHER ADVANCE IN WIRE AND CUT NAILS.

HARDWARE AND METAL has another surprise for the trade this week. As the jobbing houses expected, there have been further developments in cut nails, but contrary to what was expected. The presumption is, therefore, that all difficulties have been smoothed over.

The week before last this paper was positively assured by two of the makers in the association that cut nails would not be advanced until September the 1st. It announced this in good faith to its readers, but it was misled by the makers, for ulterior reasons of their own that they alone can explain.

A despatch received by HARDWARE AND METAL, from a Boston, Mass, correspondent, demonstrates this.

The representatives of the different Canadian manufacturing concerns have been holding meetings in that city since Wednesday last. On Friday they decided not only on the radical jump of 40c. on the base price of cut nails, to $2.50, but resolved on a material advance in wire nails as well, the trade discounts on these being reduced 5 per cent. all round.

Ontario: 75 per cent. delivered, instead of 75 and 5.

Quebec: 75, 5 f.o.b. Montreal, instead of 75 and 10.

Maritime Provinces: 75 and 7½ per cent. delivered, instead of 75 and 12½.

British Columbia: 75 and 7½; freight allowance of 25c. per keg to be equalized on Montreal, Toronto, Hamilton and London; no rebate allowed; instead of the old discount of 75, 5 and 7½.

Winnipeg: Sales made by eastern makers and jobbers, 70 and 2½ per cent. delivered, instead of 70 and 7½; freight passed to credit of consignee on receipt of voucher for actual amount paid, including cartage; Winnipeg manufacturers and jobbers shall sell for Winnipeg trade at 70 and 2½ per cent. f. o. b. Winnipeg instead of 70 and 7½; eastern makers at points outside Manitoba and Northwest Territories 70 and 2½ per cent., freight to be equalized on a basis of cost in Winnipeg, instead of 70 and 7½ per cent.; Winnipeg jobbers, etc., shall sell at same points at 70 and 2½ f. o. b. Winnipeg, instead of 70 and 7½ per cent.

These are the only changes so far ascertained, but may be modified by later intelligence.

Why the manufacturers met in Boston there are divers opinions. One rumor is to the effect that it was to confer with manufacturers in the United States as well as consider prices. And one manufacturer did remark to HARDWARE AND METAL: "Well, we have to protect ourselves. We did size up things" On the other hand, more than one authority has declared emphatically that there was no conference with American manufacturers. While they will give no further information, manufacturers both in the east and west deny the conference rumor. The most outspoken was the president of one of the leading concerns in Montreal. "Such reports," said he, "are pure nonsense. I can say, on my word of honor, that the question either of cut or wire nails was not mentioned to a single American manufacturer. The advance in price was decided upon and made entirely independent of any outside opinion. We had no other object in going to Boston than we had in going to Niagara Falls for the previous meeting, or the proposition to hold the next one at the Thousand Islands. I will not say, though, that we neglected the chance of getting some good ideas on other lines from American makers, apart from cut and wire nails."

In brief, then, the manufacturers went to Boston to enjoy themselves as well as do business, as is after the manner of their American confreres; and a part of the business programme was to become seized of the situation over there

The reason for the advance is the increased cost of raw material, wire rods having advanced nearly $8 per ton from the lowest point. This is about equal to 40c. per keg on wire nails, while by the series of advances the Canadian makers of wire nails have made aggregate about 46c. per keg.

The Canadian discount at the highest point was 75, 10 and 5 per cent. Then it was reduced to 75 and 10. Next it was made 75 and 5, and now it is down to 75 per cent.

The prices now obtaining in Canada on wire nails are rather higher than in the United States, although the difference is not so great as it appears to be from a first glance. The present base price, f. o. b. Pittsburg, is $2.05 for carload lots, and $2.15 for less than carloads, but in the United States all sizes of nails are extra. Whereas, for instance, the Canadian six inch nail is the basis, with no extra, upon the American-made nail of the same size there is an extra of 50c. per keg, and other sizes run proportionately higher.

One Canadian manufacturer figures that the price of wire nails in Canada is now equal to about 15c. per keg above the figures ruling in the United States. But then it must be remembered, the Canadian manufacturer prepays the freight on 10-keg lots, which his American confrere does not. Then, again, the home maker has to pay more for his raw material, while, on the other hand, the cost of producing the finished article is relatively higher.

Cut nails are lower in Canada than they are in the United States to the extent of something like 20 to 25c. per keg.

HEAVIER BICYCLE TIRES.

According to some of our American contemporaries there is a considerable likelihood of bicycle tires being heavier and wider next year than this, and answers received to enquiries at the chief wheel emporiums in Toronto have served to strengthen the probability.

The consensus of opinion seems to be that the general run of bicycles built for road work this year are too light, and not calculated to stand the wear and tear required of them. Consequently, it is likely that the

majority of makers next year will turn out a road wheel stronger throughout than this year's and weighing about 28 pounds.

People have gone to such extremes this season that some wheels now on the road are as light as 16, and even 14 pounds. Of course, no bicycles of this weight can be built to stand any great strain for any length of time, and experienced riders are just beginning to find this out. Consequently, many makes next year will be materially strengthened, and the tire, in keeping with the rest of the machine, will be built a pound or so heavier, and perhaps one-eighth of an inch wider.

But while the majority of bicycle manufacturers and dealers talk in this vein, there is one here and there who takes the stand that wheels are not too light this year and will not be made heavier next.

THE CLENDINNENG DIFFICULTY.

THE announcement last week that the old and well-known iron founding firm of Wm. Clendinneng & Son had made a voluntary abandonment of their property was not a surprise to the trade in Montreal.

It was generally known at the time the People's Bank closed that their account had been overdrawn to a large amount, $750,000. After a number of conferences between officials appointed by the bank and members of the firm, it was decided that the only course to pursue was an abandonment. Accordingly, Wm. Clendinneng, Sr., the leading partner in the firm of Wm. Clendinneng & Son, the Canada Pipe Founding Company, and other interests which are absolutely controlled by his firm, attached his signature to the papers necessary to secure the bank.

It is considered that this action improves the prospects of the institution wonderfully, besides obviating grievous losses to the firm itself had it gone into insolvency. The conveyance was made of the whole of Mr. Clendinneng's property, movable and immovable, and the business world generally considers that this redounds greatly to that gentleman's credit, especially in comparison with other cases of a like nature that might be mentioned.

The Advisory Board named by the bank to administer the business are W. W. Chipman, Alex. Falconer, one of the directors of the bank, and John Livingston. The latter gentleman, a practical accountant, will see to the actual details, while the interests both of the bank and the Messrs. Clendinneng are represented on the board.

The general impression is that the business will turn out all right. The firm have and are still doing a large stove founding trade, while the pipe company have also been fairly successful. Among several of the valuable assets that it possesses is that of exemption from taxation for twenty years bestowed by the St. Henri Town Council as an inducement to the erection of the firm's new works in that suburb. These works have been erected, and they are of a modern character. Besides, as noted above, Mr. Clendinneng, Sr., has signed over his immovable property as well. Now, though some of this is under mortgage, the great portion of it is right in the heart of the business portion of the city, where the value of real estate is appreciating enormously every year. One of these properties may be mentioned as a striking example : the block bounded on the east by Victoria Square, south by St. James, west by Little St. Antoine, and north by Craig street. Had this large block of business buildings been forced on the real estate market, it would have probably realized very little more than would clear the mortgages. This has been rendered unnecessary, and it is believed that when matters are finally wound up, the bank will have received back the over-draft in full and that there may be a good surplus for the firm.

THOSE ANNOYING PRICE LISTS.

IN making his rounds this week our representative gathered some more information in regard to the above subject, of which some mention was made last week. One jobber who gets out a new price list every year ridiculed the idea of a general list for various reasons.

"In the first place," said he, "it has not yet been shown that any practical benefit will be derived from all selling on one list. Plate glass has been sold that way for years, and, as we all know, that is the poorest paying line in the whole of our business.

"We believe in getting out a new list every year, so that the price can be kept in proportion with the box rate. The latter changes from time to time as the cost rises and falls, and if the pane lists were not revised at least as often as ours, it would be necessary to have different discounts for the various qualities, etc., if there is to be any relation at all between the price of panes and boxes. If any man in this trade imagines that a list such as you speak of would lessen our labor in giving quotations, he is very much mistaken. Our experience is that even when our customers have our list and know the discount they will not figure on a specification themselves, always expecting we will do a little better than the straight discount off.

"I don't know what that idea of mystifying customers can mean. If your informant really thinks he can mystify the average retailer by having different lists, I think he is away off. The probability is that the retailer knows as much, if not more, about the business than he does himself.

"Thinking over this question has reminded me of another editorial in last week's issue anent 'English Thieves.' I was always under the impression that English traders were more honest in their dealings than any other people, and it is somewhat consoling to find that Canadians are not the only pirates in the world. I still think, however, that piracy, which I consider a contemptible habit, is particularly prominent here. Some years ago we got out a pane price list, and we were surprised to find afterwards that two other local houses had the same list. One had a column printed in red ink and altered some of our foot-notes, but both were plainly copied from ours ; in fact, as we heard subsequently, printed from the same form. Our last list was copied by a western house, the only changes made being the omission of one of the three qualities and two of the notices at the end—(1) our offer to cut down glass without extra charge, if short of sizes wanted, and (2) free packing for quantities of six panes.

"Of course it is very flattering to us to have our prices copied in this way, but our position is much the same as your own in reference to your 'kick' in last week's paper. Our staff are paid to work for our firm, and it is not fair that they should have to 'press the button' for half-a-dozen.

PRISON BINDER TWINE.

The Ontario Government has decided to make a radical change in its relations to the binder twine factory at the Central Prison, which it controls.

Heretofore a direct supervision has been held, and Government officials superintended the manufacture and sale of the goods.

Now the Government proposes to sell to the highest bidder the right to use the Central Prison plant and prison labor. Tenders have been called for, to be opened on Aug. 22, and the successful applicant will take over the control of the factory free of obstruction, except that the price of the twine made will be limited.

As Mr. Noxon, Inspector of Prisons, explained to HARDWARE AND METAL, the Government's object is to employ the prisoners without engaging in business and competing with private parties.

ARGON AND BESSEMER STEEL.

When Lord Rayleigh, at the meeting of the Royal Society of England, in January last, announced the discovery of a new constituent in the air which he had named argon, it is probable that no one for a moment considered that this particular constituent was a factor in the manufacture of one of the world's chief industries, the making of Bessemer steel. This question has recently, however, been raised by Prof. Roberts-Austen.

In making Bessemer steel, not less than one hundred thousand cubic feet of air are blown through each charge of metal, for the

purpose of removing such impurities as carbon, silicon, phosphorus, etc. As argon comprises one per cent. of the atmosphere, it is estimated that there must be one thousand cubic feet of this element in every charge.

In the course of his investigation, Prof. Roberts-Austen has found that the nitrogen which can be pumped out of Bessemer-blown metal contains little or no argon. Hence the question arises, What becomes of the argon? It has been conjectured, although not yet verified, that it unites with the metal and gives Bessemer steel that peculiarity which has made it so famous in the industrial world.

The ultimate outcome of this investigation will be watched with interest.

MARITIME BOARD OF TRADE.

THE Board of Trade convention for Nova Scotia, New Brunswick and Prince Edward Island, projected some time ago, came together at Halifax on Aug. 13. W. A. Black, M.P.P., presided. Lieut.-Governor Daly and W. F. Hathaway, president of the St. John Board of Trade, occupied seats on the platform, and among those present were: G. Wetmore, Merritt; Mayor George Robertson, H. Drury, St. John; Hon. D. Laird, Charlottetown; W. S. Loggie, Chatham, N. B.; E. W. Beckwith, Canning; J. W. Bigelow, Wolfeville; Frank H. Eaton, Kentville; Melville G. DeWolfe, Kentville; Hon. L. E. Baker, Yarmouth; E. C. Hanrahan, Sydney; Jas. R. Rudolph, Lunenburg; W. N. Zwicker, Lunenburg; J. D. Eisenhauer, Lunenburg; Allan Tupper, Queen's County; James Eastwood, New Glasgow; Dr. D. H. Muir, Truro; G. A. Hall, Truro; Senator Power, Hon. W. S. Fielding, M.P.P., Thos. L. Kenny, M.P., Hon. Wm. Ross, F. G. Forbes, M.P.

The Lieut. Governor and Premier Fielding addressed the convention with words of welcome. Hon. D. Laird, Mayor Robertson, and G. J. Troop drew up the following skeleton of a constitution for a proposed Maritime Board of Trade:

This body shall be known as the Board of Trade of the Maritime Provinces. It shall be composed of delegates selected from the various Boards of Trade throughout the Maritime Provinces. It shall deal with all matters affecting the interests of trade and commerce of the Maritime Provinces, as well as of the whole Dominion. The officers shall be the president and two vice presidents, each representing one of the Maritime Provinces; the secretary-treasurer, to be elected at the annual meeting of the Board. There shall be a Council, composed of one member from each Board of Trade affiliated, who are to be elected by their respective Boards immediately after the Council meeting of the Maritime Board. The president, vice-presidents, and secretary-treasurer shall be ex-officio members.

This was adopted and the following officers were elected:

President, Mayor Robertson, St. John; first vice-president, Geo. E. Troop, Halifax; second vice-president, P. Blake, Charlottetown; secretary-treasurer, Ira Cornwall, St. John.

Among the resolutions adopted at the first day's session was one calling upon the Dominion to provide means for improving the telegraphic service between Prince Edward Island and the mainland, and another requesting the Dominion Government to urge upon the Imperial Government the importance of furthering the extension of the Bermuda cable to Jamaica.

HAYHURST GETS A SPORTING KNIFE.

The event of the week in Toronto has been the arrival of Private Hayhurst, the winner of the Queen's Prize at Bisley. Amongst those present at the reception was Mr. Robert Belfitt, an ex master cutler, of Sheffield (Eng.), who was introduced to and congratulated the hero on his success, assuring him it was very popular in the Old Country. Mr. Belfitt presented Hayhurst with a splendid specimen of English workmanship—a sporting knife by Butler & Co., of Sheffield.

ADOPTING THE CASH SYSTEM.

Another of our merchants has decided to adopt the cash basis of business. On Oct. 1 E. J. Cobain, the well-known and markedly successful general dealer, of Camilla, Ont., will say good bye to the credit plan upon which he has worked up to date.

This resolution of Mr. Cobain carries weight with it, for when such a successful man adopts the cash system, the change is worthy of special remark. Eight years ago Mr. Cobain started business. Six years ago he added a telegraph office for his own and the public convenience, and he is now getting in a telephone, and in a day or two Camilla will have every city convenience. The reasons for Mr. Cobain's success are numerous. He is courteous and affable attentive to business; he knows how to buy, and has always a good full stock on hand. His store now contains every line of general merchandise for which there is any demand in the countryside.

AS MALLEABLE AS WROUGHT IRON

M. Moissan has recently succeeded in preparing fairly large masses of pure molybdenum. This metal thus obtained has a specific gravity of 9, and is only fused with difficulty. The pure metal is quite as soft and as malleable as wrought iron, and can be easily forged at a red heat. It can be preserved without oxidation under water for several days. The most remarkable property of the metal is, however, the fact that it can be cemented like wrought iron, forming a "steel," if the term may be used, which can be tempered similarly to iron steel. Moreover, cast molybdenum containing several per cent. of carbon can be softened by placing it in a mass of oxide of the metal, just as in the ordinary process of making malleable castings. Having a very great affinity for oxygen, M. Moissan suggests that it may be usefully added to the iron in a converter, replacing manganese or aluminum. As the oxide of the metal is volatile, it does not remain in the converter.

MONEY AND STOCKS.

BANK stocks are a little easier, having declined 1 to 1½ per cent. The weakness is probably out of sympathy with the situation on the New York Exchange, and the announcement of further shipments of gold.

Insurance stocks show considerable strength at the moment; and the cause of this is the comparatively small losses that the companies are experiencing just now.

One of the best evidences of the return of better times is the improved nature of payments. The accountant of one wholesale house told me they were exceptionally good just now. "Do you know," he said, "that quite a number are now retiring their notes a week before they are due."

Commercial Cable shows decided strength as a result of increased earnings, owing in turn to the improved condition of business.

"Is Cable a good investment at the present figure?" I asked a well-known broker.

"Well, that's a question," he replied. "It is thought, however, that an advance is likely, provided there is no demand to increase the rate of interest on loans."

A dividend at the rate of 4 per cent. was on Monday declared by the C. P. R. on its preferred stock. "This will not materially influence C. P. R. on the market," ventured a prominent financier. "What is strengthening this stock is the abundant harvest that is expected."

The demand for municipal is active, and there are a good many coming forward. "There never has been such a demand at the prices," said a member of a leading financial firm.

Call loans are dull at 4 to 4½ per cent., and an improvement is not anticipated until after the Exhibition season is over.

The Bank of Halifax has decided to call in the remainder of its unauthorized capital, $400,000, payable in four monthly instalments, beginning on September 14. This will give the bank a capital of $1,500,000, and a reserve of $880,000.

ARGUROS.

DROPS FROM THE EDITOR'S PEN.

We live in an ad-age. Every merchant should advertise.

* * *

Procrastination robs the procrastinator as well as Father Time.

* * *

Success usually travels the way of the traveler who travels for success.

* * *

This country needs cheaper political gas as well as cheaper illuminating gas.

* * *

Cuba is still engaged in raising "cain" sadly to the detriment of the sugar cane.

* * *

The man who fails in order that he may make himself, usually makes a big mistake.

* * *

A paper trust has been formed in the United States. It won't stand much pulling.

* * *

Honesty is a better paying partner for Industry to take in than Dishonesty ever can be.

* * *

Prompt delivery of goods will cover a multitude of sins, either in wholesaler or retailer.

* * *

One thing there is that is comforting these days: Returning good times are not as fickle as the weather.

* * *

The proper place for the man who is too lazy to elbow his way in the world is at the tail end of the race.

* * *

An "ad." should not "blow" too hard: Some craft may not be able to sail to your store in the teeth of it.

* * *

Advertising is no good only when the medium, the advertiser, and the goods advertised are no good.

* * *

Organization is the handle which gives force to the whip in driving grievances from trade and commerce.

* * *

Decline in business is often easier of solution than decline in prices. All you have to do is to diagnose methods.

* * *

The oil gusher is the only kind of gusher that people will tolerate, and the more it gushes the more pupular it becomes.

* * *

"Get married here, but go to Day Bros. for hardware, groceries, etc.," is the unique inscription that adorns the sign of an issuer of marriage licenses in a Vermont town. This is a species of co operation that might be cultivated between merchant and merchant.

* * *

A young man's business education is incomplete until he has at least been taught the rudiments of the art of advertising.

* * *

More profitable is it for business men to sing praises of their own goods than to heap imprecations upon the goods of competitors.

* * *

It is better to trust the soundness of the cash tendered for goods than to trust the soundness of people who try to get goods on trust.

* * *

It is a further dose of powder and shot that the Chinese need before either religion or trade can be offered them even in normal quantities.

* * *

Merchants' satisfaction at the big harvest promised in Manitoba rests primarily upon the expectation that they will in turn reap a big harvest of orders.

* * *

Never trade on a man's sympathy to secure his custom. It is upon a foundation more substantial than sympathy that a man must construct his business.

* * *

If people had exhibited as much energy in putting theories into action as they had perseverance in devising said theories, many trade grievances would not now be in evidence.

* * *

The Ontario Government has decided to go out of the binder twine manufacturing industry. It evidently found it was not binding friends or votes to its cause. The Dominion Government will probably awake to a like realization some day, and then another twine factory will be free from governmental control.

NEW DESIGNS.

The Toronto Silver Plate Co.'s travelers are now out with a full line of samples and photographs, embracing new goods in great variety in every line of their manufacture. In the early part of the year this company added a lot of new and expensive machinery for the manufacture of specialties, and later on brought out from Sheffield several skilled workmen. The result of these additions to their plant and staff is now being put on the market to the benefit of the trade. We only hope that the trade may take advantage of any extra profit the handling of these specialties may afford them, instead of giving it away to the unappreciative customer.

SCIENTIFICALLY CUT LAMP GLOBES

An invention that undoubtedly will be developed into great utility, and that among many other applications, would seem to hasten the adoption of small arc lamps for interior or even desk use, is described in The London Journal in an article on "Holophane Globes," which is the name applied to glass globes that are cut on scientific principles for the proper dessemination of light. It is stated that holophane globes, when enclosing any light of high candle power, such as the Welsbach incandescent gas, or the electric lamp, give the appearance of a vase filled with light, brilliant, yet soft, while the actual burner or filament connot be discerned.

The principle of the holophane globe is readily explained. The interior surface of the globe is formed into vertical grooves, which are so shaped as to spread out horizontally the rays proceeding from every part of the light source. The mouldings on the outer surface of the globe are horizontal, and have the effect of distributing the emergent rays in a vertical sense; and inasmuch as the light may be required in some instances to be cast downward and in others to be equally dispersed, the angles of the outside grooves are modified accordingly. This is a very different thing from the unscientific cutting seen in ornamental cut glass globes which do nothing for the diffusion of the light.

As for the loss entailed by the reflection and refraction of holophane globes, it is certified by M. de Nashville to amount in the case of an arc light to from nine to thirteen per cent., and as this observer remarks, there is no other kind of globe in existence capable of realizing such diffusion of light and presenting such uniformity of effect. As the loss of light by transmission through clear glass is from eight to ten per cent., the claim that holophane globes do their special work for about four per cent. of loss, is well established.

ACTION OF METALS ON MICROBES.

Dr. Meade Bolton, an English scientist, has discovered that certain metals destroy microbes by contact. The microbes are produced by cultivation in the nutrient jelly ordinarily employed, and the metals are then laid on the moist surface. All the microbes beneath and for a certain space around the metal plate are killed, the area of action varying with the kind of metal and microbe employed. Pure gold, nickel, platinum, and some other metals have no effect. Cadmium, brass, zinc and silver destroy the microbes, the former being most rapid and effective as a microbe killer. The active metals are those most readily attacked by chemical reagents, and the result is probably due to a solution of the metal in the moist jelly.

ELECTRICITY OR STEAM.

COL N. G. PROUT, editor of The Railroad Gazette, reviews in The Independent, New York, the probable uses and limitations of electricity as a motive power for railways as follows :

"For elevated railroad work electricity has many advantages, and experts are now almost unanimous in saying that it will be the power used in such work. * * * For surface railroads in cities there is no question as between the two systems of propulsion. Nobody thinks any longer of using the steam engine there, except in a few small towns where so-called dummy roads still exist. But the steam dummy is destined to disappear, as must the horse, the mule, and even the cable, before the greater efficiency of the electric motor.

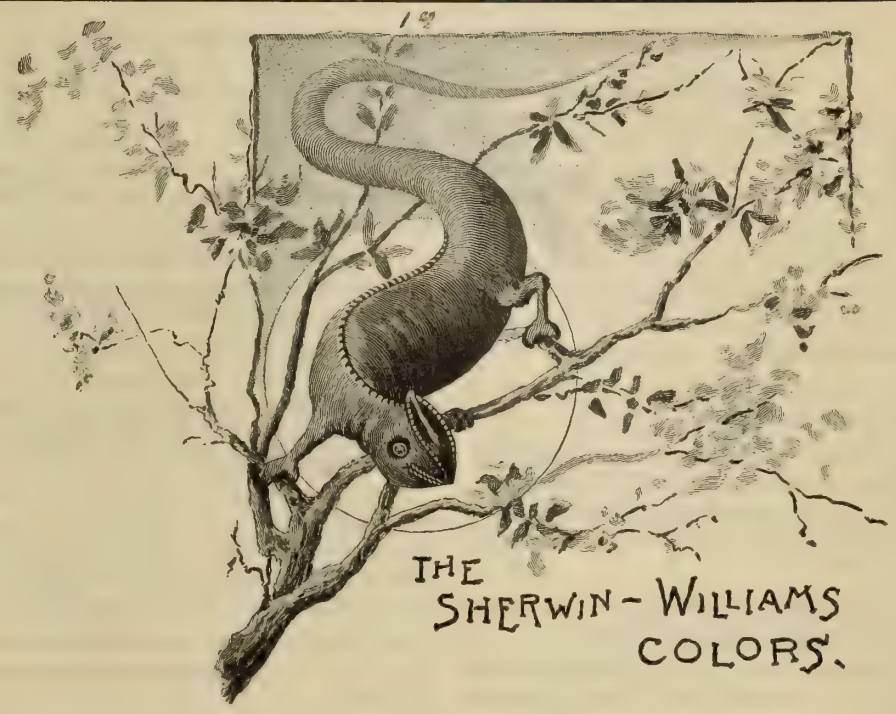
"The condition in city streets and the conditions of suburban working merge into each other, and many of the reasons for the use of electricity in one case hold in the other. We have seen that there are certain mechanical reasons why the highest economy in electrical working is to be reached in a service that demands very frequent trains, frequent stops and not very high speeds ; and these are the conditions found in all city railroads and on suburban railroads to moderate distances out. We may say that the electric motor is destined to replace the steam locomotive for suburban service within a radius of twenty miles of the business centres of the great cities. Twenty miles is only a rough approximation ; this radius may become a little longer or a little shorter. On the whole, I am inclined to think that for a good many years the tendency will be to make it less than twenty miles rather than more.

"In this class of roads I have included also those connecting cities and large towns. The development of the roads of this class has only begun, but it has already shown great possibilities.

"For the service of small towns there is a field that the electric motor can fill better than the steam locomotive or the horse. This is the field for what I have called country roads. They can be lightly equipped, laid on common roads (till the law drives them off), and worked at moderate speed ; and they should carry not only passengers, but mails, express matter, and light freight. But let the investor beware even of these. They are dangerous, and each case should be carefully studied.

"But in longer-distance suburban and interurban business the conditions change, and in this field many promoters and investors will meet bitter disappointment. At some distance speed becomes more important than frequency, but speed introduces all the costly conditions of steam railroad. It will be observed that the St. Paul-Minneapolis electric railroad runs ten miles at the rate of twelve and a half miles an hour. To do this a maximum speed of twenty miles an hour is reached between stops. For a suburban distance of twenty miles we must expect to make thirty miles an hour from terminus to terminus, which means, if there are many stops, forty-five miles an hour at least between stations. Of course these figures are only approximate, but they are near enough to the truth to illustrate the point. But forty-five miles an hour means track and rolling stock up to the grade of good steam railroad practice ; it means also a fenced track on the private right-of-way. Society will not tolerate such speeds on the public highway. Furthermore, recent court decisions indicate that railroads running from town to town cannot much longer be regarded as 'street railways,' privileged to occupy the highways without cost, but that they must secure their right of way as do steam railroads, compensating the owners of the land. So it will come about that electric suburban and interurban railroads for moderately long distances, and able to give the same service as steam railroads, will cost quite as much. * * *

"Finally, we come to the use of the electric motor on main lines of railroads. I have already shown why it cannot compete with the steam locomotive when the traffic can be massed in heavy trains at considerable intervals. Some day in the distant future higher speeds may be required on a few lines than will be possible with a steam locomotive. The limit of locomotive speed will be found in the capacity of the fire-box and boiler that can be carried. Then special high speed lines may be built between some of the great cities on which electric motors will be used into which can be poured the unlimited power that can be generated in central stations. Such a railroad could not live under existing conditions. It would ruin its owners. But future generations may see it."



Are Strictly High Grade. Made only in one quality, and that the

Best that can be produced

Sole agents for Canada

WALTER H. COTTINGHAM & CO.

Finest Paints and Varnishes — MONTREAL

BLAST FURNACES IN THE STATES.

The capacity of the furnaces in blast August 1 was 176,505 tons, which is greater than the capacity at the beginning of any month since May 1, 1893. It is about 2,500 tons greater than the capacity of furnaces in blast June 1, 1893. The increase since July 1 was 18 furnaces, but not much over 5,000 tons, showing how the increased prices have brought into operation the old and smaller furnaces which cannot compete with the newer and greater ones when the latter have a narrow margin of profit. The average capacity of furnaces in blast on the first of this month was 870 tons ; a month earlier, before the high price of pig had caused the blowing in of a lot of little furnaces, the average capacity was 925 tons ; but in June, 1893, it was only 713. The production since the beginning of the calendar year has, according to The New York Journal of Commerce, increased nearly two million tons over that of last year. This increase is not much less than two-thirds.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

NOTES OF CONTRACTS OPEN AND CLOSED.

CHATHAM, Ont., is to have a new school, to cost $30,000. Tenders have not yet been asked for materials and work.

Dr. Lemieux, of Quebec, is making alterations to his house on Ursule street. Picard & Son have the plumbing and hot water heating in hand.

A town hall, to cost $6,000, is to be erected in Blenheim, Ont.

Tenders were received up to August 12 for hot air furnaces for and the ventilation of the Kincardine, Ont., High School. The award of the contract has not yet been announced.

Perth, Ont., proposes to build a waterworks system, at an outlay of $30,000.

Plans are being prepared for the Empire Tobacco Company's new factory at Granby, Que.

Architect Powell, of Stratford, is preparing plans for a new English church at Tilbury, Ont.

It is said that a new Y. M. C. A. building will be built at Berlin, Ont.

Belleville, Ont., may have a new Public School.

Guelph, Ont., is considering a proposition for the construction of a complete system of sewerage.

Chatham, Ont., is to have a water supply from Lake Erie, at a cost of $100,000.

H. Stavely is introducing hot water apparatus into the W. C. A. building at Quebec.

It is understood that the Kansas City Consolidated Smelting and Refining Co. have decided to erect a large smelting plant at Nakusp, in West Kootenay, B.C.

The Winnipeg School Board is receiving tenders for the erection of the Dufferin school. C. H. Wheeler, architect.

The Winnipeg Board of Works have recommended that tenders be called for sewer pipes, estimated to cost $1,900.

Hamilton, Ont., is to have a new Salvation Army barracks.

Dr. Burns is receiving tenders for steam heating the Hamilton Ladies' College.

It is reported that a joint stock company is being formed to erect a general slaughter house, with stock yards, cold storage, etc., at London, Ont.

St. Denis Ward, Montreal, is to have a new parochical R. C. church.

Mr. Montbriant is the architect for the new St. Louis du Mile End college at Montreal, to cost $25,000.

The Medical Health Officer at Toronto has notified the management of Sunnyside Orphanage to construct a sewerage system for the home. He considers that a drainage system having a settling tank and subsoil irrigation is necessary.

The Toronto Lithographing Company will erect a three-story factory at King and Bathurst streets, at an outlay of $25,000.

The contract for the new freight shed at Halifax, N. S., has been secured by R. C. Donald & Co., of Moncton, N. B. The building will be of brick and the contract price is about $34,000.

The Dominion Government has awarded the contract for the new post office at Portage la Prairie, Man., to Viau & Lachance, contractors, of Hull, Que. The building will be of solid stone and will cost $25,000.

John Hall is the contractor for the Waterous Engine Company's new buildings at Brantford.

Thomas Luscombe, of Belleville, has been awarded the contract for the construction of the first section of the drainage system at Walkerton, Ont.

Jas. B. Whipple has secured the contract for the erection of St. Jude's church at St. John, N. B.

Shields & Gowanlock, Toronto, have secured the contract to build Orangeville, Ont., a water works system at a cost of $37,499.

Tenders are asked for lighting the town of Ingersoll, Ont., by either gas or electricity. Address, Thos. H. Noxon, chairman Fire, Water and Gas Committee.

Alexandria, Ont., is to have a system of water works to cost $20,000. Clark & Connolly, Toronto, got the contract.

The Hamilton Collegiate Institute Board will erect a new school for $75,000.

The Parsons Produce Co., Winnipeg, will erect a new cold storage warehouse.

Moore & Henry have secured the contract to erect a new home for the Y. M. C. A. at London, Ont.

The John Eaton Co., Toronto, are asking for tenders for excavating, plumbing, steam heating, and gas fitting. Plans may be seen at the office of the architect, A. R. Denison.

Harper & Lee, Goderich, Ont., have secured the plumbing contract for the House of Refuge now in course of erection there.

The Council of Windsor, Ont., has awarded the contract for an engine and boiler for the electric light works to E. Leonard & Son, of London, at the tender of $2,685. The Thompson Electric Co. will supply the dynamos.

McRae & Watson are doing the plumbing and heating in Geo. Bridgeman's new house and stable, Montreal, and also in a residence at Westmount.

A WELL EQUIPPED FACTORY.

The Toronto Radiator Manufacturing Co. are this week occupying for the first time the extensive addition to their Dufferin street factory. The new structure, which immediately abuts and is connected with the old factory, is in itself 127 feet long by 50 feet in depth and two and-a-half storeys in height. The flats of the new building correspond with the flats of the old in height, and each of the three storeys therefore has a floor space 265 feet long. The building is fireproof throughout, slow-burning wood having been used in its interior construction, and the walls and main partitions being of solid brick.

As one enters the factory from Dufferin street he ascends a little flight of broad steps leading from the door to the inviting hallway and within he sees on every side signs of the company's prosperity. The different departments of the factory are in splendid running order, each being fitted up in the latest style. The ceiling of this flat is made of a very handsome line of decorative metal, and there is nothing cheap whatever about the finishing and furnishing of the place. To the right as you enter the hallway is a large airy showroom where the fine heating apparatus produced by this company is displayed. To the extreme left as you enter is the manager's office, an airy, well-lighted and very comfortable apartment, and connecting with it are to be found a department for stenographers and typewriters, and a well-ordered glass case-filled stationery closet, where every kind of paper and blank form used in the office are kept in specially allotted places.

Near-by are the lavatory and closets, upon which the company have spared no pains and expense, their object having been to possess the very finest piece of plumbing in the city, with a view to showing visitors from outside towns what could really be done by experts at the business. The floors and a portion of the walls are of grey marble. All the closet works are exposed, and the closet and lavatory fittings are nickel-plated. The closet seats are of fine red cherry. In fact, the whole department throughout is excellently fitted up.

To the rear of the building in the same flat are the shipping and receiving departments, and connected with these are two telephones, one for outgoing and the other for incoming messages. Besides this, a complete office telephone system connecting all the departments is in use. Along the rear of this flat runs a capacious platform, convenient to the shipping department, and to the double weighing scales, upon which each and every consignment leaving the establishment will be weighed to the decimal part of a pound and marked with the weight for the benefit of the railways, who are inclined

GUNPOWDERS

American Dead Shot

If you want the best Black Powder order Dead Shot.

English Schultz Smokeless

If you want the best Smokeless Powder order Schultz.

H. S. HOWLAND, SONS & CO.

Sole Agents for Canada 37 Front St. West, Toronto.

The **Graham** Cut and Wire Nails are the best.

sometimes to charge freight on more than actual weight.

Descending a flight of stairs, one finds himself in an immense undivided store room, 265x50 ft., and used as a "pipe" room.

Ascending, now, two short flights, we come to an immense and well-arranged store room for malleable and cast-iron fittings, gas, steam and water.

To the rear of the factory is a large new power house, having the tallest brick chimney west of Spadina avenue, double boilers and an electric light plant.

The spacious court area between the buildings is filled with thousands of tons of pig-iron, coke and coal, which go to indicate the extent of this factory's output. With the increased facilities afforded by the new building, the Toronto Radiator Manufacturing Company will be better able than ever to maintain a foremost place on the Canadian market.

* * *

TRADE.

Business in plumbing circles has been quite brisk during the past week, work that has been delayed for some time having been put under way and some fairly good contracts having been let by loan companies for immediate completion.

* * *

As noted at length in another column, at a meeting of the lead pipe manufacturers at Montreal, a new price list was adopted.

* * *

A number of large orders for soil pipe have been booked during the past week, and there is a prospect of an advance in the near future. In all probability before the end of next week the discount on pipe and fittings of all sizes will be 60 off.

* * *

BRASS GOODS.

Brass goods are advancing, but are still much lower than the price of metal warrants, and it is thought by many that an advance of from 10 to 15 per cent. will take place at an early date.

* * *

THE MONTREAL CIRCULAR.

The circular sent by the Montreal Association to the trade has been very well received by the jobbers and manufacturers. They all agree that something should be done to bring about a better understanding. One firm also adds :

"We may be permitted to say that we think it would be desirable to draw up a set of resolutions for Canada on the lines of the Baltimore resolutions, omitting anything from these which would not be applicable to Canada, and adding anything which might be thought desirable."

* * *

Henry Creed has been registered proprietor of H. Creed & Son, plumbers, Montreal.

* * *

The amendments which were suggested by the Master Plumbers' Association to the Toronto plumbing by-law, cannot be incorporated into the by-law at the present time, owing to a recent decision given by Judge McDougall in the Toronto Courts. This decision is to the effect that the City Council has no authority to regulate the size and weight of pipe which shall be used in the plumbing system of a building. In view of this decision, it is understood to be the intention of the City Council of Toronto to make application to the Ontario Legislature at its next Session for authority which will enable a by-law to be passed to govern the manner in which plumbing shall be done.

GLASS

FULL STOCK OF EVERY DESCRIPTION

LOWEST CURRENT PRICES

SHEET, FANCY AND PLATE

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West ***Toronto***

POSSIBILITIES OF NICKEL STEEL.

At the Florida meeting of the American Institute of Mining Engineers Mr. F. L. Sperry, of Cleveland, presented a paper on the above topic. He stated that it is evident that, besides the application to which nickel steel is being put in armor plate, gun forgings, and marine shafting, there is a still wider field open to its use for structural steel, heavy castings, car couplers, car wheels, boiler plates, small pinions and knuckles, shear knives, bicycle spokes, gears for motors, and all varieties of work demanding hardness, toughness, and malleability.

Plates of iron or steel and nickel, when laid together and heated to welding temperature, may be rolled out into thin plates with a continuous nickel surface on both sides, or iron or steel on one side and nickel on the other. The union of the two metals is not merely a welding, but is of the nature of cementation, an actual alloy being formed to some depth below the surface of contact. There is a steam vessel in New York harbor sheathed in part, as an experiment, with this material, fastened with iron nails. After eight months' constant service, the iron nails have corroded away, and all of the bottom, except the nickel sheathing, is corroded and foul, while the latter is as clean as when first put on. If nickel nails were used, it would seem as if nickel sheathing, or sheet nickel, would make an ideal sheathing for all salt water craft. This material is also used for lagging steam cylinders, feed-water heaters, etc. It takes a beautiful polish, and is stronger than brass or copper.

The Niagara Falls Power Co. has recently installed four 5,000 horse-power electric generators, coupled to turbine waterwheels. In this type of generator the periphery of the large rotating field travels at the rate of nearly two miles per minute. The bobbins are secured within a ring of nickel steel that is forged without a weld, having an outside diameter of 139⅜ inches; inside diameter, 130 inches; width, 50¾ inches; weight, 28,840 pounds. This ring of nickel steel is extremely light for its strength, and resists the centrifugal forces of this large field, while adding but little to its weight.

The Cleveland Rolling Mill Company made some flange-steel for the Canadian Copper Company, with and without nickel, for the purpose of making comparative tests of their physical qualities. This nickel-steel shows an average increase of 11,400 pounds per square inch, or about 31 per cent. in elastic limit, and an average increase of 10,400 pounds per square inch, or about 20 per cent. in ultimate strength, without any perceptible effect upon the ductility, as evidenced by the percentage of elongation and contraction of area.

In commenting upon this paper Mr. John Birkinbine, of Philadelphia, said that the statements made by Mr. Sperry and others concerning the effects which nickel produces upon steel suggests queries as to the influence which the addition of this metal to cast iron, either as white iron with the carbon combined, or as gray iron with the carbon largely graphitic, would exert. If carbon reduces the melting-point of nickel, and if, as Dr. Wedding says, nickel absorbs 9 per cent. of carbon, whether in the amorphous or graphitic state; and if nickel replaces silicon in iron as claimed by Drs. Green and Wahl, the addition of varying percentages of nickel to cast iron may work radical changes in some features of foundry practice.

Some of the questions which suggest themselves for solution in this connection are:

1. Will the addition of nickel to soft iron castings assist in adapting them to purposes for which chilled castings are used?

2. Can the affinity of nickel for carbon be utilized to transform ordinary cast iron into malleable cast iron?

3. At what point will the proportion of nickel added to cast iron give its maximum hardness? (It is probable that nickel will harden the metal with which it is alloyed up to a certain point, after which it may soften it.)

4. How will the addition of nickel affect the fluidity and the porosity of iron castings?

5. How will the shrinkage, fracture, and other physical properties be affected?

6. Will nickel additions improve the surface of castings, or cause them to be sandy or scabby?

The results of experiments in the directions named will largely influence the practical problem of using nickel as an alloy with iron in castings, and assist in determining the extent to which, as a higher-priced material, it can be employed.

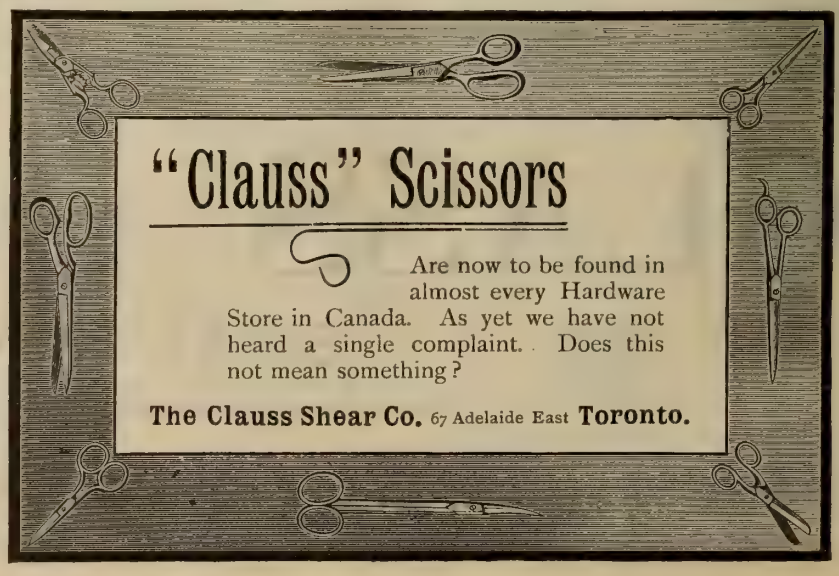
Unfortunately, the price of nickel, although much reduced from former quotations, makes it still an expensive metal: but as its use is extended there will undoubtedly be economies in production similar to those which have recently brought aluminum into more general application.

The present price of nickel is given by Mr. Sperry as below 40 cents" per pound; but it is reported that, at a forced sale in Europe, some nickel was sold at 20 cents per pound. Taking a medium between these, say 30 cents per pound, if 5 per cent of nickel is added to iron for castings, the cost will be increased 1.5 cents per pound over the cost of ordinary castings; if 10 per cent. is added the additional cost will be three cents per pound, etc. But if the strength is increased by the addition of nickel, and the weight of metal proportionately decreased, the actual cost of adding nickel per pound of castings will be reduced. If nickel added to iron prevents corrosion, the extra cost of the castings would not count as against the permanence of equipment, as in condensers, pipes, standing rigging on vessels or iron piles, particularly if in salt water, etc. To judge of the actual addition in cost, an empirical calculation may be made on the assumption that 5 per cent of nickel increases the strength of a casting 10 per cent., that 10 per cent. increases it 20 per cent., 15 per cent. adds 30 per cent., and 20 per cent. increases the strength 40 per cent., permitting in each instance a corresponding reduction in weight. These proportions are below those given by Mr. Sperry for the increased strength of steel obtained by adding given percentages of nickel, and below what a calculation based on the tensile strength of nickel and cast iron shows.

Assuming, then, that ordinary castings cost 1½ cents per pound, and nickel 30 cents per pound, we have the following:

	Cents per pound.
Ordinary castings	1.500
Castings with 5 per cent. of nickel	2.66
" 10 " "	3.61
" 15 " "	4.447
" 20 " "	5.148

A practical application of an alloy of iron possessing, in a greater or less degree, such properties as are claimed to result from an addition of nickel to steel, would seem to be to replace costly forgings in structural work, particularly those which are required at points where beams, channels, etc., meet each other at different angles. For such work the additional cost due to the nickel would be of small account.





COW TIES

Open Ring, Closed Ring and Walton . . . .

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Write for Catalogue.**

Manufactured by

The B. GREENING WIRE CO., Ltd. HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

ELECTRICALLY HEATED STEEL.

A NEW invention, which promises to become indispensable in the manufacture of steel, has been tested at the Homestead steel works and proved to be successful, according to advices from Pittsburg. One of the great drawbacks in the manufacture of steel, by either the Bessemer or open-hearth methods, has been the necessity of keeping the metal in a molten state for a long period. In the Bessemer process it is frequently kept melted for an hour, and nearly as long when the open-hearth method is used. The steel, when ready to be poured into the molds, is often chilled, and will not run through the stopped holes. In such cases the semi-fluid metal must be poured over the top of the utensils to save it. The metal is often lost and the ladle is badly "sculled."

A vast amount of labor is required to remove the heavy iron sculls from the ladle and in chipping it from the molds and floor of the mills ; besides, there is great expense in remelting. Manager C. M. Schwab and A. C. Kinkey, chief electrician, evolved a plan of reheating iron by electricity. A heat of about twenty tons was purposely allowed to become somewhat chilled, and then the electric current was introduced. Immediately the metal began to boil furiously. It came to a white heat, and an immense flame shot up several feet. The bright light almost blinded the score of workmen witnessing the test. They were compelled to stay at their posts. So strong was the light that their eyes were burned, and a number were compelled to go home, unable to work longer. The experiment was a success, the only trouble now being to regulate the amount of electricity.

Further experiments will be made, during which the workmen will wear glasses to protect their eyes.

THE MINUTIA OF BUSINESS.

"Several years ago I decided not to do a single thing in the way of work that I could get someone else to do," remarked the head of one of the largest manufacturing concerns in St. Louis to Hardware Reporter. "Acting in accordance with this resolve, I have gradually got rid of all the minutia with which I used to burden myself, and I have found that in many instances the work is done far better than I could do it myself. By following this plan I keep my brain free from bothering about minor things, and can devote my whole energy to making plans for the furtherance of the best interests of the house, and to supervising, in a general way, their execution. Why, up to a couple of years ago, I used to open all the mail every morning. It took me a couple of hours to do it, and I couldn't help worrying about little things I would notice in the letters, which really did not deserve attention by me at all, and only took up my time and thought to the sacrifice, perhaps, of weightier matters. I have a young man open the mail now. He sorts the letters and sees that they go to the proper parties, placing only those referring to the most important matters on my desk. If the heads of large concerns would only spare themselves more time and trouble where they can, they would find their efficiency as managers would be greatly increased."

FORTUNES IN ASBESTOS.

They have at Danville, P. Q., probably the best asbestos mine in the world. It is a mountain of almost pure asbestos. It costs comparatively little to produce. They have contracted to supply one American company with about $800,000 worth, to be delivered in the next few years. If the unexpected does not happen the owners will make their fortunes out of it.

AMERICAN IRON ORE TO GERMANY

The arrival in Germany of the first shipment of American iron ore has caused many alarmist articles to appear in the newspapers. Some of the papers urge reprisal by placing a duty on quebracho. Others oppose this proposal, declaring that the imposition of such a duty would prove disastrous to the German tanning industries.

SHOT { Drop, Double Chilled, And Buck.

WHITE LEAD and PUTTY

Quality unsurpassed. Prompt attention to orders.

ADDRESS

Ontario Lead and Barb Wire Co. Ltd.

Works : 55, 57 and 59 Richmond Street East

54 and 56 Lombard Street, Toronto, Ont.

IT WOULDN'T BAKE.

A NEIGHBORLY dealer in groceries dropped into the store one day with a big raw-boned woman who wanted to get a good stove, with the accent on the good, and with an earnestness in her speech and a fire in her eye that betokened trouble should failure ensue, writes "An Old Hand" in Metal Worker. As she lived some distance in the country on a farm and had a large kitchen, she selected a big, flat-topped cook stove with a basket grate. This was shipped to her in the fall, and as wood was burned the early part of the season no complaint was heard. Later, when she wrote up for her weekly stock of groceries, she complained to the dealer that she had been "stuck," and that the stove wouldn't bake. As a matter of course our friend dropped in with the complaint, and suggestions were given to him for writing to his customer in order that some information could be gained as to the condition of the stove. The reply was characteristic of the woman, forcible and to the point, among other things saying that the grate was made of poor iron and was all burned out in front.

As the woman was a good customer of the grocer, and also a tenant of another of his customers, he desired that some relief be given her as early as possible, and I was sent to remedy the trouble. On reaching the house I learned that the woman had fully decided that she would send the stove back, and on the principle of the large dry goods stores, expected the money to be refunded when not satisfactory. I had brought down a new grate, and told her positively that as the stove was a good stove, it would not go back. I then asked to see it, but was told that it was of no use. However, on pressing the matter she agreed to let me look at the stove. I found the pipe shoved into a hole in the chimney almost large enough for me to crawl through, and that the burnt part of the basket grate had warped in toward the fire, leaving a space 1 inch wide between it and the front of the stove in the centre, and running off to nothing at each side. A large hole was also burned in the front of the grate that could hardly be covered with the hand. As the season was advanced and a warm kitchen was desired, she was attempting to burn coal and bake with the stove in this condition. I pointed out these defects, and she attempted to "squelch" me by saying that the stove had baked once but was no longer any good. I told her that I would fix the chimney, put in the new grate, and give the stove a trial. She wanted to know if I wanted to freeze and starve her children when they came home from school, but finally consented that I should have a trial at making the stove work. I took the fire out of the stove, and while it was cooling preparatory to putting in the new grate I went to look for something to stop the hole in the chimney. I found in the yard a tin basin, the bottom of which had a large hole in it. I knocked the bottom off this basin and punched a hole in the centre the best I could with an axe, flattening it out around the edges. I nailed this to the chimney and ran the pipe through it, making a fairly tight job. While I was putting the grate in the stove the good lady went to feed her chickens, and as a result I found that I had demolished her chicken feeding basin, opening up her vials of wrath a second time. She was disposed to stop all further tests of the stove, but I got the stove ready and started a new fire.

Then I wanted her to make something that would test its baking capacity, and was informed that she had no good victuals to spare to be wasted in trying a bad stove. However, the crafty old dame mixed up a wet paste and put it in a deep new tin pan to bake it. She told me that in a good stove it would bake in 20 minutes. I told her she could calculate on getting it out in 17, because I had a good fire in the stove and it was working first rate. At the end of 15 minutes I wanted to look at the baking. She refused. At 17 minutes from the smell I calculated that further time in the oven would be to the detriment of the baking and told her so. She glared at me, and with a large butcher knife in her hand with which she was preparing some food told me that if I opened the oven door I would pay for it. At the end of 20 minutes I decided that I would open the oven door at any cost, and was caught in the act, only saving myself from some dire calamity by a cloud of smoke issuing from the oven which attracted her attention. She grabbed out the cake to find that there was a charred crust ¼ inch thick all over it. This was a new occasion for wrath; but after it had vented its strength, she considered that I must be a pretty smart man to make that stove bake.

This changed the weather, and she told me that if I would kill a chicken she would give me and the "young-un" the best meal we had in some time. The chicken was killed, and as I could not make a train until three hours later in the afternoon, she asked me to go down the road to see another woman's stove which failed to bake. Here I found a flat topped cook which had been made previous to 1855, with the three flues in the bottom constructed by the two flue plates meeting in a point at the centre and slanting toward the bottom corner of the flue at each side, thus making three flues. This stove, I was told, would work well a short time and then get worse and worse. As the fuel used was principally wood it was a small matter to explain that successful operation could only be secured by cleaning the flues frequently. I cleaned the flue to show her how it should be done, while the fire was burning in the stove, and immediately the stove commenced to draw better. I then went back to dinner and found the severe madam in a very happy frame of mind. While the dinner was going on the lady with the antique stove called to say her stove was "doing elegant," and wanted to know how the new stove was getting on. I gave them both a little lecture on the management of cooking stoves and heating stoves, and received my reward the next spring in the shape of a basketful of "garden sass," with the compliments of these two ladies.

TO ATTACH LABELS TO TIN.

There are occasions, says Scrap Book, when it is desirable to attach labels to tin, and as ordinary paste or mucilage is not adapted to the purpose, the following methods are given:

1. If the paper is well sized and will resume its original color when the paste is dry use a solution of balsam of fir, 1 part, in oil of turpentine, 2 or 3 parts.

2. Soften 1 part of good glue in water, then pour off the excess, and boil it with 8 parts of strong vinegar (about 8 per cent.). Thicken the liquid, while boiling, with enough of fine wheat flour or dextrin.

3. Make starch paste and add to it while warm a little Venice turpentine, so that the latter will become evenly distributed through it.

4. Add to starch paste, or any other similar aqueous paste (except that made from gum Arabic), some solution of shellac in borax. The quantity may be easily determined by trial.

5. Paint the spot where the label is to be put with a solution of tannin and let it dry. Affix the label previously gummed and wetted.

6. Paint the spot over lightly with a camel's hair brush dipped into chloride of antimony.

7. Make a dilute solution of white gelatine, or, better, of isinglass, about 1 in 20. This is said to adhere without the addition of anything else.

8. To mucilage of acacia, starch, dextrin, or tragacanth paste add a little ammonia.

9. Or add a little tartaric acid. A trifle of glycerine may be added besides.

10. Mucilage of gum Arabic may be made much more adhesive by heating 100 parts of it with 2 parts of sulphate of aluminum, previously dissolved in hot water, to boiling, and then allowing to settle. A little tartaric acid and some glycerine added to the clear liquid after it is decanted will improve it.

11. Make a mixture of mucilage of tragacanth, 10 parts, and flour, 1 part.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

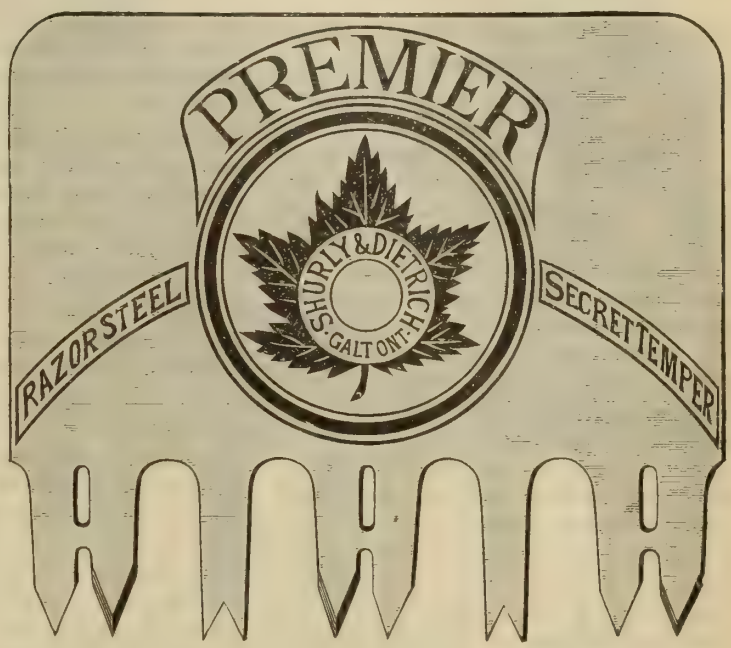
Hobbs Hardware Co., London

CROSS-CUT SAWS

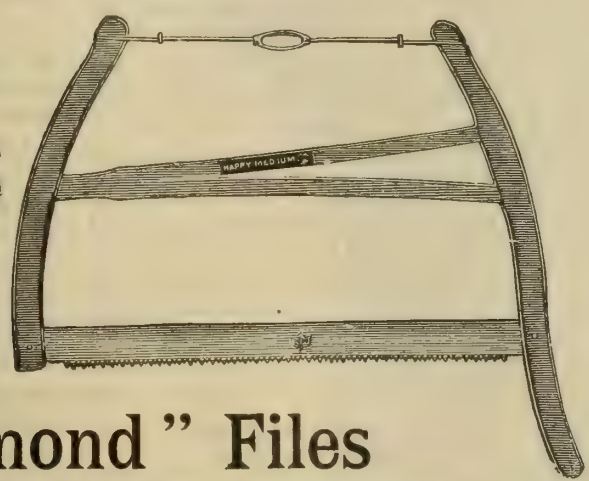
Try a sample lot of TOLEDO BLADE.
Price low, and every saw warranted.



Shurly & Dietrich's "Premier," "Racer" and "Lance."
Robertson's "Improved" and "New Improved Champion."
Disston's "Toledo Blade" Lance Tooth.



BUCK SAWS



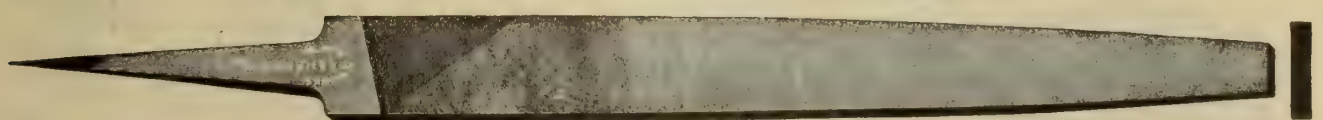
"Happy Medium"

At astonishingly low prices. Just try us.

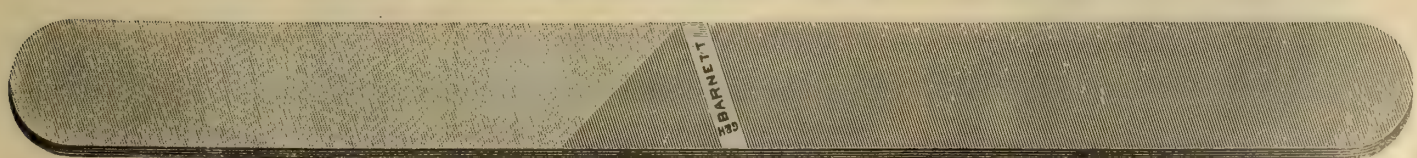
"Watch Spring"

At low prices. Also a full line of the ordinary framed.

"Black Diamond" Files



MILLSAW BASTARD FILE.



PLANER KNIFE FILE.

We have a full stock of all styles of Files in "Black Diamond," "Globe" and "Buffalo" brands.
Correspondence solicited.

Hobbs Hardware Co. - - - London, Ont.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, Aug. 16, 1895.

HARDWARE.

THE week has been an interesting one in some respects, though business on fall account has not assumed its full volume. The most newsy features of the week have been the radical advances in cut and wire nails, which are specially referred to elsewhere. These changes, though they were sudden, are not exactly a surprise, though the clean jump of 40c. in cut nails was hardly expected. It is possible that further changes will come shortly. At present the active lines, in a jobbing sense, are sporting goods, such as guns, gun cases, shot, cartridges, etc., and cutlery and ware. Other lines, though receiving some attention, are quiet and featureless.

BARBED WIRE—Business continues quiet. We quote as follows: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3c., shipments of 500 lbs. and upwards delivered in Ontario, 3⅛c. delivered in Quebec, and 3c. in New Brunswick and Nova Scotia, where the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra. Discounts 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—There is little or no activity to note in this line, unless an occasional order can be classed as such. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—There is no business doing in rope, the advance having induced no demand as yet. We quote: Sisal, 6¼ to 6¾c. at the factory; jobbing prices, 6½ to 7¼c.; deep sea line, 15½c. at the factory, and 16c. in a jobbing way, pure manilla, 8½ to 9c. at the factory, and 9 to 9½c. in a jobbing way.

BINDER TWINE—Prices are the same and business quiet. We quote: 6 to 6¾c., as to brand.

CUT NAILS—At a meeting held in Boston on Saturday, makers of cut nails decided upon a sudden and radical advance in price, marking up prices 40c., the basis now being $2.50 Montreal, Toronto, Hamilton and London, freight prepaid on 10-keg lots, where the rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—At the same meeting an advance of 5 per cent. all round was also decided upon for wire nails. Discounts now are: 75 and 5 f. o. b. Montreal and Quebec, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Demand is only moderate and the discount is 55 per cent. off the list.

HORSESHOES—Little or no change is yet to note. We quote: Iron shoes, $3.50; steel shoes, $5.50 to $5.70, the outside for toe weights.

TACKS—Rule quiet and dull. We quote: Discounts B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—Some fair orders have been received this week, but demand is not active

PLUMBERS' SUPPLIES—Fittings of all kinds continue active, and good orders for steam heaters, etc., are noted.

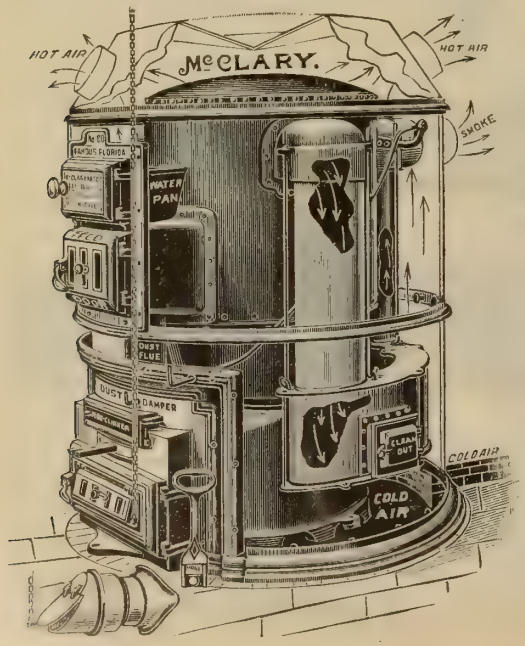
CUTLERY—There has been a fairly active trade in cutlery during the past week, both table and pocket cutlery sharing in the demand.

SPORTING GOODS—All lines are active this week, and every day assortments of gun cases, guns, cartridges, shot, etc., have been moving out.

LAMP GOODS—Business in lamp goods is commencing to pick up, shipments of A and B burners and other staples being noted this week.

SHOT—There has been a fair demand for shot. The discount is 17½ off the list.

CEMENT—The sale of 1,000 casks of English on western account has been the chief



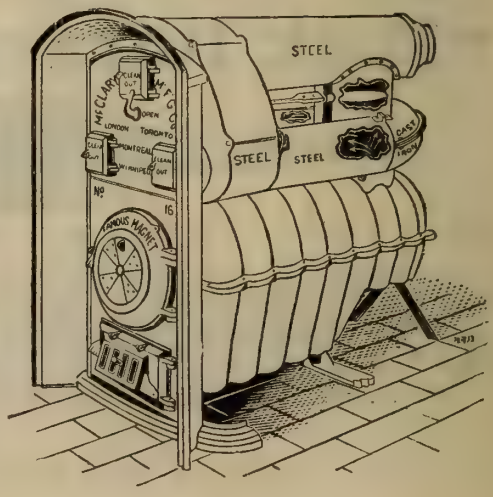
IF YOU HAVE NOT HANDLED OUR

FURNACES

IT WILL PAY YOU TO DO SO.

They are satisfactory to both dealer and user.

Inspection will convince you of their superiority. Look into this for yourself.



The McClary Mfg. Co.

LONDON. TORONTO. MONTREAL. WINNIPEG. VANCOUVER.

feature this week. It sold at $2.05 here. We quote: Belgian, $1.90 to $1.95, and English, $2 to $2.05. The market all round has a firmer tone.

FIREBRICKS—There is no change to note in firebricks, which we quote at $15 to $21 per 1,000, as to brand.

METALS.

The heavy iron and metal market continues firm with few exceptions, and this week no shading of prices is noted, nor is it to be expected that there would be any, for the demand on fall account for importation and from makers here is widening, and prices are more apt to go higher than lower. This at least applies to pig iron plates and all staple lines of material.

PIG IRON—A good demand for future delivery is noted in pig, and some good contracts both for Scotch and Canadian have been booked this week. No domestic can now be had under $17 per ton, while Scotch iron is firmly held at $19.50 to $20 for Summerlee and equal brands.

BAR IRON—The advance that many expect in this line has not yet made its appearance, but no large orders are being booked ahead at $1.60 to $1.65.

TIN PLATES—Tin plates rule steadier this week, and no shading in the case of round lots is noted. In fact, prices are firmly held at $2.75 to $3 for cokes and $3.25 to $3.75 for charcoal.

CANADA PLATES—Demand for these has been quiet, but the price is firmly held at $2.10.

TERNE PLATES—No change to report, and we quote $5.75 to $6.25.

SHEET IRON—This line is quiet and firm at $2.10 to $2.20.

IRON PIPE—Discounts are 60 to 70 and 5 on black and 50 to 50 and 5 on galvanized.

INGOT TIN—There has been a quiet trade doing in ingot tin at 17 to 18c.

LEAD—Pig lead is in moderate supply and firmly held at $3.10 to $3.25.

SPELTER—No change to note, and we quote $4.50 to $4.75.

SHEET ZINC—Quiet, with only a moderate trade doing at 4½ to 5c.

ANTIMONY—The same at 10c.

HOOPS AND BANDS—There is only an ordinary trade doing, and prices are steady. We quote: Domestic, $1.60; imported, $2 to $2.10.

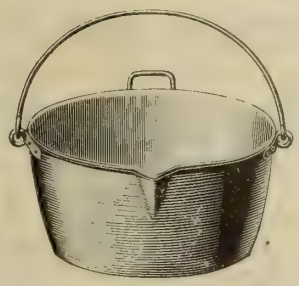
GALVANIZED SHEETS—Business quiet and prices steady on the basis of $4.25 for No. 28 guage.

COPPER—The firm feeling noted last week in copper is maintained and prices are a shade firmer for the inside figure at 11½ to 12c.

SHEET COPPER—No change to note, and we quote 14 to 25c.

PAINTS AND OILS.

The market is quiet and steady on the whole. Seeds are firmly held, and turpen-

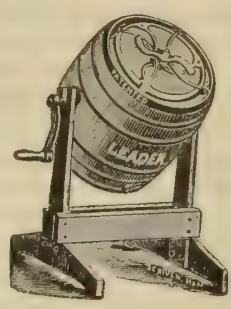


PEARL STEEL WARE

Finest and best Enamelled goods in the market.

RICE LEWIS & SON,
Limited Toronto

See our new Malleable Handle with Locking Attachment. No more Broken Hooks nor Lost Plugs.

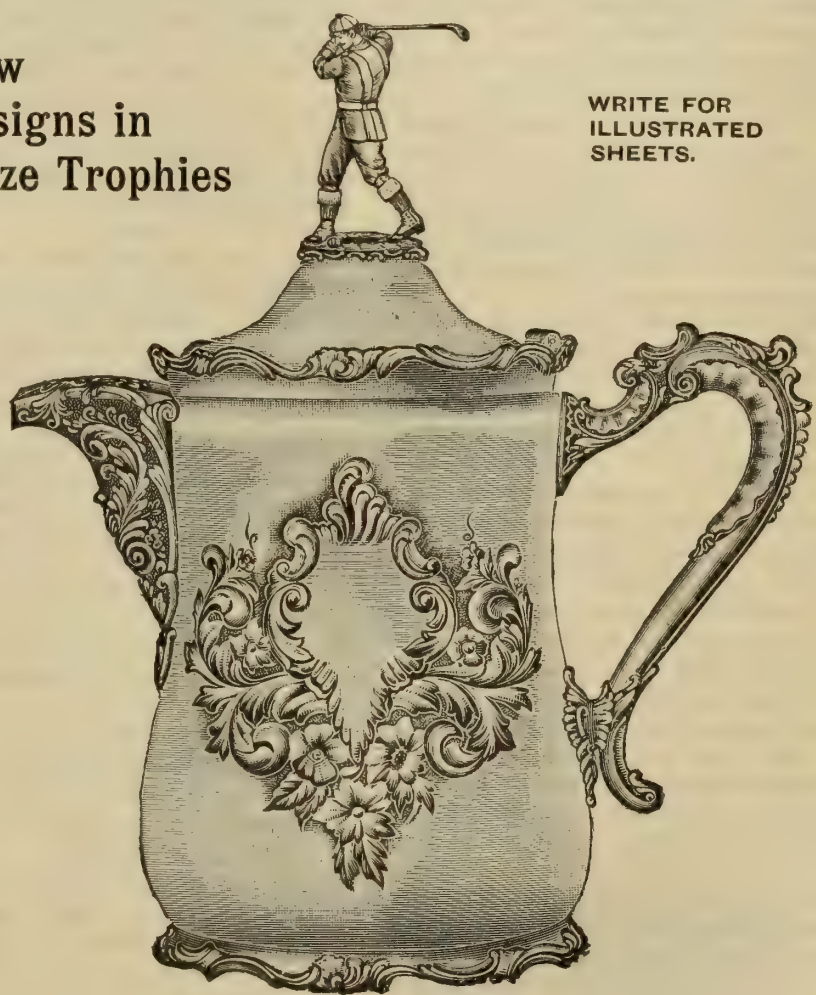


LEADER CHURN

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

New Designs in Prize Trophies

WRITE FOR ILLUSTRATED SHEETS.



No. 1263—GOLF TROPHY.

THE TORONTO SILVER PLATE CO.

MANUFACTURERS OF STERLING SILVER AND ELECTRO SILVER PLATE . . . .

Factories and Salesrooms
King Street West
Toronto
Canada.

E. G. Gooderham, Manager and Sec.-Treas.

tine has again gone higher at primary markets. Linseed oil is firm.

LEAD—A good fair trade is doing in leads, but business will not really open out until the end of the month. We quote: Choice brands white lead, Government standard, $5; No. 1, $4 75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS— No change to note and business quiet at 90c. to $1.05 as to grade.

VARNISHES—There is no special feature to note in these.

LINSEED OIL—This oil rules strong. A sales agent to-day tried to place an order on the other side at a full figure, but the maker refused. We quote prices firm at 59c. for raw and 62c. for boiled.

SEAL OIL—Steady, and prices firmly held at 37½c. ex wharf and 40c. ex store.

COD OIL—There is no change in cod oil, which we quote at 35 to 37½c. per gallon in round lots.

TURPENTINE—Advices from the south note a firmer feeling in turpentine prices there, being marked up 1c. per gallon. On spot we quote 44 to 45c.

RESINS—There is no change in coal tar or resins. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The glass market is quiet and prices are much as they were. We quote: First break, $1.15 to $1.20, and second, $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

The chemical and dyestuffs market generally is steady and quiet. We quote: Bleaching powder, $2.50 to $2.75; bicarb. soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $65 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

There is no change to note this week in this market. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

HIDES.

Receipts of hides are light, but the tone of the market is not so firm as it was. Prices, however, remain quotably unchanged. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins, 35c., with 35c. for clips, and sheepskins, 75c. to $1 each.

TALLOW.

The tallow market is firm. Prime refined is scarce and firm at 6 to 6½c., and lower grades 5 to 5¾c.

WOOL.

There is no change in the wool market which has ruled fairly active. We quote: Cape, 14 to 15½c.; Canadian fleece, 20 to 23c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 12 to 15c.; B.C., 9 to 11c.

ASHES.

Receipts of ashes are almost nil and prices are nominally unchanged. We quote: First pots, $4 10 to $4.15, and second, $3.80 to $3.85, while pearls are $5.25 per 100 lbs.

MONTREAL NOTES.

There has been an advance of 1c. per gallon, according to advices received here this week, in the price of turpentine in the south.

W. K. Ross, the well known hardware sales agent, of Chicago, was in town this week visiting the trade.

Mr. Newman, of Caverhill, Learmont & Co., got back from the seaside on Tuesday looking as brown as a berry.

The Burgess 12-gauge shot gun, for which Caverhill, Learmont & Co. are the agents, had an interesting trial at the P.Q.R.A. meeting last week.

Linseed oil crushers refused cabled orders from here this week, except at an advance on previous offers.

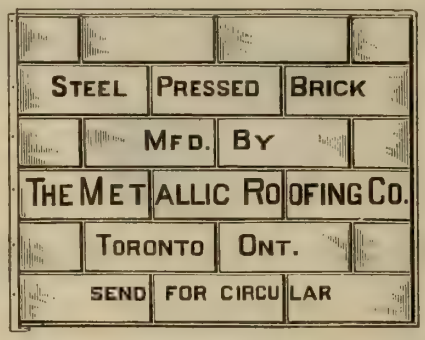
Wm. McNally & Co. placed 1,000 casks of English cement with a western buyer this week at $2.05, Montreal. This is a full figure.

Drummond, McCall & Co. note the placing of some large contracts for Summerlee pig iron in Toronto and the west. These are the first lots of any consequence that have been sold in Ontario in 18 months.

Montreal cement importers are so light in their stocks of cement, that they have placed orders with makers for large shipments despite the advance in freight rates referred to last week.

Advices on hemp from primary markets continue strong, and for this reason dealers say that another advance in cordage would not surprise them.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

ONTARIO MARKETS.

TORONTO, Aug. 16, 1895.

HARDWARE.

THE feature of the trade this week is, of course, the sudden and unexpected advance in cut and wire nails, particulars of which are furnished in our editorial columns. Outside wire and cut nails, which are quieter, business is rather better than a week ago, although activity is not to be expected at this time of the year. Travelers are being sent out by ones and twos, and by the end of the month all the Knights of the Grip may be expected to be covering their different routes, and then a general improvement in the volume of business may be expected. In the meantime some nice orders are being received for hardware and tinware, although in most instances they are being dated from September 1, as a great many retailers, while not actually requiring the goods at the moment, are laying in their fall supplies earlier than usual. Trade in lamps and lamp goods is rushing, orders booked for September shipment being put in hand now. Trade in cutlery continues to improve. There is a continued slight improvement in the demand for horseshoes and horse nails. Plumbers' supplies are still fairly active. Trade in sporting goods appears to be slowly but surely getting into better shape. In other lines the conditions are much the same as a week ago. Payments are gradually getting into more satisfactory condition, and are now styled fairly good.

FENCE WIRE, ETC.—Trade is exceedingly quiet in fence wire, an occasional order only being received. The principal demand is for hay baling and stove pipe wire. Discounts, 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than

1,000 lbs. f. o. b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Orders are still exceedingly few. We quote barb and plain twist 3c. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—Continues quiet, although a fair trade is being done in the cotton kind. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made.

CUT NAILS—Prices have been advanced 40c. per keg, the base price now being $2.50. Since the advance was announced the demand has dropped off materially. We quote: Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—These have also been again advanced, the discount having been reduced 5 per cent., and there is now no difference in the price between pound papers and kegs. The discount is now 75 per cent. all round, with terms of delivery as before, 10 keg lots being delivered free to points where freight does not exceed 25c. per 100 lbs.

HORSE NAILS — Trade has improved slightly. The demand, if anything, favors the "C" brand. Discount is unchanged at 55 per cent. off the list.

HORSESHOES—There is certainly an improvement to be noted, but orders are not yet what jobbers expect at this time of the year. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Continue quiet and unchanged. We quote discounts as follows: Leather carpet, 30 per cent; B.B B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—Are dull and unchanged at $26.50 to $27 per dozen.

WARE—Trade is fairly satisfactory in Peerless and white ware, orders being of nice dimensions.

PLUMBERS SUPPLIES—Manufacturers are somewhat behind in their orders, especially in staple goods.

LEATHER BELTING—Trade remains fairly active for the season. Discounts: Extra, 45 per cent.; standard, 45, and No. 1, 55 per cent.

CUTLERY—The fall movement in table cutlery is now well assured. Buyers are beginning to put in full stocks. Quite a number of people have already bought nice little sorting-up lines for the fall. Stocks in the country are generally light, and the demand is therefore moderately active. No fancy goods are moving, however, the demand being for ordinary staple lines.

SPORTING GOODS—Trade has improved nicely. Orders are coming in freely for all kinds of ammunition. Trade in guns and rifles is still, however, not as good as desired.

LAMP GOODS—Judging from the number of orders booked for August and September delivery, the fall trade bids fair to exceed that of last year. The samples are certainly an improvement on those of last season, considering the cost then and now.

BINDER TWINE—Business is quiet at unchanged prices. We quote: Commonsense, 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

CEMENT—Business fair, and prices have declined a little. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2.75; Belgian, $2.45; German, $2.75 to $3.

PLASTER PARIS—Business is still quiet: We quote prices: New Brunswick, $1.90 to $2 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

The general tendency of the market is upward.

PIG IRON—There has been another advance of $1 per ton in American pig. We hear of a purchase of 500 tons on p. t. For foundry pig the idea appears to be $19.50 from jobbers' hands.

BAR IRON—Trade continues quiet, and there is no prospect of an immediate improvement. Base price is firm at $1.70 to $1.75 in ordinary lots, f.o.b. Toronto.

SHEET STEEL—Trade has improved in this line, some good shipments having been made during the week, both in No. 0, 1 and 2 quality. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Trade is still on the quiet side, although a number of orders have been received for extra sizes, which are beginning to receive more attention than the ordinary 72 x 30, which is the staple size. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2.15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge, $2.50 to $2.60.

TINNED IRON—While not much is expected in this line at this time of year, there is still a demand for small quantities. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Trade has fallen off considerably the past week, very few sales now being made. We quote 3¼ to 3⅜c. per lb.

LEAD PIPE—Is also quieter. Prices are now as follows: Water pipe, 7c.; waste pipe, 7½c., the discount being 30 off on any quantity, with Montreal, Ottawa, Kingston, Toronto, Hamilton and London as delivery points.

GALVANIZED IRON—Trade is active. A large number of cases have been received from stock as well as deliveries made on import lots. We quote $4.25 per 100 lbs. for ordinary quantities.

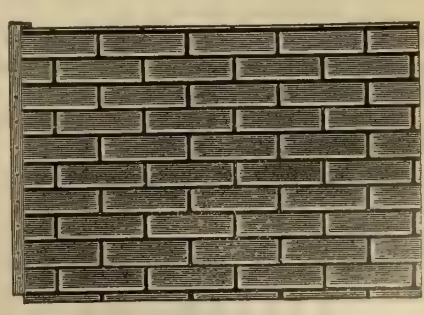
INGOT TIN—While Straits has not been moving as freely this week, more Lamb and Flag has gone out. We quote 16 to 17c., according to quantity.

INGOT COPPER—Trade is quiet, with prices slightly higher at 11¾ to 12c.

IRON PIPE—Stocks are now in better shape than for some time. Prices have been fixed by the jobbers, and they now are: ¼ to ⅜ inch, 67½ per cent. off the list; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.

GALVANIZED PIPE—No fresh arrivals have been advised, and none are expected for two or three weeks. Discount is now strictly 50 per cent.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

SHEATHING COPPER—Prices are stronger but trade is quiet. We still quote: 13½ to 14c. for 16 oz.

SHEET BRASS—Trade has improved and prices are as before at 20 to 30c.

SHEET ZINC—Is quiet, although a number of cask lots have been shipped this week at quotations. We quote: 4¾ to 4⅞c. for cask lots, and 5c. for small lots.

HOT-WATER BOILERS—There is still a scarcity, the Canadian manufacturers being unable to supply the demand. It is anticipated that in another few weeks, however, the jobbers expect to be moderately well supplied. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

BOILER TUBES—Trade remains quiet. We quote: 1¼ inch, 7c.; 1½ inch, 7½c.; 1¾ inch, 8c.; 2 inch, 8½c.; 2¼ inch, 9c.; 2½ inch, 9¾c.; 3 inch, 11½c.; 3½ inch, 14c.; 4 inch, 19c.

CANADA PLATES—Owing to the low water in Wales a great deal of difficulty is being experienced in getting delivery. We quote: $2.25 to $2.35 for 52 sheets, according to brand and quantity; 60 sheets, $2.35 to $2.45; 75 sheets, $2.50 to $2.60; Alaska, $2.90 to $3.

TIN PLATES—Trade has been fairly active during the week. We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—Trade continues active at steady but unchanged prices. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes 60 and 10 off the list.

TERNE PLATES—Some good orders have been received during the week, and in the aggregate trade has been better than for some time. The ruling price is still $6, but large quantities are being shaded to $5.85.

HOOPS AND BANDS—No fresh supplies have been received lately, and what little stock there is is being held firm by the jobbers at $2.25 basis.

ZINC SPELTER—Quite a number of enquiries have been received during the past week, but little or no actual business has transpired. We quote: Domestic, 3½ to 3¾c.; "Cherokee," 4¼ to 4½c.; ordinary imported, 4 to 4¼c.

SOLDER—Demand continues good at 12½ to 13c. for half and half, and 11½ to 12c. for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

GLASS.

The price lists have not all been made up yet, and consequently figures are hardly settled. One Toronto firm at least, however, has got a list out in which it advances most lines about 5 per cent. According to this list $1.20 to $1.25 is quoted for the first break in fifties. This advance agrees with the forecast made in these columns from time to time lately. Plate and fancy glass are not moving much.

OLD MATERIAL.

Trade is fairly good at unchanged figures. We quote: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron, hoop iron, 10 to 12½c.; new light scrap copper, 6¼ to 6¾c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 6¼ to 6¾c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD — It still dull at 4½ to 4¾c. per lb.

PUTTY—Quiet at $1.85.

PREPARED PAINTS—$1 for pure is still quoted.

TURPENTINE—Has made a further decline of a cent in tins. In barrel lots 40 to 41c. is quoted, and in five barrels, 39c.

LINSEED OIL—Is still rather scarce and will remain so likely till the end of the month; 58 to 61c. is still the bottom figure, which the jobbers quote.

CASTOR OIL—Is stiffening, but 6½c. is still the quoted price.

SALT.

Trade has been first-class this week. We quote: Barrels, 85c.; coarse sacks, 58c.. fine sacks, 60c.; dairy, $1.25; rock, $10.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are full, the supply being more than equal to the demand. Hides are therefore accumulating, but prices do not vary. No. 1 green is quoted at 8c. for No. 1, and 7c. for No. 2, while 9 to 9½c. is being asked for salt and dried.

SHEEPSKINS—Lambskins and shearlings are quoted at the same figure, viz., 40 to 45c.

CALFSKINS—Season over.

WOOL—The market is quiet. Washed combings are quoted at 24 to 25c., and rejections at 17 to 18c., the bulk, however, having been marketed. Pulled wools show an improved tendency, supers bringing 20 to 21c., and extras 21 to 22c.

PETROLEUM.

Prices unchanged, with slowly increasing demand. We quote: in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

MARKET NOTES.

A full line of "U M C" metallic cartridges is to hand with H. S. Howland, Sons & Co.

The price of waste pipe has been fixed at 7c., the same as water pipe.

Rice Lewis & Son, Ltd., report a good demand for "Amerite" smokeless powder. As this powder, bulk for bulk, is the same as black powder, special cartridges are not required.

H. S. Howland, Sons & Co. are in receipt of a shipment of Thos. Ellin & Co.'s table and pocket cutlery.

M. & L. Samuel, Benjamin & Co. report a good demand for "M L S" tin plate and other brands of equal quality.

H. S. Howland, Sons & Co. are just in receipt of a full line of guns and Winchester and Marlin rifles. They report their stock of ammunition complete. This firm is the sales agent for Schultz "Dead Shot" smokeless gunpowder.

About 1.30 Friday morning fire was discovered in the four-storey brick building at 785 King street west, Toronto, occupied by Geo. L. Diehl & Co., manufacturers of mantels, grates, etc., and the fire was burning so fiercely that a general alarm was sounded. At 2.30 the fire was under control. The loss is estimated at about $20,000.

HAMILTON NOTES.

Young & Brother Co., Ltd. in one mail in the early part of the week received orders for soil pipe aggregating seven carloads, or 105 tons. The output of this firm's factory at Brampton has increased four-fold compared with the same time last year.

LONDON NOTES.

The advertisements of the Hobbs Hardware Company, of London, Ont., are always intesesting to the trade, and that which appears this week is up to the standard. It contains pointers regarding saws, fyles and paper knives.

UNITED STATES MARKETS.

NEW YORK, Aug. 16, 1895.

PIG TIN—The market here was very tame and seemed to have had no support in the absence of stimulating London cables. The foreign advices, for that matter, tended to check speculative purchases, showing as they did a slight decline in prices for the day. There were no signs of anxiety among the large holders, however, and operators who have been the most prominent sellers of late offered reservedly. Prices, therefore, weakened to a slight extent only. A fair range of quotations for round lots is 14.15 to 14.20c. net cash, but 14.10c. seemed the highest at which there was any disposition to buy during the day. Jobbing trade was reported as being fair, but mostly at prices very close to the quotations on wholesale quantities.

COPPER—The presence of export enquiry, along with other favorable conditions, adds decidedly to the strong tone of the market, and would seem to confirm previous advices that the consumption of the metal in Europe, as well as in America, is on a very large scale. In the London market upward of



Crescent Steel Enamelled Ware

EVERY PIECE GUARANTEED

Made of steel—light, strong, durable, impervious to acids.
The very best that can be made.

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

£54 has been realized for Lake Superior ingot, and holders there are following closely all advances made in prices on this side of the Atlantic. Up to the present time there are no evidences of consumption being checked by the high level of prices ruling. Deliveries, while heavy, are closely absorbed, and considerable new enquiry has developed the past few days for supplies for delivery during the last three months of the year. In this market 12½c. seems to be the inside rate for Lake Superior ingot, and some sellers are standing out for 12½c. for all deliveries. Electrolytic is relatively quite as high and difficult to obtain for delivery nearer than a month hence. Quotations at present are 11⅞ to 12c., as to brand and delivery. Casting stock follows well along in the wake of the other varieties, and is now quoted at 11½ to 11¾c., as to brand. A bid of 12¼c. for a large quantity of Lake Superior was refused.

PIG LEAD—As far as reported the dealings for the day in this market were unimportant, and buyers seemed very cautious. Still enough orders go out from various sources to keep the primary market firm and hold prices very steady here at 3.52½ to 3.55c. for common, in round lots, and 3.57½ to 3.60c. in car loads.

SPELTER—Car-load lot orders are running very fairly, but in larger quantities there is little buying interest here at present. The movement at the west keeps the position strong there, however, and it seemed doubtful if purchases of ordinary western brands could be made at less than 4.20 to 4.25c. here.

ANTIMONY—Dealings mainly of hand-to-mouth type, yet sufficient to hold the market steady at 8c. for Cookson's, 7⅞ to 7¼c. for Hallett's and 7c. for Japanese.

TIN PLATE—There is little if any improvement in the demand for either spot or future deliveries, and the market remains flat. Offerings on spot are no more urgent than formerly.

IRON AND STEEL—In pig iron a fair amount of new business is passing and deliveries continue free. Southern advices speak of inquiries from the west for large quantities, mill grades more particularly. Prices are without change and decidedly firm all along the line.

Railroad patronage increases very slightly in this quarter, but western reports note further orders there for rails and rolling stock. Prices for rails and fastenings are unchanged and very firm.

Orders are being placed at intervals for structural material, plates, pipe and the various lighter forms of finished iron and steel, the total of which is remarkably good for this season of the year. Firm prices rule throughout.

Old material of all varieties is extremely firm at the highest prices of the year, and in very good demand. Business is checked, however, by light supplies in this quarter.

NOVA SCOTIA NOTES.

HALIFAX, Aug. 16, 1895.

THE annual meeting of the Halifax Hardware Association will take place this evening.

Word was received yesterday that wire nails had advanced 5 per cent. and cut nails 30 cents per 100 lbs. This will not effect the price in Halifax. Dealers have large stocks and will be content to receive the old rate for the next six months.

Prices continue to stiffen everywhere else but in Nova Scotia. There will be no advance until trade brightens up.

Thomas F. Leonard, a large hardware dealer, of Scranton, Pa., is in the city.

F. B. Cossitt and wife, of Brockville, are in P. E. Island. Mr. C. is introducing his new low-down binder, the Bind-lo-Chine.

Representatives of the various Boards of Trade of the Maritime Provinces met here this week and formed a Maritime Board, with Mayor Robertson, of St. John, as president, and Geo. J. Troop, of the hardware firm of Black Bros., as first vice-president; Ira Cornwall, St. John, is secretary.

The marriage took place at Dartmouth last week of Percy Simmonds, junior partner of the hardware firm of Geo. E. Smith & Co., of this city, and Miss Olga Allen. The employes of Geo. E. Smith & Co. presented the groom with a handsome silver ice pitcher. TAUNTON.

LARGE CONSIGNMENT OF . . . NITRO POWDER Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

HAMILTON TRADE GOSSIP.

ALTHOUGH business is not moving much, prices continue to have an upward tendency. Copper is very firm. It has advanced fully 1c. per lb., and local jobbers are now quoting ton lots at 12c. and smaller lots at 13c.

There has been a further advance of $1 per ton in the price of American pig iron. Local dealers are selling foundry iron at $19.50, which is rather lower than they could buy the same brand to-day. There is not much doing, however.

Neither the local mills nor jobbers are doing much in bar iron. "The agricultural implement people are not beginning to buy yet," remarked one jobber.

The local mills, in conjunction with the manufacturers in other Canadian cities, have advanced prices this week. Cut nails have been advanced 40c. per keg to $2 50, and the discount on wire nails is 75 per cent. instead of 75 and 5 per cent., as formerly. Business is quiet in both these lines.

Dealers are experiencing a fairly good demand for plumbers' supplies. "We are very busy on soil pipe," said a member of the Young & Bro. Co, Ltd., "and on general goods we are doing a fair business."

A quotation on a certain wire received this week by a local manufacturing concern showed an advance of 50 per cent. from the lowest point.

The B. Greening Wire Co., Ltd., on fall trade lines make a fine display, especially in cow ties and wire rope.

The Ontario Tack Co. is well employed on the different lines they manufacture, the works running full time. Mr. F. H. Whitten, the secretary, who is in England, is not expected back for another month at least.

A search-light of between 7,000 and 8,000 candle-power has been placed on the top of Clark's hotel on the Mountain. The Kay Electrical Works, James street, were the makers. This firm has also put in another dynamo at the West End Incline Railway, and also four arc and a number of incandescent lights.

Mr. S. O. Greening, president of the B. Greening Wire Co., returned from Great Britain on Tuesday. He was away three months, and had a pleasant time.

Mr. Doolittle is rusticating in Muskoka.

The Grand Trunk railway have been stirring their stumps a great deal during the past few weeks, and are now making a bigger bid for business than they have for some time. Speaking to Mr. Steele of Lucas, Steele & Bristol, regarding the matter, he said: "Oh, the Grand Trunk was after all never so black as it was painted. During our long experience with them we have always found them courteous and obliging. We have been able to give our customers as good freight rate as any other city in Canada and just as quick despatch. Goods that we ship, say on Monday, are delivered next day to any point within a radius of 100 miles of Hamilton, and goods shipped the same day for points in Muskoka or northern Ontario reach their destination on Wednesday. Not so bad for the old Grand Trunk is it?" "No, it is not," I rejoined.

W. L. E.

JAMES HILTON DEAD.

James Hilton, says The Montreal Herald, one of Montreal's best known and respected citizens, died on Wednesday afternoon while at his post of duty at the store of Mr. Geo. R. Prowse, hardware merchant, St. James street. The deceased gentleman was bookkeeper for Mr. Prowse for many years. He was in his sixty-second year. Deceased lived on City Councillors street with his two brothers, J. F. and Wm. Hilton. Though a bachelor he enjoyed home life and found most of his pleasures in circles where readers discussed or where music was to be found. He was a member of the Mendelssohn choir, now defunct, and in its concerts always took the greatest interest. He was a faithful attendant at the St. James Methodist Church and in Sunday school work he never tired. Mr. Hilton was the senior member of the late firm of Hilton Brothers, at one time among the largest furniture manufacturers of eastern Canada. He came to Montreal from Hamilton, Ont.

PRICE FIXED ON IRON PIPE.

The price of iron pipe has at last been fixed, and the jobbers throughout the country have arrived at an understanding.

The discounts now ruling are: ¼ and ⅜ inch, 67½ per cent off the list; ½ to 1¼ inch, 65 and 10; 1½ to 2 inch, 70 per cent.

PROPOSED NEW GLUE FACTORY.

A Michigan glue manufacturer, Mr. Shipley, has been in Toronto for some days past in connection with a scheme to build a branch glue factory in the Queen City. He announced on Thursday that he had placed a number of shares of stock in local hands, and that operations would probably begin in about ten weeks. Mr. Shipley claims that his glue is remarkable in that it is not subject to the heat, cold or damp of our changing weather.

LOW WATER AND CANADA PLATES

Low water is interfering with trade in Great Britain as well as on the North American continent. This is evidenced by advices just received.

For instance, owing to low water in Wales, it has been possible to make but few of the August shipments of Canada plate. This is causing a great deal of dissatisfaction among dealers here, particularly as they require their goods the early part of September.

Stocks are always low at this time of the year, and jobbers are consequently not at all inclined to forward orders from stock, especially when the quantities are large.

SHOW CASE FAILURE.

Wagner, Harris & Co., of the Dominion Show Case Works, Toronto Junction, Ont., made an assignment to Mr. C. C. Going, barrister, on Thursday. A few of the principal creditors pressed for payment so strongly that the firm felt constrained to take this step. It is believed that there will be little or no difficulty experienced in adjusting matters to the satisfaction of the creditors, and that the firm will be able to resume business shortly.

THE USES OF TIME.

TIME is that part of our estate which seems of all others a fixed quantity, says an exchange. We can have all the time there is, but no more. But the example set by some hard workers seems to prove that nothing we command can be in effect so increased.

It is an axiom that the more we accomplish the more we can accomplish, though it appears like a paradox. The mind that has been so trained can give its undivided power for the time being to whatever it has on hand, can do thorough work and then pass on to the next subject. It loses no time by indecision and wavering spirit, wondering what it had best take up next. Of all the time-wasters, this is one of the worst. One has aptly put it that "a busy man's recreation is more productive than an idle man's work." An ever ready mind will acquire more knowledge by half an hour's reading in a library on just the subjects upon which he wishes information, than an idler will in a day's research. An industrious man seems to strike knowledge on the jump, and he can fill his time so full of useful doings that it resembles an assortment of cutlery from an expert packer. There is no haphazard work in the days of such toilers. There is a steadiness of purpose, of mind, and of hand, that can take up new or unexpected tasks without losing time in fussing and fuming, and then carry them through to success. Such workers are generally very quiet about it. You hear less of their doings from themselves than from anyone else. Their work speaks with a more subtle tongue. They do not find fault with or quarrel with their tools and always "rejoice in their labors." Happy workers are by long odds the most successful ones.

It is good to learn in youth the art of making the most of time, for 'tis truly said that "Time is money."

WOMEN AS STOVE CLERKS.

A correspondent who conducts a good sized hardware and stove store in Central Iowa writes Hardware Reporter advocating women as sellers of stoves at retail: "I notice reference in a recent issue to the fact that an Ohio stove company has recently put a woman on the road. If she can present the product of her company to the retailers as ably as my wife does the stoves I carry to my customers, she will make a success. I don't try to sell stoves any more, especially if the customer is a woman, simply because I realize the fact that by virtue of natural endowment, acquaintance with feminine nature and foibles, and practical knowledge of the essential points of the stove, my wife is more likely to be successful than myself. For my part I do not see why every hardware merchant who carries stoves and house furnishing goods and whose business warrants it, would not conserve his best interests by having a woman clerk. She knows from her own experience what are the most telling points to make in talking with a woman, can meet any objections she can raise better, and in fact can discount the efforts of a man in every way."

LONG-DISTANCE STEAMING.

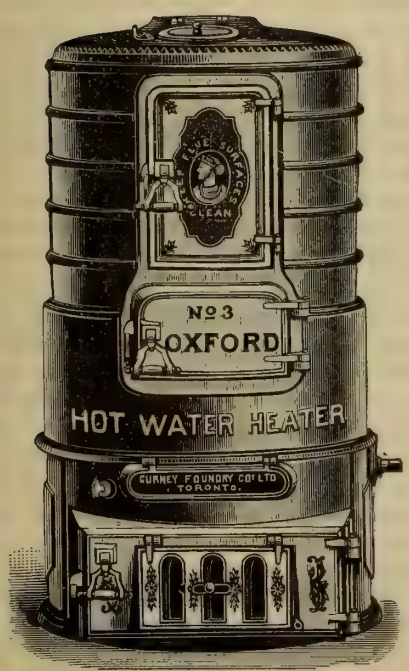
Not many years ago something was thought of the marine engines that were capable of continuous working, day and night, for seven days, between Queenstown and Sandy Hook. Now, it occasionally happens, says Kuhlow's, that a 3,000 ton steamer will make the passage from England to Australia or to New Zealand without calling at a port on the way. Usually a stop is made for coal at Las Palmas or at the Cape of Good Hope, but there are exceptions. One or two voyages have been made from London to Wellington, New Zealand, or to Dunedin, 16,000 miles, without a break. On May 4 the Lund line steamer Woolloomooloo arrived in Sydney from South Shields via Adelaide, and she reports making the passage from Dover to the Semaphore, round the Cape of Good Hope, but without calling either there or at Las Palmas. The voyage occupied six weeks two and a-half hours--a smart passage, equal to an hourly average speed of 11½ knots, engines going right through without an interruption of any kind.

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RADIATORS . .

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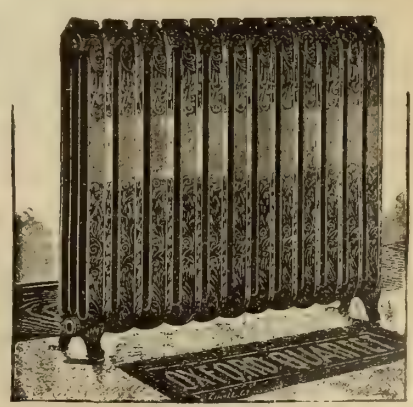
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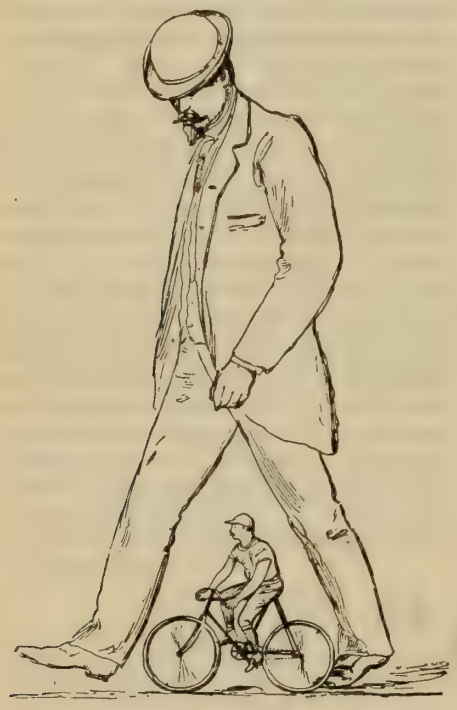
OXFORD WARM AIR FURNACES

For all sizes of Buildings

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The Gurney Massey Co. Ltd., Montreal

THE WHEEL VS. THE PEDESTRIAN.

THE great distance covered by bicyclists with ease shows conclusively that the human walking apparatus although it may be the best possible contrivance for all the uses for which it was designed, is not to be compared with wheels, for the one purpose of getting over the ground, remarks Scientific American. A single observation of a wheelman going at moderate speed shows that, with an effort which in walking would result in two steps of say two feet each, or a total advance movement of four feet, with the wheel the advance movement would be two bicycle steps, or downward



"A STEP," IN WALKING AND ON THE WHEEL.

pressures of the feet, each resulting in a forward movement of seven and one half feet, or fifteen feet for one entire revolution of the pedal shaft, and this with less exertion than is required to take two steps. In fact, it would be easier for the bicyclist to make the fifteen feet on a level with one pressure of one foot than to take two steps.

Now, in view of these magnified steps made by the bicyclist, it would be interesting to know what the stature of a man must be, to make in walking the same distance made by the bicyclist, with the same number of movements of the feet. Clearly, the steps in this case must be seven and one-half feet each, which, at the lowest estimate, represents three steps of an ordinary man. It would perhaps be nearer the mark to say four steps, but to be on the safe side we call it three, and have made an illustration showing the comparative size of a wheelman and a pedestrian built to keep step with him. The pedestrian must at least be eighteen feet high. The man with this great stature would, after all, fall far short of making the speed of the bicycle. There is nothing like rotary motion; the wheel would be the winner in any race. While the bicycle has the advantage over the extremely tall pedestrian, it is obvious that the tall wheelman has no advantage over the short one.

COLORS OF BRASS.

So long as anything has been known as to the nature of the alloy of copper and zinc, certain distinctive colors have been associated with certain classes of brass. No attempt, however, has hitherto been made to distinguish the minute gradations of shade corresponding to slight modifications in the percentage composition, or to apply these variations systematically to any practical use. At a recent meeting of the British Society of Chemical Industry Walter G. McMillan read a paper quoted in a London plumbing journal in which he described a system which he devised about a year ago, by means of which it is possible to form an approximately accurate opinion of the composition of any given sample of brass, merely by observing the color of drillings or shavings prepared from the sample. In order to effect this satisfactorily it is necessary to have at hand a set of sealed glass tubes containing drillings of brass of known composition. With these standard drillings the drillings of any sample whose composition is desired to be known are compared. When the color of the sample is matched with that of a standard tube it is warrantable to assume that the known composition of the standard is approximately that of the sample. In this way the quality of any sample of brass may be rapidly determined by any buyer or user who is not color-blind and is possessed of average intelligence, thus avoiding the expense, labor and expenditure of time which would be occasioned if the sample had to be analyzed.

CASH BASIS IN IMPLEMENTS.

Dealers all agree, says The Implement Age, that the salvation of the retail implement, vehicle and machinery trade is to be the introduction and enforcement of a system that will require all dealers to pay for the goods they buy and distribute among farmers. They argue—and we agree with them—that the long credits granted by leading manufacturing and jobbing houses lead not only to heavy losses to those who furnish stocks of goods on credit without ample security, but is the direct cause of price cutting and other unbusiness-like methods that have rendered the retail trade profitless in many localities in almost every state and territory. It is true that carload buyers who discount invoices have an apparent advantage of 5 per cent. and upwards over those dealers who buy on time and pay local freight rates. But how is it when the dealer who buys on time ignores his obligations to jobbers and manufacturers and sells the goods they were foolish enough to trust him for at any prices and on almost any terms he thinks necessary to move them? This latter description is of the dangerous element in the trade. Such dealers and their methods are driving the better class—those who pay for the goods they contract for—to seek protection, and there appears to be but one way to accomplish that. Dealers not worthy of credit should not be trusted, and dealers who can pay cash for goods should refuse to help carry 'lame ducks' who never were, even in their palmiest days, entitled to commercial legs. But it need not be expected, even though a great many dealers favor the reformation, that a sufficient number of retailers will at any near future time demand a contraction of the credit system now running riot in the trade or a closer scrutiny of applicants for lines of credit. That reform must start at headquarters; the manufacturer must inaugurate it and the jobber insist upon the observance of the rule.

PRIZE TROPHIES AND MEDALS.

THE Toronto Silver Plate Co. report that the demand for this class of goods is growing every year, this season it being much beyond their expectation; in fact, so much so, and forming such an important factor in their line of manufacture, that they recently brought out from Sheffield, Eng., Mr. Thomas Aldham to take charge of this department. Mr. Aldham has a continental reputation as a clever designer and modeller, and his ability is very noticeable in the many new designs lately put on the market by the company. Among the many important orders now in hand, we would mention the following: Dominion Bowling Tournament trophies, Dominion Day Regatta trophies, the Northwest Territorial Exhibition medals and cups, the Corby Shooting trophy, the Stacey Military trophy, the Intermediate Lacrosse League trophy, the Senior Lacrosse League Championship trophy. The latter is particularly worthy of description in detail, but time did not permit of our getting the necessary information. We hope, however, to illustrate it in our next issue. Under "Sports and Pastimes," The Mail and Empire comments on this trophy as follows: "The selection of a championship trophy next came up, and the delegates had to struggle with a score or so of handsome designs submitted by different Montreal, Ottawa, and Toronto firms. So excellent were all the drawings that the task was no simple one, but the Toronto Silver Plate Co., whose representative, W. D. Birchall, was present, finally secured the order, upon the motion of Mr. Burns, seconded by Mr. Slattery. The selection was a beautiful tankard, magnificently chased. It promises to be one of the handsomest things of its kind ever turned out in Canada."

LOSS OF FIREPROOF BUILDINGS.

THE accident at the building on West Third street has caused the underwriters who make a special drive for fireproof buildings to feel a little uneasy. The exact cause of the disaster was not known in insurance circles yesterday. The collapse of this building indicates that undertakers are on the right track when, in regarding the fire risk, they concentrate attention upon the interior uprights (viz., the columns) of modern large area buildings of so-called fireproof construction. In the damaged building the exterior walls stand nearly intact, although the building is practically a total loss.

In the use of cast-iron columns, heavily loaded, on account of the difficulty as to the fulfilment of all the necessary conditions assumed in formulas for computing strength, one may be so close to the safety limit of loading that a very moderate decrease in the rigidity or uniformity of bearing of the columns may cripple, buckle or fracture it, and a single such failure may undermine an entire structure. Take the case of a column in the interior of a mercantile building 75x100. During a fire heat enough may be developed around such a column, by the burning of pine cases holding merchandise, to bring the column to a red heat in places. Under the enormous weight of the structure the column may then start to buckle or cripple and the whole building be wrecked. This fact, that the crippling of a single column may wreck an entire fireproof building and entail a total loss on insurance companies, indicates that the latter must abandon the idea that such buildings are free from the liability of total loss, and shows that a sharp distinction must be drawn between such buildings as have proper column protection and such as have not.

A fireproof building constructed with rolled steel uprights of the Zee bar, Phœnix, etc., type, especially where the latter are made continuous from cellar to roof, may possibly be considered more like a basket in its structure, and the crippling of a single member may simply transfer the stresses to other members and the damage be consequently merely local. A building carried on cast-iron columns may, however, have little coherence apart from its stability due to the action of gravity, and may come down by the withdrawal or failure of a single member, just as an arch comes down by withdrawal of any portion.—N. Y. Journal of Commerce.

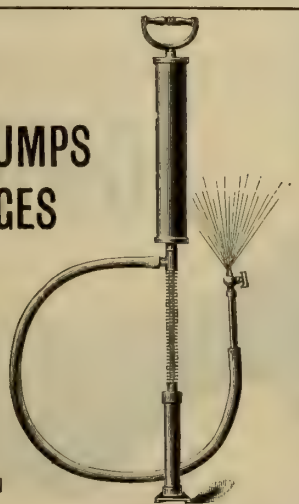
A DEPOSIT OF TIN.

A seven-foot vein of tin ore has been discovered in the Cascade Mountains, in the south-western part of Washington territory, near Mount St. Helens. Samples of the ore have been sent to the Watertown arsenal in Massachusetts for analysis It is reported by Capt. J. D. Hadley, a prospector, who made the discovery, that it is impossible to determine how deep the ledge goes into the mountain side, but he and his friends are enthusiastic, and believe that they have located tin enough to supply the country for years.

PROMPT PEOPLE.

Don't live a single hour of your life without doing exactly what is to be done in it, and going straight through it from beginning to end, remarks Merchant Sentinel. Work, play, study—whatever it is, take hold at once, and finish it up squarely; then to the next thing, without letting any moments drop between. It is wonderful to see how many hours these prompt people contrive to make of a day; it is as if they picked up the moments which the dawdlers lost. And if ever you find yourself where you have so many things pressing upon you that you hardly know how to begin, let me tell you a secret: Take hold of the very first one that comes to hand, and you will find the rest all fall into file, and follow after, like a company of well-drilled soldiers, and though work may be hard to meet when it charges in a squad, it is easily vanquished if you can bring it into line. You may have often seen the anecdote of the man who asked how he had accomplished so much in his life. "My father taught me," was the reply, "when I had anything to do, go and do it." There is the secret—the magic word now!

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Manufacturers
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TRADE CHAT.

A CLERK who talks briefly, pointedly and respectfully will sell goods—so will the advertisement that talks so, only it will sell more.

The Territorial Fair managers have to meet a deficit of nearly $2,000, but this will probably be made up by a vote of the Regina Town Council.

Fourteen coach loads of London, Ont., excursionists went to Port Stanley last Saturday morning on the builders' picnic. Fifteen members of the Seventh Band accompanied them.

Robert Thexton, of Lindsay, contractor in coal, wood, hay, etc., was drowned at that place on Saturday by falling off his tug into the water. Mr. Thexton was a brother-in-law of Dr. McAlpine and Sam Hughes, M. P.

No meeting of the Dominion Customs Board has been held since the change in the law last session. It has been decided to hold a meeting next week, beginning Monday, when much business that is in arrears will be disposed of.

The Newfoundland Government is negotiating for a continuance of the Allan mail service between Great Britain, Newfoundland, Canada, and the United States. When the colony was in financial difficulty a few months ago, the abolition of this service was one of the retrenchments promised in return for the securing of the needed loan. Now that the loan has been obtained, the Government thinks it is needless to abolish the service.

The employes of the Hobbs Hardware Company, of London, Ont., picnicked at Port Stanley last Saturday afternoon. The afternoon train was made up of over a dozen coaches, and also contained the afternoon contingent to the builders' picnic.

The roof of the Guelph Rolling Mills is almost completed, and some of the machinery is being hauled into the building. It will be some time yet before things will be ready for the flooring. The work on the artesian well has been suspended for the last couple of days. Large shipments of scrap-iron are being run into the mills on the C. P. R. Some three cars are now in the yard there.

THE METRIC SYSTEM.

The adoption of an international metric system of weights and measures has been repeatedly urged as a necessary reform, remarks Age of Steel. Societies have been established with this end in view, and have continued the agitation to the point of calling public attention to one of the grave disadvantages handicapping foreign trade. In Great Britain it has reached legislative importance, a select committee of Parliament reporting in favor of adopting the decimal system. The inconsistencies and disadvantages of the present cumbrous and complicated system are manifest. Some of these are thus stated by a member of the new Decimal Association. "The troy ounce contains 480 grains and the avordupois ounce 437 grains. Drugs at retail are sold by one measure and bought by another. There are also three separate drachm weights, containing 27, 54 and 60 grains respectively." In further evidence of these needless complications there are "200 separate ways of selling wheat in Great Britain. Ore in one establishment was sold by the Cornish ton of 2,352 pounds, when finished was weighed at long tons of 2,240 pounds, and when finally sold was paid for by tons of 2000 pounds."

It is evident that in dealing with other nations the perplexity caused by this confusion of terms is not helpful to the growth of trade. A consular report on this matter plainly says: "An international decimal system would undoubtedly be of great advantage for the furtherance of trade and commerce throughout the world." The ready adoption of the metric system by Germany has no doubt contributed to the rapid growth of its foreign trade. Its adoption by English-speaking nations is but a question of time, and a closer appreciation of its commercial advantages in international business transactions.

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Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

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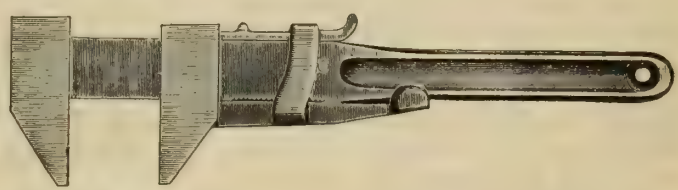
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Of following grades:

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All made with our Patent Process Seamless Tube, including

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Rubber Valves, Gaskets, Packings, etc.

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WESTERN BRANCH:

Cor. Front and Yonge Sts. - Toronto

J. H. WALKER, Manager

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

KENT & Turcotte have been appointed curators of the stock of N. Girouard & Co., general store, St. Guillaume, Que.

Fortier & Co., furniture, Montreal, have offered to compromise at 35c. on the dollar.

Carlin & Lake, general store, Golden, B. C., have assigned.

R. M. Corey, harness, Aylmer, Ont., has assigned to A. A. Leslie.

The creditors of the estate of Severe Daoust, general store, St. Benoit, will meet on Aug. 26.

A. Perron, carriage maker, Ste. Eloi, Que., has assigned to Arthur Lemieux, Que.

PARTNERSHIPS FORMED AND DISSOLVED,

The Dominion Horse Shoe Nail Co., Montreal, has been dissolved.

J. R. Nott, merchant, Victoria, B.C., has sold out his stoves and tinware.

Martin Roche, general store, Killaloe, has been succeeded by W. J. Roche.

Hyman and Joseph Simon are proprietors of H. Simon & Son, general traders, St. Cunegonde, Que.

Alfred Trevelthick & Co., manufacturers cutlery, St. Henri de Montreal, Que., are closing up business.

Thos. J. Baldou has been registered proprietor of the Dominion Ornamental Iron Works Company at Montreal.

Charles August Simard and Alfred Godbout have been registered proprietors of Simard & Godbout, furniture, St. Hyacinthe, Que.

The hardware stock, etc., belonging to the estate of W. J. Hutton & Co., Galt, Ont., is advertised to be sold by auction on August 20.

The Canadian Machinery Supply Company, of Brantford, Ont., has been amalgamated with A. R. Williams, Toronto, under the style "The A. R. Williams Co., Ltd."

Notice has been given that within a few weeks the proper parties will make application to the Lieutenant-Governor of Ontario in Council for the grant of a charter of incorporation by letters patent, under the provisions of The Ontario Joint Stock Companies Letters Patent Act, and the Street Railway Act, and chapter 165 of the revised statutes of Ontario. The name of the company is to be the "International Belt Line Railway Company of Niagara Falls (Limited)," and the objects for which incorporation is sought are the constructing and working of lines of railways in the town of Niagara Falls, the village of Niagara Falls, and the township of Stamford, Ont. The chief place of business of the company will be the town of Niagara Falls, Ont., and the amount of the capital stock of the company is to be $500,000, in shares of $100 each. The shareholders are: Arthur Schoellkopf, Buffalo, N.Y.; Hans C. Nielson, Niagara Falls; John M. Brinker, Buffalo, N.Y.; William Kyle, Toronto; Silas Proctor Emes, Michael Arthur Donnely and John Bender, Niagara Falls, Ont.

SALES MADE AND PENDING.

Carlin & Lake, general store, Golden, B. C., have sold out to H. G. Pearson.

The assets of Noe Forget, general store, St. Lucie de Doncaster, Que., have been sold at 50c. on the dollar.

FIRES.

W. R. Megaw, general store, Vernon, B.C., has suffered a loss by fire. Insured.

J. K. Ward's lumber and saw mill, Montreal, has been destroyed by fire. Insured.

The Cookshire Mills Co.'s saw mill at Sawyerville, Que., has been destroyed by fire.

McIntyre & Peletykie's sash and door factory at Eganville, Ont., has been partially burned out. Insured.

CHANGES.

Eugene Bolduc, is starting a general store at St. Valier, Que.

Aimé Leblanc has opened a general store at St. Jean L'Evangeliste, Que.

DEATHS.

Alex. Glennie, furniture, Lancaster, Ont., is dead.

Mr. John E. Hardman has resigned his position as manager of the West Waverley Gold Mining Company. He still, however, retains his interest in both Oldham and Waverley. He is moving to Quebec, where he has mining ventures requiring all his time.—Halifax Chronicle.

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PRIZE SPORTING POWDER

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NORTHERN ASSURANCE COMPANY

Established 1836. OF LONDON.

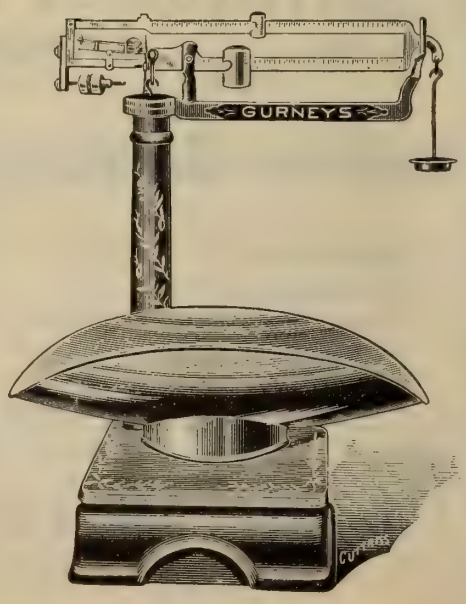
Capital and Funds, $36,465,000.
Revenue, $5,545,000.
Dominion Deposit, $200,000.

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DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.

Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by

THE GURNEY SCALE CO.

Hamilton, Ont., Can.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

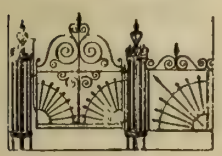
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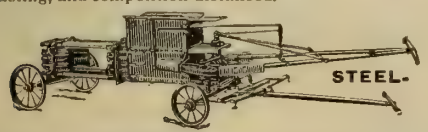
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Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

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HOW TO DEVELOP A WATER POWER.

Persons owning desirable water powers, remarks a writer in Cassier's Magazine, need not be afraid to develop them, if coal costs over $2 per ton at the site ; but in laying them out they should be governed by the minimum reliable flow of the stream, plus the amount that can be saved by night storage if it is only to be used for power by day, or for lighting by night, as such storage will double it. You may calculate on getting 80 per cent. net effect, with either of half-a-dozen of the best turbines, say the Geyelin, Hercules, Humphrey, Hunt, Leffel, Risdon, Swain or Victor, all of which have shown higher records than 80 per cent. With this effect you can get a horse-power net for each cubic foot of water per second on an eleven-foot fall. Do not, however, as the writer has seen done, plant a mill requiring 300 horse-power on a stream which would furnish only 100 horse-power for six months in the year, and have to haul coal from the railroad three or four miles distant to supply steam for the balance.

So much for the cost of water power. For its value, I return to the old rule. It is worth, in any place, if it should be needed at all, what it will cost to replace it by steam, and for this find the cost of coal per ton delivered at your boilers.

For triple compound engines allow 1.50 pounds of coal of best quality per hour per horse-power, or, to be safe, say 1.75 pounds; for double compound, 2 to 2½ pounds ; for single condensing, 2½ to 3 pounds ; or high pressure, 3 to 3½ pounds, according to size of engine.

To the cost of fuel add wages of engineer and fireman, cost of oil, and 12½ per cent. on the cost of the plant for sinking fund, for renewal, interest, insurance and taxes, repairs and supplies, and you get pretty close to the cost of a horse-power of steam as representing the only known measure of the value of a horse-power of water.

WISE BUSINESS MAXIMS.

The following maxims are given by a periodical issued by a manufacturing firm in the United States :

Thou shalt sell goods but six days of the week, and on the seventh thou shalt take a rest.

Thou shalt not covet thy competitor's business, for he may be nearer bankruptcy than thyself.

Thou shalt not put more sail into thy business than thou hast wind to fill.

Thou shalt not blame thy clerk for thine own mistakes nor tax him for thine own neglect.

Thou shalt not sell goods for less than cost, unless the market has gone back on you.

Thou shalt not trust a man to whom thou would'st not lend ten dollars.

Thou shalt not use thy business capital to speculate with nor borrow from thy friends for that purpose.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

JOSIAH FOWLER, ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

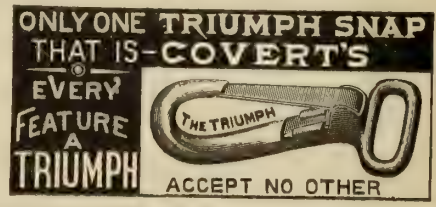
Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

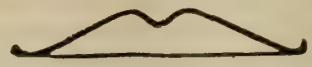
SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, August 16, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.	....	$5 25
I.C., usual sizes	....	6 50
I.X., "	....	7 75
I.X.X., "	....	
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.XI.	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.X.X.X., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs; 14x60, " ; 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price,
Common Bar, per 100 lbs	....	1 70
Refined " "	....	2 35	2 65
Horse Shoe "	....	2 60	2 75
Band " "	....	....	2 20
Hoop " "	....	....	2 20
Swedish " "	....	4 00	4 25
Sleigh Shoe Steel "	....	...	2 50
Tire Steel		3 00	3 25
Machinery		2 75	3 00
Cast Steel, per lb		0 10	0 14
Russian Sheet, per lb		0 10½	0 11
Tank Plates, 1-5 and thicker.		2 00	2 25
Boiler Rivets		4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
5/16 "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 2 in., 65 and 10
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to 7/8 in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03¼	0 03⅜
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE. Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 50
No. 1 do	4 25
No. 2 do	4 00
No. 3 do	3 75
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.)

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 58
Boiled, per gal	....	0 61

Turpentine.

(In bbls,)

5-Barrel lots	....	0 41
1 " "	0 42	0 42½

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian. dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	3 80	....
41 to 50	....	2 75	....	4 00
51 to 60	....	2 95	....	4 40
61 to 70	....	3 20	....	5 00
71 to 80	....	3 90	....	5 40
81 to 85	....	4 40	....	5 65
86 to 90	....	5 00	....	6 75
91 to 95	....	....	....	8 25
96 to 100	....	....	....	9 50
101 to 105	....	....	....	11 25
106 to 110	....	....	....	13 50
111 to 115	....	....	....	15 00

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 20
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 32½ p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 32½ per cent. rev. list.

Hoe.

C. & B., dis. 32½ per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 32½ per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03

Per doz. set.

Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.

Per doz. pair.

Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... .. 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis 50 to 60 dy	2 50
40 dy	2 55
30 dy	2 60
20, 16, and 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90
2. American pattern only—	
From 4 to 5 dy	3 10
3 dy (lath)	3 40
3. Canada pattern only—	
From 4 to 5 dy	3 00
3 dy (lath)	3 50
3 dy, A.P. fine	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	....	1 80
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	00 8¾
¼, 5-16, ⅜ in	6¾	00 9
Cotton		11 12
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan&Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.

S. & D., 35 to 40 per cent.		
Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	0 03	0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 " "		4 80

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison	....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 12½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils	....	3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03
Galvanized, 4 barb, 4 and 6 inches apart	0 03
Galvanized, plain twist, all delv'd	0 03
"Lock Barb," 4 point	2 87½
" Glidden, 2 point	2 87½
Galvanized Barb, "Lyman," 2 to 4 points	0 04½
Steel Staples	0 03 0 03¼

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

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WITH INTERCHANGEABLE BLADES.

The Best, Most Reliable, Easiest and Cheapest High-Class Razor in the World.

LAMPLOUGH & McNAUGHTON

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Essex Handle and Wood-Turning Works



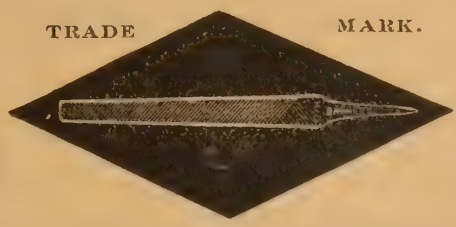
You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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TRADE MARK.



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Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
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Great American Cross-cut Sawfiles.
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Climax Sawfiles.
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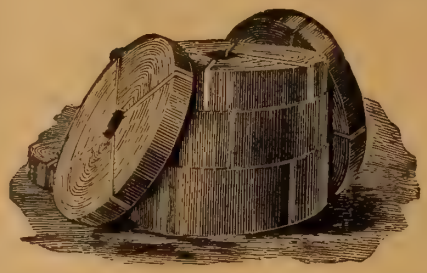
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Until the rush in height of season prevents prompt shipment.



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"RED STRIP" Extra heavy.
"LION" Extra value.

Hard Rubber Suction, Spiral Suction, etc., etc.

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Montana
Black Prince
Model

Mann's Polished, Bevelled.
" Hand Made
" Phantom, Plain and Bevelled.

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Paris Green
Guaranteed Government Standard.

CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, AUGUST 24, 1895. No. 34.



Magnolia Metal

— IN USE BY —

EIGHT LEADING GOVERNMENTS.



CORNELL UNIVERSITY.

To Whom it May Concern: Ithaca, N. Y., August 10, 1895.

I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

We have made some tests to determine accurately the friction-reducing qualities and durability of this metal. On account of an accident to our machine these tests are not all completed, and a full report cannot be given at the present time.

Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,

R. G. Carpenter.

(Professor of Experimental Engineering, Sibley College, Cornell University, Member Society Mechanical Engineers, etc., etc., etc.)

MAGNOLIA METAL CO.

Owners and Sole manufacturers,

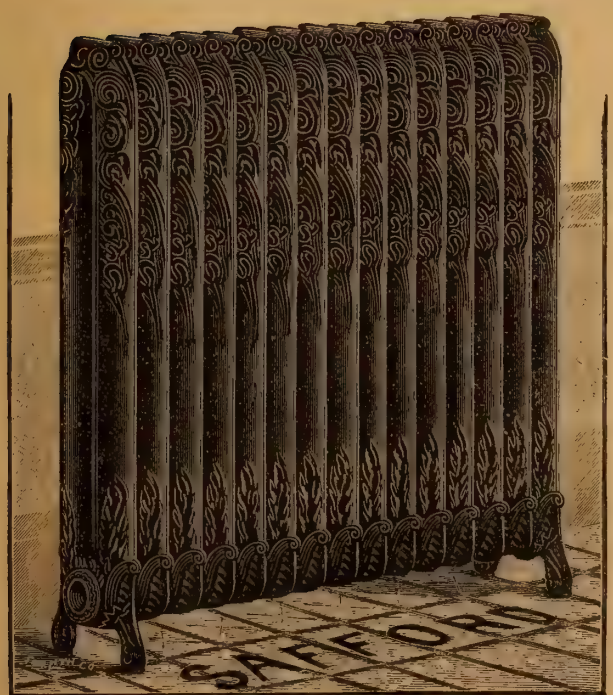
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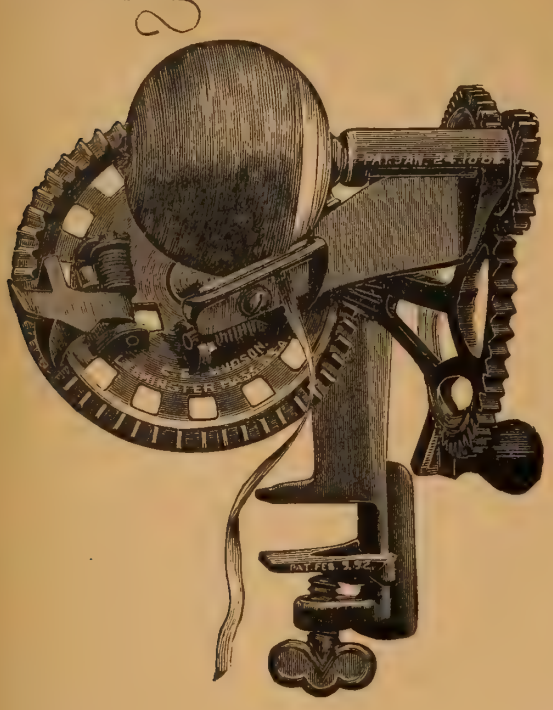
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NO BOLTS PACKING LEAKY JOINTS

Positively the only Radiator on this Continent that will stand any and every test.

TO THE TRADE



Genuine "Hudson" Rocking Table

APPLE PARER

WITH PUSH OFF

This machine is so arranged that parings and juice cannot fall upon it. It is provided with

IMPROVED CLAMPING DEVICE

so that the table will not be jammed. It is **stronger, more durable,** has **less gears** and **working parts, will pare closer to the fork, keep cleaner, do better work and more of it** than any machine on the market.

RICE LEWIS & SON, Ltd.

Cor. King and Victoria Streets Toronto

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125 and 127 Queen Street East . . .

TORONTO STEEL-CLAD BATH AND METAL CO. LTD.

123 QUEEN ST. EAST TORONTO, CAN.

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Tea.. Kettles



NICKEL-PLATED

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Each one in a cardboard box. None damaged in shipping. Sales never so large. Prices never so low.

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HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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DONATIONS TO FALL FAIRS.

Is it not time some of our dealers put a plug in their demands for subscriptions to fall fairs and their other amusements? If a merchant gives his customer fair value for his money there is no reason why more should be expected of him. This system of demanding contributions is entirely wrong, and no respectable merchant should countenance it unless the object is a more worthy one than we are usually asked to support. The wholesale dealers in cities have their hands full in their subscriptions to the various charities and churches surrounding them, and by the time they get through with these, most of them, I am sure, feel that a halt should be called, instead of which the annual demand for donations for fall fairs is sprung upon them from all directions. It is a question of offering a prize in goods or cash, or losing trade. One is coerced into doing the inevitable. Will you kindly take this matter up, and try and relieve a long-suffering class?

THE author of the above paragraph is a member of one of the largest wholesale houses of the kind in the country.

HARDWARE AND METAL is ever ready to champion the cause of any and every business interest, be it manufacturing, wholesaling, or retailing, when that cause is a righteous one. The one under discussion we deem to be of this character.

Fall fairs, like a good many other things, have been overdone in this country. Even the smallest villages are not satisfied unless they have their fall fair, with the result that fairs have become such a multitude that they are crushing the life out of each other; and the quicker some of them are dead the better for those that remain.

The list now standing in the columns of the Toronto daily papers contains over 130 fairs, and this is probably not all there are in the country by a hundred or more.

Upon the merchant or manufacturer whose territory is wide the tax must obviously be great. It is all very well to say that he is at liberty to refuse a subscription when approached. Of course he is, but he knows that with the refusal may also go a customer. Practically it is, as our correspondent says, coercion. The writer has been in attendance at rural exhibition board meetings when committees of merchants were either deputed to visit or write the people from whom they bought their goods and solicit prizes; and the inference was that there was something more than mere soliciting to be done.

If there was only an exhibition or fair here and there to which donations were asked it would not be so bad. But the evil has become so great that country merchants should no longer allow themselves to be made use of to perpetuate it. If each would stop and think that what he is deputed to do there are perhaps a score or more from other places bent on a similar mission to the same customer, HARDWARE AND METAL has sufficient confidence in the trade to believe that requests or demands for donations would fall off as suddenly as does ripe fruit when the branch bearing it is shaken.

Stop and think.

TORONTONIANS IN PERIL.

News has reached Toronto that on Tuesday the steamer Lyon collided with and sank, in the English Channel, the passenger steamer Seaford, running between Newhaven, Eng., and Dieppe, France. The accident occurred in a heavy fog, and the Seaford went down half an hour afterwards. The Lyon, though badly damaged, rescued the crew and passengers of the unfortunate vessel, numbering 287 in all, and succeeded in making shore with them.

The despatch announcing the disaster occasioned considerable anxiety in Toronto when it was learned that Vice-president Carrick and Cromwell Gurney, of the Gurney Foundry Co., and Miss Carrick, were on board the ill-fated boat when she got into collision.

On Tuesday night, however, fears were set at rest when Mr. Edward Gurney received this cablegram from England:

"Collided crossing English Channel; all saved. (Signed) W. H. Carrick."

The party were all saved, but their personal belongings are at the bottom of the Straits of Dover.

ANOTHER ADVANCE IN BARB WIRE.

ANOTHER advance in barb wire, plain twist and staples has been ordered by the manufacturers in Canada.

The advance is 25c. per 100 lbs., the price now being $3.25, and applies to the provinces of Ontario, Quebec, Nova Scotia, New Brunswick and Prince Edward Island. Terms and deliveries are as before, except that the ½c. extra hitherto charged for delivery in Quebec has been removed. The change went into effect on Wednesday last. In Manitoba, Northwest Territories and British Columbia open prices still obtain.

The price as it stands to-day is where it was previous to the January reduction. That reduction fixed the price at $3 per 100 lbs., and it was made with a view to meeting American competition; but failing to do this a further reduction of 2½c. was made the third week in January, making the price $2.87½. At this figure it remained till the middle of June last, when $3 became the idea, and now, just two months later, another 25c. per 100 lbs. has been added. The advance is due to the continued appreciation in raw material.

In the United States the barb wire market is unsettled, owing apparently to the uncertainty as to what will be the outcome of the pending meeting of the makers. According to latest advices the price f.o.b. Pittsburg was $2 25 to $2.35. Adding the duty of 75c. per 100 lbs. to these figures the price in Canada would be $3 to $3.10, and then there is the freight to be considered, which means at least another 20c. per 100 lbs., so that there is no chance of American wire coming into this country even if the manufacturers over there were disposed to try and place orders here.

A SUCCESSFUL WESTERNER.

Hugh Macauley, hardware, crockery, stove and tinware dealer, of Chatham, Ont., visited Toronto this week. Mr. Macauley is one of the most prominent merchants of Western Ontario, and has fine premises as his headquarters. In speaking of his trade for the past few months, he said that it was much ahead of that for the corresponding months last year. Wherever he went he freely complimented HARDWARE AND METAL upon its enterprise, stating to a big local jobber that he looked entirely to this journal for pointers regarding the status of the trade.

SALES OF GERMAN PIPE.

SOME large import orders for German wrought iron pipe have been placed in Montreal and Toronto recently by a Montreal broker.

These orders have been the subject matter for various stories. One is that the aggregate quantity of this pipe sold is in the vicinity of 5,000,000 feet, and that it was placed in competition with pipe of domestic manufacture, but the contention regarding quantity is open to doubt.

But one of the strangest things in connection with these sales is that they include all sizes, including 2-inch and under. As soon, however, as the Montreal Rolling Mills Co. became aware of the fact they reduced prices to meet this new and unexpected competitor.

The radical advance in prices in the States, where there has been an average advance of fully 32 per cent., would be likely to facilitate Canadian business in German material. Besides, the American makers are so busy with orders on home account that they have all they can do to attend to them. This is the most likely solution of the recent large sales of German pipe.

HARDWARE AND METAL also hears of orders for Scotch pipe being placed by Toronto houses.

BRITISH IRON IN THE WEST.

IMPORTERS and sales agents of British iron and steel look for a larger business in the goods they handle this fall than for two or three years past. HARDWARE AND METAL has referred before this summer to the placing of large lots of Scotch pig, steel and plates in the west, and the demand has been kept up. This recapture of the Ontario market is due to the sharp advance in values across the line, where makers are so far sold ahead that they will not accept orders without the proviso that delivery will be taken for two months after the date of specification.

It is learned also that consumers of crude heavy material in Ontario have had a very successful season. Agricultural implement makers have worked up into the finished product all their supplies of raw material, the demand this season being good for plows, etc. The same is the case with stove manufacturers, and in the natural order of things a good demand for iron should result from this. Signs are not wanting in this direction. Not only have round lots of Scotch pig iron been placed in Toronto and the west recently for the first time in twenty-four months, but there is a good enquiry for Canadian pig as well.

In fact, the British and domestic iron is replacing the American in innumerable instances, and it is not unnatural for commission men to expect the displacement to continue, considering all the circumstances of the case.

THE STOVE TRADE.

Earlier in the season doubt was expressed in some quarters concerning the prospects for the fall trade in stoves and heating apparatus generally. The long-continued drought in certain districts caused fears to be entertained regarding the year's crops, and many retailers were chary about placing orders with the manufacturers and jobbers.

Now, however, the tide has turned, and the face of business begins to wear a more hopeful aspect. The crops are, taking the whole of Canada together, better than in most previous years, and trade is therefore fast accumulating a decided impetus, which it is likely to increase as the fall season progresses.

The stove, radiator and furnace men are receiving enquiries about goods, and some retailers are asking that travelers call on them, as they are in a hurry to stock up. Besides this, Toronto jobbers and manufacturers are expecting a large number of customers to call on them during Exhibition time.

Those who should know are inclined to think that this fall's trade will equal, if not exceed, in volume that of last season, and in view of the expected demand makers of stoves, stove furniture, stove pipes, elbows, etc., are putting out some new lines, and getting their stocks in good order.

A NEEDED ORGANIZATION.

IF THE new Maritime Board of Trade last week organized in Halifax, N.S., is at all aggressive, it has its work well cut out.

Among those who had a hand in calling the organization into being are, doubtless, those who have personal grievances which require remedying, and there is nothing wrong in that. It is right. Self-preservation is the first law of nature. But there is a far more praiseworthy and important cause in service for the public good, and if HARDWARE AND METAL knows what manner of men those are who compose the organization there will be no remissness in this particular.

The quality of our legislators, Federal and Provincial, may not have deteriorated. It is enough to know that the general run of them are now not better than mediocre in ability. They may be able to make long speeches and do valiant service for party, but when it comes to a question of public weal, they are often so beclouded by the veil of party exigencies that they cannot see.

In devising schemes for milking the public treasury they are adepts, but for devising ways and means for building up the commercial interests of the country they are as land lubbers navigating on the high seas.

This what may be termed lack of business sense is probably met with in its most pronounced type in the House of Commons and in the Dominion Cabinet. The latter body, besides being what is supposed to be the electorate in its essence, is also business infirmity in its essence.

With probably two or three exceptions, the members of the Dominion Cabinet no more realize their duty to the country than does a new-born babe its duty in life. If they do, they act as if they did not, and in any event it is necessary that the business men of the country should, by determined and persistent co-operation, lay the whole Cabinet on the operating table and sever the offending and useless members And while the scalpel and saw are handy, they may as well try what they can do with the House.

The task of making our rulers what they should be is no small one, and more than the Maritime Board of Trade can, unaided, possibly accomplish. The Board is made up of representatives of the provinces of Nova Scotia, New Brunswick and Prince Edward Island. And although it can do much, before the desideratum can be secured the other provinces must fall into line. Then, again, if these in turn were crystalized into a Dominion Board of Trade, the movement would be accelerated. With such an organization wiser government would be assured and fewer grievances would there be in the different branches of trade in the country.

The business men of the Maritime Provinces are to be congratulated on the success which has attended their efforts for organization. The Maritime Provinces are rich in men of brains, and a good portion of them are in the Board just organized

Had we had many instead of few of such men in the House of Commons, more practical and beneficial laws would be on our statute books to-day ; better developed would be our natural resources, and less uncultivated land would there be in the fertile Northwest.

IRON WORKS FOR THE FALLS.

HARDWARE AND METAL has it upon reliable authority that one of the largest German iron manufacturing firms is about to locate at Niagara Falls.

We are at present not at liberty to give the name of this concern, but it is understood that two members of the firm have been in this country and the United States for about two months this summer making negotiations in view of their proposed operations. They are purchasing 2,000 acres of land and contracting for 30,000 horse-power

Operations will be carried on at the Falls on both the Canadian and American sides of the river, and it is the intention at present to bring out from Germany between 5,000 and 6,000 skilled German workmen to work in the factories.

In all probability the first of November will see all the details settled and work on the big enterprise begun.

FIRE ENGINE TESTS.

TWO or three thousand people gathered on the Esplanade at the foot of Bay street on Thursday afternoon to witness a performance of Toronto's new Merryweather steam fire engine just imported from England. A Ronald engine and the old "Boustead" machine were also on hand to give the crowd an idea of what they could do.

The tests required by the Merryweather engine, according to a resolution passed by the City Council, were: To pump 1,200 gallons (American) per minute; throw water to a height of 200 feet through a 1 13 16 inch nozzle; raise a steam pressure of 100 pounds in ten minutes.

Although the arrangements made were not such as to render it possible to carry out an accurate test on each of these points, still the city fathers interviewed on the spot by HARDWARE AND METAL seemed satisfied with the record attained by the imported engine.

Tests were made with different sized hose, and with the 1½ inch nozzle the old "Boustead" seemed to have a little the best of it, while the Ronald machine made a good showing. But when it came to the use of larger nozzles the Merryweather threw a solid stream forty or fifty feet higher than its competitors.

The city's new water tower was hauled down to the Esplanade also to show what its powers were. Its nose having been elevated upwards of 100 feet into the air, a hose leading from the Merryweather engine was attached and the water turned on. Immediately a stream, which seemed to touch the lowering clouds, was ejected, amidst the applause of the onlookers. Altogether, it looks now as if Toronto really possessed at least two or three first-class fire-fighting contrivances.

The impression among the special committee appointed to superintend the tests for the city seems to be that the Merryweather has a tremendous capacity, and that she can operate with ease and force several lines of hose.

GLASS PRICE LISTS.

Editor HARDWARE: I must take exception to the views of the jobber interviewed by your reporter last week regarding glass price lists. Why should glass be different to any other class of goods? Nearly one-half the goods sold by the present day hardware dealer are from lists which are in every case uniform and in many instances go back for 10 or 20 years without any alteration except in the discounts. Every hardware dealer knows this. In the article referred to above plate glass is particularly referred to as a source of annoyance. Is it any more so than wood screws, tacks, locks, etc., which have all been cut to death in their day and yet are sold from uniform lists

Yours, etc.,
PLAINDEALER.

BIG REDUCTION IN ELBOWS.

A material decline in the price of one piece elbows is announced. The cause is evidently the low price at which four and six piece elbows have been selling lately.

The figures now obtaining on "C & F" (one piece elbows) is $1.10 per dozen in proportion of two-thirds common and one-third bright. If all bright are ordered, the price is $1.25 per dozen f.o.b. Toronto, for 6 or 7 inch. Ten cents per dozen less is charged f.o.b. Montreal. The four and six piece elbows have been reduced proportionately, and are now being held at 75 to 90c. per dozen, put up in half common and half bright.

The one-piece elbow was last year quoted at $1.45 and the four-piece 90c.

Patent pipes are quoted at 6¼ to 6¾c. per length, and are now being put up half bright and half common, 25 lengths to crate.

ADVANCE IN WROUGHT IRON PIPE.

The jobbing trade were notified on Wednesday morning last by the Montreal Rolling Mills that the larger sizes of wrought iron pipe had been advanced very materially all round.

The change is equivalent to a rise of almost 10 per cent., and affects all sizes of pipe from 2½ up to 6-inch. The changes in detail are as follows:

	New List. cents.	Old List. cents.	Advance. cents.
2½ inch	52	50	2
3 "	68	64	4
3½ "	81	76	5
4 "	95	90	5
4½ "	1.25	1.06	19
5 "	1.42	1.28	14
6 "	1.85	1.65	20

The trade discounts are the same as they were.

LONDON TRADE GOSSIP.

BUSINESS is opening up nicely, and prospects for the fall are accounted excellent by local jobbers. Payments are fairly good. "Trade has been good since April last," remarked one jobber. "That month's trade, in fact, was larger than during any corresponding month since we have been in business."

I learn that quite an active business has developed in sporting goods within the last few days, although at the moment the lines most affected are shells, cartridges, powder and shot. By-and-bye it will reach guns and rifles, and of these London wholesale men have complete stocks.

Builders' hardware is receiving a good deal of attention. This is a good sign. When times are dull builders' hardware is one of the lines that is sure to feel it.

In spite of the failure of the apple crop around London there are a good many apple parers going out, to places, of course, where Providence has blessed the people with apples.

Files are among the lines which are enjoying a good demand at the moment. "We have sold more 'Black Diamond' files this season than we ever did before," remarked a representative of Hobbs Hardware Co.

Barb wire, plain twist and staples have been advanced ¼c. per lb., being now quoted at 3¼c., with terms as before. "There has been an exceptionally good demand for barb wire considering the time of year," remarked a jobber to me a few days before the advance in prices was made. "I have just returned from a drive all round this section of the country, and I declare to you that every second farmer was putting his fences in order, and with barb wire too."

"The wire nail factory here is running day and night to complete orders," remarked a gentleman interested in the concern, "and it is still behind with orders, which are coming in right along. They talk about retailers being overstocked, but I know our customers have not been buying large lots at once; 10, 20 and 30 kegs have been, as a rule, the limit of their orders."

The Hobbs Manufacturing Co. is turning out some nice novelties in glassware. They have one order for supplying the Canadian Pacific Railway Co. with paper weights for advertising purposes.

Workmen are busy tearing up the roadway in Dundas street preparatory to putting down rails for the electric system. The electric car, which had been running in London West, has been taken off and put on the Springbank route, much to the annoyance of the Reeve of London West. The car was removed in the night.

A good many orders are being booked for lanterns, but for shipment later in the season.

Another shipment of Marlin and Winchester guns and rifles is in store with Bowman, Kennedy & Co. Included in the shipment are the newest models, such as 30 x 30, and 30 x 36.

London wholesale houses that handled bicycles this season experienced a good demand for them. The Hobbs Hardware Co. experienced a demand which exceeded their supply.

"Payments are being met better than formerly," said a well-known jobber, "it being something unusual for customers to ask for renewals."

Mr. Bowman, of Bowman, Kennedy & Co, is holidaying on Burford Lake, near Wiarton. He is of course, fishing.

W.L.E.

DROPS FROM THE EDITOR'S PEN.

Manitoba is the hub of Canada at the moment.

* * *

Business, like a coy maid, must be coaxed, not coerced.

* * *

Faith in his ability is of little use to a merchant unless he hath works.

* * *

None of us can truly boast that we owe no man ; we all owe something to society.

* * *

Customers are the bricks with which business is built up. They should be well selected.

* * *

Holidays may make business slower for the time being, but they stir up the liver of business men.

* * *

A hotbed for the propagation of "dead beats" is the store of the indiscriminate credit-giver.

* * *

A contemporary talks of advances in yarns. Fish "yarns" are usually in liberal supply at this season.

* * *

As patient as Job, as determined as Moses and as earnest as Paul needs to be the modern man of business.

* * *

Swampy places in business, like those on the farm, mean that reclamation must be done if all the advantages that might be are to be reaped.

* * *

The railway locomotive is snorting with delight at the prospect of the many carloads of golden grain that he is to tow across the continent.

* * *

When Manitoba's population is as great and good proportionately as its wheat crop, great indeed will be the "Prairie Province."

* * *

Equipped with the oars of capital and energy and the rudder of experience, there need not be much doubt about a merchant's reaching Success Point.

* * *

Talk about the Manitoba crops has for the time being superseded discussion on the Manitoba school question ; and there is harmony in all the breathings too.

* * *

Persistency is required of a merchant in all he undertakes, and in advertising as much as anything else ; that is of course if he aims to make it a success.

* * *

British trade returns show a substantial increase for July. The old lion is evidently beginning to stir himself, and when he does, something usually has to give or go.

* * *

Gall and wormwood to every man whose palate has not been ruined by political prejudice will be the discriminatory sugar rebates of the Customs Department.

* * *

Into full and profuse blossom has developed the hopes of the people in Manitoba and the Northwest. It is to be hoped that frost won't come and nip them.

* * *

An abundance of the good things of the field and farm will Canada have after her wants are supplied for those who have the quid pro quo to exchange for them.

* * *

There is more than one prize in the business world for all who contend aright, but there is nothing but blanks for the man who will not comply with the conditions.

* * *

It is like opening the bung-hole and closing the spigot when a moderate-salaried, capable clerk is discharged in order to make room for a low-salaried, incapable clerk.

* * *

Industry and Impoverishment have nothing in common, and rarely therefore are they found in the same company. It is Improvidence and Impoverishment that are associates.

* * *

Into the size of a prize pumpkin has developed the faith of the merchants of Canada in the return of better times, while six months ago a mustard seed would have been more appropriate to its size.

* * *

Merchants with clerks in their employ who are round pegs in square holes, will, if they are just to those clerks as well as themselves, advise them of their anomalous situation, point out, if possible, what they are best adapted for and send them to look for the desideratum.

CANADIAN EXPORTS.

Frederic Emory, chief of the Bureau of Statistics of the State Department at Washington, has been charged with "doctoring" the figures of exports declared for the United States from Canada in order to make it appear that the Wilson tariff bill had not benefitted Canadian trade. Mr. Emory explains the thing as a clerical error. He says: "The exports declared for the United States at the several consulates in Ontario, during the quarter ending March 31, 1895, as compared with the exports declared for the same quarter in 1894, are printed in the consular reports for August 1895, No. 179. Owing to an error in computation on the part of the Consul-General, the totals for 1894, as given in the advance sheets, where printed as amounting to $2,476,762.74. The figures in the preceding tables, by consulates, give the true total for the quarter as $1,884,800 59, making the increase for 1895 $738,491 31, instead of $146,539.16, as printed in the advance sheets. The correct figures are given in the regular edition of the consular reports for August, viz. : Total for quarter ending March 31, 1895, $2,623,291,90 ; total for same quarter in 1894, $1,884,800.59 ; increase for 1895, $738,491.31."

CUSTOMS CHANGES.

Orders-in-Council have been passed at Ottawa giving effect to numerous changes in the Customs branch of the public service.

Niagara, Ont., has been reduced to an outport and warehousing port, with its outport at Queenston, under the survey of Niagara Falls. This change is in the direction of economy, as it is not intended to fill the vacancy recently created in the collectorship at Niagara.

The outport of Rockland, N.B., has been abolished, and the services of the sub-collector at that point, Alexander Rondreau, have been dispensed with.

The development in the west has called for changes in another direction. Virden, Manitoba, has been accordingly created an outport, under the survey of Winnipeg.

Nelson, B.C., has been made an independent port of entry, and Kalso, B.C., has been erected into a Customs outport and warehousing port.

The collector at Port Arthur, Peter Nicholson, has been superannuated. He is 63 years of age, has seen 21 years' service, and is too infirm to discharge the duties of the office. The superannuation allowance is $420. The salary of the office is about $1,000 a year. The next collector will be J. Wylie.

The resignation of Sydney A. King, collector at Kingsville, Ont., has been accepted from September 1.

Pierre Marier, landing waiter at Ottawa, has been superannuated on $222 a year.

G. A. Bois, sub-collector at Edmundston, N.B., has been retired on an allowance of $172 a year, and Levi J. Cyr has been appointed in his place.

The services of the sub-collector at Sandy Cove, Robt. Bishop, have been dispensed with.

Permission has been given the Bishop of Mossonee to import free of duty, from England, the material to erect a mission house at Moose Fort, James Bay.

CLEANING BRASS.

This method is recommended for cleaning brass : If greasy, first swab it on a strong solution of potash or soda to cut the grease; also use this to clean the valves. Now take nitric acid, 1 part; sulphuric acid, ½ a part, or half as much ; put in a stone jar. Have ready some fresh water and sawdust. Swab on the mixed acids, then the water, and rub off with the sawdust. A brilliant color is immediate. Having cleaned your valves as above, smear with saliva.

THE CHEMIST AND THE BLAST FURNACE.

THE recent establishment of a chemical and physical laboratory by Rodgers, Brown & Co., Cincinnati, O., the well-known metal brokers, is a new departure in the technical world on this side of the Atlantic. The need of a chemist of iron works has long been recognized, long in one sense of the word, although it has been not more than thirty years since the first chemical laboratory in this country was erected in connection with iron and steel works. This honor belongs to W. F. Durfee, the veteran ironmaster, who in 1865, at the Wyandotte works, near Detroit, built the first chemical laboratory that was designed exclusively for the use of steel works. It was in connection with basic steel, too, that this was done, for at that time he was making steel by the Kelly process, writes W. B. Phillips, in The Engineering and Mining Journal. There is, perhaps, no part of technology that has seen such changes as the iron and steel trades within the last thirty years. From the laboratory at Wyandotte there has gone out a mighty influence, pervading the entire country and bringing into intelligent and harmonious co-operation the labors of scores of highly educated scientific chemists. The word chemist is employed in its broadest signification, for the educated chemist is something more than a mere analyst. An analyst can do some things as well, perhaps better than a chemist, but he has limitations that fall below the more highly educated and more resourceful activities of the others. It seems that there is danger of confounding the analyst with the chemist, of expecting too much from the man to whom is paid a salary of $50 per month. If iron brokers can afford to build and equip a chemical and physical laboratory and engage the services of a competent man to take charge of it, how much more does it behoove the maker of the iron to see to it that the product as it leaves his furnace shall be as nearly perfect as it is possible to make it?

There is a tendency in the iron trade now to demand that certain grades of non-Bessemer iron shall have a definite composition, variable within certain limits it is true, but still conforming to certain specifications. This movement is perhaps more perceptible among those furnaces that can use from one year's end to the other fairly uniform stock. They are able to say to purchasers that their iron is of a certain composition and will be sold on that understanding. The uniformity of their stock or the special needs of their customers, or both, enable them to take advantage of the desire among buyers and users to know just what they are getting. The tendency to buy and sell on analysis is, of course, more strongly accentuated in times of depression than when the yards are empty and purchasers plentiful. It is a common saying that when the market improves there will be less said as to analysis, and that we shall go back to the good old times when iron was iron and the chemist an ornament. It may be so, but if purchasers find it to their advantage to buy on analysis during a dull season why should they not demand the same concession when the price goes up? When the price is low iron producers are apt to be more careful as to their choice of materials going into the furnace when there is a ready sale for almost anything they can turn out. The iron made under these conditions is more apt to be good than when things are booming. If there is reason for the careful inspection of iron made during a depression, there is far more reason for a careful inspection when the price has improved.

In both cases it is the buyer that sets the fashion. In the long run he gets what he demands, and if it is good for the buyer to know what he is getting, why is it not good for the maker to know what he is producing? In respect to the quality of the iron the interests of the maker and of the user are identical and the truest economy is when there is harmony between these two.

In the grading of ordinary foundry, mill and forge iron the need for the chemist is so patent that it is needless to discuss it. This becomes more and more pressing as the stock varies. With uniform stock there is uniform iron, with varying stock varying iron. The variations are very often quite beyond the skill of the ordinary grader, who depends upon color fracture, granulation, face, and anything else that his experience may have taught him. He may grade, and as a matter of fact does grade, as No. 2 Foundry irons with 2.50, 2, 1.75, 1.50, and even 1.25 per cent. of silicon, simply because he does not know in what other grade to put them. If a shipment of No. 2 Foundry with 2.50 per cent. of silicon is made and the user is pleased with it, and orders more of the same grade and gets an iron with less than 2 per cent. of silicon or even as low as 1.50 per cent., there comes a complaint. These discrepancies are ascribed to the varying nature of the stock, or almost any other excuse. The solution of the whole matter lies with the chemist. If he occupies his rightful position and is consulted as he should be, the cause of the variations in the iron could be traced to its proper source. If he cannot do it, try another man. But give the chemist all the information and assistance he needs before deciding that he cannot solve the question. If need be let him have the furnace for his laboratory and the foundryman as chief assistant, and let them work it out. In nine cases out of ten these two can arrive at the cause of the trouble and find a remedy for it.

Another dividend of 13 per cent. has been declared in the matter of the defunct Commercial Bank of Winnipeg.

About Varnish

GOOD VARNISH

MANDER BROTHERS VARNISH

THERE are a few varnishes that wear well, but they must be mixed, or "fixed," before they can be used. Other kinds work all right, but are not durable. Mander's is the only varnish that is ALWAYS right, at all seasons and under all conditions.

The fact that there is more Mander's Varnish now used in Canada than all other brands of English Varnish imported, speaks for itself.

BELLEVILLE, June 3rd, 1894.

Gentlemen,—

Replying to your enquiry as to how we are pleased with Mander Brothers' Varnishes, we would say that we have used Mander's Body, Gear and Rubbing Varnish for years past, with the very best results to ourselves and customers, and we would not change.

Yours truly,
JOHN FINNEGAN & SON,
Carriage Builders.

OTTAWA, May 23rd, 1894

Gentlemen,—

In reply to your enquiry in regard to how I like Mander Bros.' Varnishes. As you know, I am a good, steady customer for the Varnish. I intend to continue so, as I consider it the most reliable of any of the standard English varnishes.

Yours truly,
JOSEPH DUFOUR,
Carriage Builder.

PETERBOROUGH, Jan. 8th, 1895.

Dear Sirs,—

We are delighted with the last varnish we received from you, and which, we understand, is the manufacture of Mander Bros. It is, without exception, the finest we have ever used on our canoes, containing a body which we have not found in other varnishes, and after a very severe test we find that the weather has not the slightest effect on it. We shall certainly duplicate the order when our supply runs out.

Respectfully yours,
THE WM. ENGLISH CANOE CO.
Per W. J. English.

VICTORIA, B.C., Nov. 26th, 1894.

Gentlemen,—

I have used Mander's Durable Outside Varnish for the last five years, on shop fronts and other exposed work, and after an experience of twenty-five years with varnishes generally, I prefer this varnish to all others for the purpose.

Respectfully,
JOSEPH SEARS,
Painter.

Sole Agents for Canada:

Walter H. Cottingham & Co.

FINEST PAINTS AND VARNISHES

MONTREAL

A MARITIME BOARD OF TRADE.

THE convention of the Maritime Boards of Trade, held in Halifax last week, has resulted in the formation of a Maritime Board of Trade, embracing the various Boards in Nova Scotia, New Brunswick, and P. E. Island. The convention opened on Tuesday morning in the City Hall. In the absence of President Dwyer, of the Halifax Board, W. A. Black, M.P.P., vice-president, presided, and A. M. Payne, of the firm of John Silver & Co., acted as secretary.

The following delegates were present: Hon. David Laird, Charlottetown; G. Wetmore Merritt, W. Frank Hatheway, George Robertson, H. A. Drury, St. John; W. S. Loggie, Chatham, N.B.; E. W. Beckwith, Canning; J. W. Bigelow, Wolfville; F. H. Eaton, Kentville; Hon. L. E. Baker, Yarmouth; E. C. Hanrahan, Sydney; James R. Rudolf, W. N. Zwicker, J. D. Eisenhaur, Lunenburg; Allan Tupper, Queen's County; James Eastwood, acting mayor of New Glasgow; Dr. D. H. Muir, G. A. Hall, Truro.

The members of the Halifax Board present were: Arthur Curren, Senator Power, M. F. Eagar, J. A. Chipman, John McInnis, Thos. Jenkins, Lieut.-Col. Clerke, Premier Fielding, Geo. E. Troop, John Starr, R. Pickford, Lieut.-Gov. Daly, James Morrow, Thos. Forham, A. Stephen, F. G. Forbes, M. P., Guy Hart, J. E. DeWolfe, Jonathan Parsons, Hon. William Ross, M. T. Foster, W. Chisholm, Thos. Allen, Geo. Mitchell, T. E. Kenny, M.P., E. G. Kenny, C. H. Harvey, J. Parsons, J. E. Butler, Howard Bligh.

Letters and telegrams expressing regrets at not being able to be present were read from the following: M. F. Plant Stapleton Caldecott, president of the Toronto Board of Trade; George Hadrill, secretary Montreal Board; Julius T. Gardiner, president Woodstock Board; F. C. S. Ketchum, secretary Woodstock Board; C. N. Vroom, secretary St. Stephen Board; C. E. Bentley, president Truro Board; J. E. Burchill, president Sydney Board; John M. Lyons, Moncton; Hon. Montgomery Moore and Major Waldron.

Lieut.-Governor Daly, Premier Fielding and the chairman welcomed the delegates. An address of welcome from the Halifax Board was read by the secretary. At the first session an organization committee and a committee to draft a list of subjects for discussion were appointed, and short speeches made on various subjects by different delegates.

On Tuesday afternoon the Maritime Board was duly organized by the following officers:

President—Mayor Robertson, St. John.
First Vice-President—Geo. J. Troop, Halifax.
Second Vice-President—P. Blake, Charlottetown.
Secretary-Treasurer—Ira Cornwall, St. John.

The Committee on Organization submitted the following resolution, which was adopted:

1. This body shall be known as the Board of Trade of the Maritime Provinces.

2. It shall be composed of delegates selected from the various Boards of Trade throughout the Maritime Provinces.

3. It shall deal with all matters affecting the interests of trade and commerce of the Maritime Provinces, as well as of the whole Dominion.

4. The officers shall be a president and two vice-presidents, each representing one of the Maritime Provinces, and a secretary-treasurer, to be elected at the annual meeting of the Board.

5. There shall be a council comprising one member from each Board affiliated with the body, who are to be elected by their respective Boards immediately after the council meeting of the Maritime Boards, five members of which shall form a quorum. The president, vice-presidents and secretary-treasurer shall be ex-officio members.

6. The annual meeting of the Board shall be held on the third Wednesday of August, at such place as may be selected.

It was decided to levy a tax of 10 cents on each member of the different Boards.

The Committee on Subjects for Discussion handed in the following, which was adopted:

1. Extending Boards of Trade throughout the Maritime Provinces, and affiliation of associations respecting the different industries in the Maritime Provinces with the Board.

2. Transporation, cold storage, imports, exports, mail subsidies, freight rates.

3. Fast Atlantic service, exportation of the products of Canada through Canadian only, not U.S., ports.

4. Telegraphic communication between P.E. Island and cable communication with the West Indies.

5. Tariff question. The duty on corn meal. Should it be reduced?

6. Modes of assessment and taxation.

7. Inspection of fish and fish oil. Should it be compulsory?

8. Immigration into the Maritime Provinces.

9. Reduction of fire insurance rates.

10. Maritime agricultural and horticultural college.

In reference to the first clause, the Board deemed it advisable to instruct the secretary to correspond with the different localities, with the object of forming Boards throughout the provinces.

A general discussion followed on the other clauses, which occupied Tuesday evening and Wednesday morning's sessions.

The following resolutions were adopted:

Resolved, that the Maritime Board memorialize the Dominion Government to endeavor by granting an additional subsidy or otherwise to effect an arrangement with the telegraph company which owns the cable between P. E. Island and the mainland and connecting lines on the island and mainland to secure such rates for messages and such open hours of business as will place the island on an equal footing with the rest of Canada.

Resolved, that the Maritime Board of Trade memorialize the Dominion Government to co-operate with the Imperial Government with the object of having the Bermuda cable extended to Jamaica, British Guiana and other islands of the West Indies.

Resolved, that the rapidly developing importance of the fruit and dairying industries in the Maritime Provinces demands improved facilities for the transportation of the products of these industries, both by railway and steamboat, especially in the direction of cold storage, and this Board hereby decide to give any scheme calculated to secure such ends its hearty support.

Whereas, the business communities of North Sydney and Glace Bay are much inconvenienced by the existing freight train service on the Cape Breton section of the I. C. R., and the interest of the towns named would be materially assisted and advanced by having between Sydney and Point Tupper a daily freight train with accommodation for the traveling public,

Resolved, that this Maritime Board of Trade heartily sympathises with the efforts of the Cape Breton Boards of Trade to obtain this improved service, indorses the same, and would strongly recommend the Department of Railways to give the matter their careful consideration.

Whereas, for years past, after navigation of the St. Lawrence has closed, through Canadian freight, carried on steamers subsidized by our Canadian Government, after mails have been landed at through port, have been landed and shipped at a foreign port, to the detriment of the Maritime Provinces; therefore,

Resolved, this Maritime Board of Trade memorialize the Dominion Government, urging, in future, subsidies only be granted to steamers sailing between port or ports in the United Kingdom and port or ports in Canada only; also,

Resolved, all affiliated Boards of Trade be requested to urge upon their representatives at Ottawa that they unite with other Maritime Province members in seeking to secure such subsidies as will result in the through passage of the mail and freight business being done through Canadian ports.

The following resolution was left over for the next meeting:

Whereas the present law on the Statutes relative to the inspection of fish and fish oils is optional, and whereas serious complaints are continually received from abroad, owing to short weights, inferior packages, and the standard of cull below the requirements of the Act;

Therefore resolved, that the Board urge upon the Dominion Government to make the present Act compulsory.

The question of cold storage for the provinces was one of the most important subjects under discussion, Major Clarke, an English gentleman, who has been in this country some months, and who, it is understood, is promoting a company to operate cold storage, addressed the Board, and advocated establishing cold storage at St. John, Halifax, and Charlottetown. He felt sure the Atlantic steamship owners would follow. W. S. Loggie, an extensive fresh fish exporter of Chatham, N.B., gave as his opinion that a proper system of cold storage would open up a market for our salmon in England. The winter port question was also discussed at length.

Wednesday afternoon the Halifax Board entertained the delegates and others to an excursion on the harbor and lunch at Lawlor's Island. Sir James Grant, of Ottawa, was among the guests.

The new Board starts under very favorable auspices and will no doubt be productive of much good to the mercantile community of the Maritime Provinces.

The idea originated at a meeting held in St. John about a year ago and has been carried to a successful consummation through the endeavors of ex-President Troop, of the Halifax Board, and the indefatigable secretary, C. M. Creed.

The next meeting will likely be held in St. John.

TAUNTON.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

GUNPOWDERS

American Dead Shot

If you want the best Black Powder order Dead Shot.

English Schultz Smokeless

If you want the best Smokeless Powder order Schultz.

H. S. HOWLAND, SONS & CO.

Sole Agents for Canada 37 Front St. West, Toronto.

The **Graham** Cut and Wire Nails are the best.

HONORING E. A. DALLEY.

EVER since the organization of the Commercial Travelers' Association of Canada, one of the oldest and most esteemed officers has been E. A. Dalley, says The Hamilton Herald of Saturday, and at the last meeting of the Association, when Mr. Dalley announced that, owing to his health, he would have to resign his office, it was decided to tender a banquet to him as a mark of esteem. On Friday evening a convivial gathering of drummers assembled at the Royal Hotel, banqueted their retiring confrere, and spent a jolly night.

H. G. Wright, vice-president of the Association, occupied the chair, and John Hooper, also a vice-president, was in the vice-chair. Around the table were: John Muldrew, W. T. Hall, Jos. C. Black, John Burns, Jas. Seargeant, R. J. Orr, W. H. Stone, C. D. Kyle, R. H. Crosbie, James Taylor, of Toronto; J. H. Herring, Fred Johnson, Robt. Griffith, T. P. Allan, Andrew Murdoch, Alex. Munroe, T. M. Davis, James Hooper, F. F. Dalley, J. F. Egan, W. Bremner, of Hamilton; and P. T. McCullough, of Woodstock.

A tempting supper was provided, after which there was the following toast list:

"The Queen."

"The Army and Navy"—Capt. Stone, Andrew Murdoch.

"Our Guest," E. A. Dalley. The gathering sang "He's a Jolly Good Fellow," "He's a Daisy," etc. J. C. Black read an illuminated address, highly eulogizing Mr. Dalley for his activity and energy during his connection with the Board. He spoke briefly of the hardships of traveling years ago, when there were no railways, and travelers, after driving miles in a snowstorm, were glad to roll themselves in a blanket and sleep on a hotel floor. He characterized the old travelers as the pioneers and ambassadors of commerce.

In response Mr. Dalley suitably replied, reviewing briefly the history of the Association and his connection with it. He expressed sincere regret that owing to ill-health he was forced to resign from the Board, but assured his associates that he would always be prepared to lend every assistance possible to the Association.

"Commercial Interests of Canada"—Capt. W. G. Reid, John Muldrew, of McMaster & Co., Toronto, and Alex. Munroe.

"Commercial Travelers' Association"—J. C. Black, James Taylor and Capt. Reid.

The toasts of "The Press" and "The Ladies" were responded to.

During the evening songs were sung by J. F. Egan, "Our Native Land"; Tom Davis, "The Maple Leaf"; Tom Davis, "Our Own Dominion"; J. F. Egan, "Nil Desperandum."

Chairman Wright, on behalf of the Hamilton travelers, presented Mr. Dalley with a handsome reclining chair.

The recipient of the honors above referred to is a member of the well-known F. F. Dalley Co., and HARDWARE AND METAL hopes health may be again restored to him.

HONEST ADS.

If it were necessary to be dishonest in business in order to succeed, then there would be no premium on honesty, as there is everywhere to-day, says an exchange. If the dealers only knew how rapidly their people absorb every influence that tends to pull down, rather than elevate, the standard of commercial integrity, they would slow up on such methods from policy, if not for conscience's sake. There are, fortunately, conspicuous examples of phenomenally successful houses who will not allow an advertisement of any sort, be it newspaper or placard, that contains any untrue statements. Such firms say there is no need to deal in any misrepresentations, as sufficient enthusiasm can be aroused with the truth in their advertisements.

GLASS

FULL STOCK OF EVERY DESCRIPTION

LOWEST CURRENT PRICES

SHEET, FANCY AND PLATE

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West *Toronto*

SELLING AS AN ART.

IT IS not everyone who can make a good salesperson, says The Commercial Enquirer.

It requires a certain knack which is innate, and cannot be acquired. First of all, one must like the vocation, if he intends following it. Without this you will lose a great deal of time valuable both to yourself and your employer. Some take positions in shops through inclination, others through force of circumstances. But when one enjoys a position back of a counter he can always make a success of it.

Patience, perseverance and ambition must be the watchwords of every salesperson. These are indispensable qualifications.

Patience to an unlimited extent is absolutely necessary, for without patience no clerk will make a successful salesman.

Perseverance is another attribute much needed in the "make-up" of a good salesman. But this is often overdone by clerks making the error of supposing that a constant dinging at a customer effects the sale.

As to ambition, I would not give much for the future of any young man who would be satisfied always with the position he holds, however good it be.

He neither benefits himself nor his employers. This is the greatest mistake a salesman makes. The moment he feels he has attained his aspirations that moment he has exhausted his usefulness to his house.

He should strive to gather the knowledge and workings of all stocks, though he be confined to one department. He should strive, first of all, to work through the different grades until he is at the head of his special line. He should learn to obey, not because he must, but because he ought to. One who cannot obey cannot command. He will be unfit even to assume the charge of his stock should opportunities ever give him the chance. He must act, in carrying out his instructions, with the expectation that some day he will have a place of business of his own, and must learn to run it successfully.

He should always dress neatly and genteelly, never in an eccentric or fastidious manner. He should be agreeable, without being intimate; pleasant, without being offensive. He should at all times be in readiness to wait on customers, and approach them with a pleasant address, remembering that the first impression is the one that tells. On receiving a reply from a customer he should show his goods in an unostentatious manner, trying to sell without importuning.

Shoppers nowadays are intelligent. They know well the value of merchandise, and, therefore, it does more harm than good to enlarge too much on what you are selling. A pleasing explanation of the fashion, a general suggestion, and then the salesman should allow the customer an opportunity of exercising unbiased judgment. Sales are often ruined by overmuch talk.

Be honest in your suggestions; never overdo anything; show your wares to the best advantage; make your stocks look presentable, and you will be a success. Many clerks make mistakes by being forced into submission. It is far better to do what is expected of you in a graceful manner than to be coerced.

Promptness is another factor in the "make-up" of a good salesperson. That employe who lags a few moments in the morning or noon-time will lag all through life.

Discretion in waiting on a customer is another rare quality. To a neat person show neat patterns. To one who is a little more lavish in style of dress, show goods according to such tastes. Never try to convince a customer that your way of thinking is right. You can advance your ideas, but if you find that they conflict with your patron's views, arguments are very harmful.

Be truthful under all circumstances; never misrepresent. Even though you should make a sale through misrepresentation, you have surely lost a customer, and your house loses that patronage. The truth in business is a mighty power, and paramount to all other qualifications.

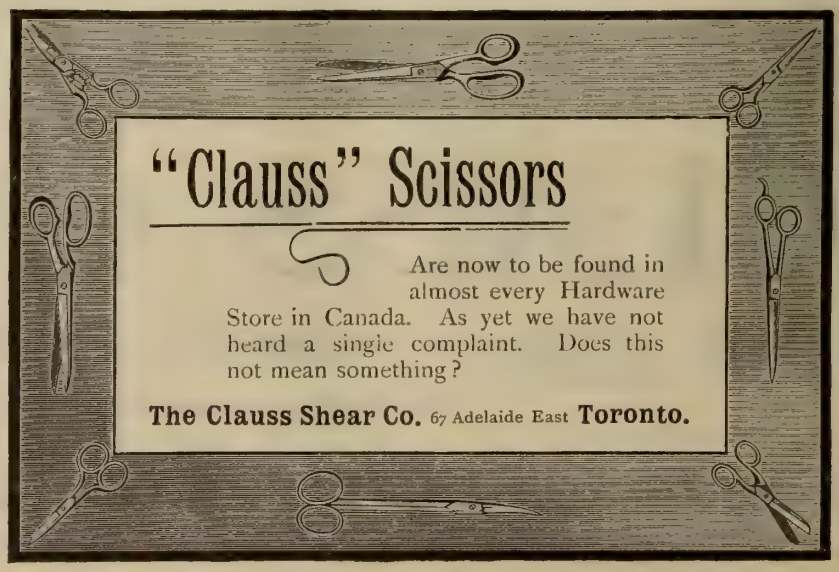
Always be doing something. In a large store, as well as a small one, there is always something that should be improved. Idleness leads to mischief. Silly conversation back of counters has been the starting point of the downfall of many young people who might have made a success of their vocation. In the first place, by your frivolous conversation you lose the respect of even those who listen to your prattle, and besides that you do yourself the greatest injustice. If you do not begin by gaining the respect of those around you, you need never expect it from your superiors. There is no position in an establishment that you cannot gain, if by your merit and ability you are qualified to fill it.

Bear in mind that seven-eighths of the employers of to day started in life at the bottom of the ladder, and only attained what they now have through harder work than is needed by you. Be ever mindful of your employer's interests. If you are faithful in your duties to your employer reward will surely follow. Sometimes it may be slow in coming, but it will certainly come.

It will always be necessary for some one to be given complete charge of the large establishments which exist to day and will exist in the future. Why not you? It is worth trying for, and if you combine the requisites mentioned, your chances are as good as the best.

BOILING LINSEED OIL.

There are two methods in use for boiling linseed oil. The oil, explains an exchange, is heated to a high temperature over a naked flame until frothing occurs, when a lead or manganese compound is added, and the boiling continued. In this process water is first given off; the mucilage is next destroyed by charring, and then the glycerine begins to be destroyed. The latter reaction is helped by the oxidizing action of the metallic compounds added, the metals combining with the free linoleic acid as fast as it is formed, so that the resulting boiled oil always contains either lead or manganese, whichever has been used. The process is somewhat dangerous, as the oil may easily take fire, and the finished product has always a more or less brown color, supposed by many, though sometimes erroneously, to show a better quality than the paler oils. In the second method the oil is heated by steam, and during the process air is blown through it, either a lead or manganese compound being at the same time added. The latter process is, of course, without the danger that accrues from using an open fire, and the oil produced, not having been heated to such a high temperature, has a pale color. The oxidation and destruction of the glycerine are chiefly performed by the air blown in.





COW TIES

Open Ring, Closed Ring and Walton . . . .

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Write for Catalogue.**

Manufactured by

The B. GREENING WIRE CO., Ltd. HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

WORK AND LEISURE.

A DISTINGUISHED French thinker once remarked to a friend that only those who lived before the Revolution had any idea of how charming life might be. The remark, writes P. F. Cook, in a contemporary, has its significance in these days in America. We do not, as a nation, enjoy life. We lack repose. We hurry too much, and seemingly are determined to take our rest in eternity. We are missing those social delights to which the Frenchman alluded as being characteristic of pre-Revolutionary days. We are becoming stupid, too, because we lack seriousness and never take time to think. The society of France at the time mentioned was certainly fascinating from its delicate sense of refinement. Even the occasional outburst of coarseness sparkled with the jewels of wit ; now it is covered with the tarpaulin of respectability. The coarse fellow then was a wit and scholar ; now he is a dunce and a fool. Now the majority of our young people find nothing more serious to think about than horses and the like, and conversation, like letter-writing and a hundred other joys of a quiet and leisurely age, is fled, and in their place we have telegrams, slang, and slovenliness.

Work is a good thing—leisure is, too. Too much of either is to be avoided. Nowadays, however, there seems to be little danger of too much leisure—in fact, there is too little of it altogether, and we are losers thereby. It is from his leisure that a man constructs the true fabric of self, and all the really great work in the world of art has written on its forefront the imprint of leisure. It was genial Charles Lamb who said that "The time a man may call his own, that is his life," and his best work shows the truth of the remark. At a time when the opposite doctrine is being most industriously preached, it may be wise for us to insist upon the necessity and benefit of leisure, and to put all that we can get out of it to the very best advantage. The art of doing nothing in some cases is as beneficial as the habit of never being without something to do.

A so-called American philosopher, speaking of the country, said a few weeks ago that he dreaded its quiet more than its noise. There is food for thought in this remark. The unnecessary noise and racket of modern life exist simply because the people are not educated up to an appreciation of quiet and repose. The philosopher referred to speaks for a large number of people. Too many of us have learned to identify bustle and noise with life and progress. The clatter of civilization has become as music to our ears, and we have lost the faculty, it seems, of enjoying that mental and physical quietude in which only can grow the finer and more intangible graces and charms of life.

CHEEKY BORROWING, THIS!

"Is the practice of borrowing tools from ironmongers at all general?" asks Hardwareman.

The question is suggested by the practice adopted by an English firm to put a stop to losses from this cause, and yet not offend the customer who borrows by raising any dispute as to whether an article borrowed had or had not been returned. The practice referred to was to ask the borrower to sign a slip printed in the following terms, with blanks for filling in :

> .....
>
> 189
>
> Borrowed of X. Y. Z., File Street.....
>
> ....which I
>
> agree to return at once and TAKE UP THIS
>
> SLIP or pay..... .....for the same.
>
> .....
>
> .....

When signed, this slip is put on a file, and if the article is not returned in a day or two the borrower is reminded. As he takes up the slip when he makes restitution, no difficulty or misunderstanding can ever arise.

We fancy, however, few hardware dealers are in the habit of being so accommodating as this English house.

SHOT { Drop, Double Chilled, And Buck.

WHITE LEAD and PUTTY

Quality unsurpassed. Prompt attention to orders.

ADDRESS

Ontario Lead and Barb Wire Co. Ltd.

Works : 55, 57 and 59 Richmond Street East

54 and 56 Lombard Street, Toronto, Ont.



Sclater Asbestos Manufacturing Co.

WILLIAM SCLATER

Manager

35 ST. PETER STREET, MONTREAL

REPRESENTING

THE KEASBEY & MATTISON CO.

Ambler, Penn.

REPRESENTING

THE H. W. JOHNS MFG. CO.

New York

• • •

Bell Telephone
611

"The noblest characters are those who have steered the life-vessel through the stormiest seas."

We desire to impress upon you, in expressing our gratitude for the generous patronage we have hitherto enjoyed at your hands, that our facilities are greater, in sympathy with the prodigious development of our business, to cope with the requirements of the trade.

Our stock is complete in its several departments, and, when our prices are taken into consideration, we cannot be out-rivalled in the Dominion.

We hesitate to say more, pending the opportunity of giving you, at your solicitation, practical evidence of our contention.

Respectfully yours,

SCLATER ASBESTOS MFG. CO.

WILLIAM SCLATER
MANAGER

OUR SPECIALTIES

"Asbestos" Paints for every purpose.

"Asbestos" Roofing—"Pronounced the best."

"Asbestos" Steam Pipe and Boiler Coverings (of every description known).

"Asbestos" Cements — Magnesia, Magnabestos, Plastic, Retort, Stove Lining and Gasket Fittings, Hot Blast Cement Sponge, Fire Felt in rolls, Sheet Fire Felt, Corded Sheathing, Lining Felt, Soldering Blocks, Sheathing, etc. Piston Rod Packing, Wick, Millboard, Wound Cloth Packing.

"Asbestos" Crude and Fibrized of every grade and manufactures thereof continually in stock. . . . . .

Cotton Wastes, Oakum, Pitch.

Mill, Railway and Steamboat Supplies of every description.

Galvanized Range Boilers—Large stock always on hand . . . . . .

SPECIAL AGENTS FOR THE

CYCLONE FIBRIZING CO.,

Telephone 494. **City Office Phone 611.**

St. Gabriel Locks—
Pulverizing, Fibrizing and Grinding of Materials of Every description at low rates.

Tabulated Price List of our Magnesia Sectional Coverings

FOR WROUGHT IRON PIPES AND FITTINGS.

OUR PLASTIC

Cement Coverings

are applied by contract

or supplied by the barrel, in wet or dry form.

Magnesia Removable Plastic and Block Boiler Coverings are The Best.

FOR WROUGHT IRON PIPE.			FOR FITTINGS.				
Inside Diameter of Pipe.	Weight of Covering per Lineal foot.	Price per Lineal Foot Canvas-Jacketed	Elbows and 45° Elbows	Tees.	Globe Valves	Crosses	Flange and Malleable Unions
1-2 in.	8 oz	$0 18	$0 20	$0 30	$0 25	$0 35	$0 30
3-4 "	9 oz.	20	25	33	25	43	33
1 "	10 oz	22	25	33	25	43	33
1 1-4 "	12 oz.	23	25	33	25	43	33
1 1-2 "	15 oz.	25	25	33	25	43	33
2 "	18 oz.	27	27	36	27	48	33
2 1-2 "	20 oz.	31	31	41	41	53	41
3 "	24 oz.	36	36	48	48	60	48
3 1-2 "	26 oz.	40	40	53	53	68	53
4 "	30 oz.	44	44	59	59	75	59
4 1-2 "	38 oz.	47	50	65	65	80	63
5 "	44 oz.	50	58	75	75	90	67
6 "	48 oz.	60	65	90	90	1 00	77
7 "	55 oz.	65	83	1 20	1 20	1 10	90
8 "	65 oz.	75	1 00	1 35	1 35	1 20	1 00
9 "	75 oz	80	1 10	1 50	1 50	1 35	1 10
10 "	85 oz.	90	1 25	1 75	1 75	1 50	1 25

The sections are 36 inches in length. A sufficient number of fastenings furnished without additional charge. Sold in full sections only.

By use of these fittings much time may be saved in the application of the covering, and a much neater finish to the work attained. In case of a valve not fitting, the stem can be removed and packed without removing the covering.

We employ continually a staff of experienced workmen and apply our materials by contract if required. Each barrel contains sufficient to cover 40 square feet, one inch thick.

WRITE FOR DISCOUNTS

Our coverings contain 90 p.c. of Pure Carbonate of Magnesia.

Sclater Asbestos Manufacturing Co.

WM. SCLATER, Manager. **35 St. Peter Street, MONTREAL**

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, Aug. 23, 1895.

HARDWARE.

TRADE in general hardware is commencing to pick up a trifle, but jobbers complain that the frequent changes in values are as bad in their interference with trade as the previous era of low prices and cut rates. The important changes this week have been in barbed wire and iron pipe from 2½ inch upwards, values being advanced pretty materially. In other lines there is no change, but a fair trade is noted in sporting goods, guns and ammunition especially. There is a fair enquiry for cutlery also, and in the course of a week or so the fall movement is expected to assume its full proportions.

BARBED WIRE—The makers this week decided on an advance of ⅛ to ¼c., the price now being uniform in Ontario and Quebec. Business is of very moderate dimensions. We quote as follows: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3¼c., shipments of 500 lbs. and upwards delivered, where the rate does not exceed 25c. per100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra. Discounts 60 days, or 2 per cent. off 30 days.

PLAIN WIRE — Business very quiet and no change in values to note. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE — Business quiet and prices unchanged. We quote: Sisal, 6¼ to 6¾c. at the factory; jobbing prices, 6½ to 7¼c.; deep sea line, 15½c. at the factory, and 16c. in a jobbing way, pure manilla, 8½ to 9c. at the factory, and 9 to 9½c. in a jobbing way.

BINDER TWINE— There is no change in this line, trade being quiet on the whole. We quote: 6 to 6¾c., as to brand.

CUT NAILS — The advance has served rather to check than induce demand, and business this week has been very quiet. The base price is $2.50 Montreal, Toronto, Hamilton and London, freight prepaid on 10-keg lots, where the rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Remarks on cut nails apply also to these, business being very quiet. Discounts now are: 75 and 5 f. o. b. Montreal and Quebec, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS — There is a moderate demand for these at 55 per cent. off the list.

HORSESHOES—A fair enquiry for these is noted, but the volume of business is not large. We quote: Iron shoes, $3.50; steel shoes, $5.50 to $5.70, the outside for toe weights.

TACKS—Dull and unchanged. We quote: Discounts B.B.B., iron, carpet blued (in dozens), 50 per cent.; do, tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—No changes to note in this line, business being of a fairly active character.

PLUMBERS' SUPPLIES—Fittings of all kinds continue fairly active.

LEATHER BELTING—Demand is of a quiet character, and values are the same.

CUTLERY—This is one of the most active lines in a jobbing sense, both table and pocket cutlery receiving attention.

SPORTING GOODS—Guns and ammunition continue to be well enquired for, though the volume of business is not very extensive.

LAMP GOODS—Orders for these are fair, especially for burners, both for prompt and later shipments.

SHOT—There is no change in shot.

CEMENT—A fair trade is doing in cement and prices are steady. We quote: Belgian, $1.90 to $1.95, and English, $2 to $2.05.

FIREBRICKS—Business in these is fair and prices steady at $15 to $21 per 1,000, as to brand.

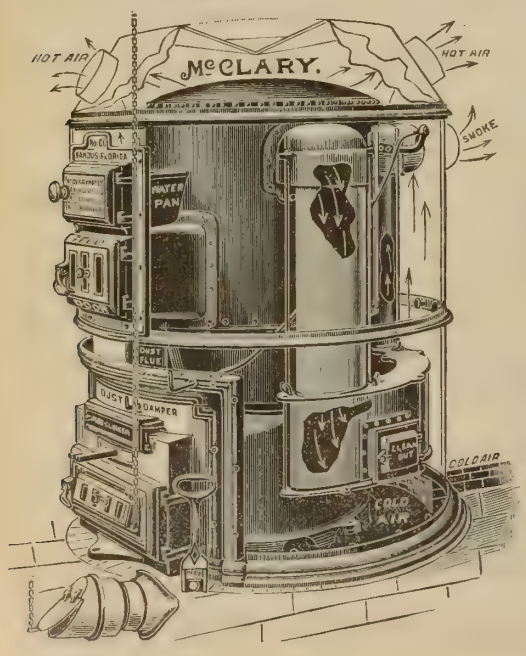
METALS.

The firm tendency that has been referred to quite often lately is well maintained on all lines of heavy material and metals, any change in values that has taken place being in an upward direction.

PIG IRON—The firm tone noted last week in pig iron is fully maintained. No Nova Scotia can be had under $17, and Scotch is held firm at $19.50 to $20 for Summerlee and equal brands. Some round lots have been placed in Toronto and other western markets during the week at the inside figure.

BAR IRON—Business is fairly active and prices firmly held at $1.65.

SHEET STEEL—A moderate trade is doing in this line, and prices are steady. We quote on the basis of $2.75.



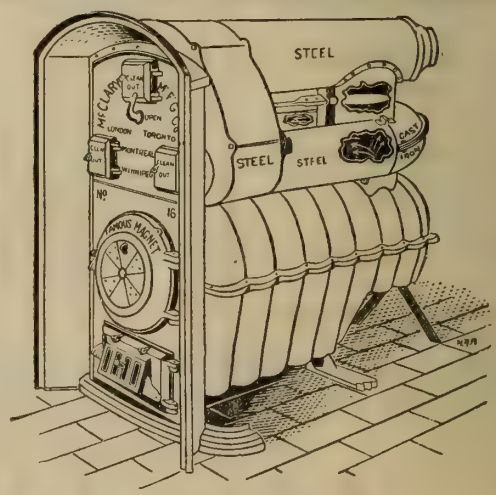
IF YOU HAVE NOT HANDLED OUR

FURNACES

IT WILL PAY YOU TO DO SO.

They are satisfactory to both dealer and user.

Inspection will convince you of their superiority. Look into this for yourself.



The McClary Mfg. Co.

LONDON. TORONTO. MONTREAL. WINNIPEG. VANCOUVER.

PIG LEAD—Business quiet but prices steady at $3.10 to $3.25.

LEAD PIPE—Quiet and steady at 7 to 7½c., with 30 off.

GALVANIZED IRON—A good trade has been done in galvanized sheets both from stock and for forward delivery. We quote on the basis of $4.25 for No. 28 gauge.

INGOT TIN—There has been a moderate trade to note in tin at steady prices, viz., 17 to 18c.

INGOT COPPER—Quiet, but prices are very firmly held at 11½ to 12c.

IRON PIPE—The demand has been fairly active and some good business has been done both in the smaller and larger sizes for future delivery. The latter from 2½-inch upward, as will be seen elsewhere, are all advanced from 2 to 20c., the extreme advances being on the larger sizes. Trade discounts are the same, 67½ to 70 on black and 47½ to 50c. on galvanized.

SHEET COPPER—There is only a quiet trade to note in this line and we quote 14 to to 20c., as to grade.

SHEET ZINC—Business rules quiet and prices unchanged as before, 4½ to 5c., as to quantity.

CANADA PLATES—These continue steady with a fair business reported, and values are firmly held on the basis of $2.10.

TIN PLATES—Trade in these has been more active during the week and prices are steadily held. In fact sellers are disposed to ask rather more than they did a week ago for cokes. We quote: $2.75 to $3 for cokes, and charcoal $3.25 to $3.75.

SOIL PIPE—Business fairly active on the basis of 15c.

TERNE PLATES—Orders are coming to hand in fair shape and prices are steadily held at $5 75 to $6 25, as to brand.

HOOPS AND BANDS—There is little to note in regard to these, business being fair and prices steady.

SPELTER—There is nothing new to say in regard to spelter, which is firmly held at $4.50 to $4.75.

ANTIMONY—Quiet and unchanged at 10c.

PAINTS AND OILS.

The feeling in leads and oils continues strong all round, and the usual demand on fall account is commencing to make itself felt.

LEADS—White lead has a stronger tone, and nothing can now be had under $4.75 for No. 1. We quote: Choice brands white lead, Government standard, $5; No. 1, $4 75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—Business moderately active and prices steady at 90c. to $1.05, as to grade.

LINSEED OIL—Continues strong in tone, with values firmly held at 59c. for raw and 62c. for boiled.

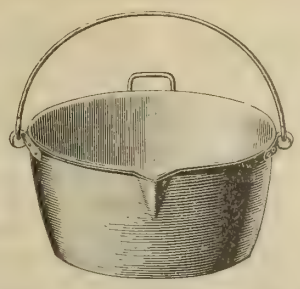
SEAL OIL—Steady and unchanged at 37½ to 40c.

COD OIL—Prices steady at 35 to 37½c., and business quiet.

TURPENTINE—There is no change in prices, but the market has a stronger tendency. We quote 44 to 45c.

RESINS—Business in these at present is quiet. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

BEST PATTERNS



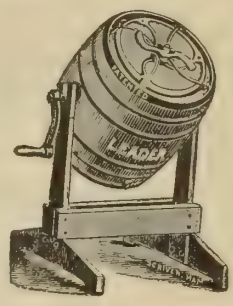
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PEARL STEEL WARE

Finest and best Enamelled goods in the market.

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Limited — Toronto

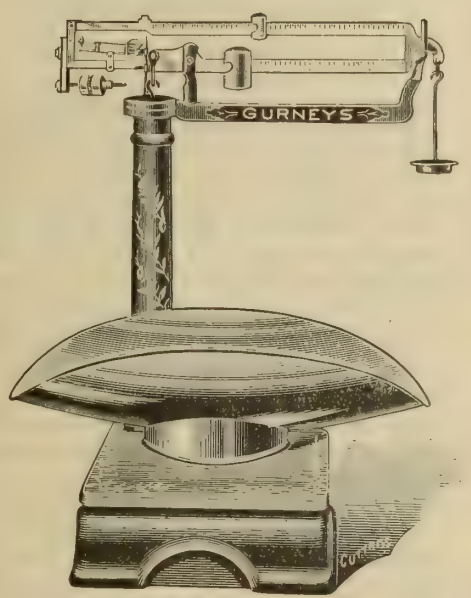
See our new Malleable Handle with Locking Attachment. No more Broken Hooks nor Lost Plugs.



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DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by

THE GURNEY SCALE CO.
Hamilton, Ont., Can.



No 161. Napkin Ring.

OUR TRAVELERS

are now out with photographs and samples of a very complete line in

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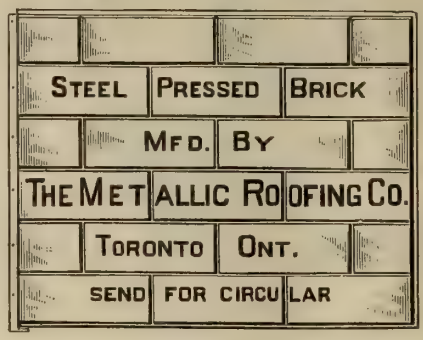
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Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



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METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

GLASS.

The glass market is quiet and prices have a firm tendency in consequence of stronger advices from primary markets. We quote: First break, $1.15 to $1.20, and second, $1.25 to $1.30.

CHEMICALS AND DYESTUFFS.

There is no change in heavy chemicals. We quote: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $2 to $2.50; ditto, 70 per cent., $2.25 to $2.50; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $65 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

Petroleum is quiet and unchanged. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 18½c. in car lots and 19½c. in smaller quantities. Water white, 20c. in car lots and 21c. in small lots.

HIDES.

Prices are unchanged and business quiet. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins, 35c., with 35c. for clips, and sheepskins, 75c. to $1 each.

TALLOW.

The tallow market is steady at 6 to 6½c. for refined, and 5 to 5¾c. for lower grades.

WOOL.

There is no change in this market. We quote: Cape, 14 to 15½c.; Canadian fleece, 20 to 23c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 12 to 15c.; B.C., 9 to 11c.

ASHES.

The receipts of ashes continue light, and the market rules quiet but firm. We quote: Firsts, $4.10 to $4.15; seconds, $3.75 to $3.80, and pearls, $5 25 per 100 lbs.

MONTREAL NOTES.

Mr. G. Lomer has placed orders here for a round quantity of German wrought iron pipe both in Montreal and Toronto.

Wm. McNally & Co. have sold this week on account of the Trent Valley Canal a round quantity of Belgian cement, 2,500 casks.

Arrivals of cement, as reported by F. Hyde & Co., are 1,200 casks English and 4,700 Belgian, also 30,000 firebricks.

Cables to Pilkington Bros. on window glass note a firmer tendency on primary markets.

Holders here of coke tin plates are exhibiting firmer views regarding values.

Advices on turpentine from the south to McArthur, Corneille & Co. are firmer, but spot prices are not changed from those of a week ago.

The trade in Montreal were notified on Wednesday that the price of barbed wire was now uniform at 3¼c. for the whole Dominion.

Drummond, McColl & Co. report that their Lachine works are booked away ahead with orders for cast-iron pipe. The demand is more active than for the same period last year.

ONTARIO MARKETS.

TORONTO, Aug. 23, 1895.

HARDWARE.

TRADE is gradually recovering from its midsummer quietude, further improvement in the movement of merchandise during the past week having taken place. Orders for such fall lines as cow ties, axes, axe handles, cross cut saws, etc., are being booked freely. The demand for sporting goods has continued to develop, and the movement is now brisk. Much the same is also to be said regarding table cutlery. Tinware is also sharing in the increased activity to a marked degree. A slight improvement is to be noted in the demand for horse nails, but all other kind of nails remain much as before. Horseshoes are also going out a little better than they were. Plumbers' supplies are still in active request. The feature of the market is the advance of ¼c. per pound in the price of barb wire, plain twist and staples. Another important change in prices is in regard to elbows. Payments, while good in some parts of the country, are rather unsatisfactory in others.

FENCE WIRE, ETC.—Both annealed and galvanized wires are quiet. Telephone wire, for which an extra price is being charged, has been forwarded during the week. Discounts, 22½ off the list four months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—The makers have advanced prices ¼c. per lb., the figures now being 3¼c. per lb., Ontario, Quebec, Nova Scotia, New Brunswick and Prince Edward Island. These figures also include plain twist and staples. Terms and deliveries as before. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—There has been a fair demand for manilla rope during the week, and for the different kinds of hemp. Sisal is only moving slowly. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c

CUT NAILS—Since the advance in prices very little business has been transacted, and orders that have been taken are, as a rule, for less than 10 keg lots. We quote: Base price, $2.10, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Business is still quiet A reaction in a few weeks is, however, anticipated. Discount 75 per cent. with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS — Trade has improved slightly, although movements are not yet satisfactory. Discount 55 per cent.

HORSESHOES—An improved demand is to be noted for steel shoes, and iron are going out fairly well, and a further improvement is anticipated in the near future. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Continue quiet and unchanged. We quote discounts as follows: Leather carpet, 30 per cent; B.B B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—There is not much doing. Demand is chiefly for the Royal Canadian with brass corners. Price is unchanged at $26.50 to $27.

WARE—The demand if anything favors the white ware. At the same time, however, Peerless and Pearl are going out freely.

TINWARE—Trade is good, particularly in fall supplies.

ELBOWS—A reduction is announced in this line. We quote: C & F (one piece), $1.10 per dozen in proportion of ⅔ common and ⅓ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

PLUMBERS' SUPPLIES—Activity is still

maintained in this line, and prices are firm with an upward tendency.

LEATHER BELTING—Trade is fairly good, orders, although not large, being fairly numerous. Discounts: Extra, 45 per cent.; standard, 45, and No. 1, 55 per cent.

SPORTING GOODS—There is an active seasonable demand to be noted, orders being now freely booked for ammunition, guns, rifles and revolvers. Loaded shells are selling particularly well.

CUTLERY—The demand continues to improve, and for table cutlery and pocket knives it may now be characterized as active.

LAMP GOODS—Business is good, but it is expected to be still better during the Exhibition.

BINDER TWINE—Business continues quiet at unchanged prices. We quote: Commonsense, 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

CEMENT—Business fair and prices unchanged. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2.75; Belgian, $2.45; German, $2.75 to $3.

PLASTER PARIS—Business is still quiet. We quote prices: New Brunswick, $1.90 to $2 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Orders are coming in more freely for galvanized iron, and there is a fair trade doing in ingot tin. Some large shipments of iron pipe have been received during the week. An increasing demand is reported for terne plates. Prices rule steady to firm.

BAR IRON—There is no change in the situation, the base price still being $1.70 to $1.75 f.o.b. Toronto for ordinary lots.

SHEET STEEL—The slight improvement noted last week appears to have been maintained. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Trade is quiet and featureless. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2.15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge, $2.50 to $2.60.

TINNED IRON—Demand continues moderate for small quantities. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Trade is dull and featureless at 3¼ to 3⅜c. per lb.

LEAD PIPE—Dulness still obtains. We quote: Water pipe, 7c.; waste pipe, 7½c., the discount being 30 off on any quantity, with Montreal, Ottawa, Kingston, Toronto, Hamilton and London as delivery points.

GALVANIZED IRON—A good trade is being done, particularly in the way of import orders. Jobbers seem satisfied that trade this year will exceed that of last year in this particular line. We still quote $4.25 per 100 lbs. for ordinary quantities.

INGOT TIN—The market continues to advance both in London and New York. On the spot orders are of good size. Locally quotations are still 16 to 17c., according to quantity.

INGOT COPPER—The market is still characterized by an upward tendency. Transactions on the local market are nil. We quote 11¾ to 12c.

SHEATHING COPPER—Business has been good during the week, both in shipments from stock and orders booked for import. Prices are now a little higher, being based at 14c. for 16 oz.

IRON PIPE—Some large shipments have been received during the week. Demand is good, and prices are being well maintained. We quote: ¼ to ⅜ inch, 67½ per cent. off the list; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.

GALVANIZED PIPE—Fresh lots have been passed through the Customs this week, putting jobbers in position to fill all orders promptly. Discount remains at 50 per cent.

SHEET BRASS—There is quite a demand for hard or spring brass for sign purposes. Prices are unchanged at 20 to 30c.

HOT-WATER BOILERS—Demand continues good. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9 95.

CANADA PLATES—While there are not any signs of arrivals of fresh supplies, jobbers' stocks are generally in a fair condition to supply the wants of their customers until the latter's import lots arrive. Prices are firm. We quote: $2.25 to $2.35 for 52 sheets, according to brand and quantity; 60 sheets, $2.35 to $2.45; 75 sheets, $2.50 to $2.60; Alaska, $2.90 to $3.

TIN PLATES—Enquiries have been coming in more freely during the past week, and actual business has been better. We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—Trade continues active at steady but unchanged prices. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes 60 and 10 off the list.

TERNE PLATES—Demand is increasing, and very little is now going out under $6.

HOOPS AND BANDS—A few carload lots have arrived during the past week, making stocks more complete than they have been for some time. We quote the base price at $2.25.

ZINC SPELTER—Some ton lots have gone out during the past week, but no large lots appear to have changed hands. We quote: Domestic, 3½ to 3¾c.; "Cherokee," 4¼ to 4½c.; ordinary imported, 4 to 4¼c.

SOLDER—Trade remains exceptionally good with prices firm. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

OLD MATERIAL.

The situation in old material is unchanged. We quote: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron, hoop iron, 10 to 12½c.; new light scrap copper, 6¼ to 6¾c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 6¼ to 6¾c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

GLASS.

Trade has been somewhat brisk during the past week, and it is evidently opening up well with the fall. The demand for double diamond is particularly good. Prices are now pretty well settled after the recent period of uncertainty, and the basis of quotations is $1.15 for first break in fifties. The situation in fancy glass is improving, and a lot of inquiries for plate are heard, but most of the tenders are for glass not wanted until late in the fall.

PAINTS AND OILS.

WHITE LEAD—Trade improving slightly, but not brisk yet. The price is now 4¾c. per lb. for pure, while 5c. is asked in some quarters.

PUTTY—Remains dull at $1.85.

PREPARED PAINTS—More active at $1 for pure.

TURPENTINE—Quiet at 39c. in five-barrel lots and 40 to 41c. in barrel lots.

LINSEED OIL—Is not so scarce as it was, and the demand is about the same at 58 to 61c.

CASTOR OIL—Unchanged at 6½c.

CEMENT—A fair business is being done at old quotations, viz.: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

PLASTER PARIS—Business is expected to pick up shortly. Prices are still: New Brunswick, $1.90 to $2 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

SEEDS.

The alsike clover seed situation is still covered by our last report, $4.70 being quoted at outside points for choice goods, inferior lines bringing correspondingly low figures.

SALT.

Trade is pretty good still. We quote: Barrels, 85c.; coarse sacks, 58c.; fine sacks, 60c.; dairy, $1.25; rock, $10.

HIDES, SKINS, WOOL AND TALLOW.

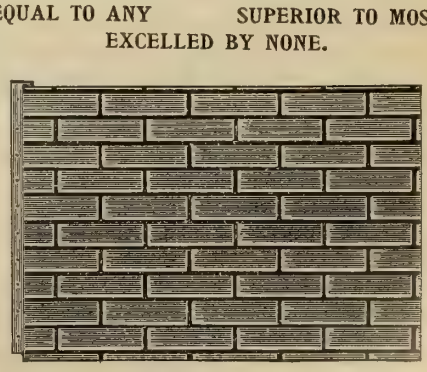
HIDES—Are still accumulating at old figures. No. 1 green is quoted at 8c. for No. 1, and 7c. for No. 2, while 9 to 9½c. is being asked for salt and dried.

SHEEPSKINS—Lambskins and shearlings have risen to 50c.

CALFSKINS—Season over.

WOOL—Trade is fair. Washed combings are quoted at 24 to 25c., and rejections at 17

EQUAL TO ANY SUPERIOR TO MOST EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

to 18c., the bulk, however, having been marketed. In pulled wools supers bring 20 to 21c., and extras 21 to 22c.

PETROLEUM.

Trade is increasing at unchanged prices. We quote: in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

One-piece elbows are cheaper.

Barb wire, plain twist and staples have been advanced to 3¼c. per lb.

The new bicycle factory at Toronto Junction is being rushed to completion.

The Metallic Roofing Co. have booked an order in a western town for 500 squares of corrugated iron.

The Gendron Manufacturing Company is building an addition to their factory for the manufacture of bicycles.

The Gurney Foundry Co., Ltd., are sending out circulars to the trade announcing that they will not exhibit on the Industrial Exhibition grounds this year, but will instead, as for two years past, make their display at their show-rooms, 474 to 530 King street west. They invite the trade to make their show-rooms their headquarters while in the city.

LONDON NOTES.

William Stevely & Son, tinsmiths, London, Ont., are covering the Main Building of the Western Fair Association with the Metallic Roofing Co.'s brand of Eastlake shingles.

The McClary Manufacturing Co. are busy arranging their exhibit for the Industrial Fair at Toronto. They will have their usual display in the Stove Building, and a special exhibit in the Main Building.

UNITED STATES MARKETS.

NEW YORK, Aug. 23, 1895.

PIG TIN—The market remains in statu quo. Speculation is very tame; so much so in fact that it is still very difficult to scalp five points on a contract. Business otherwise continues fair, but, to all accounts, out of town dealers and consumers are buying on a rather smaller scale than during the earlier part of the month. London advices appear a shade firmer, although showing no difference as compared with Monday's prices and noting only small transactions. Prices here remain at about 14.10c. net cash for round lots, prompt or near future delivery, and 14.20 to 14.30c. for ordinary jobbing quantities from store.

COPPER—Business is somewhat uneven at present; at least such would appear to be the case according to reports from various quarters. Some accounts had it that considerable copper is being turned in one way or other, and others not only reflected a tame experience, but intimated that there is some manipulation with a view to securing outside lots for dealers' account. Deliveries continue on the former large scale, and the accumulation therefrom is seemingly rather small, leaving insufficient stock in second hands to have any decided influence upon the general market. Prices remain at 12¼c. for Lake Superior ingot, 11⅞ to 12c. for electrolytic sorts and 11½ to 11¾c. for casting stock. Purchases of the latter at less than 11⅝c. were, however, difficult to make.

PIG LEAD—Little or no change in the market has taken place thus far this week. Buyers are very indifferent, and in some quarters rather more than usually inclined in the bearish direction. This is explained partly in the reports of purchases of foreign lead in Europe to come this way and partly to "bear" effort here and at the west. Prices for common domestic in this market were 3.52½c. for round lots and 3.55 and 3.57½c. for carloads. London cables quoted £10 17s. 6d. for soft Spanish.

SPELTER—Missouri ores have advanced to $25.50 in St. Louis and the market was reported strong at the advance. This has prompted some smelters to advance their prices for spelter and up to 4¼c. in St. Louis was quoted. The New York market showed no sign of responding, since orders were few and some lots offered from second hands at 4.15 to 4.17½c., early delivery. London cable quoted £15 17s 6d for good merchant brands.

ANTIMONY—The jobbing movement proceeds in about the usual way and prices remain quite steady at 8c. for Cookson's, 7⅞ to 7¼c. for Hallett's and 7c. for Japanese.

TIN PLATE—Spot business is still on a moderate scale, with individual purchases no larger than the average for some time past. In forward shipments there is similar lack of improvement, orders for larger quantities than may be required to keep stocks and assortments in proper form being the exception.

IRON AND STEEL—Pig business is of fair volume, but individual purchases are mostly of moderate quantities, since the wants of large consumers are met mostly by deliveries on old contracts. Prices remain very steady throughout

Old material is very firmly held and in quite good demand. Rails continue very scarce. More wrought scrap comes out, but not enough to affect the market. Of other kinds the offering is fair.

Steel rails remain quiet in this market. Small sales only are making, and new enquiries are of unimportant character. Prices are unchanged. Rail fastenings are in only fair demand, but prices throughout are firm.

In heavy mill products, such as beams, channels, plate, etc., dealings here are moderate. Bars and other merchant iron and steel sell fairly at steady prices, but mainly in rather small quantities.

NOVA SCOTIA STEEL COMPANY.

The first annual meeting of the Nova Scotia Steel Co., Ltd., was held in New Glasgow on the 14th inst.

The directors, in submitting the first annual report, balance sheet and revenue account for the year ended 30th June, 1895, have satisfaction in reporting that the sale to this company of the franchises, property and assets of the Nova Scotia Steel and Forge Co., Ltd., and the New Glasgow Iron, Coal and Railway Co., Ltd., as authorized by the shareholders of said companies, at the special general meetings called for that purpose, has been confirmed by Acts of the Dominion and Provincial Legislatures respectively.

The extreme depression of the iron industry, particularly in the United States during the past year, had the effect of reducing prices so much below former years, that profits were greatly decreased.

Owing to the large accumulation of unsold pig iron, and the necessity of a partial relining, the furnace was out of blast during five months of the year.

The output of the steel works was largely curtailed during the month of July, 1894, owing to the cogging mill engines having broken down, involving a large loss through the stoppage of the works and the cost of repairs.

As to the future, prices have improved considerably during the past three months; orders for a large quantity of steel have been received. Pig iron during the past two months is being sold as fast as the blast furnace is producing it, and they enter a new year with very fair prospects.

The accounts herewith submitted deal with the operations of the amalgamated companies for the twelve months ended 30th June, 1895:

The profits of the year ended 30th June, 1895, were	$22,578 35
To this must be added the balance at credit of profit and loss account N. S. Steel and Forge Co., Ltd, 1st July, 1894	3,886 75
Also balance at credit of profit and loss account New Glasgow Iron, Coal and Railway Co., Ltd., 1st July, 1894	90,814 59
	$117,279 69

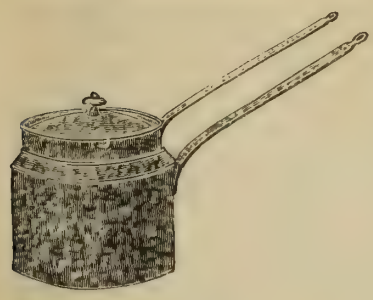
A half-yearly dividend of 4 per cent. was declared on the preferred stock, payable September 10th. The personnel of the directorate remains the same.

TAUNTON.

MERCHANTS BANK OF HALIFAX.

The Merchants' Bank has issued a circular to shareholders, stating that a meeting on March 7, 1893, it was decided to increase the paid-up capital stock from $1,100,000 to $1,500,000. The new stock has been allotted to shareholders at a premium of $50 per share, as they held stock at the close of business on the 14th inst. The stock and premium will be payable in four instalments of 25 per cent. each, on 14th September, 14th October, 14th November and 14th December. The new stock will be subject to dividend from date of payment of the several instalments, but cannot be transferred on the books of the bank until after 1st February, 1896.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.



Crescent Steel Enamelled Ware

EVERY PIECE GUARANTEED

Made of steel—light, strong, durable, impervious to acids.
The very best that can be made.

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

ANCIENT WEIGHING MACHINES.

THE origin of the balance, says an exchange, is lost in the haze of antiquity, for in some form or other it seems to have been known to most nations. Indeed, the use of a balance is such a primary essential in commercial affairs that it is difficult to believe that any nation or race, with a pretense to civilization, could long exist without it. In the early times merchants were obliged to carry a balance and set of weights about with them, chiefly for weighing the bars of metal which they exchanged for goods. Thus it is clear that a standard of weights must have been agreed upon. Deceit, however, was also known and practised, for dishonest traders carried two sets of weights—one to buy with and the other to sell with. It would appear, therefore, that a perfect Weights and Measures Act and a sound system of inspection were as much needed then as now. A thousand years B.C. King Solomon said, "A false balance is an abomination," and five hundred years before that a Scriptural request was written, viz., "Let me be weighed in an even balance." The Jews were most probably taught the use of the balance by the Phœnicians and Assyrians. The Chinese date the origin of their balance—or steelyard—back to a prehistoric period, and, as with many other things, they attempt to make the prehistoric invention serve the nineteenth century.

The cumbersome method of conveying scales, weights and bars of metal, however, was largely dispensed with by the invention of coins, whereby pieces of metal became legal tender for merchandise, but even at the present day a few of our itinerant tradesmen still carry about their scales and weights—being legally compelled to do so—though not for weighing money, but goods. It is certain, then, that the manufacturing of balances has always been an industry of considerable importance. To-day, the production of some balances or scales is a fine art, since they are so delicately constructed as to turn with a weight invisible to the unaided eye, the intrusion of a speck of dust at the time the scale is used being regarded as a matter of concern.

PERSONAL MENTION.

C. J. McKinley, formerly chemist with the F. F. Dalley Co., Hamilton, died at Grace Hospital, Toronto, on Thursday, 15th inst. The remains were interred the following Saturday.

S. Samuel, of M. & L. Samuel, Benjamin & Co., has returned from a three weeks' sojourn at Prout's Neck, Maine.

N. MacNachton, of MacNachton & Co., hardware, Cobourg, Ont., and John Steacy, of the Steacy Hardware Co., St. Thomas, Ont., visited Toronto this week.

W. Hufner, hardware merchant, Boissevain, Man., is in Toronto this week. He is in good spirits over the prospects in the Prairie Province.

E. H. Lyons, formerly with M. & L. Samuel, Benjamin & Co., Toronto, but now with Siegel, Cooper & Co., Chicago, is in Toronto this week renewing old acquaintanceships. He is accompanied by Mr. Siegel, Jr.

MANITOBA CROPS.

The cold dip on Monday night did not do much damage. According to several advices received here no damage whatever was done except in low lying lands. The harvest is now progressing favorably, and the proportion of No. 1 hard is expected to be fully up to that of last year's crop.

CHEAPER MATCHES.

A general reduction of 20c. per case all round has been made in the price of matches. Telegraph matches are now quoted in one-case and five-case lots at $3.50 and $3.30 per case respectively; Telephone, at $3.30 and $3.10; Favorite, at $2.35 and $2.25, and Red Parlor at $1.75 and $1.70

LARGE CONSIGNMENT OF . . . NITRO POWDER Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TRADE steadily continues to pick up, and both jobbing houses and plumbers are pretty busy. This is the case in Toronto, London, Hamilton and other cities, and also in the towns throughout the country. Building operations were begun late this season, and the result is that while plumbers experienced a quiet summer they will likely enjoy a fairly prosperous fall.

* * *

BRASS GOODS.

Early this week, as predicted by HARDWARE AND METAL, all quotations on brass goods were withdrawn, and prices have advanced about 10 per cent. The metal has made a series of advances during the past two months, which has made it necessary for manufacturers of brass goods to raise their prices. Manufacturers in this line, both east and west, are busy and have been for three months, some of the factories working over time and being still behind with their orders.

* * *

CONTRACTS OPEN AND CLOSED.

The plumbing contract for John Eaton's new departmental store, Toronto, has not yet been closed.

Tenders for the plumbing in the new Jewish synagogue about to be built on Bond street, Toronto, have been called for. This building will be fitted with "A1" plumbing, the specifications calling for Neyer-Sniffin vortex closets. Mott's basins, sinks and urinals will be used, and the job should prove a good one to the successful tenderer.

* * *

The following tenders for the new waterworks at Alexandria have been accepted: For steam pump and machinery, the Northey Manufacturing Co., of Toronto; standpipe, Canadian Bridge and Iron Co.' Lachine; pipes and hydrants, William Clendinneng & Son, Montreal; dam and boiler, Gaison & Co., Hamilton, Ont. The Municipal Council of Lochiel Township has passed a bylaw, exempting the plant from taxation for a period of ten years, and given the privilege to lay pipes along the military road.

Tenders for the plumbing of the new T. H. & B. railway station at Hamilton have been called for, but as the work has to be done in a very limited time, necessitating the employment of a large staff, the smaller plumbers will be shut out from tendering.

The Catholic School Commissioners will shortly commence alterations in the Montcolm and Sarsfield Schools, Montreal. This is in accordance with a report submitted by W. E. Doran, the architect, and endorsed by Sanitary Inspector Dore. The plans require a complete alteration of the plumbing and sanitation.

The contracts for plumbing and steam heating in the "sky scraper" in course of erection for the Canada Life Company, at the corner ot St. James and St. Peter streets, Montreal, have not been given out yet or any tenders asked. This work will be a very extensive undertaking and naturally the trade is on the qui vive. Architect Waite, however, has not given the enquiring ones much satisfaction in regard to the matter. Enquiries have been anxious enough, but those in pursuit of knowledge are still guessing as to who the lucky ones will be.

* * *

MR. RUDGE RETIRES.

Cyril Rudge, for some years at the head of Toronto's civic plumbing, has resigned his position, and will henceforth devote himself to music. He is a B.A. and also a Bachelor of Music. It is said that he was forced to resign because he has added a third "bachelor" to his title by remaining unmarried. If the City Council has adopted the principle of preferring married to single men, just because they are married, and without reference to qualification, it is a great pity.

* * *

John Birrell has been registered proprietor of the plumbing business of A. Small, at Montreal.

* * *

It is understood an effort has been made to enforce the new regulations and restrict the jobbers' lists among plumbers in general. There has been for some time a growing feeling of dissatisfaction owing to the fact that some plumbers who are doing business in a retail way are enjoying a jobbers' discount. The injustice of this is said to be severely felt by those plumbers who tender on contract work and have to compete against firms who have the benefit of a better discount than is allowed the ordinary plumber. No reason has ever been assigned for placing the names of a few of the larger plumbers upon the preferred list, and the natural conclusion is that, so far, favoritism is responsible for this state of affairs. In justice to the plumbers in general, the list of those enjoying a jobbers' discount should be strictly limited to wholesale jobbing houses, and now that the price of American pipe makes it impossible to market it on this side, it should be an easy matter to regulate the preferred lists to suit the dissatisfied ones.

* * *

LABOR IN PIPE FITTING CONTRACTS.

The great variation in the bids made on large pipe fitting contracts has been the subject of frequent remark in the trade, says Metal Worker. In the amount of material used there is no room for any great difference in cost. The most difficult problem which is presented to the engineer in making his estimate of the cost that has been found is the calculation of the labor required; the larger the building and the larger the contract, the greater the variation. It is unusual when the bidders are very close in their figures. Recently eight bids were received where the cost of the plant was $4,000, and $150 covered the difference between the highest and lowest bidder. In watching the work on large buildings some reason for the variation in the cost of the labor can be found. If the building consists of several storeys, or is of the rambling or separated type, an increase of labor must be expected to finish the work. It is well enough to suppose that the piping is all cut accurately to sketch and then transported to the proper place in the building. In practice, however, it is found necessary to have one or more hand pipe cutting and threading plants on the job, and sometimes frequent visits to it back and forth have been found necessary by the workmen. As the building advances toward completion the superintendent of construction often insists that no large amount of space shall be occupied by any of the mechanics for their tools except that portion of the building which has been allotted to them. This will require journeys of greater length between the work and the machine. The amount of time that can be wasted in these journeys is incredible. It is not reasonable to expect a workman who has carried a considerable weight of material up several flights of stairs to go to work immediately on his arrival at the place where the work is to be done. The time expended in recovering from his uphill journey varies largely with his strength and inclination. In order to avoid such a journey a helper is frequently sent who is not sufficiently experienced to accomplish in one journey all that is desired, and as a result, a second journey, with the corresponding delay, is necessary. Such experiences can be related by the contractor or superintendent on all large jobs. This makes the item of labor very difficult to calculate, and those who have a losing experience are very apt to insure against a repetition of the loss by estimating high on labor in their next bid, while, on the other hand, an unsuccessful bidder is led to reduce his estimate of the labor in order to secure the contract. The only remedy that suggests itself to overcome this feature of the contract is to exercise rigid superintendence of the methods pursued in the work, and to give such directions to the men from time to time as will avoid a loss of time. A careful superintendent who uses good judgment can be made one of the most profitable employes working on a job.

TRAVELERS VS. GROCERS.

Representatives of the Retail Grocers' Association and the City Travelers' Association, of Toronto, on Thursday decided the game of baseball adjourned from the picnic at St. Catharines about a month ago. The game was played at the baseball grounds, and resulted in favor of the Travelers by 20 to 19. The batteries were: Grocers, Davis and Snow; Travelers, Humphries and Clemes Another game will be played on Wednesday next.

New elevators to contain the grain of the Northwest and new railway cars to convey it are to be built at once.

INCANDESCENT LIGHTING BY GAS.

IN The Zeitschrift fur Beleuchtungswesen, 1895, there is an article by H. Lux on the above subject. He points out that there is now scarcely a week without the alleged discovery of a new incandescent gas burner, or the exploiting and advertising thereof; and the share market has been subject to strange fluctuations when particular firms took up these inventions; but this enthusiasm has now to a great extent cooled down. The curious thing is that so little is to be seen of these new lamps in practice. Fahnehjelm, with his magnesia and chromic oxide, was the first to make an advance on the old Drummond light, with its lime, or later, its zirconia; he used the bunsen flame instead of an oxyhydrogen mixture. Auer von Welsbach followed in the same lines, and got a maximum effect by using the rare earths. But to get a maximum effect two things are necessary—a maximum proportional surface exposed and a minimum thickness of the material heated. By these means heat is not wasted in interior heating of the filaments. On these lines Dr. Auer arrived at his well-known hood. But this hood is very sensitive to vibration—not nearly so much so now as, say, a year ago. With proper burners—preferably with a by-pass flame—and chimneys that do not give way, the life of a hood is now more than 700 hours; but it is better to renew the hood, even though unbroken, at the end of 700 hours, for the lighting power has then fallen too much. The other lamps are not in a position to compete with this; and even if the use of the rare earths is not patentable, we still have to do with the fact that the Welsbach people have secured a practical monopoly of the rare earths, particularly of thorium and lanthanium, for many years to come. The rival patentees thus have to fall back on magnesia, alumina, chromium oxide, zirconia, etc.; and good effects can be attained with these, but not without an increased consumption of gas. And this greater consumption of gas is so considerable that the benefit of a cheaper hood is quite overshadowed by the difference in the gas bill, and the annual charge on the expensive bunsen burner is vanishingly small in the comparison.

As to the attempt to make hoods which, within the 700 hours, are less fragile, there are two plans: First, to leave on combustion some deposit which shall have the elasticity of a glass fibre network—a result only incompletely attained; or second, to squirt a paste into the form of threads, which are then fashioned into the desired basket-work form. This last method gives hoods which are much stronger than Welsbach's; but even if the rare earths are so worked up, there is always less proportional surface exposed, and more heat accordingly wasted than in the Welsbach hoods, so that more gas has to be used to produce a given amount of light, and the cost of running the lamp is some 50 per cent. greater. The Welsbach lamp ought, on the other hand, to be rendered less sensitive to vibrations, so as at least to stand the vibration of street traffic, and a good deal has already been done in this direction by effecting the combustion by compressed gas (52 inches of water), so that Welsbach hoods made in this way can be safely touched and can survive pretty severe shakings.

GOOD TRADE FOR HARDWAREMEN.

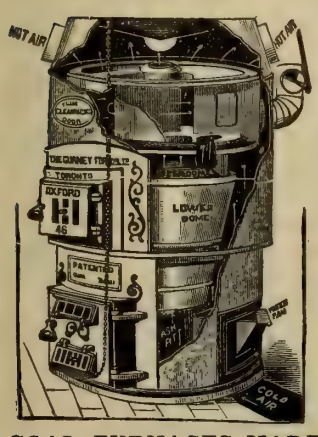
Quite a good and profitable trade in wheels can be worked up by a live hardwareman, says an exchange. He should keep one or more nice sample wheels on exhibition in his show windows, and get an expert wheelman to ride about town on some favorable occasion. But he should not, under any circumstances, allow any awkward individual to monkey with it, just for fun. The easy, graceful riding of an expert sells wheels, but blundering and tumbling prevent their sale. He should advertise wheels and supplies in the local papers, using small cuts to attract attention. Assist in getting up races to towns, 10, 20 or 50 miles distant, and return. This will stimulate sales among the active and sportively inclined young men in both town and country. He might join with other hardwaremen in the district in offering a series of prizes for competition at local sports.

OXFORD FURNACES

WARM AIR OR COMBINATION WARM AIR AND HOT WATER

TRIED AND TESTED. NEVER HAS ONE FAILED.

FOR COAL. ARE THE MOST MODERN FURNACES IN THE MARKET. FOR WOOD.

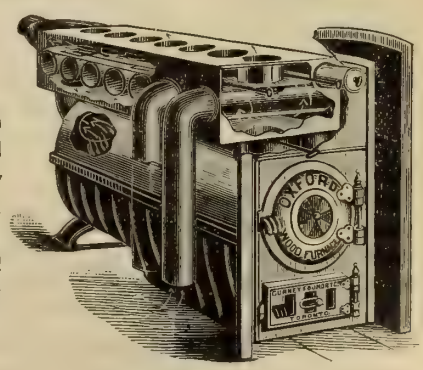


Coal Furnaces

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome, which heat quicker than Cast Iron.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES.

WARRANTED THE BEST IN CANADA

SEND FOR CATALOGUE AND TESTIMONIAL BOOK.

MANUFACTURED BY

THE GURNEY FOUNDRY CO. LTD., TORONTO ONT. THE GURNEY-MASSEY CO. LTD., MONTREAL QUE.

THE SMALL STORE AND WINDOW DRESSING.

A GOOD beginning for every retailer who wishes to improve the appearance of his store, says an exchange, is to make a plan of the exterior and consult some good carpenter and builder to see whether it can be improved upon. It sometimes happens that a modest expenditure will greatly enhance the appearance of the front.

For instance, many stores have their entrance in the centre, leaving only a small show window on each side. It is important to have a fair-sized entrance, but by placing the entrance at the side a much larger window space is obtained, with far greater opportunities for display and an improvement in the appearance of the store.

This is a point that will appeal to many retailers who are laboring under the disadvantage of having poor space in which to make a display. Another feature worthy of thought is the size and general appearance of the window.

In the large city stores, where the value of a square foot of floor space is greater than in smaller towns, the windows are deemed of enough importance to take up much of this valuable room. It therefore appears that the smaller retailer could afford to add a few feet to the depth of his window, if such an addition could be turned to good use and it surely can.

The window should be made to serve its purpose as well as can be done within a reasonable limit of expenditure before any ambitious attempts are made at decoration. Perhaps a new dress for the store front in the shape of a few coats of paint would also be advisable.

After the exterior of the windows and their size, location, etc., have been fixed, the inside of the window should have attention. The back should be arranged so as to throw as much light as possible from above, and the lower section neatly panelled with some dark-finished wood.

A door large enough to allow easy and rapid placing and removal of goods should occupy one corner. The whole of the rear should be compactly built and ornamental from both the interior and exterior of the store.

A good substantial floor covering should be used, linoleum or oilcoth serving the purpose as well as a more expensive material.

The lighting arrangement also needs careful attention. As the incandescent system is now in almost universal use, it would not be out of place to mention it here, and if rightly used it is the most effective window light that can be obtained.

The globes should be of ground or clouded glass, so as to throw a soft light which will bring out strongly every feature of the goods without detracting from their beauty.

An arrangement now in use in many prominent stores with these lights, and one to be highly commended, is to fasten them about one foot apart around the inside of the window frame. A deflector made of tin painted to match the frame almost entirely conceals the lights from the passer by. Of course, the number of lights used can be increased or decreased, as desired. The same arrangement can be followed for the back of the window.

Displays when shown under lights arranged in this order appear to their best advantage, and more than any other time attract admirers.

A few loose wires and lamps for placing in independent positions wherever needed are very valuable assistants in evolving unique light effects.

The proper construction and fitting up of windows having now received some attention, a few suggestions on the question of display are in order.

When the window trimming is left to salespeople it should be done by such of them as are willing to spend some time in building up a display and who take an interest in the work.

By carefully questioning employes, one or two can generally be found who are better adapted to this work than others.

A clerk who wishes to attempt some ambitious design or trim should be encouraged, and if his ideas are good tell him to go ahead. If he has good taste in color arrangement, forms of display, etc., the chances are that practice will make a very creditable window dresser out of him.

A common fault noticeable in the display of smaller stores is the conglomeration of goods used, scarcely two pieces being alike.

The strength of a display does not rest in the great variety of goods shown. As a matter of fact, this method generally makes the weakest kind of a show.

The argument that the stock is not large enough to allow solid windows of one or two lines is not as strong as it seems. Suppose two subjects are used. By draping an effective background and showing a few things in front in a simple natural manner, a much more creditable display can be made than by using a window full of stuff shown promiscuously without regard to form or arrangement.

A few small brass rods and chains suspended from handy hooks in the ceiling will be a great help for showing small wares. Study harmony in colors. Simple natural effects are often much more potent in drawing attention than those exagerated affairs that have no selling value whatever.

The best window dressers in the country now count among their most successful displays those which savor least of peculiarity of arrangement or design. Hence the designs and suggestions given on this page are oftentimes just as applicable to the smaller store as to the larger one.

Another suggestion is in order here. The window showcards and price tickets used in the smaller stores can be vastly improved upon, and the continual crusade we have made and will continue to make on this subject applies with particular force here.

A COLD WELCOME.

The lot of the commercial traveler, says Hardwareman, is not entirely an enviable one, unless his mission is one of special interest to the firms he favors with his calls. A pleasant reception is half the battle, and gives him every opportunity of booking at least some sort of an order. But, unfortunately, the shake of the hand and the genial smile are not always forthcoming, and as an instance of a welcome of an opposite character, we quote the following notice, which may actually be seen prominently posted on the staircase of a well-known Sheffield manufacturing firm:

NOTICE.

ALL CANVASSERS
FOR
ADVERTISEMENTS,
BOOKS OR OILS
WILL NOT BE DEALT WITH.

It only requires "Beware of the Dog," to make it complete!

IMPROVED MINERS' LAMP.

An essential feature in miners' safety lamps is that they should be made as light as possible, but hitherto, except by using a material too costly for the purpose, they have been rather cumbersome, owing to the weight of metal requisite to give them the strength sufficient for the rough usage in a mine, the ordinary safety lamp weighing from 3 lbs. and upwards. A Manchester firm have, however, now overcome this difficulty, according to Iron and Steel Trades Journal, both as regards weight of material and cost, by introducing pure aluminum in place of brass for the metal portions of the lamp, except, of course, the gauze, and this enables them to supply a miners' safety lamp two-thirds less in weight than those now in use, three of these new lamps in fact not weighing more than one lamp as previously constructed of brass, and this without any increase of cost. Not only is this greatly-increased lightness secured, but the lamp is of much better appearance, and will be more easily kept clean, and it is anticipated that before long the use of aluminum will be introduced generally in the metal work for all descriptions of lamps.

FALL OPENING.

IN ALL other lines of business but ours, said an old tinner, plumber and stove and house furnishing dealer, there is a continual series of "Grand Openings," says a writer in Metal Worker, and it seems to me that in no other is there greater reason for having an occasional opening. In a few weeks the fall will be on us with all the demands attendant on the season, and as a rule our trade have anything but an inviting looking place at the time of the year when the demand comes.

I have also noticed that when a railroad company or some other enterprise which is apparently driven to its full limit by the public finds it necessary to make some change in their business methods, they make an extraordinary effort to accomplish it, which seems equal to a magical transformation. They do not attempt to work this transformation without an expenditure of energy; and this suggests that we must make an extraordinary effort and expenditure of labor if we want to make a startling change in the appearance of our place of business some time during the year. In almost all the stores at the present time there is a great variety of summer goods on exhibition, with no suggestion whatever of fall goods. It is my notion that the tradesman who will surprise his townsmen some Friday morning by presenting a radical change from his summer store to one bristling with all of the appliances and apparatus which are needful in the blizzard weather will attract sufficient attention to bring the Saturday buyers to his place to satisfy their curiosity.

He will have to begin to think about what he is going to do some time ahead and get the things together, all of which will require what may be considered "over" work during an enervating season to make a success of it. Then the last touches to make the opening a complete and sudden change may require "an all-night session," but it is worth the trial. The trade in summer goods need not necessarily be stopped because they are less prominent, but rather increase their sale through the large numbers of visitors at the store caused by the opening. Invitations to the opening could be given in the local paper, which everybody sees, and by a special circular addressed to individuals. The invitation in both cases should hint that repairs of all kinds should be made before the fall rush comes and winter weather begins. I know it is customary for our trade, through force of necessity, to change their stock, but I think they would find that the labor expended on the show and attraction of a "grand opening" would bring a profitable return.

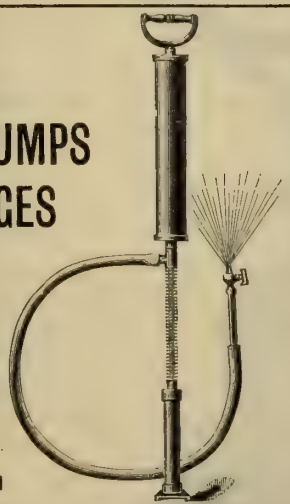
The total number of hides inspected in Winnipeg during the last six months was 4,802.

ALUMINUM DISHES.

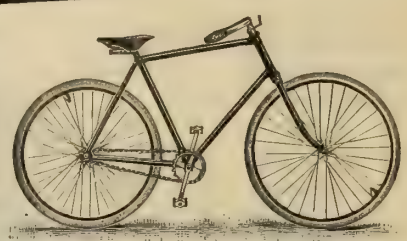
A German Military Commission has been engaged in making some exhaustive experiments for the purpose of ascertaining if aluminum exercised any deleterious effects upon the human body. Among these tests at the Friedrich-Wilhelm Institute, experiments with food' prepared in aluminum kitchen utensils were carried on for a period of a year-and-a-half. During this entire period, two of the servants employed in the laboratory consumed all the food and drink—meats, vegetables, and coffee—prepared in these utensils, and which comprised two weighed and measured rations each day. No unpleasant consequences of any kind were observed; on the contrary, the two subjects referred to, not only continued in their normal state of health, but in consequence of this frequent administration of the very liberal "war-ration," increased in girth and weight. The medical contingent of the commission, as the result of these observations, announced the conclusion that, "from the sanitary standpoint, their exists no objection to the use of aluminum drinking and cooking utensils."

Retailers should bear in mind, says a contemporary, that while overstocking leads to depreciation of stock and loss of interest, understocking, on the other hand, means sales missed.

FOR
BRASS
SPRAY PUMPS
AND SYRINGES
WRITE . . .
Stevens
Manufacturing
Company
LONDON



SPRITE CYCLES
LEAD
QUALITY
FOR
FINISH
LOW PRICES
CATALOGUE
UPON
APPLICATION
PRICES
CUSHION TIRES FROM £5 8 0
PNEUMATICS FROM £6 9 6
At works, London, Eng. Packed in crates free.
SPRITE CYCLE CO.,



Steam
Cycle Works
BLOOMSBURY,
London, W.C

BEWARE OF PIRATES
Who all but infringe the laws of copyright and mislead the public by twisting words.
JOHN LUCAS & CO.'S
IMPERIAL FRENCH GREEN
Is the original and only reliable . . . . . .

BRUSHES
BRUSHES
WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.
Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

A HANDSOME TROPHY.

THE accompanying cut is an illustration of the 1895 Lacrosse League of Canada Championship Trophy. The tankard was made to order by the Toronto Silver Plate Company. It is 26½ inches high, and is a graceful specimen of the silversmith's art. The scroll work throughout, including handle and spout, is all hand embossed, and the execution of even the minutest detail is a credit to the company's clever designer and modeller. The body of the cup is satin finished, excepting the scroll work, also embossed, surmounting the inscription, which is burnished, and which, as well as the miniature lacrosse sticks and ball, below inscription, stands out in bold relief.



The figure of Victory in the act of crowning the victor, on the handle, is a pleasing feature and represents a fine piece of workmanship. The ebonized plinth has 14 silver shields applied, the larger one in front for the name of the winning club. A similar shield on the back, only smaller, is for the name of the field captain, and the 6 ribbon shields on either side are for the names of the 12 players.

IRON IN THE SOUTH.

The Baltimore Manufacturers' Record says: "The remarkable advance in the price of iron during the last two months and the continued activity in the iron market means very much for the south. The furnaces now in operation are making good profits, and there is now a fair prospect not only that every well-located furnace in the south will soon be in operation, but that there will be a good foundation for the building of more furnaces. The consumption of iron is steadily increasing, and the 10,000,000-ton notch of a few years ago must soon be largely increased. It is hardly unreasonable to look for a consumptive demand of 15,000,000 tons a year some time before the end of the century. This would mean a wonderful increase in furnace building and iron and coal developments generally. The results of this prosperity in the iron trade will be felt in every part of the south."

A WORD TO CLERKS.

The argument held before young men to draw them to the city is the better chance there for rapid advancement. I have some doubts, remarks a writer in a contemporary, as to the soundness of this argument. In one of the towns where I used to sell a great many goods were a couple of young men who were clerks in the two leading stores in the place. They had many interviews with me over their chances of getting situations in the city if they should move that way, and my constant advice to them was to stick where they were. Some business called me to their town a few months ago, and I found these two young men at the head of the two leading stores there, and each of them was well fixed in money matters. I am confident that had they gone to the city they would be working on small salaries today.

Damage to the extent of over one and three-quarter million dollars has been done by fire to the tinware manufactures and stamping works of Canada and the United States since February, 1890. The Canadian losers were the McDonald Tinware Co., Montreal, $25,000; W. A. Matthews, N. Augusta, Ont., $2,000, and —. Doak, Mt. Brydges, Ont.

ESTIMATING THE COST OF GOODS.

An Illinois hardware man thus writes Iron Age: Your several correspondents writing about the best way to estimate cost of goods do not touch on all the difficulties. What will our Texas friend do with his No. 7 Disston saw after he has added freight and drayage and then his 20 per cent. for general expense? Now, how will he figure the profit in selling against a department store that sells them at $1.25? Then, again, how will he figure a profit on Stanley planes, retailed by the same stores at a discount from list of 50 to 55 per cent.? Screen doors, screen wire, spring hinges and many other lines are sold, as we all know, at margins that do not allow any profit to speak of. Did hardwaremen figure actual cost of delivering goods into their store and endeavor to make a profit on the goods, and keep in mind that it costs the retail dealer 15 to 20 per cent. on cost to carry on his business, that has to be paid before he really is entitled to anything himself, goods would be sold at better prices than they have been for a year or two. In this locality we have had several stores that have tried to sell all the goods selling at 10 to 15 per cent. above cost, without allowing anything for freight and expense. They succeeded in losing their money; but that was not all, they made a loss of trade as well as profits to the other dealers. Jobbers and manufacturers ought not to sell to those dealers that are well known to them to do business in that way.

How can we get a profit out of our business? is the question every man has to ask himself, and the things I mention are some of the things that prevent him making a profit.

KEEP STOCK IN SIGHT.

A great many sales are lost, says Hardware Dealer, and a great deal of dead stock is carried by stores which are in the habit of having places behind or under the counters in which to place goods. These goods are probably never overhauled except at stocktaking times, and these drawers and hiding-places are an excellent catch-basin for all sorts of goods which are usually called "stickers," and which ought to be out on the counters where they can be pushed more than ordinarily. Do not have any places in your store where goods can be stuck away out of sight. If you have plenty of room it is better to have all the goods above the counters, on the shelving; have no shelves below, so that there will be no opportunity to put things out of sight. A great many stores, however, cannot do this, as they are crowded for room, and it is, therefore, necessary that a part of the goods should be kept below the counter-board.

The business of McGillivray & Speers, general merchants, Listowel, is now being carried on by Mr. Speers.

SITUATION VACANT

WANTED—For Ontario and Eastern Provinces—travelers calling on retail hardware. Side line on commission. Address,

HARDWARE, Box 311, Oshawa, Ont.

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL

BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets,

TORONTO, - ONTARIO.

Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

A. C. LESLIE & CO. MONTREAL

Iron, Steel and Metal Merchants and Manufacturers' Agents.

Close Import Prices on all kinds of

Iron, Steel, Wire, etc. **CUTLERY** A Specialty.

Western Representative

R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.

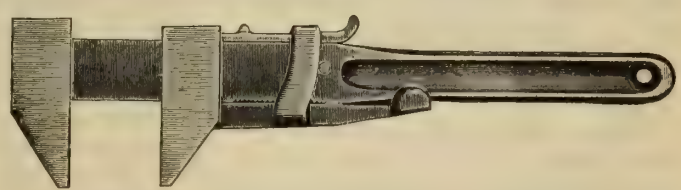
Manufacturers of the Well Known

"HAMMER BRAND"

Calcined Plaster and **Patent Rock Wall Plaster.**

HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

A. ALLAN, President. F. SCHOLES, Managing Director. J. O. GRAVEL, Secretary-Treasurer.
J. J. McGILL, General Manager.

CANADIAN RUBBER CO.

CAPITAL **OF MONTREAL** $2,000,000.00

TORONTO and WINNIPEG

Manufacturers of superior quality All kinds of

Rubber Belting

Of following grades:

"Extra Star"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"
"Fine Para"

Rubber Hose

All made with our Patent Process Seamless Tube, including

Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore,
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

Mould Goods of Every Description.

WESTERN BRANCH:

Cor. Front and Yonge Sts. - Toronto

J. H. WALKER, Manager

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

J. O. GIRARD, general store, Fraserville, Que., is offering to compromise at 60c. on the dollar.

The furniture stock of J. A. Squance, St. Thomas, has been seized.

Joseph Martin, carriage maker, St. David, Que., has assigned.

Henry Rehder, general store, Paris, Ont., has assigned to Charles S. Scott.

H. N. Tellier & Co., general store, Berthierville, Que., have assigned.

The Edmonton Saw Mill Co., lumber, Edmonton, N.W.T., have assigned.

The sheriff is reported in possession of the Canadian Oil Co.'s Sarnia premises.

W. Morin & Co., furniture, etc., Montreal, have fyled a consent of assignment.

There is a demand of assignment in the case of Arthur A. Martin, trader, Montreal.

There is a demand of assignment in the case of Donat Brossard, general store, Riviere Aux Sables, Que., and also in the case of Isaie Gingras, general store, St. Appollinaire, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Joseph Charest & Co., saddlers, Quebec, have dissolved.

The Walker Foundry Co., of Belleville, Ltd., has obtained a charter.

David Goulet and Ludger Cimon have gone into partnership as Goulet & Cimon, machinists, Quebec.

The Parry Sound Electric Light, Heat and Power Co., Parry Sound, Ont., are applying for a charter.

Angelina Philie, wife of Moise Duguay, has been registered proprietress of Angelina Philie & Co., general store, Gentilly, Que.

Letters patent have been issued incorporating the Canadian Mining and Development Co. and the Canteloup Manufacturing Co.

Vezina & Descroiselle, tinsmiths, Montreal, have dissolved, and Joseph Vezina continues business under the style of Joseph Vezina & Co.

SALES MADE AND PENDING.

Albert Shauer, harness, Iroquois, Ont., advertises his business for sale.

Thos. Kilkenny & Son, furniture and undertaking, Bradford, Ont., advertise their business for sale.

The assets of N. Girouard & Fils, general store, St. Guillaume D'Upton, Que., have been sold at 60c. on the dollar.

CHANGES.

Joshua Anderson is opening a general store at Sydney, Man.

Chas. Ellicott has begun to manufacture horseshoe nails at Montreal.

Alphonse Dumais has commenced business as a general store keeper at St. Felicien, Que.

Chas. Amos, harness maker, Singhampton, Ont., has gone out of business and left the town.

Edward Thompson, harness, Westmeath, Ont., is dead, and Jos. Shannon is starting business at the same place.

Marie Poireau dit Laliberte, wife of Frank Morelle, has been registered proprietress of the carriage making business of Frank Morelle & Co., Acton, Ont.

DEATHS.

Hugh Brimston, locksmith, Toronto, is dead.

F. X. Graber, hardware, etc., Stratford, Ont., is dead.

Patrick McLaughlin, general store, Summerville, Ont., is dead.

FIRES.

Samuel Coppleman, general store, Methven, Man., has been burned out. Reported uninsured.

PIG IRON IN GERMANY.

The production of pig iron in Germany during June amounted to 469,892 tons, as compared with 489,629 tons in May last, and 471,922 tons in June, 1894. The production in June last comprised 41,704 tons of Bessemer pig, 242,245 tons of Thomas pig, 70,366 tons of foundry pig, and 115,577 tons of forge pig and spiegeleisen. During the six months ending with June, the aggregate production amounted to 2,835,364 tons, as against only 2,649,071 tons in the first half of 1894.

BRILLIANT IDEA.

It is a rather curious fact that the vertical railway which has made the tall office building such a success is also the one thing that will prevent them from going continually higher and higher, remarks an exchange. The higher the building the more elevators are required, and theoretically there might be a point where the building would be all elevators. Even with one-quarter of the space given to elevators the building probably would not pay.

LARGE WIRE STRAIGHTENING MACHINE.

A New Haven, Conn., machine shop has completed and is about to ship the largest automatic wire straightening and cutting machine ever built in America.

It is designed for straightening and cutting in lengths of 21 feet and shorter, brass, copper and steel wire from ⅜ to ⅝ inch in diameter. This new type of machine is constructed with a straightener which revolves continually, through which the wire passes into a long grooved bar or sleeve, with an adjustable gauge therein, against which the wire strikes. By the wire striking against this wire or gauge in the guide bar it operates a lever attachment, which in turn operates the cut-off of the machine. Forked holders are employed to catch the wire as it is cut off and dropped from the groove in the guide bar. These holders are mounted upon a piece of wrought iron pipe, which is fastened in the base of the machine at one end and at the other is supported by a floor stand. Some of the holders are carried up so as to support the shaft, guide bar and other necessary parts, thus rendering great security and strength to the various parts of the cutting extension. The large machine is of such length that it was impossible to obtain a car long enough upon which it could be shipped. To obviate this it was necessary to build it in two sections. Its weight is over 2½ tons.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto

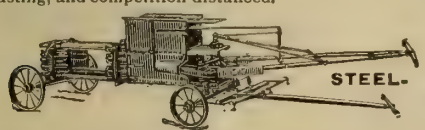
THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON
MONTREAL.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain. They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

KINKORA KENNELS

Importers and Breeders

P.O. Box 2179 MONTREAL

P.O. Box 2674 TORONTO

WHY CALLED "CROW-BAR?"

SOME time ago we reprinted from The N. Y. Hardware a paragraph asking if any of its readers could tell why a "crow-bar" is so called. A crow-bar by any other name would pry as well, and our contemporary was naturally anxious to find out why such an outlandish term was applied to the simple but useful implement.

Well! numerous answers have been received, and some of the explanations offerred are not bad, while others are not so good.

One writer believes that it is so called "because it originally had a device attached to it that resembled the beak of a crow." Another refers to the days of Robinson Crusoe, and quotes that illustrious personage as declaring, "Oh, how I long for an iron crow!" One correspondent of The New York Sun gives the following explanation: "Some seventy-five years ago, before railroads had been built in New England, the stage coach was the conveyance between Hartford, Conn., and Providence, R.I. Some four and one-half miles above this city was then the Hyde Tavern, midway between the two cities, and a halt was made over night. In those days 'flip' was the drink, composed of hard cider and New England rum, and by heating a poker in the coals of the fireplace and plunging it into the liquid. The bar-tender was an old man, and had a pet crow who drank to excess whenever he could, and he was called the bar crow. He would also steal spoons and small things and make a hole in the ground to hide them, so finally he was called crowbar."

The above is certainly not well taken, as we find this article spoken of by Shakespeare in Romeo and Juliet. In Act V. we hear Friar Laurence giving an order to Friar John to "Go hence; get me an iron crow, and bring it straight unto my cell." Later, when Romeo and Balthasar enter the churchyard for the purpose of opening the tomb of the Capulets, the former refers to the same instrument under another name, saying, "Give me the mattock and the wrenching iron." Later the same article is referred to simply under the name of "crow," which is pretty good evidence that the instrument was one well known in the days of Shakespeare.

Still another correspondent writes: "Somewhere back in the '50's I remember reading an article in some paper commenting on the mutilation of some words used in different trades to designate certain articles, as, for instance, 6-penny or 8-penny nails, etc., which originated from 6 pounds or 8 pounds per 100 nails. The same writer also called attention to the misuse of the term 'crowbar,' which he claimed was originally called 'crowdbar,' but for short drifted into the name of crowbar, by dropping the letter 'd.'"

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars. JOSIAH FOWLER, ST. JOHN, N.B.

FORRESTER'S

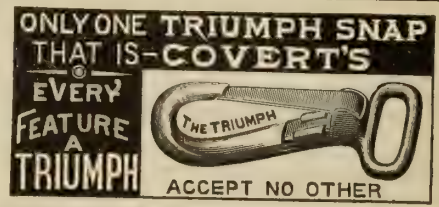
Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices. 298 St. James St. MONTREAL



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, August 23, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag -		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.Xl	....	7 70
Raven & P. D. Grades -		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade —		
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base	Price,
Common Bar, per 100 lbs	....		1 70
Refined " "	....	2 35	2 65
Horse Shoe "	....	2 60	2 75
Band " "	....	....	2 20
Hoop " "	....	....	2 20
Swedish " "	....	4 00	4 25
Sleigh Shoe Steel "	....	....	2 50
Tire Steel	....	3 00	3 25
Machinery	....	2 75	3 00
Cast Steel, per lb	....	0 10	0 14
Russian Sheet, per lb	....	0 10½	0 11
Tank Plates, 1-5 and thicker.	....	2 00	2 25
Boiler Rivets	....	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
5/16 "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, 37½ p.c.; ½ to 2 in., 65 and 10
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head -	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils -		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03⅞	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03¼	0 03⅜
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.)	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 58
Boiled, per gal	....	0 61

Turpentine.

(In bbls,)

5-Barrel lots	....	0 39
1 " "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 20	....	....
26 to 40	1 25	2 40	1 80	....
41 to 50	....	2 80	....	4 05
51 to 60	....	3 10	....	4 55
61 to 70	....	3 45	....	5 15
71 to 80	....	3 90	....	5 80
81 to 85	....	4 25	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 35
101 to 105	....	....	....	10 75
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 20
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 32½ p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 32½ per cent. rev. list.

Hoe.

C. & B., dis. 32½ per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 32½ per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross.....	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.		
Russell & Erwin, per doz....	2 90	7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz....	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron) –

1. Either Canada or American pattern—
   - Basis—50 to 60 dy..... 2 50
   - 40 dy..... 2 55
   - 30 dy..... 2 60
   - 20, 16, and 12 dy..... 2 65
   - 10 dy..... 2 70
   - 8 and 9 dy..... 2 75
   - 6 and 7 dy..... 2 90
2. American pattern only—
   - From 4 to 5 dy..... 3 10
   - 3 dy (lath)..... 3 40
3. Canada pattern only—
   - From 4 to 5 dy..... 3 00
   - 3 dy (lath)..... 3 50
   - 3 dy, A.P. fine..... 4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz.....	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz..	5 00	9 00
German, per doz.....	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per 100 lbs.....	....	1 80
Tins, lbs.....	2 50	2 75

RAIL.

Barn door, per foot.....	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's. " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	00 8¾
¼, 5-16, ⅜ in.....	6¾	00 9
Cotton		11 12
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.....	0 65	1 00
" N.P., per set....	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire.....	0 55	0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70
"Empire," McMillan & Haynes, per ft.....	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft....	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each.....	0 75	2 75
" frame only.....	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.....	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz.....	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz.....	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.....	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.....	2 30	2 45
" black.....	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.		
Acme	3 00	5 00
Lock, Andrews'.....	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American.....	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz.....	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	0 03	0 03¼

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz.....		1 75
No. 1 stove paste, per gross.....		9 00
No. 2 " "		4 80

STONE.

Washita, per lb.....	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb.....	0 09	0 09
Labrador..... "	0 00	0 13
" Axe, "	0 00	0 15
Turkey ..... "	0 00	0 50
Arkansas ..... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.....	3 50	5 00
Grind. per ton.....	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz.....	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon..	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....	.....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.....	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 12½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03¼
Galvanized, 4 barb, 4 and 6 inches apart	0 03¼
Galvanized, plain twist, all delv'd....	0 03¼
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points.....	0 00
Steel Staples	0 00 0 03¼

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

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WITH INTERCHANGEABLE BLADES.

The Best, Most Reliable, Easiest and Cheapest High-Class Razor in the World.

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CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

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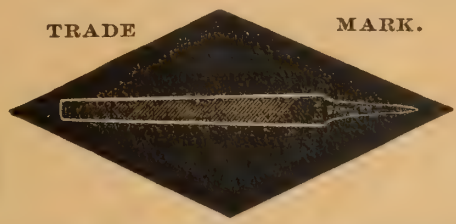
You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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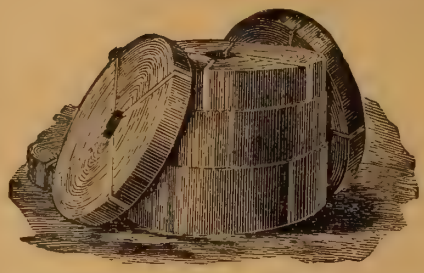
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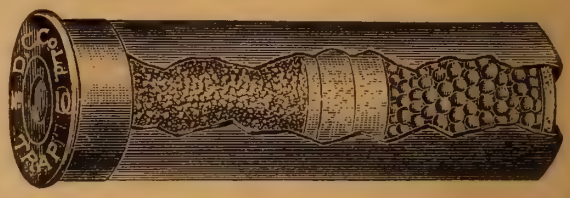
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TORONTO

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, AUGUST 31, 1895. No. 35.

Magnolia Metal

— IN USE BY —

EIGHT LEADING GOVERNMENTS.

CORNELL UNIVERSITY.

ITHACA, N. Y., August 10, 1895.

TO WHOM IT MAY CONCERN:

I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

We have made some tests to determine accurately the friction-reducing qualities and durability of this metal. On account of an accident to our machine these tests are not all completed, and a full report cannot be given at the present time.

Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,

R. G. CARPENTER.

(Professor of Experimental Engineering, Sibley College, Cornell University, Member Society Mechanical Engineers, etc., etc., etc.)

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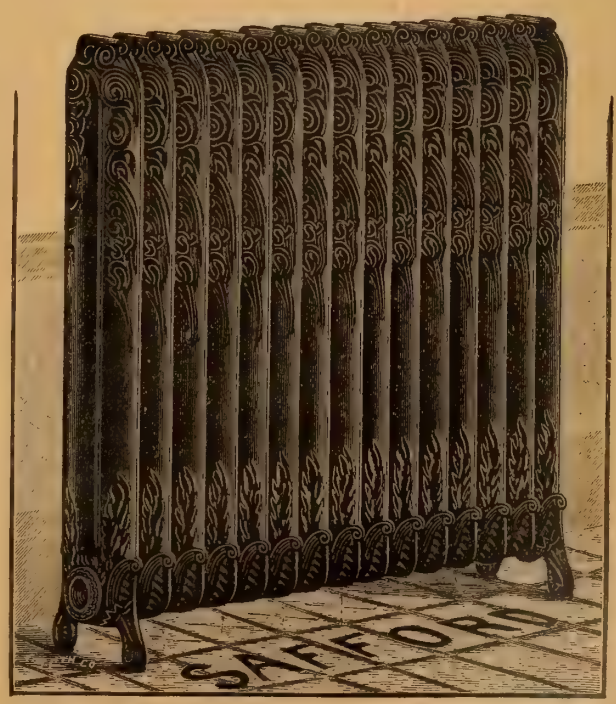
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Patent Smokeless Sporting and Rifle Gunpowders

The charge of "AMBERITE" for a 12-bore gun may be **varied from 38 to 45 grains** to suit the requirements of the shooter, and this charge may be measured in an **ordinary black powder measure,** and loaded into **an ordinary cartridge case.**

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HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

Vol. VII. TORONTO AND MONTREAL, AUGUST 31, 1895 No. 35

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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FINE MAGAZINE PRINTERS and TRADE JOURNAL PUBLISHERS.

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Canadian Government Offices, 17 Victoria St., London, S.W.
R. Hargreaves, Manager.
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FURTHER ADVANCE IN BARB WIRE.

SURPRISES are coming fast and furious in the hardware and metal trades these days. The United States is in the van, but Canada is at least emulating her.

Last week HARDWARE AND METAL announced an advance of ¼c. per lb. in the price of barb wire, plain twist and staples for the provinces of Ontario, Quebec, Nova Scotia, New Brunswick and Prince Edward Island.

On Wednesday last, the 27th inst., another notice was sent out to the trade, announcing a still further advance of ¼c.

This fixes the price on barb wire, plain twist and staples at $3.50 per 100 lbs. Terms and deliveries as before.

This makes the third advance since June last, and the fifth change since the beginning of the year, two declines having taken place in the month of January with a view to keeping out the American article.

The price is now back to where it was fixed in April, 1894. And although the market is quiet, further advances are not at all improbable.

A feature of the changes just made is the abolition of the concessions that have since last spring been accorded certain border towns. These concessions were in the shape of an allowance of 7½c. per 100 lbs, and were established with a view to keeping out barbed wire from the United States. There were about eight towns enjoying this privilege. One of them, Gananoque, was only put on on the 21st inst.

The price of raw material in the United States continues to advance, but the Canadian manufacturers have evidently been encouraged in making the advance and abolishing the "border town" list by the fact that the barb wire makers in the United States have formed a combination and advanced prices to $2 70 per 100 lbs. f.o.b. Pittsburg, carload lots, and $2.80 for smaller lots, August and September delivery. Terms are 60 days or 2 per cent. off for cash within 10 days. The cash discount is to be figured from the net amount of invoice after the freight has been deducted. The price of barb wire in the United States before the advance was $2 25 per 100 lbs. The gain is, therefore, 45c. per 100 lbs.

Two dollars and seventy cents per 100 lbs. f.o.b. Pittsburg means at least $3.50 for carload lots laid down in Ontario, allowing duty 75c. per 100 lbs. and a freight rate as low as 15c. For less than carload lots the price would, of course, be $3.60.

The formation of the combination, it seems, was by no means an easy matter, several meetings having been held before the desideratum was secured.

CUTTING ON LINSEED OIL IN MONTREAL.

There has been keen competition for orders for linseed oil between several of the French hardware jobbers in Montreal of late. Values have been cut to the extent of 1c. per gallon.

The large importers did not feel the effect of this at first, but are commencing to be bothered by it this week. They are considering the propriety of meeting the cutting by a general reduction in price, but nothing definite has been done yet.

Primary advices are firm on the article, so that there is nothing in the situation to induce a decline except this competition.

MONTREAL PRICES ON WINDOW GLASS.

There has been some consultation this week among the Montreal window glass jobbers regarding the advisability of advancing prices.

With the exception of one or two they are pretty well agreed that the price should be put up. Whether it shall or not depends, however, on the decision of a leading jobber who handles almost 75 per cent. of the business. If this gentleman agrees the matter may be considered as settled, and if not the old prices will still rule.

Cables this week are all firmer on glass, and it is possible that before the end of the week an advance on the Montreal basis may be decided upon.

BETTER ERA FOR MANITOBA.

PROVIDENCE has been good to Canada. The period of commercial dulness had reached the turn in the lane some months ago, and all that was wanted to swing it around and start it on a period of activity was good crops. The desired factor has materialized: Canada has practically a bountiful yield of every staple product.

Manitoba is, of course, the cynosure of all eyes at the moment. She, of all the provinces of Canada, needed most a bountiful harvest. Agriculture there not being as diversified, the "Prairie Province" suffered keenly from the low prices ruling for cereals. And the province that stood most in need of a bountiful cereal crop has been blessed with what she wanted: An increased acreage is filled to overflowing with golden grain, rich in both berry and straw.

The latest statistics gathered regarding the crop are those gleaned by the Canadian Bankers' Association, and the fact that they practically substantiate figures previously collated by other authorities enhances their value. They are as follows: Wheat, per acre, 27.09 bushels; oats, per acre, 49.70 bushels; barley, per acre, 37.43 bushels; estimated wheat yield, 30,890,076 bushels; oats, 23,988,102 bushels; barley, 5,758,224 bushels; total, 60,636,402 bushels.

And one satisfaction is that while there is a much larger yield than last year in Manitoba, the price promises to be better for all cereals, and for wheat especially, which is now about 15 per cent. higher than a year ago. The meaning of this is obvious.

Then during the past year there has been a marked development of the dairying and live stock industries in Manitoba, in fact in diversified farming generally, all of which means increased revenue for the farmer, and, in turn, better business for the merchant.

A new and better era has dawned for Manitoba, and rejoicing thereat with her is the rest of the Dominion.

SOME TIPS FOR SIR CHARLES.

WHILE Sir Charles Rivers-Wilson, the new Grand Trunk president, was going through the shops in Montreal a few days ago, accompanied by prominent officials, they entered one of the blacksmith shops. The helper had just pulled a piece of red hot iron out of the furnace to place on the anvil, to be beaten into shape by the blacksmith, who stood ready with his sledge. The appearance of the distinguished visitors took the youth's senses away. He dropped his iron and stood gazing at them. But it was for an instant only. A string of profanity from the blacksmith made him pick up the iron and clap it on the anvil. Down came the sledge, with, perhaps, a little more force than usual. Myriads of sparks flew in every direction, especially in the direction of the visitors. So did the visitors—all but Sir Charles, who stood watching the blacksmith until he had finished. The helper put the iron back in the furnace, and the blacksmith stood leaning against the handle of his sledge and looking at his visitors.

Sir Charles approached and said : "My man, you have given me an object lesson that is worth something to me."

He took out his purse and handed him five dollars.

* * *

The investigation by Sir Charles seems to be very thorough, though very different from that made by his predecessor. For instance, he has asked the general officers at what hour they began work in the morning ; how long they took for luncheon, etc.

It might be well for him, also, to quietly interview business men who have dealings with the road. They would give him an insight into the workings of the freight department that would bring about a state of affairs that would be more satisfactory to the trade and more profitable to the railway. The complaint is constantly made that it is as hard to get an interview with a freight agent as with the Czar of all the Russias. When a shipper does get in, he has to stand, hat in hand, while he states his case in fear and trembling. These officials are not in touch with the business community. It is bad for the latter and worse for the road. This does not apply to all. Some of the men in this department are up to date. The passenger department, on the other hand, is quite alive to its own and the public interests. On some of the branch lines, however, we have had complaints from leading manufacturers and business men, and this is a field for careful enquiry by Sir Charles. The officials of many of these branches are entirely out of sympathy with the public, who patronize them only when they have to. Every employe, from the man who wipes the engine to the superintendent, acts as if he were doing the public a favor in allowing them to travel or ship goods by the Grand Trunk. They make no attempt to meet the wishes of the public, but rather go to the other extreme. Only a few days ago a merchant in a letter to this paper said : "We are losing some trade here, because of people going eight or ten miles to a station on the C.P.R. rather than come five or six or less to this place, because they are so much more politely treated by the Canadian Pacific." We know this complaint to be true of other places as well.

Where one might expect such treatment is on the Intercolonial, a Government road with no competition. Instead, however, a dealer could not treat his best customer with greater consideration than do the officials of that system. Sir Charles should ask Mr. Pottinger, the able general manager, how he brought about such a satisfactory state of affairs.

* * *

The new management of the Grand Trunk should organize a department of "Trade Development." There are many undeveloped industries along their lines that could be made an important source of revenue to the road. The Canadian Pacific has done this to some extent, and is doing so still. So have some of the American roads. Every station agent should be encouraged to study his locality. He should report on industries that might be worked up. He may have a district that is specially suited to produce something that buyers a thousand or more miles away at home or abroad want. He might be rewarded by a larger salary or a bonus for increasing the revenue of the company.

METALLIC ROOFING CO.'S BUILDING.

The Manufacturers' Committee of the Toronto City Council has agreed to grant to the Metallic Roofing Co. a ten years' lease of the property at the corner of King and Dufferin streets, having 100 feet frontage on Dufferin street, at a rental of 5 per cent. of the value, and to exempt the buildings and plant of the company from taxation for ten years. The factory must cost $6,000 and employ 40 hands to commence with.

LINSEED OIL WEAKER.

This commodity has for weeks been quoted at the same figure, viz., 58 and 61c. per gallon Toronto. This week, however, we have to note a change in the quotations made by most houses, for the price of oil has dropped 1c. The figures are therefore at present 57 and 60c.

The weakening market is due to the fact that Canadian crushers are once more in the running, and the local market is undoubtedly also influenced more or less by the fact that the price of linseed oil has fallen 9c. per gallon in the United States within the month.

The supply seems to be large, and unless there springs up a good foreign demand for the "cake," the prospect for higher prices seems poor.

PLATE GLASS UNSETTLED.

IN a badly demoralized condition is the price of plate glass on the Toronto market. For a long time the market has not been in a good condition.

The seat of the trouble is that the number of dealers to buyers is out of all proportion. Of concerns dealing exclusively in plate and other glass there are only two, but nearly every paint and oil jobber does more or less business in this line. As a result prices have been unsettled for a long time.

Efforts have from time to time been made to patch up an agreement between the various dealers, with a view to securing a uniform discount; but those that have been consummated have only had a brief existence.

One of those ephemeral agreements was patched up early in the present year. The discount then fixed was 25 per cent. off the list, but there has been a gradual drifting away from it, until to-day 50 per cent. is the ruling discount.

HARDWARE AND METAL saw several of the dealers in reference to the matter. One of the largest, while acknowledging the discount was 50 per cent. in some instances, declared that it was not general, being nearly confined to Toronto contracts. Others said that, as far as their experience went, the 50 per cent. discount was general. "I have noticed this," remarked one of them : "Where we have quoted 40 and 10 per cent, we have lost the contract, and now we quote 50 per cent. regularly." A third firm said its quotation was 50 per cent. to any and all that came along.

Some contend that it is a movement on the part of the big dealers to crowd out the little fellows, but one thing is certain : The "big fellows" are not working in unison. It is a case of "everyone for himself, and the devil take the hindmost."

It is furthermore asserted that if the present condition of affairs continue the retail hardwareman will be shut out altogether from doing business in plate glass trade. This opinion, too, is not concurred in. Said one wholesaler : "The retail hardwareman's position now is no worse than it was six months ago. Every agreement to allow him an extra 5 per cent. has lived but a few days. Builders have for a long time been able to get as near the middleman as has the retailer."

The outcome of the present war will be watched with interest.

SCYTHES POINTING UPWARDS.

THE advance in raw material is affecting all kinds of manufactured hardware. This was evidenced this week by the refusal of some American sales agents in Montreal to book orders for future supplies of scythes at to-day's prices.

The uncertainty regarding the future course of the iron and metal market is the reason for taking this stand. As a result, they are awaiting instructions from their principals, and expect something definite this week. It is expected that there will be a demand for a sufficient advance on old prices to protect the makers against possible increases in the cost of their raw material.

U. S. GLASS TRADE.

The imports of glass into the United States during the year ending June 30, 1894, totalled in value, $5,816,215. During the year ending last June the imports totalled $6,541,661 in value.

The value of the exports of American window glass during the 12 months ending June 30, 1895, was $11,140, and the exports of all other forms of glass and glassware were valued at $935,241. The figures for the preceding year were $19,311 and $902,761.

A FALSE ASSERTION.

W. C. FORD, chief of the Bureau of Statistics, Washington, the other day said "that the depression in Canada has been more severe than in the United States."

Mr. Ford is either a prevaricator of the truth or an ignoramus. To consider him the latter would be the most charitable, but one can scarcely conceive that an ignorant man would be placed in such a responsible position as that of chief of the Bureau of Statistics of the United States.

But whatever may have been the cause of Mr. Ford's statement it is enough for us to know that it is not true.

The wonderful manner in which the United States is recovering from the depression of 1893-4 is exciting the admiration of the civilized world. And that recovery is doubtless more marked than is the recovery of trade activity in Canada. But trade and commerce in Canada never sank to the low ebb which it did in the United States. Trade in Canada was dull. There was financial depression the world over, and Canada could not well escape infection.

A merchant may have the wealth of a Crœsus, and yet if those with whom he does business are failing on the right hand and on the left he is bound to suffer, although he at the same time may be in no danger of bankruptcy. And nations, like individuals, are affected by the financial condition of the nations with whom they trade.

Canada's commercial relations with the United States are of the closest character. She and Great Britain divide the honor of occupying the first position in this respect. Naturally, therefore, Canada was affected by the condition of affairs obtaining in the United States. But although she caught the complaint, it by no means follows that she had as virulent an attack. A retrospect amply demonstrates that she did not.

Not during all the period of depression were any of Canada's railways in the hands of receivers ; in the United States nearly the whole of the great Pacific system, let alone other lines, was in the possession of such officials.

Counting the suspension of the Banque du Peuple, which took place the other day, Canada has only had two bank failures during the past five years ; in the United States some seven hundred banks bit the dust during 1893 alone.

In Canada the people were not so struck with fear that they went and hid their money and left the banks without sufficient currency to transact ordinary business ; in the United States the people, having lost confidence in the banks, did hide their money, leaving the banks in such a position that holders of drafts frequently had to wait weeks before the necessary currency was forthcoming, while the clearing-houses had to come to the rescue of the currency by issuing receipts.

At no time was Canada on the verge of suspending gold payments, while known to history is it how near the United States came to being compelled to do so.

During the time of depression the manufacturing industries of Canada undoubtedly felt its influence, but that there was the stagnation in this country that obtained in the factories in the United States does not need any denial on our part. It is too well known to everybody.

No, instead of being more severe than in the United States, the trade depression in Canada was much less severe. And Mr. Ford need only turn to the financial papers in his own country and read what they had to say by way of comparison to demonstrate it.

EXHIBITION CHARGES.

A certain stove manufacturer recently complained to HARDWARE AND METAL that the Toronto Industrial Exhibition Association was unduly increasing the fees required for entering exhibits. This journal investigated the charge, and in so doing interviewed Manager Hill on the subject.

Mr. Hill stated that the fees were not being unduly raised—that, in fact, they were not being increased at all. Then he went on to explain that some years ago the association charged exhibitors $1 per foot frontage on their display, but that that system was done away with, and a new one introduced under which exhibitors were to pay "25c. for each entry." Some exhibitors took advantage of this new rule by entering an assortment of goods as an "entry." For instance, a stove man would enter an assortment of twenty stoves by paying an entrance fee of 25c. for the whole thing.

Now, however, a more stringent reading is to be placed on the word "entry," and henceforth an exhibitor must plank down 25c. for each article he shows. The ground on which the exhibitor in question is kicking is that if the rule is interpreted literally he will have to pay 25c. for every kettle or saucepan or attachment he shows with his stoves.

MONEY AND STOCKS.

A BETTER feeling has developed in bank stocks. "The money," explained a member of the Toronto Stock Exchange, "that has been rolling into the banks of late is now likely to find employment in moving the harvest, and as this will increase their earnings, a firmer feeling has developed on the Stock Exchange."

The rapid advance which has characterzed the fire assurance stocks appears to have about reached its limit; but the market is still firm. "I don't expect much business in them, however, while prices remain as they are now," remarked a broker."

C. P. R. stock is still gathering strength in anticipation of the increased revenue that will accrue to the railway as a result of the big crops in Manitoba and the Northwest.

Commercial Cable declined slightly on Tuesday. "The cause is rather neglect than anything else," explained a member of the Exchange.

The debenture market is very quiet, very few transactions being reported. There is still a demand, however, for municipal debentures to pay 3¼ to 4c.

Call loans remain quiet. It is anticipated, I am informed, that there will be an increase in the present rate of 4 per cent. I see that in New York the anticipated increase in rates have not yet taken place. The large amount of money released by the bond syndicate, is given as the reason. Call loans on stock collateral there have ruled at 1 per cent.

Last week in New York, for the first time in several months, there was some accumulation of notes in the hands of commercial paper brokers, for the reason that several of the big banks were loaned so closely up to their limit that they were forced to decline some choice lines. This resulted in a surplus of offerings of other than the best names and a slight advance in rates.

ARGUROS.

DROPS FROM THE EDITOR'S PEN.

Currency reform still has currency in the United States.

* * *

Humbugs nor any other kind of bug should be tolerated in the store

* * *

Advertisements, like buildings, when badly put together, are weak.

* * *

A merchant is either progressive or retrogressive. There is no standing still in business.

* * *

It is a pleasing coincident that fall fairs and fair business should bloom at the same time.

* * *

People who fancy they have nothing more to learn, have not yet cut their "eye teeth" of knowledge.

* * *

The professed independence of some trade papers makes the devil laugh—the printer's devil, of course.

* * *

Flurry is the precursor of fury, and fury is incompatible with business ethics. Avoid, therefore, the precursor.

* * *

The store was never intended for a waiting room where loafers should wait till meal or bedtime came along.

* * *

Many are the swelled heads that are in Manitoba to-day. But they are of non-offence. They are wheat heads.

* * *

The advertisement takes no holidays, yet it never "runs down;" it is always soliciting business, yet it never tired; it sleeps not, yet is never drowsy. Do you keep it in your employ?

* * *

He who minds his own business has about as much on his hands as any man, ordinary or extraordinary, can well take care of.

* * *

The best answer to the question: Does advertising pay? is the continuity with which the best merchants in all branches advertise.

* * *

An advertisement placed once in a journal does not sell out the store any more than does the coming of one swallow make a summer.

* * *

Great seems to be everything in Manitoba and the Northwest Territories this season. By and bye business will be great there also.

* * *

Competition is the life of trade right enough. It is only when to it is added unbusinesslike practices that it becomes the death of trade.

* * *

Better to keep stores open all night if logical be the argument that the longer a store is kept open the more money will there be made.

* * *

Equipped with more energy than brains are those who strive to divorce capital and labor. The two are too closely wedded to be ever separated.

* * *

An advertisement should be kept before the public continually. To pluck it up by the roots at certain periods and throw it aside prevents full fruition.

* * *

The sun's rays have evidently been making it too warm for Jack Frost in Manitoba. He has no one but himself to blame. He put in an appearance too soon.

* * *

The leaves are beginning to put on the sere appearance which anticipates the fall, but the fruit is putting on that ruddy appearance which anticipates the harvest.

* * *

Adam in the Garden of Paradise was not prouder of the wheat he raised than are the people of Manitoba of the golden grain they are now garnering. And it is a question whether he had reason to be.

* * *

There is evidently much more prejudice against Canadian cattle in some quarters in England than there is pleuro-pneumonia in cattle in Canada It seems strange that pleuro-pneumonia can only be found in our cattle after they set foot in England.

* * *

Strange it is how motives change in some merchants. Going originally into business to make money, ere they are in it long a motive to do business for glory develops. At least that is what one must infer when they sell goods at or below cost.

* * *

Men who remain up late at night cannot get down to business early. They may get to the store or office on time, but getting down to business means something more than being on time by the clock.

* * *

Business men's organizations will not promote everything: They will not promote jealousy. Their influence stunts rather than stimulates its growth. Don't join therefore if you want to cultivate the Green-eyed Monster.

* * *

Frequently does one see in the newspapers paragraphs like this: "Blankville wants a physician;" but never like this: "Blankville wants a merchant." And the reason forsooth is that Blankville already has merchants enough and to spare.

THE PRIMARY OBJECT.

We have always contended that the actual value of a window depended on its trade-creating qualities, in this respect being on a par with advertising, which must primarily be judged from the same standpoint, says an exchange. A recent conversation with a leading window dresser disclosed another idea.

In most cities of this country it is noticed that there is a remarkable and peculiar prejudice in favor of a certain side of the street, and this is sometimes so apparent that the rental value on one corner is 100 per cent. and more in excess of the other, simply because the crowd is always to be found on one side. This is an evil that a great many merchants have to contend with, and after experiments of one kind and another have given up in despair, glad to take the remnant of trade that floats from the other side.

The window can be made a powerful lever for overcoming this condition of affairs, but it must be done in a vigorous, energetic way, and the matter of a few dollars of expense should not prevent the using of a novelty that would draw hundreds to the store. Where a store has two windows and is situated as first mentioned, one window should be entirely given over for the purpose of attracting a crowd.

It takes a first-class window dresser to constantly plan new, attractive features, but such a one, if the right man in the right place, will be found of extraordinary value. Any legitimate scheme that will tend to attract trade to your side of the street should be resorted to and no stone left unturned to convince the people that there is always something that is worth looking for and buying on your corner.

COMMERCIAL TRAVELERS.

Commercial travelers who flourished at the beginning of the century would be astonished if they could see how business is conducted nowadays, remarked a writer in an English paper. "Bagmen" no longer confine their foreign journeys to a run on the continent, but they practically cover the whole face of the earth. One representative of a Midland establishment not very long ago visited the land of the Pharaohs, while another spent several months in India with the happiest results. Now a well-known Birmingham firm have arranged for one of their staff to visit South Africa, and call on all the chief towns on the coast, and when he has exhausted these—without, I hope, exhausting himself—he is to hark away to South America, so that he stands a good chance of being absent from his own country for a year or more. Commercial travelers who make these long journeys must have strange experiences, and it is to be hoped some of them will be placed on record.

HARDWAREMEN'S ASSOCIATIONS.

By Scott McKerrow.

"COMBINATIONS! Associations!" said a retail hardware man the other day, with a freezing look that nearly brought back the "ague," "are all humbug." And the while I cou'd not help thinking of the story told of a little girl who, seeing her brother attending to the first law of nature (self-preservation), said: "Mamma, Charlie is a mean, greedy thing; he took the largest piece of cake, which I wanted for myself." And you will find the man who is the most bi terly opposed to an association of this kind is he who sees the least prospect of anything of the kind for his own line of business.

But, is a retail hardware association impracticable? Is it not possible? Well, why not? An association amongst manufacturers or jobbers might be the more easily held together owing to their smaller numbers, but have we not retail associations in connection with other lines of the retail trade which, to all appearances, are working well and are beneficial to their members? Have we not the retail grocery men's association? The plumbers' association? England has its ironmongers' association, and, therefore, why can't we Canadians have one, too?

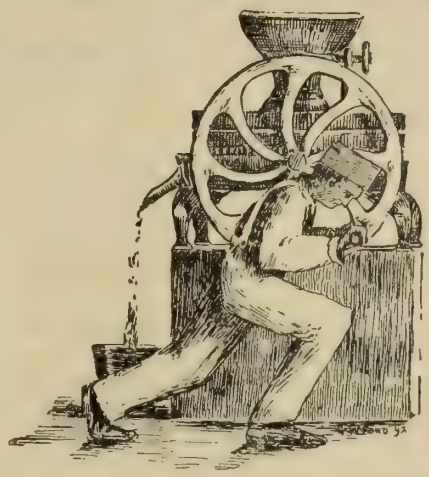
I clipped the following from a daily recently: "There will be a meeting of the hardware dealers of Michigan in Detroit, July 9, for the purpose of organizing a hardware dealers' association in Michigan. The association is for social and commercial benefit." I have not been able to find if anything had been done definitely, but this shows that our fellow tradesmen across the border are thinking seriously along this line.

The idea suggested itself to me the other day while talking to a young man who had just bought out a business in our "Baby City." In the course of his remarks he said: "I don't believe in starting in fresh and telling the public that other competitors and former merchants have in the past robbed them, and have left to me the heroic undertaking of reducing prices to an honest basis. But when I started I interviewed the other dealers in my line, and, having introduced myself, said: 'I've not come here to cut the heart out of business, but intend to cater for trade in a straight and legitimate way, asking a fair profit. There is no doubt the public may make use of me in stating falsely prices at which I may be supposed to quote goods, but in such a case, if you will telephone me, I will either confirm or deny the statement.' In each case I received the most friendly treatment, and the most friendly relations now exist."

The above incident to me is the nucleus of a hardware association. What we want to do is to get better acquainted with each other, and we will study our own interests, as well as those of our customers.

HARDWARE AND METAL says: "Business men's associations have a double purpose—they give birth to new friendships, and kill and bury old evils."

Perfectly true. And next week I shall try to show something of the great benefits of friendships so formed.



One good turn deserves another,

but all the turns that could be given a machine like this will not produce such goods as have made THE SHERWIN-WILLIAMS CO.'S products known from East to West and from North to South.

The best is none too good for you. If you would do the best trade you must have the best materials.

THEY ARE MADE BY

Sole Representatives for Canada

Walter H. Cottingham & Co.

FINEST PAINTS AND VARNISHES

MONTREAL

THE SHERWIN-WILLIAMS CO.

CLEVELAND
CHICAGO
NEW YORK

A FINANCIAL EXPERT'S VIEWS.

Mr. Thomas C. Irving, Toronto, superintendent of Bradstreet's Mercantile Agency, returned on Saturday last from a trip through Manitoba, the Northwest Territories and British Columbia. Like all travelers who have recently made that journey, Mr. Irving is enthusiastic over the crops in Manitoba. "Fifteen million dollars easily has come up through the ground in wheat alone," he remarked to HARDWARE AND METAL. "The crop has undoubtedly placed the people of Manitoba on their feet. The farmers will be able to pay up back interest to the loan companies and liquidate their indebtedness to the implement men and storekeepers. But manufacturers and wholesalers in the east should not be reckless in pushing goods. It is surprising the quantity of goods that are sent out there. But it must be remembered that the population from Lake Superior to the Coast is only somewhere about 300.000, and although there are a great many tourists out that way, yet the consumptive demand has its limit. It is well, therefore, to avoid reckless trading."

Mr. Irving always looks well, but, as a result of his journey to the Coast, he is now looking better than ever.

BORROW WHERE THEY OUGHT TO BUY.

The proprietor of a New York hardware store has, according to The Herald of that city, found it necessary to display conspicuously over his counter the following sign:

OUR BUSINESS IS TO SELL TOOLS, NOT TO LOAN THEM.

"Did you actually find it necessary to hang up that notice?" I asked him.

"Of course I did," he replied. "Hardly a day passes that I don't have somebody running in here and asking me to lend them a hammer, a saw or a chisel. It's one of the freaks of human natute and I can't account for it. Persons who would not think of going into a hat shop to borrow a hat or a furnishing store to borrow a shirt seem to think it's the most natural thing in the world to come in here and ask me to lend them a hammer."

HAMILTON TRADE GOSSIP.

BUSINESS is gradually improving, although it is still seasonably quiet. But if business is not booming prices are. In barb wire, plain twists are ¼c. dearer, a further advance having been made, dealers now quoting 3½c. per pound, with terms and deliveries as before.

Firmness still characterizes the copper market. The ruling price here now for ton lots is 12c. "There is not much demand," remarked a jobber, "so much scrap being used."

Ingot tin is showing increased firmness. There has been an advance of £2 to £3 per ton in London and holders here are firmer at 16½ to 17c.

Pig iron is decidedly firmer. Good No. 2 American foundry pig is now worth $19 to $19.50, usual terms. There is still American pig coming in that was bought as far back as April last.

Bar iron is firm and jobbers are looking for an advance at the local mills. The figures at present are $1.70 to $1.75. Business is still much as before, quiet.

Stocks of iron pipe continue light, it being difficult to get deliveries from the United States. "We have had specifications in from June last, and have not been able to get them filled," remarked a jobber. The local trade has been good in iron pipe.

Plumbers' supplies are quiet in the city, but there is a fair trade doing on country account. Demand is principally for baths, closets, and work of that kind for finishing jobs started early in the spring.

Trade is opening up nicely, the improvement being marked, compared with a short time ago.

The Sawyer-Massey Co., manufacturers of steam threshers, are very busy. They have more orders from the Northwest than they can now fill. "Early in the season," remarked my informant, "the Sawyer-Massey people held back, owing to the uncertainty there was regarding the crops, and the result is that they cannot now fill all their orders.

Mr. Wallace, manager of the metal department of Wood, Vallance & Co., returned on Saturday last from a pleasant holiday trip to New York and other commercial centres. I had a brief conversation with him on Wednesday, and he emphasized all that has previously been said regarding the extraordinary activity in the manufactury industries of the country. Speaking of iron pipe he said: "Wages have advanced 15 per cent., and this, in conjunction with the great demand is taken as an indication for at least a year." But of all the things that excited Mr. Wallace's admiration none I should judge did more so than the Hardware Club in New York. Its magnificence surprised as well as delighted him.

Local retailers propose to take advantage of the trades' procession on Labor Day. They will close their stores, and many of them will be found in the procession with "floats," descriptive of their various wares.

I find that there is a decided opposition to the demand of the T., H. & B. for an additional bonus of $250,000. I have yet to meet a business man who favors it.

Hopes are somewhat strong in the breasts of the merchants here regarding an up-town G. T. R. station, as a result of the coming visit of Sir Charles Rivers Wilson. "Do you know," facetiously remarked one of them, "that I shou'd not be at all surprised, in view of the T., H. & B.'s request, to see the G. T. R. apply for another bonus."

W.L.E.

NEW COUNTER SINK.

The accompanying cut is an illustration of Hitch's counter sink. This counter sink is a new article in the way of bits, and M. & L. Samuel, Benjamin & Co., who have the article in stock, report a good demand for it.



GLASS COMBINE.

An Indiana despatch, dated Aug. 25, says: A meeting of all window glass manufacturers of this nation will be held in Cleveland to make the Indiana Window Glass combine, organized in this city July 1, national. The fifty-four plants of the United States will be included, and all will place their stock in a pool and establish a general selling agency to handle it. The original combination effected in this city took in only the twelve leading Indiana firms, but they had a corner on the whole market, controlling 350,000 of the 380,000 boxes. They showed what could be done by advancing the price of glass 25 per cent. in forty days. The National Association to be organized to-morrow will make another advance of 15 per cent., making 40 per cent. in three months.

HARDWAREMAN ROBBED.

A hardware dealer named Robert Fair, who keeps a store at 290 Queen street east, Toronto, was neatly robbed on Wednesday about noon. He was preparing to make a deposit in the bank, and had a slip made out, when a customer came in. Mr. Fair placed the deposit, which consisted of some checks, and about $100 in cash, in a pigeon hole in his desk, and gave his attention to the customer. A little later he went for his money, but, to his great surprise, it had vanished. Mr. Fair stopped payment of the checks, and reported his loss to the bank.

THE BINDER TWINE "SHORTAGE."

If certain advices from Manitoba and the Northwest are to be believed a dearth of binder twine is being experienced in various sections of the great wheat belt.

With a view to ascertaining the truth concerning these reports HARDWARE AND METAL has had an interview with Mr. Ridout, of Dick, Ridout & Co., who has just returned from a trip over the C.P.R. and its branches. Mr. Ridout says that great quantities of binder twine have been imported into Manitoba and the Northwest from Eastern Canada and the United States, and that as far as he could learn there was no shortage of twine. The trouble in some cases was that the difficulty of distribution to outlying points was great, and stocks of twine consequently lay at certain points like Winnipeg awaiting transportation. As a result some places might experience a local shortage while there was a large quantity stored only a few miles away.

Another feature of the situation to which Mr. Ridout drew attention was the determination of many of the storekeepers to sell for cash only. Some of these merchants had suffered severely by the hard times of two or three years past, and they were bound to make up if they could for previous losses.

HARDWARE STORE BROKEN INTO.

Burglars broke into Patton Bros.' hardware store on River street, Paris, Ont., during the night of August 27, and stole a half dozen revolvers and a number of razors and fancy penknives. Entrance was gained by the front door, which was forced open with the aid of a chisel. A man named Edward Field, who says he hails from Toronto, was arrested on suspicion of being concerned in the burglary.

ADVERTISING POINTERS.

An honest advertisement is the noblest work of man.

Advertisemen's in trade journals are apples of gold in pictures of silver.

An advertisement is a prayer for business that is always answered.

Stop advertising when you intend to give up business. That is the only time it really pays to stop.

The nearest approach to a live mule is the man who insists that advertising doesn't pay, though he has never tried it, and refuses to do so.

Advertising is the insurance of business, but you must take care and not let the policy lapse.

Change your ads often if you expect to make much "change" out of them.

GUNPOWDERS

American Dead Shot

If you want the best Black Powder order Dead Shot.

English Schultz Smokeless

If you want the best Smokeless Powder order Schultz.

H. S. HOWLAND, SONS & CO.

Sole Agents for Canada 37 Front St. West, Toronto.

The **Graham** Cut and Wire Nails are the best.

GOLD DISCOVERIES.

THE Calgary Herald says that a very rich ledge of gold has lately been discovered near Donald, B. C. For the past few years miners have been washing gold and making from $1 to $5 per day, but they could not discover its source. They now claim to have reached the ledge, which is said to be fourteen miles in extent. E. W. Stone, of the Oskaloosa Hotel, Canmore, is the happy man, he having obtained his information from a miner who has been living with him for the last year. The greatest excitement imaginable prevails at Donald, as the ledge is said to be the richest yet discovered in British Columbia. It is only about six miles from the C. P. R., and it will be easy to work and to put on board of cars.

Good news also comes from Northern Ontario. Says The Sudbury Journal: The idea that gold in the Lake Wahnapitae district was only in surface deposits or pockets is exploded. We have just been notified, as a matter of fact, from an undoubted source, news which will be of great interest not only to every one in this section, but throughout the whole country. For some months work has been going on quietly and steadily at the Crystal gold mine. At the surface the vein was only a small one, but a few days ago a cross-cut run from the one hundred foot perpendicular shaft tapped a continuation of the vein, which had gained four feet in width, or six feet altogether, displaying a veritable California bonanza. People will hardly be prepared to believe its richness; the fact exists, as from tests made from the roe, it is found to run $60 to $5,000 per ton. The man holding stock in this mine has reason to be proud of himself, and we congratulate him accordingly. This is, without doubt, the most important find in this district, but only goes to exemplify what old timers have from time to time asserted—that the precious metal existed in the locality, and now that the lode has been struck, it will give a further impetus to mining and exploring in this section of the country such as has not been seen before.

IRON IN MATTAWIN.

For some time past Archibald Blue, of the Bureau of Mines, accompanied by Dr. Coleman, mineralogist of the bureau, have been making a tour of inspection through the Rainy Lake gold distrrict, and have also been over a large portion of the Mattawin iron ore region. Writing to the department from Rainy Lake, Mr. Blue says that after a careful examination he is perfectly satisfied that in the Mattawin district alone there is iron ore in the amplest abundance, and of the finest quality, to maintain an iron industry that would fully supply the demand in Canada for half a century. Mr. Blue says there are mountains containing seams of hematite ore of from 50 to 500 feet in width, and from a quarter to half a mile long, and he says that there is very little doubt that it runs from the Mesaba range, near the mouth of the Mattawin River, clear across to Hunter's Island.

PIG IRON PRODUCTION.

In its monthly review of the pig iron production The Iron Age says: Owing to the many delays incident to getting furnace plants which have been idle into actual operation, the productive capacity did not increase as much during July as the numerous announcements of resumption would lead one to believe. It must be taken into consideration, too, that the majority of the blast furnaces now wheeling into line as producers are of relatively moderate capacity. Many of them make only 1,500 to 2,000 tons per month, which is about a week's work for the large modern plants. So much is known, however, that since the first of the current month a sufficient number of stacks have been started to bring us up to a record-killing pace.

The weekly capacity of the furnaces on August 1 compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity Per Week. Gross tons.
August 1, 1895	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858
March 1	255	176,978
February 1	251	171,201

The position of stocks, sold and unsold, as reported to us August 1, was as follows, the same furnaces being represented as in former months. It does not, however, include the stocks of the large steel companies:

Stocks.	May 1.	June 1.	July 1.	Aug. 1.
Anthracite pig	107,946	97,454	80,713	
Coke pig	442,665	373,830	290,960	302,158
Charcoal pig.	230,118	312,848	177,395	158,832
Total	780,729	648,132	549,068	460,990

PROFIT.

I PROPOSE to ask two simple questions—writes "A Keen Observer," in Ironmonger, viz, What is profit? And when do we begin to make it? To buy is a very important part of our business, and takes up, if done properly and carefully, a large amount of our time, and requires much thought and discretion. To sell is, perhaps, even more important still, for it is quite useless to buy unless we are able to dispose of our purchases. As we all know, profit is, at the first glance, understood to be the difference between the former and the latter. To sell well and to make a good profit is the duty of a first-class salesman, and in order to be able to carry this out in a satisfactory manner we must in selling—or, rather, in arriving at a correct price—have an accurate knowledge of the goods we are disposing of, and of the first cost to us of them.

It will matter little whether we have this knowledge from an experience of years or from the markings on the goods; but, whichever it is, we must have an absolute certainty of our prices—a business man should have no uncertainty on this head. Now, we want to consider this profit: what it is, and where the real profit begins, and the best methods of arriving at a sure way of doing this, and also as to the systematic pricing and marking of goods in such a manner as to ensure a real profit as the result of our working.

I lay it down myself as a rule never to be lost sight of in selling. As a fact, we cannot too strongly impress upon ourselves, and our customers, too, that before we can be considered to have made one penny profit the whole of the working-expenses of our business must be made out of our so-called gross profit. I hold that all our transactions in a greater or lesser degree must bear a certain percentage of these working expenses. It must be remembered that week by week (however careful we are) our working expenses are constantly running on, and we are compelled to provide for their payment. A certain amount of sales, then, are necessary to provide for our daily expenditure, and we should not forget that, however little a trade we are doing, there is a minimum in the trade expenses that we cannot go below.

Competition is keen, and we are often tempted to cut low to secure a large order, but we must remember that it is these large items that make up the bulk of our returns. The small items that carry the large profits cannot be expected to cover their own share of the working expenses and of the large and unremunerative ones too. It goes without saying that we must buy at bottom prices, but however low we buy, we must not forget that others can do the same. Few, if any, keep a retail shop for the "love of the thing," and none of us have any desire to work all the year for the pleasure and honor of supplying the general public with their requirements. We all look for some return for our labors, and better far put up the shutters altogether, and sit in idleness all day long, than go on paying out working expenses of a greater degree than our profits can possibly make. We must first estimate our trade expenses—which are of a fixed character, and continue to run on whether we sell or not—we should then estimate our returns, and by so doing we shall be able to see what profit is necessary to cover this; and if we expect a living profit for ourselves we must add this also. We shall then arrive at a percentage that will be needful to put on the prime cost to cover this.

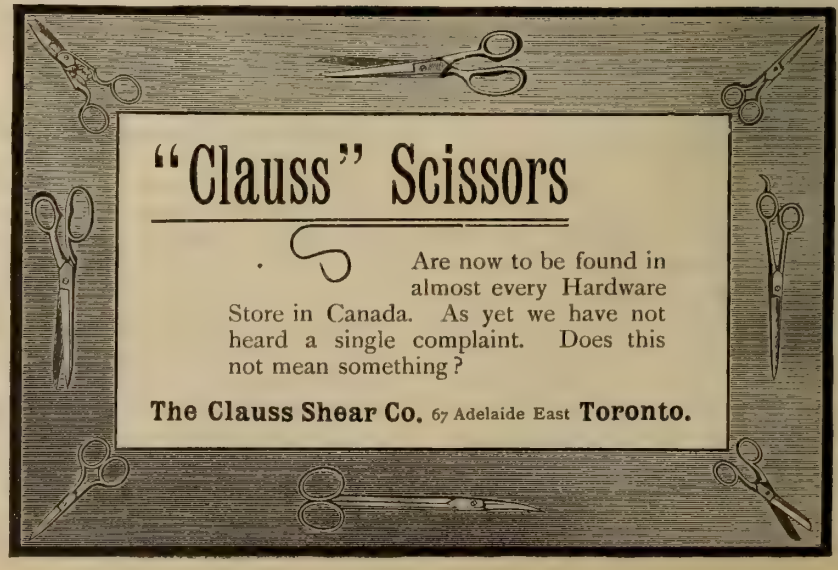
I feel sure that there are to-day hundreds of ironmongers and other tradesmen who, if they carefully put these figures on paper, would be startled with the result. It is no use disguising the fact that there are many businesses that are not only making a profit, but are not covering current expenses—that is, the capital is being exhausted, slowly perhaps, but surely, besides the unsatisfactory feeling that we are spending the best years of our life working hard all to no purpose. It is no use cutting prices down to do a large business, for a larger business most assuredly means a larger expense attached to it. Better far do a less business on a less expense and make a larger profit in proportion.

If our working expenses on the total turnover are 20 per cent., then, I take it, all our trade done at 15 per cent. means an actual loss of 5 per cent., to be made up by the other transactions. Now, this making-up can rarely be done, and unless we do an equally large trade, on which we can get a larger percentage, then we are losing all round. How, then, can we arrive at a remedy for this? I think a safe and easy plan will be to calculate the percentage of our working expenses, add these to the actual cost; we then have a minimum price to base our sales on, none of which must go below this line; we may then safely consider that all we are able to add to this is real profit, and out of this margin our own profit or income will be derived.

Of course, this is on the assumption that our present returns are at least equal to those of the present time, on which we have based our calculation, and, needless to observe, these returns we must consider our lowest point, and our efforts should always be directed towards increasing the average of our returns, and not reducing them. The pricing of goods is always a point that shou'd be watched closely, and should be entrusted to a competent assistant. Some goods will, almost of necessity, bear a much higher profit than others; but we are very apt to forget this. Goods, too, that have been bought in large quantities, or at a special price, ought to pay us better than those that we retail out in regular sales, but purchase in small lots. Next to buying, I think the marking-off is the most important. Let us, then, watch this closely, and so regulate our transactions as to make them all pay. Let us be content to let the unprofitable sales pass us, and by so doing we shall be pursuing a safer trade, and need not fear the result of our annual stock-taking.

ALUMINUM-COPPER TELEGRAPH WIRES.

Tests have recently been made of some aluminum-copper wires intended for use in connection with the Monteil Trans-African Expedition. The percentage of the alloy composing these wires is 40 per cent. aluminum and 60 per cent. copper. The resistance of a kilometre of these wires having 1mm. cross-section is found to be 31.1 ohms for soft and 33.29 ohms for hard-drawn wire, the resistance of an ordinary copper wire of the same dimensions being 16.45 ohms. The tensile strength of wires of this alloy, 2.3mm. in diameter, was found to be, on an average, 28 kilogrammes per square millimetre (17.78 tons per square inch).



THE COST OF GOODS.

AN Ohio merchant writes as follows to Iron Age: After a good many years of service in buying and selling hardware, after a careful study of the matter from all sides—arguing it and hearing it argued—we feel satisfied that there is but one cost to any line of merchandise, and that cost the price at which goods are billed to the merchant, with no other account added, no discount taken off, without freight, drayage, package or breakage, with the 1 or 2 or 5 per cent. for cash still a part. The latter belongs to your interest and discount account, the former to your expense account.

With goods marked at their cost they can be referred to at any time, in any part of house, with every assurance that the cost marked on them is absolutely correct. In connection with this and with the point in mind it is a good idea, and worth the time, to date the cost of goods as "7/10/95," often saving a long hunt for original invoices, etc., and with the constant changes frequently leaving you satisfied as to certain cost at time of buying. Replying to one or two of your correspondents, what is their expense account for and of what does it consist that they should mix it up with the cost of goods? Why do they have a freight, drayage, express, fuel, gas, suspense, profit and loss, interest and discount, fixture and other accounts, if not to find out the cost of doing business? What is all of this if not legitimate expense and not cost of goods? What right has your stock to carry a load like this, or any part of it, and then face it again at your stock-taking as a general expense account? This is double entry with a vengeance.

If these things once enter into the cost of your goods, then you are doing business without expense—which is not true. If freight alone is added to the cost of goods, then you have no freight account—which is not true again.

It is true a part of this expense is often allowed. Some lines are practically delivered and more lines will be, and even now jobbers all over the country are notifying retailers that hereafter there will be no package and drayage charges, which simply lessens your expense unless quietly added in where it cannot be found.

I think I am right when I say again that there is but one cost, and that the one your goods are billed at. Each month must show you what per cent. of doing business your freight, dray, clerk hire, etc., is, and that a part of your expense just as much as your rent account. You would not add the latter to the cost of goods, why add the first?

If a man were to quit business, any other cost but the billing of the goods would go for nothing. If you wanted to buy a business, sell a business, make an assignment, or go into the hands of a receiver, how much would the system of adding expense to cost amount to? Who or what court would recognize it? Who would credit Marshall Field & Co., the Simmons Hardware Company or the W. Bingham Company with marking goods on such a basis of cost? Then why should you assume it? Your business in a small way is as important to you, in that it be correct, as theirs in a larger way. What would it lead to in a large concern? Who knows but some day you may grow and have all this to correct? Why not start right?

We know it is contended for by some merchants that at least freight, drayage and breakage should be added to make cost. Will you tell us why these more than the balance? You certainly have a freight and dray account, and that covers it entirely. And as to breakage, you can't make one coat pay for the rip in another.

Depend upon it you are safer to know your cost than to estimate or guess at it. The cost of your goods is one thing, your expense account is another. Right is right, and must be until the end, and your goods cost just what you pay for them, no more.

A BASE FOR BIDDING.

PLANS and specifications are probably more widely employed to-day than ever before. In some trades these have been considered as important in the construction of the work as the building material. In others they are so new that the majority of people have no acquaintance with their existence or advantages. A local paper recently gave two columns to an account of the debate and discussion which occurred with reference to heating a small school building, owing to the difference in the methods of heating the building which were proposed by the different bidders. As a means of disposing of the question, it was suggested by one member that some person who was competent to decide on what would be needed should draw up a paper explaining the requirements of the building, and describing what it would be necessary to furnish to satisfy the committee. These specifications were to be furnished to each of the contractors who had submitted a proposition for heating the building, so that all might bid on the same system and from the same basis. The idea met with enthusiastic approval and was looked upon as a valuable suggestion. Those who are to bid on putting the roof on a building, or placing a plumbing or draining system in it, or installing a heating plant, can readily appreciate that much time could be saved and labor avoided if those who wish work done would employ someone who is competent to lay out a plan that will be satisfactory to them, and prepare a specification of the requirements which must be met. In large work this system is so general that the suggestion that it should be followed is unnecessary, but in smaller work it has been avoided to save expense, and those who have proposed it have met with opposition. The early part of this year has been noted for the immense number of estimates which have been furnished; and these have been viewed in the aggregate as an enormous loss of time. Many contractors who have previously opposed any system of surveillance or restriction as to the method of their doing work are now advocating a more general provision of plans and specifications for work to be done, as they think they can see in it a means of saving a large amount of time which can be spent in other directions with benefit.—Metal Worker.

SHOT { Drop, Double Chilled, And Buck.

WHITE LEAD and PUTTY

Quality unsurpassed. Prompt attention to orders.

ADDRESS

Ontario Lead and Barb Wire Co. Ltd.

Works: 55, 57 and 59 Richmond Street East

54 and 56 Lombard Street, Toronto, Ont.

IN THE ELECTRICAL WORLD.

A NEW electrical steering apparatus has, it is said, been invented by a Frenchman, by which it will be possible to steer a ship automatically on any given course. The machinery is to be operated by an attachment to the compass. The errors in manual steering are stated to be seldom less than 1 degree or 2 degrees, corresponding to an error of nearly 12 miles laterally in a day's sailing. With the automatic method much greater accuracy is said to be possible. The standard compass is used, and a current from a Ruhmkorff coil is passed from the pivot of the needle to the north pole extremity, whence sparks of 3 millimetres length pass to one of two semicircular pieces of aluminum insulated from each other, the gap between them being set to the desired sailing direction. When the spark passes to one of these the current, by means of a relay, starts a motor in one direction, which in turn operates the rudder, while, if the spark passes to the other piece, it moves the rudder in the other direction. The apparatus has been in use for two months on a steamer, and is said to have acted very successfully. In connection with the apparatus is a device by which the record is automatically kept.

ELECTRIC PLOUGHING IN GERMANY.

Practical experiments in electric ploughing have been made at Halle-on-the-Saale, Germany, by F. Zimmerman & Co., according to Kuhlow's. Here a two-furrow tilting plough was used. The electric motor is fixed to the implement itself. The shaft of the motor, by means of a double spur-wheel gear, drives a shaft fitted with a pinion, over which a chain runs from one end of the field to the other. This chain is held taut at both ends by triple ground anchors. When the motor is put in operation it will haul the plough across the field. When the end of the field is reached the plough is tilted to the other side, and reversing the motor the plough starts on its return journey, at the same time depositing the chain sideways for the next row of furrows. The anchors are moved by a laborer, who lifts them out of the ground with a hand lever. The current is generated by a portable dynamo and 10-horse-power steam engine, and the current is conveyed by a cable that follows the car upon light cars, which turn readily in any direction. The power used in the heavy loamy clay at Halle-on-the-Saale was an average of eight kilowatts. The plough turned two furrows, measuring together 60cm. in width by 24cm. in depth, and, traveling at 0.9 metre per second, the actual useful effect was equal to 8 effective horse-power, which showed that there was a loss of about 4 horse-power between the portable engine and the plough. A 16-horse-power engine was used for a four-furrow plough, and the depth of the furrow was 24cm. One of the remarkable features of this system is that, guided by the tightened chain, very shallow furrows can be made with great evenness and regularity, and the balance plough can thus be used for turning over stubble land and other light work. As regards attendance, only one man is needed for the lighter plough, while for the larger one three men are required—a ploughman and a man at each end to shift the anchors. The first cost of an electric plough is said to be much below that of a steam cultivating plant. A steam-plough, with two portable engines, will cost from 40,000 to 60,000 marks, but Messrs. Zimmerman & Co. can supply a four-furrow balance plough, with electric motor and reversing gear, as well as 250 metres of chain, two anchors, 600 metres of insulated cable, and six cable cars for £500, while the entire outfit for a three-furrow plough costs £400, and for a two-furrow plough £300. In addition to this, the dynamos will cost £220, £200 and £100 respectively. According to the figures published as to the results of the trial, the working expenses of an electric plough are about half that of steam ploughing, and if these results are borne out in practice upon an extensive scale, there seems to be no question of the future of the electric plough.

COST OF PRODUCING POWER.

G. J. Melms, director of the Frankfort (Germany) central station, writing in The London Electrical Engineer, says that the cost of producing a kilowatt hour in a station that is in operation 24 hours per day should be divided into two parts: 1. Interest on cost of plant, etc., depreciation, salaries and that portion of the labor, water and coal used during the time of maximum load for lighting purposes, or say, in round figures, four hours per day; 2, the cost of coal, water and labor used during the balance of the day, or 20 hours. In this way the cost per kilowatt hour under the conditions just mentioned depends upon the time of day when it is produced; in Frankfort the cost per kilowatt hour in case 1 is about three to four times as great as in case 2, due to the establishment charges being debited to the lighting period only.

For lighting purposes, the Frankfort station charges at the rate of 16 cents per kilowatt hour, with discounts ranging from 5 per cent. to 30 per cent., according to the lamp hours used during the year. The rate for power is 4 cents per kilowatt hour, with discounts ranging from 5 per cent. to 25 per cent., according to the number of kilowatt hours consumed per annum. The same station is also prepared to furnish power in large quantities—that is to say, 1,000,000 kilowatt hours or more per annum—at the rate of 1.3 cents per kilowatt hour under the following conditions: The current to be supplied during the year, 24 hours per day, except during the months of November, December and January, when, at the option of the central station, it can be cut off during the time of maximum load—that is, from 4 p.m. to 8 p.m. At this rate, 1.3 cents per kilowatt hour, Mr. Melm says there will still be a profit (assuming, of course, that the cost is figured on the basis of case 2), with the added advantage of having a constant load upon the station.—Electrical World.

A BAD WAY TO PUSH SALES.

One of our exchanges devoted to electrical development, in a recent issue, referred to a trouble in that line which has been met in far older branches of trade. This is a class of men to whom are given numerous titles. They are really individuals, as our contemporary states, who are employed in positions of technical trust, and who lower themselves and their profession for money or its equivalent when offered by the seller of supplies. Such men in purchasing sometimes act regardless of the merits of the goods or the interest of the employers. Under the guise of a commission they accept what are in reality bribes. It is natural to suppose that any manufacturer who descends to these methods to effect a sale of his product must necessarily manufacture an inferior article, else his goods would sell on their quality. But our contemporary states that this is not always true. The reason is that the commission man has made himself such a power that, allied with the sharp competition which seems natural to the electrical business, he is able to force a reputable manufacturer into paying him something in order to effect a sale. Of course, under such circumstances the consumer pays the alleged commission. It is stated that this has grown to be quite an evil in the electrical engineering profession. The same evil was experienced in other lines years ago, and may still exist to some extent, but the class of individuals alluded to have been pretty well run out of the older lines of industry. The maker or seller who cannot stand on the merits of his goods should be shoved out of market. Happily the conditions are such these days that production of an inferior grade cannot maintain a hold on the market, even with the assistance of the practices referred to.—American Manufacturer.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

TRADE CHAT.

ON Wednesday morning W. J. Forbes, a member of the Halifax firm of the Forbes Manufacturing Company, machinists, was married.

Lawrie & Co., of Sarnia, are constructing a sheet-iron warehouse in the rear of their hardware store for the storage of nails, etc.

J. D. Adam, tinsmith and hardware merchant, Tavistock, Ont., is happily become convalescent. He has been ill for several weeks.

Capt. Jas. Murray, the well-known contractor of St. Catharines, Ont., died suddenly of heart failure at his residence there about 1 o'clock Tuesday afternoon.

An electric railway at an estimated cost of $600,000 may probably be built between Detroit and Port Huron. The projected road will run through a territory not tributary to the Grand Trunk Railway.

Seven thousand workers in the jute factories in Dundee went on strike on Wednesday to enforce a rejected demand for an increase of 10 per cent. in their wages. Reports since say the strike is spreading.

The Stratford Herald says, referring to the members of the implement firm of Whaley & Armstrong, who recently left that city, owing, among other creditors, the Erie Iron Works, of St. Thomas, that their shop is now in charge of Mr. Lennon, representing Noxon Bros., and E. M. Lowry is looking after the Bain Wagon Company's interests.

Woodstock is to have a new patent baby carriage factory. Ten thousand dollars of the stock has been subscribed by business men. Their patent covers the territory from Toronto to the Pacific coast.

A price list issued by a Melbourne firm announces foreign barbed wire duty paid at £17 per ton, and domestic-made barbed wire of the same grade at the same price. It also announces the foreign article in bond for New South Wales at £14 per ton. The duty in South Australia is £3 per ton.

The stock of John A. Squance, furniture dealer, St. Thomas, was seized the other day for $360 rent. Other creditors have put in attachments. Mr. Squance has not been in the city since Saturday night. He left a note for his wife, saying he had gone to Toronto, and would be back on Monday, but another note left for his former partner, Mr. F. Oke, said he would not be back at all. His dwelling is mortgaged for $1,200.

The new buildings of the Waterous Engine Co., Brantford, will be built of brick and of the latest design, with all modern improvements to facilitate work. The main building is 300 feet long and 120 feet wide, and three storeys high. The moulding shop is 100 feet long and 80 feet wide, the power house 60 feet by 40 feet, the blacksmith shop 50 by 30 feet, and boiler shop 120 feet by 87 feet. A railroad track will enter the main building and boiler shops. The company expect to be located in their new premises by January, 1896.

All departments at the C. P. R. shops at Winnipeg are now very busy, and notwithstanding a material increase in the number of men employed, an order was issued on Saturday that all will be placed on full time, fifty-six hours a week, being ten hours a day for the first five of the week and six hours on Saturday. The greatest activity is noticed along the repair tracks, where hundreds of box cars are located and being overhauled, preparatory to the opening of the grain market. There is also animation in the machine shops, several of the locomotives being repaired and got in shape for the contemplated increased traffic.

An English gentleman writes to a recent issue of The London Saturday Review describing a trip made by him from London to the north of Scotland in a four-seated carriage driven by a petroleum motor. The motor made hardly any noise, it gave no trouble, and the cost was about 25 cents a day for petroleum, or quarter what a team of horses would cost per day for food alone. The average speed in the journey was nine miles an hour, but this rate was kept up for sixty miles a day, which no single team of horses could do for more than a day at a time, and the motor could speed up to sixteen miles an hour easily, which no carriage team could be safely made to do.



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We will be pleased to have a call from all Hardware and Paint and Oil Dealers when visiting Toronto.

Sanderson Pearcy & Co.

PAINTS, OILS, VARNISHES, ETC.

61, 63 and 65 Adelaide St. West ... TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Aug. 30, 1895.

THE dominant feature in hardware at present is the advancing tendency of values in all lines of material. Last week advances in barbed wire were noted and this week another advance of ¼c. is noted in the same line. All lines of American shelf hardware are firm also, jobbers here receiving notice that prices had advanced in some cases, while in others quotations were subject to change, except for prompt shipment. The volume of business in the aggregate is not large, but it is increasing. This is notably the case in all lines of fall hardware, locks and bolts, cutlery, shot guns, rifles, ammunition, and at the same time enquiries and orders are being placed ahead this week with considerable freedom for winter goods, such as skates, sleigh bells, etc., though as yet no active movement is to note in these goods.

BARBED WIRE—The strength has been fully maintained and prices have again been advanced ¼c. this week to 3½. The fact has not induced much activity, but as raw material is still pointing up higher prices are not unlikely. We quote as follows: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3¼c., shipments of 500 lbs. and upwards delivered, where the rate does not exceed 25c. per100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra. Discounts 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—No special activity is to note. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—Prices on this are firmly held, and demand has shown some improvement during the week. We quote: Sisal, 6¼ to 6¾c. at the factory; jobbing prices, 6½ to 7¼c.; deep sea line, 15½c. at the factory, and 16c. in a jobbing way, pure manilla, 8½ to 9c. at the factory, and 9 to 9½c. in a jobbing way.

BINDER TWINE—No change in prices has been advised, but enquiry is increasing for the article, and material expansion is anticipated in the near future. We quote: 6 to 6¾c., as to grade.

CUT NAILS—Business in these is still confined to small jobbing sales. The base price is $2.50 Montreal, Toronto, Hamilton and London, freight prepaid on 10-keg lots, where the rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—No change is noted, business ruling quiet. Discounts now are: 75 and 5 f. o. b. Montreal and Quebec, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There is only a moderate demand noted. Discounts are 55 off.

HORSESHOES—These have been moving out quietly but steadily during the week, both for steel and iron shoes. We quote: Iron, $3.50; steel, $5.50 to $5.70, the outside for toe weights.

TACKS—There is no change in this line. We quote: Discounts B.B.B., iron, carpet blued (in dozens), 50 per cent.; do, tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—Quite a few orders are noted this week, and the enquiry has extended from Peerless and enamelled to common tinned iron ware as well.

PLUMBERS' SUPPLIES—Nothing specially new. Fittings of various kinds are still being asked for.

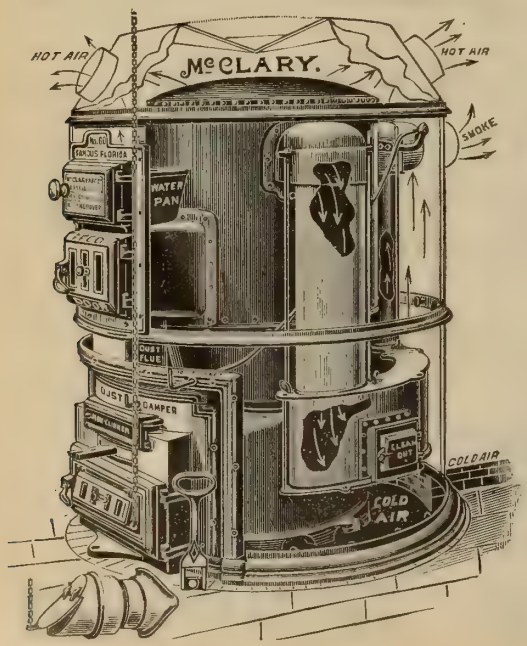
LEATHER BELTING—Business steady and fairly satisfactory.

CUTLERY—Trade in this line has shown a marked increase in activity for all kinds both table and pocket of the staple descriptions.

SPORTING GOODS—Activity is also the feature in guns, ammunition, rifles, etc., etc.

LAMP GOODS—A satisfactory trade is doing in these.

SHOT—Business is active in shot, orders coming in freely this week. Discounts are 17½c.



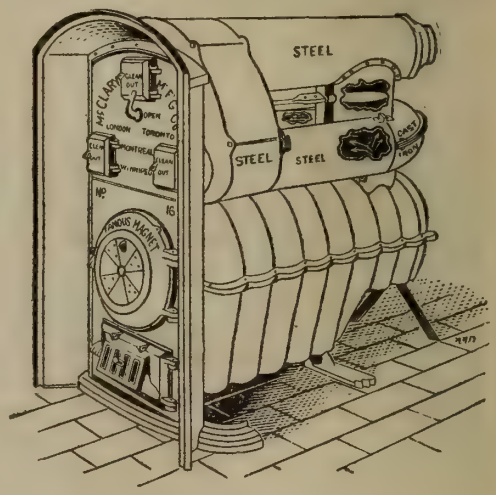
IF YOU HAVE NOT HANDLED OUR

FURNACES

IT WILL PAY YOU TO DO SO.

They are satisfactory to both dealer and user.

Inspection will convince you of their superiority. Look into this for yourself.



The McClary Mfg. Co.

LONDON. TORONTO. MONTREAL. WINNIPEG. VANCOUVER.

CEMENT—There has been a good active trade in cement, and prices are firm all round. We quote: English, $1.95 to $2.05, and Belgian, $1.80 to $1.90.

FIREBRICKS—A fair trade is doing at steady prices, viz: $15 to $21 per 1,000, as to brand.

METALS.

The tendency is firmer in all lines and demand is fairly active on the whole, but is expected to widen out materially in the course of a week or so. Any changes that occur are apt to be in an upward direction, as all primary markets are firm, in fact pointing higher.

PIG IRON—The firm tone on pig iron is fully maintained, and not only have some round lots of Scotch and Canadian moved ex-wharf, but orders for future delivery have been booked to quite a large extent. On domestic, prices are firmly held, with $17 per ton as the inside for No. 1 iron, while in Scotch Summerlee and equal brands cannot be had under a range of $19.50 to $20

BAR IRON—The tone of bar iron is very firm, but the advance that everyone has been predicting has not materialized. Montreal makers are still selling at $1 60 this week for prompt delivery in moderate quantities. They will not book long ahead at the price, however.

SHEET STEEL—Sales of common sheet were made to a fair extent this week at $2.25 per 100 lbs.

PIG LEAD—Business is dull but prices are firmly held $3.25.

LEAD PIPE—Quiet and unchanged at 7c., with 30 off the list.

GALVANIZED IRON—There is a fair enquiry for galvanized sheets and the tone is firm. We quote on the basis of $4.25 for No. 28 gauge.

INGOT TIN—This line rules firm, and no business can now be done under 16½c., and we quote 16½ to 17c., as to quantity.

INGOT COPPER—The firm tendency of this line is maintained, and nothing can now be had under 12c., and we quote 12 to 12½c.

IRON PIPE—There is a fair demand and a satisfactory business. The advance has not been thoroughly digested yet. Discounts are the same, 67½ to 70 on black and 47½ to 50c. on galvanized.

SHEET COPPER—Business is of a quiet, steady character, at 14 to 20c.

SHEET ZINC—Steady to firm, at 4½ to 5c., with a fair demand.

SHEET IRON—Values in this have a firmer tendency, both on the large and smaller gauges. We quote: 10 to 16 gauge, $2.20; 17 to 24 do., $2; 26 do., $2 10; 28 do., $2 20.

CANADA PLATES—There is a fair trade doing, and prices are firmly held at $2.10 under small stocks.

TIN PLATES—No change to mention. Business is fairly active in a small way, at $2.75 to $3 for cokes, and $3.25 to $3.75 for charcoal.

SOIL PIPE—Rules steady as last noted.

TERNE PLATES—There is a fair trade doing, and values are firmly held at $5.75 to $6.25.

HOOPS AND BANDS—Band iron has been enquired for to a fair extent this week at $2, and hoop iron is firmly held at $2.50.

SPELTER—There is little doing in this, and we quote $4.25 to $4.75.

ANTIMONY—Unchanged at 10c.

PAINTS AND OILS.

Firmness is the rule in all kinds of paints and oils. This is especially so in white lead, while red lead also is firmly held.

LEADS—Manufacturers are very firm on these, and prices are firmly held. Business is quiet still, but demand is expected to improve in the course of a fortnight. We quote: Choice brands white lead, Government standard, $5; No. 1, $4 75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—Moderately active and steady at 90c. to $1.05.

LINSEED OIL—Steady, at 59c. for raw and 62c. for boiled.

SEAL OIL—No change from last week—37½ to 40c.

COD OIL—Steady at 35 to 37½c.

TURPENTINE—There is a firm feeling in the market, but prices are 44 to 45c.

RESINS—A quiet, steady business is to note. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The glass market is stronger in tone, and jobbers here are talking higher prices this week. We still quote: $1.15 to $1.20 for first break, and $1.25 to $1.30 for second break. Belgian cables this week quoted an advance of 1 point at primary markets.

CHEMICALS AND DYESTUFFS.

Heavy chemicals of all kinds are steady and quiet with the exception of caustic soda, which is lower in price. We quote: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.;

MONTREAL SMELTING AND REFINING WORKS

THE Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
Leading Consumers use Langwell's Babbit.

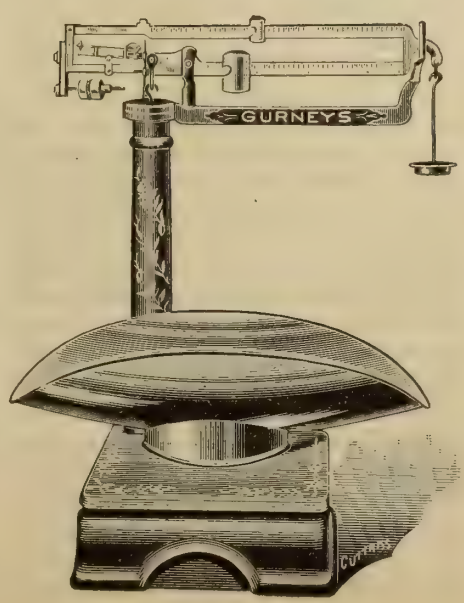
WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON
Metallurgists and Manufacturers
10 Dorchester St., MONTREAL, QUE.

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

caustic soda, 60 per cent., $1.90 to $2 ; ditto, 70 per cent., $2.15 to $2.40 ; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $65 to $70 ; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.10.

PETROLEUM.

Canadian oil is without change, but prices on American are lower. Demand is of a quiet character. We quote : Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

Demand is diminishing, but hides are still scarce and prices are steady. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins, 35c., with 35c. for clips, and sheepskins, 75c. to $1 each.

TALLOW.

The tallow market is quiet and steady at 6 to 6½c. for refined, and 5 to 5¾c. for lower grades.

WOOL.

The wool market is firm especially on Canadian fleece and Northwest wool. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

ASHES.

The market is quiet and steady. We quote: Firsts, $4.10 to $4.15; seconds, $3.75 to $3.80, and pearls, $5 25 per 100 lbs.

MONTREAL NOTES.

Another advance of ¼c. in the price of barbed wire is a feature this week.

Copper is a strong line at present, the inside price for round lots being ½c. higher this week.

New American price lists and catalogues were received by the larger jobbers quoting advances, while in many cases they are refusing quotations.

G. J. Crowdy, of Jas. Hutton & Co., returned on Monday from Great Britain. Mr. Crowdy visited the different big centres in England, and says that the tendency of values generally is firm, while a more hopeful tone prevails.

Advices this week to W. H. Cottingham & Co. from Belgium, state that window glass makers there had advanced their quotations 1 point.

Thos. C. Collins, who represents several leading American hardware manufacturers, is down at Cacouna enjoying the sea breezes for a fortnight or so.

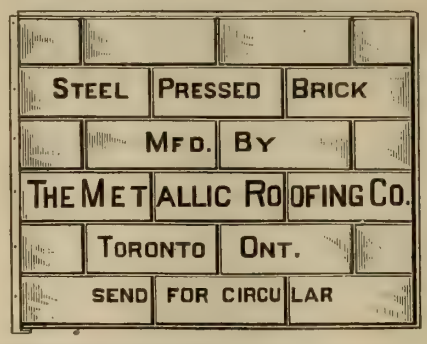
Lamplough & McNaughton will move this week to their new offices and sample rooms, 57 St. Sulpice street.

Jas. Crathern, the senior partner in Crathern & Caverhill, returned to the city this week from a holiday trip.

The Montreal Rolling Mills Co. sent out circulars to their friends and patrons on the 23rd, advising that owing to the heavy advance in the price of linseed oil, all quotations on putty are withdrawn. They had also withdrawn quotations on white lead on the 22nd.

The Montreal Rolling Mills have advanced their prices on the larger sizes of iron pipe, from 2½ to 6 inch, materially. They are the only makers of these sizes.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

ONTARIO MARKETS.

TORONTO, Aug. 30, 1895.

GENERAL trade is not active, but a nice improvement is to be noted in certain lines, and on the whole the volume of business is larger than a week ago. The feature in trade is a further advance in the price of barb wire, plain twist and staples. In wire the only kinds for which the demand is reported good are hay-baling and stovepipe wires. Some slight improvement is shown in both cut and wire nails. Business in lamp goods continues good. Cutlery, sporting goods and tinware are all in active demand. In other lines the situation remains much as before, with values still tending upward. Next week and the following week jobbers expect to see in the city a great many of their country customers, and stocks are being got into shape for their inspection. Payments are good.

WIRE—There is very little doing outside hay-baling and stovepipe wire. Discounts on ordinary fence wire are still 22½ off the list four months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton ; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—The makers have again advanced the price of barb wire, plain twist and staples ¼c. per lb., detailed particulars of which will be found in our editorial columns. We quote 3½c. per lb. Terms and deliveries as before. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms : 60 days, or 2 per cent. off 30 days.

ROPE—Demand is still fair for Manilla and hemp. We quote : Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made ; hemp, 7 to 9c.

CUT NAILS—Trade has improved a little, but the movement is still small. We quote : Base price, $2.50, Montreal, Toronto, Hamilton and London ; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Business is improving, although slowly. Discount 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade remains in much the same unsatisfactory condition as before Discount, 55 per cent.

HORSESHOES—The improvement noted last week in the demand for steel shoes appears to have been maintained. We quote f.o.b. Toronto : Iron, $3.60. Steel, assorted, $5 to $5 35 ; toe weight, $5 85 ; XL, 0, 1, 2, $5.60 ; 3, 4, $4.85.

TACKS—Continue quiet and unchanged. We quote discounts as follows : Leather carpet, 30 per cent ; B.B B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.;

gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—Demand is still principally for the Royal Canadian with brass corners. Price is unchanged at $26.50 to $27.

WARE—Demand is fair for Peerless, white and Pearl ware.

TINWARE—Is brisk, attention being particularly paid to special lines.

ELBOWS—C & F have changed somewhat in the proportions; all bright and common to the dozen is now ¼ of the former to ¾ of the latter. We quote: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

PLUMBERS' SUPPLIES—Trade continues fairly good at unchanged prices.

LEATHER BELTING — Business remains much the same as a week ago. Discounts: Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

SPORTING GOODS — The demand for ammunition is even brisker than it was a week ago, and an improved business is to be reported in guns, rifles and revolvers.

BUILDERS' HARDWARE—A good business is reported in special lines, but otherwise business in this line appears to be only moderate.

CUTLERY—Business continues active in table and pocket cutlery, and the cutlery trade generally continues to improve.

LAMP GOODS—Business continues active, especially hanging lamps and the better class of stand and banquet lamps.

BINDER TWINE—Trade is about over as far as the wholesale trade is concerned. We quote: Common-sense, 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

CEMENT—Business fair and prices unchanged. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2.75; Belgian, $2.45; German, $2.75 to $3.

PLASTER PARIS—Business is still quiet. We quote prices: New Brunswick, $1.90 to $2 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Prices continue to have an upward tendency. Pig iron, tin, copper, spelter, etc., are all higher. Black iron, pig lead, lead pipe and terne plate exhibit more activity.

PIG IRON—We hear of little or no transactions locally, but prices are firmer; $19 to $19.50 seems to be the idea for foundry pig.

BAR IRON—Business continues quiet at the base price of $1.70 to $1.75 f.o.b. Toronto for ordinary lots.

SHEET STEEL—Business is fair without any special feature to note. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Trade has improved considerably during the past week, the demand exceeding the supply in a number of gauges. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2.15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge, $2.50 to $2.60.

TINNED IRON—Demand is still only moderate. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—A little more life is to be noted in this line and prices are higher at $3.35 to $3.50 per 100 lbs.

LEAD PIPE—Also shows more activity. Discounts for the eastern points has been withdrawn and is now the same as obtaining for western points, namely, 30 per cent. in any quantity, no extra discount being allowed for ton lots. We quote: Water pipe, 7c.; waste pipe, 7½c.

GALVANIZED IRON—Stocks are low at the moment, the demand having been exceedingly good. Fresh lots are, however, arriving daily, and in a short time jobbers will have sufficient to cover all orders. Prices are being held firm at $4.25 per 100 lbs. in case lots.

INGOT TIN—Quite a nice business has been doing in this line during the week, and prices are stronger, the figures being 16½ to 17½c., according to quantity.

INGOT COPPER—Prices have advanced considerably in the primary market, but business is quiet and prices unchanged locally. We quote 11¾ to 12c.

SHEATHING COPPER—Has advanced materially during the week, the basis now being 14½c. for 16 oz., with lighter weights in proportion. For tinning and planishing the usual extras are still charged.

IRON PIPE—Stocks are in very good shape. Prices are firm. We quote: ¼ to ⅜ inch, 67½ per cent. off the list; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.

GALVANIZED PIPE—Stocks are now complete, jobbers not experiencing any difficulty in supplying the demand. Discounts unchanged at 50 per cent.

SHEET BRASS—Hard brass for sign purposes is still in good demand. Prices unchanged at 20 to 30c.

HOT-WATER BOILERS—Demand continues good. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; coppered, $16.20 to $20, according to size. American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9.95.

CANADA PLATES—Enquiries are beginning to come in from customers who had booked their orders some time ago asking for their completion. Jobbers are, however, barely able to comply, but they expect that large lots will arrive within 10 or 14 days. We quote: $2.25 to $2.35 for 52 sheets, according to brand and quantity; 60 sheets, $2.35 to $2.45; 75 sheets, $2.50 to $2.60; Alaska, $2.90 to $3.

TIN PLATES—Trade has ruled quiet during the week, especially in 20 by 28 in "I C" and "I X." We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE— Trade continues active at unchanged prices. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes, 60 and 10 off the list.

TERNE PLATES — Inquiries are coming in freely, quite a good trade having been done during the week. Prices are being held at $6 for best brands. Ordinary brands can be shaded a fraction.

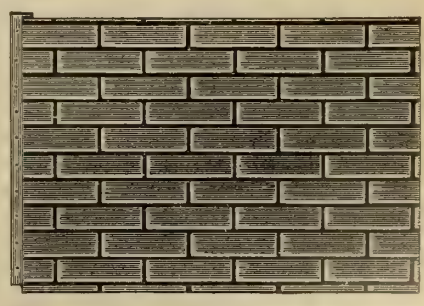
ZINC SPELTER—A few good orders have been received during the week, and prices have advanced a little. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—Trade continues good at unchanged prices. We quote: 12½ to 13c. for half and half, and 11½ to 12c for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

SHEET ZINC—There is a great deal more going out than there was a short time ago. We quote: Cask lots, 4¾c.; smaller lots, 5c.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

GLASS.

The glass trade is hardly as good as it was last week, although the demand continues good. Stocks, it is said, are badly broken up all over the country, and some orders will be with difficulty filled during the coming three or four weeks. The basis of quotations remains $1.15 for first break in fifties. Fancy and plate glass remain quiet.

OLD MATERIAL.

No change in the situation is noted. We quote as follows: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron, hoop iron, 10 to 12½c.; new light scrap copper, 6¼ to 6¾c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 6¼ to 6¾c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—The demand continues to improve, 4¾ to 5c. per lb. being the figures quoted.

PUTTY—Unchanged at $1.85.

PREPARED PAINTS—Not very active at $1 for pure.

TURPENTINE—Still quoted at 39c. in five-barrel lots and 40 to 41c. in barrels. Still quiet.

LINSEED OIL—Bradstreet's has this to say about the situation in the States: "The slump of 6c. in the price of linseed oil to 50c., making a 9c. drop since August 3rd last, makes the lowest price established since September, 1894. In August, 1894, the price was 54c. The weakness is due to probability that the seed crop this year will be 14,000,000 bushels, as against something less than half that amount in 1894. Good judges of the market say that the figure is still above an intrinsic value, and that it is destined to go lower."

As far as Canada is concerned a drop of 1c. per gallon is noted this week consequent on the Canadian crushers beginning to deliver goods, 57 and 60c. now being quoted. For some time linseed oil has been held at a very high figure in the United States. The slump in that country, remarked above, brings the American price down to a level with the Canadian, the difference of a few cents being accounted for by the fact that in the republic the wine gallon is used, while here we have the imperial measure as a quotation basis.

CASTOR OIL—The situation is improving, but 6½c. is still the figure quoted.

CEMENT—A fair business is being done at old quotations, viz.: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2 75 to $3.

PLASTER PARIS—Trade is fair. Prices are still: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

SALT.

Trade is good at unchanged figures. We quote: Barrels, 85c.; coarse sacks, 58c.; fine sacks, 60c.; dairy, $1.25; rock, $10.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are weaker and accumulating. The tanneries are not buying, expecting a reduction shortly. Big dealers are selling cured as low as 8¾c., but are paying 8c. and 7c. for No. 1 and No. 2 green.

SHEEPSKINS—50c. still paid for lambskins and shearlings.

CALFSKINS—Nothing doing.

WOOL—Trade is dull. Fleece combings quoted at 24c.; unwashed at 14c.; rejections at 17 to 18c.. In pulled wools supers are quoted at 20 to 21c., and extras at 21 to 22c.

PETROLEUM.

The days are getting shorter and oil firmer. Prices unchanged. We quote: in 1 to 10 lb. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Barb wire, plain twist and staples have again been advanced ¼c., the price now being 3½c. per lb.

M. & L. Samuel, Benjamin & Co. have in stock a wooden-handled Christie bread knife. It is designed with a view to overcoming the objection raised to the old metal-handled knife. The knife retails at 75c.

The proportion of C & F elbows has been changed to ¼ bright and ¾ common.

LONDON NOTES.

Bowman, Kennedy & Co. report trade opening up well in sporting goods, one of their specialties. Their sales of clay pigeons appear to be particularly good. "Nitro" powder is also in good demand with them at the moment. "We bought a line of this powder at a low price, and are offering it at a figure which will induce people to buy," explained a member of the firm.

Bowman, Kennedy & Co. experienced a good bicycle trade during the season, practically every machine having been sold.

The Hobbs Hardware Co. are experiencing an active trade in sporting goods.

UNITED STATES MARKETS.

NEW YORK, Aug. 30, 1895.

TIN—Moderate purchases were made in ordinary jobbing way, but speculative spirit lacked the dash and spirit that were prominent in the market during tha latter portion of last week, despite the fact that London sent somewhat higher public quotations and also announced quite heavy business in both prompt and future deliveries. Apparently the local bulls discounted the London advance, if indeed they were not prepared for something more. In any event there was nothing in the nature of lively buying interest, and last week's aggressive bulls evidently found more profit on paper than in more substantial form since the accredited "bears" not only refrained from buying against late sales, but stood in readiness to deal out more tin, on "bull" prices, for delivery any time during the balance of the year. That is to say, while slow about accepting bids of 14.40c., they were conservative sellers at 14.50c. for prompt and near future deliveries. Fair quotation of market value appeared to have been 14.35c. net cash, contract terms. Small parcels were, however, dealt out at prices relatively as low, or at 14.50c., thirty days. There were other signs that consumers are being carefully looked after, and that their orders are being booked at prices very close to the speculative market quotations in the face of more or less aggressive attitude latterly of some of the more prominent bullish speculative operators. It was an open secret that notices of deliveries aggregating about 800 tons for the first week in September have been put through the regular coarse, and the chances are that tin will be delivered on all contracts for speculative or other account.

COPPER—The undertone of the market is decidedly strong, much stronger in fact than surface indications would suggest to the conservative or skeptical observer. An idea prevails that there is some sort of combination or agreement among producers that forms the main support of the market, but no facts supporting that idea came to the surface. There is, however, more than fragmentary evidence that consumption is running ahead of expectations, and not only taking up current output of American copper, but forcing further purchases of stock to be shipped to this country. Prices are very firm at 12¼c. for Lake Superior ingot, 11⅞ to 12c. for electrolytic and 11⅝ to 11¾c. for casting stock.

PIG LEAD—Buyers' operations are of routine character, and involve only moderate quantities of the metal, chiefly for early delivery. There is no pressure to sell, however, nor evidence of other depressing influence, aside from apparently studied effort to magnify the importance of the movement of foreign lead in this direction. At 3 50c. for common domestic, considerable business could probably have been done, but holders stood out firmly for 3 52½ to 3.35c., as to delivery and size of lot, and only ordinary business transpired. London cable quoted £10 13s. 9d. for soft Spanish.

SPELTER—Cost in the primary market is equivalent to about 4.30 to 4.32½c. delivered here, and business on that basis was reported to have been effected elsewhere than in the New York market. A few carloads, mainly inferior brands, are still offered in this market at less than present cost to replace, or say at 4.20 to 4.22½c., but otherwise 4.30c. would appear to be inside price



Crescent Steel Enamelled Ware

EVERY PIECE GUARANTEED

Made of steel—light, strong, durable, impervious to acids.
The very best that can be made.

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

for prompt and early shipments from the west. Orders coming this way are invariably for rather small lots, and nowise numerous. London cables quoted £15 7s. 6d. for good merchant brands.

ANTIMONY—There is little doing outside of ordinary sales in a jobbing way, yet enough to hold prices quite steady at 8 to 8½c. for Cookson's, 7⅞ to 7¼c. for Hallett's and 7c. for Japanese, from store.

TIN PLATE—For light-weight cokes there continues to be a very fair demand, and sales are making for prompt and near future delivery at full prices. In other descriptions the business passing is strictly of routine character and moderate all told, but with only fair stock on the spot prices remain quite firm.

IRON AND STEEL—Sales of pig iron are at present mostly on hand-to-mouth lines, since consumers are supplied in a good measure from stock received in delivery on old contracts. Some of the least favored southern brands, it is claimed, can be obtained at some concession from late prices, but reliable brands, southern and northern, are no cheaper.

Old material remains very firm at the highest prices of the year; rails and wrought scrap are particularly strong, since only comparatively moderate stocks exist in this vicinity.

In steel rails the dealings here are confined mainly to 25 to 40-lb. section tees at $25 f.o.b. mill and girder rails on the basis of $26. Heavy sections are still quoted at $24 at mill.

Beams, channels and other structural shapes are held very firmly, as are plates, but business in the several lines is momentarily rather quiet. Bars and other merchant iron sell fairly at steady prices.

THOS. DAVIDSON MFG. CO., LTD.

This firm will again exhibit at the Toronto Industrial this year.

The success which attended their efforts last year, both in securing the highest award (silver medal) and also in bringing before the trade many of their special lines, samples of which cannot be carried by traveling salesmen, was very encouraging.

Lack of space last year compelled them to confine their display to such an extent that only specialties could be shown. The same difficulty presents itself this year, larger space being unobtainable, owing to greater demands from other exhibitors.

Their exhibit will, therefore, be confined principally to "Crescent enamelled steel ware." However, as the manufacture of these goods in Canada is of very recent occurrence, it will be of great inferest to the trade to see these lines in their different stages of manufacture.

Messrs. Taylor Webb and E. Barrat, representatives for Western and Eastern Ontario respectively, will be in attendance during the two weeks of the Fair, and will be pleased to meet all interested in the hardware trade.

Exhibit located same space as last year—Main building, ground floor, third exhibit east of Art Gallery. Don't fail to see it.

PERSONAL MENTION.

J. H. Housser, manager of the Massey-Harris Co.'s works of Brantford, Ont., was presented on August 24th with an address and a gold-headed cane by the employes of the firm. Mr. Housser, it is expected, is about to remove to Toronto.

J. H. Brent, the western representative of Crathern & Caverhill, and Caverhill, Learmont & Co., who has been in Montreal for the last week or so, leaves for the west in a day or two.

ROAD-RACE FOR HARDWAREMEN.

The employes of M. & L. Samuel, Benjamin & Co. will hold the second of their series of bicycle road-races to day (Saturday) on the Kingston road. The distance will be ten miles, and the race will start about three p.m. A number of valuable prizes have been donated, and there are fifteen entries.

The Canadian Typograph Co., Ltd., will apply for letters patent extending their powers to the manufacture, purchase and sale of all kinds of ball bearings and machines, bicycles, sulkies and vehicles in which ball-bearings are used.

LARGE CONSIGNMENT OF . . .

NITRO POWDER Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

A NEW STOVE.

THE GURNEY FOUNDRY CO., Ltd., Toronto, are putting on the market a stove unique in design, handsome in appearance, and claimed to be the most powerful little heater on earth. It is called the Oxford Triple Heater, it is economical in the amount of fuel it burns, it is said it will heat a whole house, and it constitutes a decided ornament to any house. We present herewith two cuts, one showing the stove complete and the other bringing before the eye a section of it. By reading, in connection with this cut, the following description of how the stove handles cold and hot air, one may get some idea of the theory upon which it is constructed : The air is taken at or near the floor line, is carried between the inner and outer surface of the heater to the entrance of the tubular spaces—fourteen in number—through which it is carried immediately over the fire to the opposite inclosed space, from which it is delivered to the room.



OXFORD TRIPLE HEATER—EXTENSION.

WELDING NICKEL STEEL.

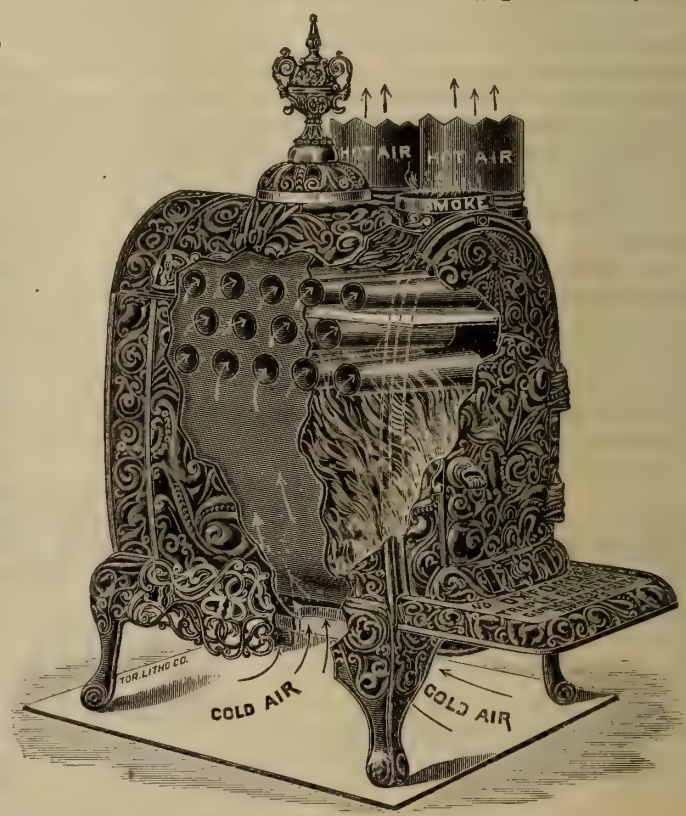
H. P. McIntosh, the secretary of the Canadian Copper Co., of Cleveland, has, according to Iron Trade Review, this to say regarding some trials the company has made recently in welding nickel steel :

In each trial two pieces, each 1 in. square by 6 in., were welded together with a lap weld, with the following results : No. 1—Samples containing nickel 2.05 per cent. and carbon 0.22 per cent. cut like soft steel, welded perfectly, with no sign of weld showing ; bent twice at right angles at the weld when hot, weld did not open nor was any crack noted ; bent at right angles when cold, failed to show any crack at weld. No. 2—Samples containing nickel 3.25 per cent. and carbon 0.16 per cent. worked exactly like No. 1, same tests, no cracks seen ; welded perfectly. No. 3—Samples containing nickel 3.40 per cent. and carbon 0.31 per cent. cut a trifle harder, also hammered like a harder steel, welded perfectly, bent hot and cold like No. 1, showed no crack, weld cannot be seen. No. 4— Samples containing nickel 2.62 per cent. and carbon 0.19 per cent. worked exactly like Nos. 1 and 2, same tests did not show any weakness at weld. No. 5—Samples containing nickel 3.20 per cent. and carbon 0.54 per cent. worked a little harder, but gave perfectly solid weld, no cracks on bending hot and cold. No. 6—Samples containing nickel 3.10 per cent. and carbon 0.96 worked harder., i.e., like a tool steel, welded perfectly, no cracks on bending hot and cold. No. 7—Samples containing nickel 4.95 per cent. and carbon 0.51 worked like No. 5, not so hard as No. 6, perfect weld, no cracks on bending. In general, the percentage of nickel does not affect the welding power at all. The steel must be treated like any other steel, using more care with the higher carbons.

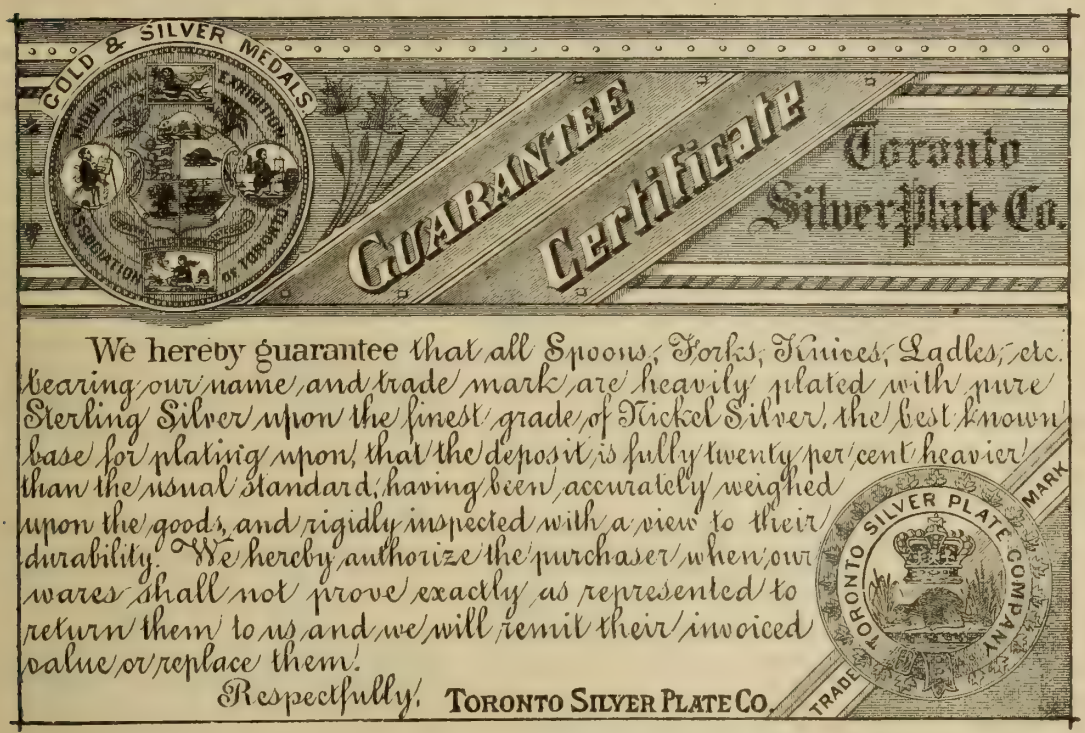
WARDEN KING'S WILL.

The estate of the late Warden King, iron founder, will amount to over three-quarters of a million dollars. As was anticipated the deceased did not forget the many charitable institutions that he had at times assisted during his lifetime, and bequeathed the following amounts : Young Men's Christian Association, of Montreal, $5,000 ; the Manitoba Presbyterian College, Winnipeg, of which the Rev. J. M. King is principal, $5,000; Chalmers' Presbyterian Church Sunday-school, $1,000, of which the deceased was for some time superintendent ; the Board of French Evangelization, $2,000; the Board of Home Missions, $2,000; the Board of Foreign Missions, $2,000; the Widows' and Orphans' fund, $1,000; and the Aged and Infirm Ministers' fund, $3,000; Protestant Hospital for the insane, at Verdun, $4,000 ; the Western Hospital, Dorchester street, $2,000: the Young Women's Christian Association, $3,000; the Coligny College, at Ottawa, $2,000 ; the Montreal Boys' Home, $1,000; the Protestant Infants' Home, $500; the Ladies' Benevolent Institute, $500 ; the Hervey Institute, $500 ; the Montreal Religious Tract Society, $300: and the Canada Sunday-School Union, $300. The sum of $10,000 is also bequeathed to the Presbyterian Church Extension and Building Fund.

The work on the Guelph rolling mills is progressing favorably. The foundation for the machinery is being laid and the machinery placed. The boilers and engines have arrived. Some thousand tons of scrap are now also on the premises. The building itself is complete. Operations on the artesian well are making good headway and the prospects for an excellent flow of water are very good. Some 250 feet have now been bored.



OXFORD TRIPLE HEATER—SECTION.



When purchasing

FLATWARE

from your jobber see that it is accompanied by a

GUARANTEE CERTIFICATE

of which this is a fac-simile.

If visiting Toronto during our Industrial Exhibition make it a point to call at our Factory . . . . . **570 KING ST. WEST** and see our works in operation. You will be interested, and we will be glad to see you. . . . . .

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HOT . . . WATER . . BOILERS .

"OXFORD"

QUINTET . . .
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DUET and RUGBY RADIATORS . .

THE MOST MODERN, EFFICIENT, AND ECONOMICAL



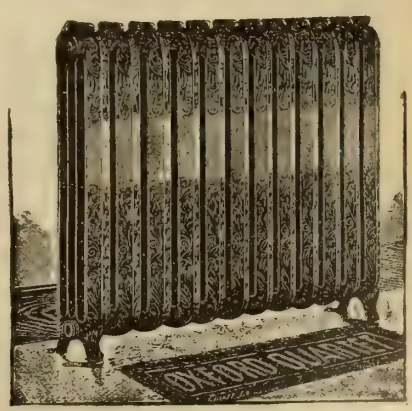
Boilers AND Radiators

EVER PRODUCED

Our **Radiators** have the only perfect

IRON TO IRON JOINT

(Never a leaky joint)



OXFORD WARM AIR FURNACES

For all sizes of Buildings

Manufactured by . . { The Gurney Foundry Co. Ltd., Toronto
The Gurney Massey Co. Ltd., Montreal

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

AS the summer season is well nigh over the meetings of the Toronto Master Plumbers' Association will be shortly resumed. The first meeting will be called in a couple of weeks, and it is hoped that the Association will during the coming winter make decisive strides towards the accomplishment of the objects for which it was organized.

* * *

The trade in heating apparatus is similar to the business of a milliner. If a dealer in ladies' headgear can sell one stylish bonnet, every one of the purchaser's neighbors will have a new bonnet within a week. So if a radiator manufacturer once prevails upon two or three prominent residents in any town to fit up their houses with steam or hot water systems, he can do any amount of business in that place, for everybody else will follow suit if he can do so. This explains the fact that in Kingston, Brockville and Belleville the radiator men have found a regular gold mine, while in equally thriving Ontario towns and cities they have been unable to make any sales at all. Get one sheep to jump over the fence and all the others will follow.

* * *

The Toronto branch of the Journeymen Plumbers', Gas and Steamfitters' United Association is progressing very favorably, four applications for membership being received last month. They hope to make a good showing in the Labor day parade.

* * *

CONTRACTS OPEN AND CLOSED.

The contract for the heating of the new Trinity College School at Port Hope, Ont., has been secured by Fiddes & Hogarth, Toronto.

The Imperial Bank is about finished, and has the most modern style of plumbing. W. J. McGuire, Toronto, has the contract.

The Keith & Fitzsimons Co., Ltd., Toronto, have about finished with the heating of the Brockville asylum.

The Bennett & Wright Co., Ltd., Toronto, have secured the contract for the plumbing in the new Trinity College School at Port Hope.

The contracts for the plumbing and heating of the Court House and City Hall at Brantford, Ont., have been awarded to Purdy, Mansell & Mashinter, Toronto.

The Keith & Fitzsimons Co., Ltd., Toronto, are remodelling the bath room at Dr. Ross' Toronto residence, and say it will be the finest in the city when finished.

W. J. McGuire, Toronto, is about finished with the plumbing of St. Michael's hospital.

The Winnipeg City Council have awarded a contract for the construction of nineteen catch-basins (to cost $834) to W. F. Lee; also a contract to supply a quantity of sewer pipe to J. H. Ashdown for $1,895.

The convent at Niagara, Ont., is being heated and the plumbing done by Purdy, Mansell & Mashinter, Toronto.

W. J. McGuire has secured the contract for the plumbing of the McMaster Ladies' College, Toronto.

The Keith & Fitzsimons Co., Ltd., Toronto, have just finished their contract for the plumbing and hot-water heating of the handsome residence of J. G. Thompson, Rosedale.

The heating of the W. J. Langmuir Co.'s building has been undertaken by the Keith & Fitzsimons Co., Ltd.

Tenders for the heating by hot water of the Lombard street fire hall, Toronto, will be advertised for.

Contract Record gives the following information regarding contracts open and closed :

Mr. Moyle, Picton, Ont., will build a house, and John Mundie, of Udney, Ont., a new warehouse.

The citizens of Stratford, Ont., will vote on a $30,000 sewerage by-law.

The Department of Public Works at Ottawa is calling for tenders for alterations and additions to the heating apparatus of the post office building at Stratford, Ont. The contract will be open till Sept. 11th. Plans and specifications may be seen at the departmental offices at Ottawa, or at the post office at Stratford.

Child & Bainbridge are erecting a sawmill at Alberni, B.C., and Alexander, Kelly & Co. will build a new elevator at Brandon, Man.

It is said a summer hotel, to cost $100,000, will be built at Gananoque, Ont.

Wellington, B.C., Methodists will build a new church.

A number of business houses which were destroyed in the recent fire at Elmvale, Ont., are being rebuilt.

The Hudson Bay Co.'s store at Calgary, N.W.T., is to be extended and remodelled.

The Thousand Island Real Estate Association will build a $50,000 casino on Welcome Island.

W. Newlands, architect, is drawing plans for improvements to Col. Duff's store in Kingston, Ont.

The Rolling Mills Co. will erect a nail and tack factory near St. John, N.B.

Sanitary alterations and improvements are likely soon to be ordered in the Montcalm and Sarsfield schools, Montreal.

At Toronto the Canada Cork Co. is to erect a large brick building 60 x 100 feet; the Atlas Loan Co. will build a pair of two storey brick dwellings on Cowan avenue to cost $4,000, and Dr. John Hoskin will erect on Dale avenue a home to cost $2,000.

J. B. Elliott will build the Aberdeen cannery on the Skeena river, the main building of which will be 400 x 40 feet.

R. Mitchell & Co. have secured the contract for the plumbing and heating of Robert Mitchell's house at Westmount, Que.

J. A. Chasse, architect, is drawing plans for a Catholic church and residence at St. Lambert.

Plans for alterations in the Winnipeg hotel, at Winnipeg, to cost $10,000, and include improvements to heating apparatus, are being drawn by Architect Chesterton.

Hamilton Ladies' College, it is said, is to have a new home.

Winnipeg people want a disinfecting room in connection with their hospital.

* * *

PAPER WATER PIPES.

The experiments with the new paper pulp pipes, which are made on pretty much the same principle as the fibre pail, have demonstrated that the idea will eventually prove successful, at least so says Paper World. As it now stands, the hand-made pipes, formed from crudely worked and irregularly subdued pulp, are not very attractive in appearance, nor well enough made to warrant that they will stand the wear and tear to which street water pipes are subjected. However, it would be more of a wonder if the plan of making the water pipes should be a booming success from the start. Time and experiments are essential to the development of all new things.

With each new test of the proposed pipes a step in advance is made, and this would seem to indicate that after a few more trials perfection will have been attained. The matter as it now stands is about as follows : Paper pulp, in which there is a fairly good fibre, is agitated with water and run into molds and cast into the form of the ordinary water pipe. The same molds that are used in connection with casting iron pipes are employed. The mode of procedure is substantially the same. Of course there are various strengthening materials compounded with the pulp, otherwise it would not stand a great pressure. The inventors report that these ingredients are inexpensive and simple.

* * *

CAUSE OF PIPES BURSTING.

Owing to the many erroneous theories relative to the cause of bursting water pipes, the following, clipped from an English journal, is especially interesting :

For trial, any strength pipe would do, but for a simple demonstration, take about 20 feet of light ½ or ¾ lead pipe. Put a stop tap at one end and a bib tap at the other. Fill this pipe by a hose, shut the bib tap, then the stop tap tight, double the pipe with

and easy bend, cut a hole through a wall into a warm room, then put the double pipe inside with the taps outside, and gradually draw them out about 1 foot at a time to allow them to freeze up from the taps, and by the time the pipes are nearly all drawn out the burst will take place in that part not frozen or last to freeze.

Again, take the same pipe, filled as before, and draw out one end only ; the burst will then take place at the end not frozen or last to freeze, close to the tap inside.

Again, take the pipe and fill it, then put the end with the bib tap inside. Open it, put a bottle or can to catch the water, and then draw out as before, and as it freezes it will push the water into the bottle, and no burst can or will take place on any part of the pipe swollen.

Again, take the same pipe as before, cut off both ends, expose it equally, all at once, to frost ; no burst will take place, but the pipe will be slightly expanded.

The expansion caused by freezing is great, and will burst almost anything. Why ? Because there is no vent or escape for the pressure of the water ; but if a passage is kept open to the centre, or the last place of freezing, no burst will take place, not even a bottle, if it could be attended to.

Take a simple test, as I have done—a water butt ; let it freeze, and before it is half frozen it will burst the butt. But keep the centre open with a small iron rod, and though it may get solid, it will not burst. Why ? Because the hydraulic pressure is taken away.

Burst pipes are caused by expansion in freezing and forcing the unfrozen water between two given points, and by hydraulic pressure expanding the pipe until it is relieved by a vent.

It is on this principle that pipes are burst by the sudden stoppage with the old-fashioned half turned taps. Hence the introduction of the screwdown taps. Tnis I have experienced many times of old when the high pressure of town water was introduced. The burst in these cases is exactly like that by frost.

COLD SOLDERING.

Soldering without heat, commonly called cold soldering, says The Plumber and Decorator, is a process not only possible, but common, and, after the first preparation, is exceedingly simple. The process given has many uses for soldering all articles which cannot be exposed to heat, and for soldering parts together which cannot be got at with either a copper bitt or a blow pipe flame. The process of cold soldering can be extended even to soldering two faces of dirty cast iron together. It may be done on blocks of any size without the slightest assistance, so far as heating is concerned, by the process given below. Although the first process is tedious, a large quantity of materials can be made at once, and the actual soldering process is simple and quick.

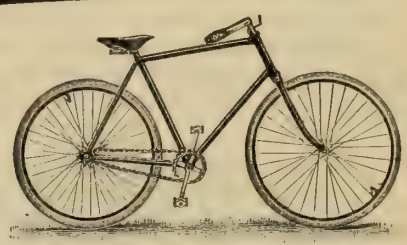
Flux : 1 part metallic sodium to 50 or 60 parts mercury. This must be kept in a stoppered bottle closed from the air. It has the property of amalgamating (equivalent to tinning by heat) any metallic surface, cast iron included. Metallic sodium alloys with mercury by cautiously triturating the materials in small quantities at a time in a Wedgwood mortar. If it be too much trouble to make it the sodium amalgam can be bought ready made from any chemist or dealer in reagents.

Solder : Make a weak solution of sulphate of copper (about 10 ounces to 1 quart of water). Precipitate the copper by rods of zinc ; wash the precipitate two or three times with hot water ; drain the water off and add for every 3 ounces of precipitate 6 or 7 ounces of mercury ; add also a little sulphuric acid to assist the combination of the two metals. The finely divided copper combines with the mercury and they form a paste, which sets intensely hard in a few hours ; and, while soft, this paste should be made into small pellets, which harden, and have the property of softening by heat and again hardening in a few hours. When

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IMPERIAL FRENCH GREEN
Is the original and only reliable . . . . .

BRUSHES
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WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.
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CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

wanted for use heat one or more of the pellets until the mercury oozes out from the surface in small beads, shake or wipe these off, and rub the pellet into a soft paste in a small mortar, or by any other convenient means, until it is as smooth and soft as painters' white lead. This, when put on the surface, amalgamated by the sodium and mercury, adheres firmly and sets perfectly hard in about three hours. The joint can be parted, if necessary, either by a hammer and cold chisel or by a heat about sufficient to melt plumbers' solder.

* * *

EXPERT FEMALE PLUMBER.

It is by no means uncommon, says Metal Worker, for the salesmen of the plumbing supply houses to find the establishments of some of their customers in charge of women. Many of them take a lively interest in the trade in all its branches, and are not only thoroughly informed in all matters relating to the business side of the trade, but are well versed in its practice. Some have studied the arrangement of a plumbing system, both for the water supply and for the disposal of the waste, and are as capable of pointing out the defects in the arrangement of the fixtures and vents as the local plumbing inspector. The proficiency which a woman may attain in this field is shown in the success of Miss Marion Talbott, of Chicago. She went into the practical side of sanitation with an energy which proved her sincerity, and which also soon converted her into an authority. She studied the plumber's trade practically, with a view of becoming a proficient artisan at this branch of labor, and only relinquished her object on finding it too hard an occupation for a woman. Her practical knowledge of plumbing is, however, of great value to her in her work, first as a professor of sanitary science and now as dean of the Chicago University.

* * *

A RAM, BUT NOT A SHEEP.

A a recent meeting of representative stock breeders, says a correspondent of The Rural Mechanic, the subject of the relative merits of different breeds of sheep was naturally one that elicited considerable discussion. The pedigrees of a number of famous rams were traced back more generations than the average American citizen can boast of, and several went into details to show the profit certain of their rams had been to them; in fact, it was a sort of a contest for points on profit. The most interesting, as well as novel and instructive experience, was that of a fellow who injected, or rather, rammed himself into the conversation. He said he had a little farm, but never owned a sheep yet, and a ram he was willing to gamble had made him more money, been more satisfaction to his family and less trouble than whole flocks of their high bred, solemn-visaged goats. This ram of his was about nine years old, had never been at a fair, jumped a fence, nor been dipped, shorn nor slept on a feather bed. It sat on a slab of stone down by the spring, at the foot of the hill, about 40 rods from the house, and butted the water up the hill to the house and barn in sufficient quantities for domestic purposes and to water the stock, besides sprinkling the yard and watering the garden and potato patch. It finally dawned on us that this ram belonged to the breed known as the "hydraulic." This hydraulic ram, he said, cost him $12, the additional expense being about 45 rods of common gas pipe and the work of putting it in.

I have investigated the matter of pumping or elevating the water by means of hydraulic rams and am surprised that they are not more generally employed. The principle is simple in the extreme, the cost is insignificant, and anybody can put one in and start it. When once it is started it continues to work away faithfully without any trouble.

In fact it turns the stream that runs it up past your door just where you want it. What I learned at that meeting and what I have subsequently found out, as a consequence, has been of more real value to me than all the stock shows I ever attended before. I am convinced that a better knowledge of the principal of the hydraulic ram and the application of that knowledge will be of vast benefit to those having flowing water at their command.

MOLDERS' APPRENTICES.

Careful investigations have determined that molders, on the average, work from 14 to 15 years at the trade. The union allows one apprentice for every eight molders, and, in addition, one for the shop. In a foundry containing 80 molders there could be, on this basis, 11 apprentices. Counting a four year apprenticeship for each, the shop would produce an average of 2¾ new molders each year. An average life in the trade of 14 years for the 80 molders means that their ranks are diminished at the rate of 5 5-7 a year. The supply from the ranks of apprentices is thus less than half enough to meet the demand. Immigration supplies a portion of the deficiency. Machine molding, moreover, is lessening the demand for skilled labor in the foundry. But with all allowances made, there is still a gradual curtailment of the supply of good molders. Stove manufacturers had this question before them as the most serious problem connected with the management of their foundries. Little has been heard from it in the past two years because foundry outputs have been small, and few molders have had uninterrupted employment. If the same rate of improvement noted in the past three months continues through the remainder of the year, 1896 may bring with it fresh reminders of the artificial scarcity of molding skill created by union apprenticeship regulations.—Iron Trade Review.

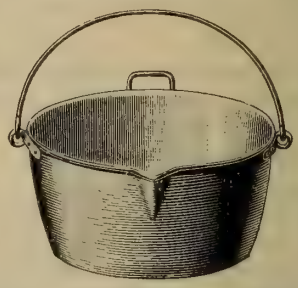
See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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PEARL STEEL WARE
Finest and best Enamelled goods in the market.
RICE LEWIS & SON,
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Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

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Security, first mortgage loans—the basis of wealth.

Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

DEPARTMENTAL STORES.

THE retail merchants of Chicago are now thoroughly organized in their opposition to departmental stores. In the west end of that city alone, it is said, 500 retail shops have been closed within the past year, the patronage formerly enjoyed by them having passed over to the big downtown establishments, where everything, from an ounce of pepper to a piano, may be purchased under one roof.

So the retailers are now undertaking to have a law passed by the Legislature of Illinois imposing a tax of $5 a year on a retailer who sells only one class of goods, "such as boots and shoes, or hats and furnishing goods, or groceries, or meats," and for selling each additional class of goods a fine of $5,000 a year would be imposed. This would run the annual penalty on department stores up to fifty or a hundred thousand dollars.

It is hard to say at this distance what success this crusade will enjoy, but one thing is certain, and that is that the landlords of the hundreds of small stores now vacant will do battle on the side of the retailers. On the other hand, however, the general public, who have enjoyed the cheaper prices of goods at departmental stores, will oppose anything that is likely to injure them.

A side issue has to be considered, and that is: What will become of the thousands of general storekeepers throughout the State of Illinois, who, in order to exist, have to sell several lines? The passage of such a law as is proposed would practically exterminate the species. Another obstacle in the way of the successful operation of such a measure, if passed, would be the difficulty of drawing the line between certain classes of goods.

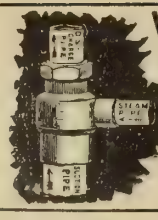
A B. C. MINING BUREAU.

According to The Statistical News-Advertiser Hon. Col. Baker, in his capacity of Minister of Mines, has caused to be sent out to the various mining recorders throughout the province of British Columbia circulars requesting them to gather every possible information as to mines and mining operations in their districts. This information will be forwarded through the gold commissioners of the districts of Victoria, with samples of ore from the mines, also samples of rock from the hanging or foot walls. This is the first move towards establishing a Bureau of Mining for the province. A portion of the Provincial Museum will, for the present be set apart for the specimens of ore from the different mines, and the fullest information obtainable as to the nature of the ore, the workings of the mine and the geology of the vicinity will be kept on record. Then when any inquiry is made as to any mine, or of the progress or prospects of any districts, from the data at hand the fullest information obtainable will be furnished. The records will be kept up to date and as accurate as possible.

SITUATION VACANT

WANTED — For Ontario and Eastern Provinces— travelers calling on retail hardware. Side line on commission. Address,

HARDWARE, Box 311, Oshawa, Ont.



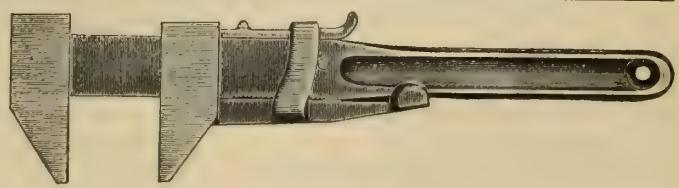
VANDUZEN STEAM JET PUMP
THE BEST IN THE WORLD.
Pumps Any Kind of Liquid.
Always in Order, never Clogs nor freezes. Every Pump Guaranteed.
—10 SIZES.—
200 to 12000 Gallons per Hour.
Cost $7 to $75 each. Address
GARTH & CO.,
536 to 542 Craig St. MONTREAL

Best Varnishes
FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc.
CUTLERY
A Specialty.
Western Representative
R. A. BAINES, - 28 Front St. East, Toronto.

ALBERT MANUFACTURING CO.
Manufacturers of the Well Known
"HAMMER BRAND"
Calcined Plaster and
Patent Rock Wall Plaster.
HILLSBOROUGH, N.B., CANADA.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

A. ALLAN, President. F. SCHOLES, Managing Director. J. J. McGILL, General Manager. J. O. GRAVEL, Secretary-Treasurer.

CANADIAN RUBBER CO.
CAPITAL $2,000,000.00
OF MONTREAL
TORONTO and WINNIPEG

Manufacturers of superior quality

Rubber Belting
Of following grades:
"Extra Star"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"
"Fine Para"

All kinds of

Rubber Hose
All made with our Patent Process Seamless Tube, including
Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

Mould Goods of Every Description.
WESTERN BRANCH:
Cor. Front and Yonge Sts. - Toronto
J. H. WALKER, Manager

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

JOSEPH WILSON, hardware and tinware, Bright, Ont., has assigned to Robt. J. Henderson.

F. Lebel & Co., general store, St. Flavie, offers to compromise at 40c.

D. G. Kier, tinsmith, Martintown, Ont., has assigned to D. E. McIntyre.

Isaie Gingras, general store, St. Apolinaire, Que., has compromised at 40c.

Premont & Collas, general store, St. Felicite, Que., want to compromise at 35c.

The sheriff is in possession of the Canadian Oil Co.'s premises at Sarnia, Ont.

Mrs. A. C. McKay, general store and hotel, Gould, Que., offers to compromise at 45c.

A. Lamarche has been appointed curator of the business of Severe Daoust, general store, Benoit, Que.

Application has been made for the liquidation of the Montreal Carriage Co., St. Louis de Mile End, Que.

O. Jobin, Quebec, has been appointed provisional guardian of the estate of Pednault & Tremblay, general store, Chicoutimi, Que.

F. J. Wesley & Co., woodenware manufacturers, Toronto Junction, who were burned out some days ago, have assigned to A. C. Neff, Toronto The concern was about three years old, and employed 50 hands. The liabilities are $20,000, with assets nominally the same.

PARTNERSHIPS FORMED AND DISSOLVED.

J. F. Wallace & Sons, carriage makers, Waterloo, Que., have dissolved.

Hurtubise & Comte, hardware, Montreal, have dissolved. F. Hortubise continues.

The Compagnie Electrique de Chicoutimi, of Chicoutimi, Que., have obtained a charter of incorporation.

A wholesale general merchant partnership has been registered between Stephen H. Thompson, J. G. A. Kohl and George F. Patterson, under the style of B. & S. H. Thompson & Co., Montreal.

SALES MADE AND PENDING.

John Hilbert, undertaker, Nanaimo, B.C., advertises stock for sale.

The business of E. C. Seeley, gunsmith, Stratford, Ont., is for sale.

The effects of Wm. Grimm, carriage maker, Victoria, B.C., are for sale.

Thomas Watson & Co, general store, Blyth, Ont., have sold out to White & Co.

A. E. Guay, general store, Baie Des Peres, Que., has sold out to Timmins Bros. & Co.

The assets of John Whitfield's chain and iron works at Toronto are for sale by tender.

The stock of P. N. Tellier & Co., general store, Berthierville, Que., has been sold at 50c.

The stock, etc., of R. M. Corey, harness, Aylmer, Ont., is advertised for sale by auction.

CHANGES.

R. J. Plaw is starting a hardware business at Arnprior, Ont.

W. H. McAlpine, lumber, Montreal, is giving up business.

Alphonse Girard has started a general store at St. Gervais, Que.

M. White, general store, North Saanich, B.C., has gone out of business.

M. D. McLennan, general store, Langley, B.C , has removed to Steveston, B.C.

Thos. MacRae has been registered proprietor of T. MacRae & Co.'s general store, Cookshire, Que.

FIRES.

Fire did $12,000 damage at Florence, Ont., on August 25. Webster & Gordon's general store was burned.

A large fire took place at the village of Casselman, Ont., on the line of the Canada Atlantic Railway, August 27, which destroyed a saw-mill, about 2,000 cords of wood, a million feet of lumber and 10,000 pieces of timber. The loss is about $35,000, about half of which is covered by insurance.

On August 28 the London, Ont., fire brigade was called out to a blaze in the molding shop of the McClary Manufacturing Company on Wellington street. The fire started from the "core" oven, ran up a frame partition and thence communicated to the roof, along which it travelled about 100 feet. The flames were soon under control. Loss estimated at between $300 and $400. Covered by insurance.

DEATHS.

Geo. Taylor, general store, Oakland, Ont. is dead.

Geo. E. Wilkinson, of G. M. Wilkinson & Son, grocers, Kingston, Ont., is dead.

BRANTFORD INDUSTRIES.

Negotiations are about completed for the admission of the Massey-Harris Co. as stockholders in the business of the Bain Bros. Mfg. Co., of Brantford. The capital stock will be increased to $250,000, and the annual output raised to 4,000 wagons. The manufacture of other vehicles beside farm wagons will likely be gone into by the new concern, which will run on under the old management. It is just possible that the factory will be moved to Woodstock, and there take possession of part of the Paterson factory.

Another Brantford advice says: "A deal is almost upon the verge of being closed, which will give Brantford a new and large bicycle factory, employing from 100 to 150 men all the year round. The Brantford Carriage Company and members of the Courtland Carriage Company are going into the bicycle manufacturing business on this side. If the deal is finally completed they will make an addition to the present works of the carriage company of a building of about 100 feet by 50 feet. Messrs. Duffy, Fitzgerald and Spratt, of the Courtland company, have had a series of meetings with D. S. Henderson regarding the purchase of his 'Common Sense' wheel and all its patents. The negotiations have been of a most satisfactory character, and Hugh Duffy, of Courtland, who is here to-day, will return home and submit the final proposals to his co-directors. These have already been practically accepted, and the company to be formed to make the 'Common Sense' will have a capital of $100,000. D. S. Henderson, who has hitherto made the wheel, and holds the patents for it, will be general manager and superintendent of the new company."



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

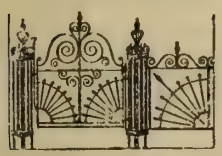
IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

In Handy Cans

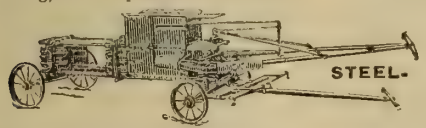
IS THE PROPER LINE.

A. RAMSAY & SON

MONTREAL.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.



"Build to-day then, strong and sure, With a firm and ample base." —Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

INCREASING GOLD PRODUCTION.

The financial Chronicle, in a careful estimate of "Gold Mining in 1895," says: "The few facts known indicate that the revival in gold mining is well nigh universal. It is therefore probably safe to assume that the total production of the mines outside of Africa, Australia and the United States will exceed that of 1894 by about 10 per cent., and reach nearly 3,200,000 fine ounces. For the convenience of the reader we bring together the foregoing estimates for the calendar year 1895. It will be seen that they make the aggregate of the world's gold production in the current year 9,800,000 fine ounces, valued at $202,583,640, or an increase over 1894 of a little less than 12 per cent. Using the 1894 revised results and our own totals for the previous two years, we have the following comparative summary:

	Estimated. 1895.	1894.	1893.	1892.
Africa	2,300,000	1,951,911	1,381,128	1,150,519
Australia	2,200,000	2,020,180	1,711,892	1,638,238
United States	2,100,000	1,910,813	1,739,323	1,597,098
Other countries	3,200,000	2,898,110	2,829,734	2,655,967
Total ounces	9,800,000	8,781,014	7,662,077	7,041,822

"The indicated yield for 1895 is 9,800,000 fine ounces, the value of which at $20.6718 per fine ounce would be $202,583,640, or 1,018,986 fine ounces greater than in 1894, equal to about 12 per cent. The gain in 1894 over the preceding year was 1,118,937 fine ounces, or 14½ per cent. Taking into consideration all the information at present received, together with the general truth everywhere observable that mining is being prosecuted with great activity, an estimated increase in yield of 12 per cent. compared with the preceding year seems much more likely to be an under-estimate than an over-estimate."

OHIO VS. LAKE SUPERIOR ORE.

Ohio's place as an iron ore producing state, says Iron Trade Review, gets farther down the list with every year. Time was when a large tonnage of native black band ore went into the American-Scotch irons of various Mahoning Valley and Southern Ohio furnaces. In 1887, there was produced in Ohio 87,965 tons of black band ore. The amount gradually decreased until in 1894 it was but 3,837 tons, Mahoning county producing 109 tons and Tuscarawas county 3,728 tons. Last year not a ton of black band ore was mined in Ohio, and the hematite, which made up the total, was only 53,043 tons. This was contributed entirely by Jackson, Lawrence and Scioto counties, and is the smallest output since any statistics began to be kept. The year previous the total was 68,220 tons. In 1884, it was 276,286 tons, and in 1887, the year of largest production, 377,465 tons. The high silica and low phosphorus ores of certain Lake Superior mines are now so cheap and of such excellent quality, that native ore in Ohio-Scotch irons is out of date.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

JOSIAH FOWLER, **ST. JOHN, N.B.**

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St, MONTREAL



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F." THREE RIVERS**

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

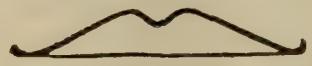
SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, August 30, 1895.

Taese prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag 56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.Xl	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price,
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
5/16 "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, &7½ p.c.; ½ to 2 in., 65 and 10
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE. Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to 7/8 in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03¾	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¼
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03¼	0 03⅜
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.)	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	....	0 05
Chrome Yellow	....	0 11
Golden Ochre	....	0 06
French "	....	0 05
Marine Black	....	0 09
" Green	....	0 09
Chrome "	....	0 08
French Imperial Green	....	0 19

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 57
Boiled, per gal	....	0 60

Turpentine.

(In bbls,)

5-Barrel lots	....	0 39
1 " "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each -
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1. Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 20	....	....
26 to 40	1 25	2 40	1 80	....
41 to 50	....	2 80	....	4 05
51 to 60	....	3 10	....	4 55
61 to 70	....	3 45	....	5 15
71 to 80	....	3 90	....	5 80
81 to 85	....	4 35	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 35
101 to 105	....	....	....	10 75
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 20
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 32½ p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 32½ per cent. rev. list.

Hoe.

C. & B., dis. 32½ per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 32½ per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge —
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03

Per doz. set.

Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.

Per doz. pair.

Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	2 90	7 50

Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis -50 to 60 dy	2 50
40 dy	2 55
30 dy	2 60
20, 16, and 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90

2. American pattern only—

From 4 to 5 dy	3 10
3 dy (lath)	3 40

3. Canada pattern only—

From 4 to 5 dy	3 00
3 dy (lath)	3 50
3 dy, A.P. fine	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and mou ding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	....	1 80
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¼
Sliding door, "	0 03¼	0 03½
Lanes,	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	8¾
¼, 5-16, ⅜ in	6¾	9
Cotton	11	12
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c, Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	0 03	0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz	1 75	
No. 1 stove paste, per gross	9 00	
No. 2 " "	4 80	

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison	.....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

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Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 12½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]

Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.		
Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils	....	3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points	0 00
Steel Staples	0 00 0 03½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

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Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

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Agricultural, 70 and 10 to 75 per cent.
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Coe's Genuine, dis. 32½ to 35 per cent.
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Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

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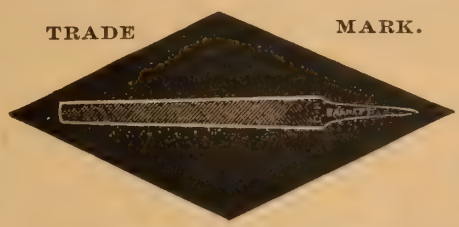
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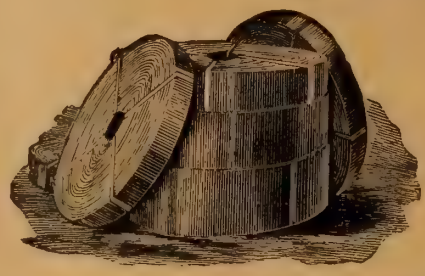
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VOL. VII. TORONTO AND MONTREAL, SEPTEMBER 7, 1895. No. 36.

Magnolia Metal

— IN USE BY —

EIGHT LEADING GOVERNMENTS.

CORNELL UNIVERSITY.

To Whom it May Concern: Ithaca, N. Y., August 10, 1895.

I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

We have made some tests to determine accurately the friction-reducing qualities and durability of this metal. On account of an accident to our machine these tests are not all completed, and a full report cannot be given at the present time.

Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,

R. G. Carpenter.

(Professor of Experimental Engineering, Sibley College, Cornell University, Member Society Mechanical Engineers, etc., etc., etc.)

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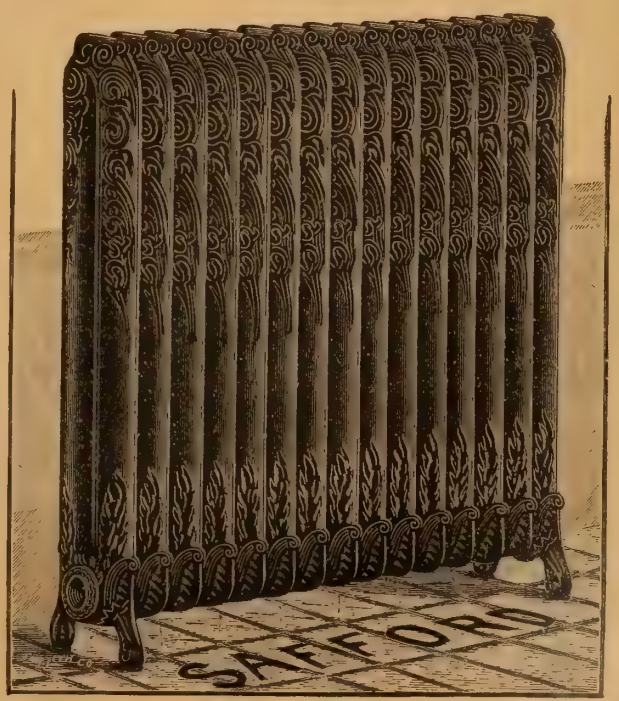
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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

Vol. VII. TORONTO AND MONTREAL, SEPTEMBER 7, 1895 No. 36

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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ELEMENTS OF WEAKNESS IN UNIONISM.

FIGURES have recently been adduced showing the numerical and financial strength of trades unionism in England. In 677 unions there are shown to be 1,270,789 members. The income of these is £1,996,971 and the expenditures £2,246,515, and the funds on hand £1,653,068. These figures, it should be stated, are for the year 1893, but for some reason or other it is only lately that they have been given publicity.

It is evident from the figures given above that a large percentage of British workmen are still outside the trades unions. To HARDWARE AND METAL there appear two particular reasons for this.

Trades unions properly conducted are, no doubt, beneficial to the workingmen who are members of them, while as a factor in facilitating agreements between employer and employe they should be by no means insignificant.

But the trouble is that trades unions are frequently not wisely conducted.

It is a well known fact that wherever an aggregation of men develops strength there comes with it a tendency to arbitrariness. This is as common to employer as to employe, to white man as to black man, to religious as well as to secular bodies.

Trades unionism in England, and everywhere else as far as we are aware, has not been uninfluenced by this tendency. On the contrary, in trades unionism it has had even an abnormal development.

Where persuasion has failed to induce men to become members, coercion, boycotting, etc., has been used relentlessly. "Join us or starve," is in effect the standing edict of many of these organizations. And it is because so many have been forced into membership in that way that there have been so many backsliders, or "rats" and "scabs," as they are termed. It is men who join on principle that are the faithful members through storm as well as calm.

Men possessed of independent spirit resent this unwonted interference with their liberties, and keep aloof from such organizations. They want to do at least some thinking for themselves, and not allow "walking delegates" to think for them at all times and all seasons. Herein is one cause of the slow growth of trade unionism.

Of late years another deterring factor has appeared on the scene. We have reference to the Socialistic element. And more and more does it appear to be asserting itself in the councils of unionism. Its presence was marked at the recent congress held in Cardiff.

There are thousands of workingmen who will decline to associate themselves with organizations where the hand of the Socialist is apparent. But the combination of Socialism and Labor is not natural, and one or the other will eventually be crowded out of trades unionism pure and simple; and it is not likely to be Labor.

Shorn of Socialism and arbitrariness, trades unionism should grow and multiply. Until such operation takes place, it will be weaker than it might or should be.

TAKE A NEW PLACE OF BUSINESS.

Lamplough & McNaughton are now thoroughly established in their new premises, 59 St. Sulpice street, Montreal. They found their old offices and sample rooms in the Temple building altogether too small, hence the move.

Their present offices and sample rooms consist of a large three storey building. The first floor is taken up with the office and counting room, the second flat making a fine, commodious sample room. The basement and attic will be used for storage.

The entire building is handsomely fitted up in stained woods, with electric light throughout, and makes an attractive place of business for the young and enterprising commission firm who have already made a name for themselves.

SHADING ON TIN PLATE.

ADVICES from the tin plate centres in Wales for some time back have been firm, but have had no effect on prices in Montreal as yet.

The latest news is that owing to troubles with their workmen the makers hardly know where they stand, and are experiencing difficulty in attending to their orders promptly.

Values in consequence are firmer, and makers are not disposed to shade.

This further bullish news was expected to have some influence on holders' views in Montreal. The reverse has been the case, for though we quote $2.75 as our inside market quotation, it is well known that buyers have procured round lots of coke tin at a material shading on that price.

The fact of the matter is, there is a large stock of tin plate in holders' hands which was procured at a low cost compared with the prices now ruling.

Its owners can afford to turn it over, therefore, for a low price as values go now, and yet make a nice profit. In fact, until the stock of tin plate is materially reduced shrewd traders look for no improvement in values.

COMBINATION ON AXE HANDLES.

A combination has been consummated by the wood turners of the country on fork and axe handles, etc.

As a result of this combination prices have been advanced over 20 per cent.

The discount has been fixed at 35 per cent., and the manufacturers claim that even at the advance profits are small. Should the combination be maintained an opinion obtains among some that a further advance may be expected.

The lot of the manufacturer of fork and axe handles has not been a happy one for some time: During the last two or three years keen competition and slaughtered prices have been the preponderating characteristics of the trade. Under the new order of things they look for more satisfactory conditions.

The members of the combination are: J. H. Still, St. Thomas; W. C. Crawford, Tilbury; Gardner Bros., Essex; J. H. Ellison, Port Stanley; Strathroy Mfg.Co., Strath-

roy; and several small makers throughout the country.

Jobbers and retailers who carried over stock from last season are to be congratulated in proportion to the quantity of stock they carried over.

WILL CUT NAILS GO HIGHER?

"The advances come thick and fast," said a Montreal jobber to HARDWARE AND METAL this week, "but we have not seen the last of them by any means. I look for still higher prices in many lines. I might be laughed at, for instance, if I predicted that cut nails would cost 25c. per keg more in the near future, but I am sincere in believing that they will.

"Prices may not actually advance, but I will not be surprised if the delivery privilege is withdrawn. This will be tantamount to an advance of the extent I mention in the majority and more in some cases."

SHOULD KNOW HER POSITION.

France's interference with the Newfoundlanders in the building of their across-the-island railway is the height of presumption for a nation that has all along been presuming too much.

Newfoundland is as much a part of the British Empire as is the Dominion of Canada, but were a Rip Van Winkle to awake to-day, it is the President of the French Republic that he would imagine ruled the island down by the sea, and not her Britannic Majesty.

Newfoundland was ceded to Great Britain by the Treaty of Utrecht. The rights that France obtained on the western coast of the island were concessions made by the conqueror to the conquered, and were for the benefit of the French fishermen, and not as a means for eternally interfering in the affairs of the colony and retarding at every turn its commercial development.

It is Great Britain's duty—to Newfoundland primarily—to give France to understand that she must keep within her proper sphere. The day for dilly-dallying has passed.

AT YOUR SERVICE.

HARDWARE AND METAL is always zealous for service in behalf of its readers; and we do not draw the line at purely journalistic work.

The Toronto Industrial Exhibition is now open, and country merchants are flocking into the "Queen City" from all directions.

Are you coming? You most assuredly should. There are ideas to be gathered at the Fair and bargains around the warehouses.

If you are undecided let this be the moment of decision.

When you have read this issue file it away, pack your grip, hie away to Toronto, call at the office of HARDWARE AND METAL, 26 Front street west, and if you desire someone to pilot you about the Exhibition Mr. MacLean or the editor or some member of the staff is at your service.

A MAN FROM THE "SOO."

Mr. J. H. Meir, one of Sault Ste. Marie's merchants, has been making one of his periodical trips to Toronto and Hamilton. I ran against him in the "Ambitious City" the other day, and had a pleasant five minutes' chat with him. When I touched upon the water-power at the "Soo" he became enthusiastic.

"It is the grandest water-power on the face of the earth," he declared, with emphasis; "it is ahead of Niagara. Yes, the outlook is getting brighter for the 'Soo.' We have a developed water-power of 20,000 horse-power. The pulp mill is almost completed. The building is of stone and four storeys high. The promoters have put in something like 20 water-wheels. There are 10 or 12 pulp grinders, and it is expected that 20 carloads of pulp per day will be turned out. And then they are going to build a large paper mill, which will, it is claimed, be the largest of its kind in the world. England will practically be the market for this pulp. During the month of July, the company paid out for machinery, labor, etc., $100,000."

"What are the agricultural conditions in your part of the country?" I ventured.

"Well, as you know, it is not a wheat raising district, but for pasturage I don't know any better country in the world. Why, we don't think anything of 2½ tons of hay to the acre. During the summer a good many cattle have been sent up from Grey County to get the benefit of our rich pasture lands. Drought does not bother us." Judging from Mr. Meir's appearance, the Soo must be good for men as well as for cattle.

PROSPECTS IN B.C.

Geo. R. Ashwell & Sons, general merchants, Chilliwack, B.C., write HARDWARE AND METAL thus: "The prospects for business are very good out this way, and we anticipate doing a better trade than ever this fall and winter."

After noting that the yield of grain near Chilliwack is tremendous our correspondents continue:

"Prices in grain are going to be low compared with 1893. We cannot count on last year owing to the flood. Oats are $18 per ton, peas $20, wheat $22, barley $15, and hay $7. Dairy butter is 15c. per lb., creamery butter 20c. per lb. Eggs bring 22c. per doz. Year before last these prices were $5 to $7 and 7 to 8c. higher than this."

BUSINESS MEN IN PARLIAMENT.

THE new British House of Commons contains a very substantial proportion of business men in its total membership of 670. The preponderance of lawyers, which is so marked a feature of the Canadian and other Parliaments, is not so observable in the Mother of Parliaments. Adding together the barristers (in and out of practice), the solicitors, the university professors, the doctors and Government officials, to form what may be conveniently called the professional element, we get a representation of 180; that is, 131 barristers, 19 solicitors, 11 doctors, etc. Now, taking the representatives of the landed interest, viz., land owners, tenant farmers and agriculturists, the total shows 182. The financial men number 30, the newspaper proprietors and journalists 31, and the naval and military officers 45. Even in a chamber of 670, each of these groups could very effectually contend for the interest of its order. When we come to the commercial element, the showing is not a whit less imposing. The following may fairly be counted together as representing the great branches of trade and commerce in the three kingdoms:

Manufacturers and spinners	54
Merchants	35
Steamship owners and builders	18
Shopkeepers and traders	16
Brewers, distillers and wine merchants	19
Hotelmen	2
Printers and booksellers	7
Colliery proprietors and coal merchants	15
Iron masters and metal merchants	15
Railway contractors	2

This gives commerce a representation of 183, and obtains for it a potent voice in the framing of legislation. Many of its spokesmen are leading members of the House. Some sit in the Government. It is enough to make a Canadian business man's mouth water when he thinks of a representation in Parliament approaching one-quarter of the whole House. Besides that, there are the 120 landed proprietors and farmers, who have great commercial interests at stake. They must form a valuable reinforcement to the business element If we had 55 or 60 business representatives in our House, in addition to the agricultural element, we would see less professional legislation, tariff inequalities and useless waste of public money—or demand the reason why.

SHARP ADVANCE IN BRASS GOODS.

There has been an advance in the United States of 33⅓ per cent. in the price of practically all goods manufactured from sheet brass, included in which are such lines as cornice pole trimmings, curtain pole fixtures, etc.

Goods of this kind used in Canada are obtained largely from the United States; cheap lines we practically get altogether from that country.

RETAIL HARDWARE ASSOCIATION.

BY SCOTT MCKERROW.

No. 2.

Business men's associations have a double purpose: They give birth to new friendships and kill and bury old evils.—HARDWARE AND METAL.

AS intimated last week, I will deal with the friendships to which they give birth, but this is such a vast subject that I can but lightly touch upon some of the essential and important features.

I am a strong believer in labor unions. I believe they are a necessity—so are fire and water, but they are horrible masters too—when the power thus derived is used to maintain the rights that labor should enjoy. But, when they overstep the boundary, and, by the power they have attained, try to dictate to a manufacturer what he shall do and how he shall conduct his own business, then, with all right-thinking and impartial people, I heartily endorse measures taken to suppress and keep them in their proper places.

In Quebec city they have a "ship laborers' society," and the arbitrary rules of this "union" are conceded to be one of the principal causes of driving the business to other ports. In talking this matter over with a gentleman engaged in coal discharging for the past thirty years, he said: "We pay these men $3 to $4 per day of eight hours, and they earn it; and I would never want to cut the price; but what I object to most is their foolish, arbitrary rules, and especially their power to 'claim a job.' Why, if a man leaves a trip line on deck and goes below, an onlooker 'claims a job' and we have to keep him. One rule is: 'In the complement of men required for the discharge of a vessel, half French and half English speaking men must be chosen' Now, if by accident we should have one too many of either nationality, any laborer being of the minority origin can claim a 'job' to equalize, and we have to pay him $3 per day, and he is in the way. You see that 'minority claims' are fully appreciated and properly looked after in Quebec."

When the Knights of Labor were in their zenith of power, nothing was too difficult for them to accomplish; each contest was, so to speak, a foregone conclusion. The manufacturers were entirely at their mercy. At this time the manufacturers of the United States were fighting them single-handed; and if one of them were unfortunate enough to incur their displeasure, his competitor would consider it a golden opportunity to unload while the other's hands were tied, who would thus be often forced to accede to unjust demands, owing to the necessity of attending to his interests in the commercial markets. The folly of so doing soon became apparent to the manufacturers. They quickly realized that, while each might gain a temporary advantage over the other, eventually all would suffer alike. Therefore, the conclusion arrived at was: that if they would combat successfully with the unions, they themselves must unite; with the result that at the next strike, not one factory (in the hardware trade) alone, but every factory in the State, closed its doors; and, while the fight was long, they gained in the end. This spirit of union has been growing, and, while strikes and lock-outs are looked upon as the serious things they are, the same dismay and hopelessness is not felt, nor is the result a foregone conclusion.

The Grange had been and gone before my time, but its offspring, the Patrons of Industry, I have viewed in all its aspects, and talked over all its varied features, and my conclusions are: If by uniting farmers can buy cheaper, and be benefitted, then I wish them God-speed. Secondly, if we had had a hardwaremen's association we would not have had to suffer the indignity of dictation of terms, prices, etc., with bindings all on us, and the Patron left a free agent. But with an association a deputation could have met them, beneficial terms and prices could have been arranged, and each member of the trade be put on an equal basis and similar bindings upon Patron and dealer alike.

These instances illustrate some of the friendships they form. There are others. The meeting of the Patrons could be adopted towards the manufacturer. Who knows better than the retailer the requirements of the consumer? And who, therefore, is better able to inform the manufacturer of these needs than the retailer? Travelers often tickle themselves, when they realize the weight their word has in the making or change in the making of an article, but their conceit would simmer down quickly, if they but realized that they are merely message bearers between retailer and manufacturer. It is therefore plain, the importance a convention of hardwaremen would be to the manufacturer.

A convention of associated hardwaremen would be of inestimable value in the friendships to which it gave birth, viz.:

1. The forming of acquaintance with his fellow hardwareman.

2. The interchange of ideas with the manufacturer as to the best methods for the transaction of business.

3. Suggestions for the improvement of goods.

4. Arrangement and sale of goods.

5. Requirements of the consumer.

What man would not be benefitted by meeting his fellow-tradesman and getting properly acquainted? Who but a fool would not have his ideas broadened, be lifted out of, or prevented from falling into, ruts in business, by hearing other men's business methods clearly defined, as well as advance his own theories? What manufacturer would not gladly attend to any practical suggestions offered for the improvement of his lines?

I venture to say there is not one of our leading manufacturers who would not gladly help an institution of this kind along in every possible way, for in advancing its interests he would be attending to his own welfare.

Outside of an association let me say: Get acquainted with your competitor; exchange notes with him; remember you can't do all the business, and don't get mad if he still lives; always remember there are one or two things you don't know, and that he may know them.

If possible, get to know your manufacturer. Don't always growl at him, but if you have a fresh idea, or an improvement to suggest, make it in a nice way and see how he will appreciate it.

A HARDWAREMEN'S ASSOCIATION.

EDITOR HARDWARE,—It occurs to us that a profitable retail hardwaremen's association could be instituted very easily at the present time. We don't know of any trade that is worse abused. We have to compete with city job shops, who try first to sell the hardwareman in the town, then they canvass the planing mills, and also men who happen to be building near by, and they will sell a few odd things in the way of locks, latches, etc., the buyer paying the freight, which makes his goods much dearer; but they never seem to see this. We also have the Grange and the Patrons of Industry, which are doing the hardware trade a great deal of injury. We think if we had a good strong association formed we could say to certain manufacturing companies, "if you sell your goods to those jobbers you cannot sell to us," and we believe they would hesitate to risk themselves alone with the jobbers; and further, we could join our orders and buy large lots together and thereby secure a better price and also better railroad rates and terms of payment. All of these things could be dealt with if we could only arrange a meeting.

We think if some hardwareman in a central place could be appointed to receive communications. and your journal ask for an expression of the tradesmen's views, to be sent to this address, together with any suggestions they might have to offer in this way, we believe a well represented meeting could be arranged for in the city. During Exhibition would have been a grand time, as fares are cheap, but we are too late for this year, and it may be some other affair will afford a cheap trip, so as to give the matter a start, after which we are sure they will be able to arrange rates to fully suit.

We would like to know if there are many men who think as we do along this line, and if you have any way of finding out that would be better than ours we would like to know. We are willing to do anything that is reasonable to put this association on foot. If you can give us any information we will be greatly pleased.—Yours, etc.,

D. C. TAYLOR.

Lucknow, Ont., Sept. 2, 1895.

Remarks: Mr. Taylor touches upon a subject which has received a good deal of attention from HARDWARE AND METAL. A hardwareman's association is needed, and HARDWARE AND METAL is only too pleased to open its columns to the further discussion of the subject. Will the members of the retail trade send us short, terse letters regarding Mr. Taylor's suggestion; also embodying any schemes they may have for the furtherance of this important movement of a hardwareman's association.

THE EDITOR.

DROPS FROM THE EDITOR'S PEN.

Fuss and feathers in the store do not carry much weight.

* * *

Business success is not won by some because they do not woo aright.

* * *

Tired is the merchant when trade is brisk and weary is he when it is quiet.

* * *

Why term a holiday Labor Day? Is it because people tire themselves on holidays?

* * *

People who prefer horse in the can are at liberty to so have him; I prefer him in the cart.

* * *

The scent of a good cigar is agreeable, but you cannot get a good scent from a cent cigar.

* * *

Seek diligently and with much patience, and success in business shall crown thy efforts.

* * *

It is said departmental stores have not yet reached California. Happy California merchants.

* * *

Toiling ceaselessly: The farmer throws aside the reaping hook only to pick up the ploughshare.

* * *

It frequently happens that it is because he has not bought right that the merchant cannot sell right.

* * *

Doubtful book debts are largely the fruit of not being sufficiently doubtful of the people asking credit.

* * *

The gauntness that characterizes the wheat fields speaks eloquently of the fullness that has been garnered.

* * *

Merchants who cannot see any good in business organizations evidently belong to the species that won't see.

* * *

An eastern suspender company has suspended. It was started to suspend trowsers, but it has now suspended payment.

* * *

Iron and steel are the leading factors in the upbuilding of trade just now. It is well that the strongest material should be used.

* * *

The extraordinary fruitfulness of Manitoba suggests that perhaps it was in the "Prairie Province" that was situated the Garden of Eden.

* * *

The seventh heaven is many miles below the heaven of the merchant whose business knowledge is such that he needs not a trade paper.

* * *

The coming winter may be cold, but the machinery in our mills and factories is likely to be kept warm by the labor they will have to perform.

* * *

It is to be hoped that with the return of good business, merchants will be careful there is not a return of bad business methods.

* * *

He who keepeth his eye on the advertisements that grace the columns of the trade press often espieth goods that bring dollars to his till and reputation to his store.

* * *

Unappreciated or poorly paid efforts should not induce unfaithful service. In addition to its own reward, which faithful work brings, that designated pecuniary will come by-and-bye.

* * *

Enemies predicted that the Wilson tariff would be the death of United States manufacturing industries. If it is to die that they are it will be from their own activity, judging from present appearances.

* * *

The Wilson tariff law has just passed its birthday. As the N.Y. Journal of Commerce has it, it "has proved, like many other infants, not so good as its parents hoped, and not so bad as the neighbors predicted."

* * *

If Sir C. Rivers-Wilson is as much concerned for the interests of the Canadian shippers as they are now in making pleasant his official visit to Canada, more popularity may the Grand Trunk be expected to enjoy than now falls to its share.

* * *

Fakir and all as is the man who constructed the Montreal sea serpent and the string of falsehoods appertaining thereto, no greater liar is he than those who have "seen" sea serpents on ocean, lake and river: He is only a little more practical, that is all.

* * *

About as wise in his conclusions as the man who fancies one meal will sustain life for a year is he who imagines that one insertion of an advertisement will sell out the particular goods advertised. As a man must eat regularly to live, so must the merchant advertise continuously in order to get the best results.

SECURING A RECEIPT.

A gentleman, according to Round Table, once asked a lawyer what he would do provided he had loaned a man $500 and the man left the country without sending any acknowledgments.

"Why, that's simple; just write him to send an acknowledgment of the $5,000 you lent him, and he will doubtless reply stating it was only $500. That will suffice for a receipt, and you can proceed against him if necessary."

DANIEL M'LEAN FAILS AGAIN.

Daniel McLean, one of the pioneer leather merchants of Toronto, has made an assignment for the benefit of his creditors to Mr. E. R. C. Clarkson. Three years ago Mr. McLean got into financial difficulties through real estate. Some months ago he removed from his old stand on Yonge street to smaller premises on the opposite side, and appeared to be doing a profitable business on a limited scale, but the real estate again helped to bring him down, and he was compelled to place his affairs in the hands of an assignee.

The liabilities are estimated at $10,000, and the assets, as far as the stock is concerned, will be learned as soon as stock-taking is completed. It is expected that the real estate equities, coupled with the stock, will pay off the liabilities in full.

Another cause of failure was the fact that very little leather can be sold to the small shoemakers throughout the country, since the big factories now make boots and shoes so cheap. Mr. McLean's trade in the old days was large throughout the towns and villages of Canada

IRON TRADE IN AUSTRIA.

According to returns just published, the syndicate of Austrian iron founders have, during the first seven months of the current year, disposed of the following quantities of iron: Bars, etc. (so-called merchants' iron), 1,110,000 metric centals (110,000 tons); beams, etc., 420,000 metric centals; heavy sheets, 200,000 metric centals; forge pieces, 23,000 metric centals; boilers and building materials, 104,000 metric centals; bridges, 25,000 metric centals; railway materials, 75,000 metric centals. Total, 1,957,000 metric centals, or, in round numbers, 196,000 tons, or a decrease compared with the same period in 1894 of about 14,000 tons. Merchants' iron alone shows a decrease of about 18,000 tons, while beams, sheets and forge iron show a slight increase. These returns include very little iron sent to Hungary, as that country covers most of its wants from its own furnaces.

FIRE-PROOFING WOOD.

A successful test was recently made of the new electric fire-proof compound, which when injected into wood, it is claimed, renders it fire resisting, and which has recently been adopted by order of the Secretary of the Navy in the construction of the war vessels of the United States Government.

Two model wooden staircases were erected and placed in juxtaposition. The one was subjected to an injection of the compound in question, while the wood of the other was left in its natural state. A fire was then ignited beneath each. In a very short time the structure that had not been treated as above was a mass of coals, but the other stood the test, and was simply carbonized under the play of the flames. It is a question how far this new discovery will influence building in the future.

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BRAINS IN THE MACHINE SHOP.

"I AM tired of this business; you have to study up new ways for the difficult jobs, in fact, be an inventor; use your brains, and do not get pay in proportion to the effort."

Hearing the above remark from a workman who was in a brown study, says a writer in Age of Steel, trying to invent some way out of his difficult job, brought to mind the fact that every machinist, in greater or less degree, has to be an inventor, and the most valuable man to the employer is that one who has the faculty of arriving at the desired result in the shortest time; hence, it is wise for all learners (and we are all that) to have their eyes open and see if methods used in one job cannot be made use of in one of different character. A case in point is that of centring a number of pieces for turning. The usual way for not a few, is the centre punch, the centre drill, and centre reamer, or the centre drilling machine, which require more or less truing before turning.

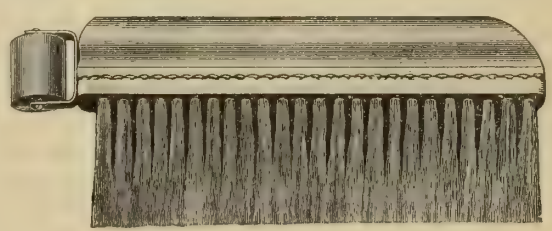
Suppose we put a piece of cast iron in the chuck and turn a conical recess in it a little larger at the outside than the work to be centred, put a centre drill and countersink combined (which can be found in the stores) in a drill chuck in the dead spindle, and a tool, with a V notch in the end at an angle of 45 degrees with the body of the tool, set in the tool post in the proper position to bring the work right for the drill; then by inserting one end of the piece to be centred in the conical recess, hold it with the hand in the V, bring the drill to bear, and the friction in the cone will be sufficient to turn the piece as the drill and countersink advance. As soon as the pressure of the drill is relieved, the piece will stop turning, and can be replaced by the next, without stopping the lathe. The time required for the complete operation is no more than that for drilling alone in the speed lathe.

In this way we have the chucking principle, the work revolving, the drill stationary, saving the time and labor of truing before turning.

The workman who will use his brains to the best of his ability, though he does not get the pay desired at the time, will in the long run be the gainer?

COMBINATION BRUSH AND ROLLER.

Chas. Boeckh & Sons have among their many valuable patent improvements to brushes of all kinds, a paper hanger's smoothing brush with roller, combined as shown by the cut. The many points of superiority of this brush to the old style, and saving of time and convenience to the paperhanger, are apparent to the practical man. The brush and roller may be used alternately with great rapidity, thereby avoiding the loss of time and loss of rollers, and the extra price can hardly be considered. The goods are made of the very best material, drawn with composition wire, well finished and durable. Prices quoted, and samples sent on application.



NO TEST OF PARTNERSHIP.

The law at one time treated the sharing of profits as the true test of partnership, particularly as to third persons, but this doctrine has become entirely obsolete, and is no longer law, either in England or this country. The law is well settled now that where a person loans or advances money or goods to another to be invested in some business or enterprise, the lender to share in the profits as or in lieu of interest on, or in repayment of, such loan or advance, it does not constitute a partnership, as to third persons, unless the acts of the parties, in furtherance of the agreement between themselves, amount to such a holding of themselves out as partners so that third persons are misled into a reasonable belief that a partnership in fact exists. In such case to be a loan the money must be returnable in any event; for it is not a loan if repayment depends on the profits, for then the business is the security and not the borrower. Nor can it be a mere device to secure the profits without the responsibilities of the enterprise; then it is partnership, as to others.—Business.

WORTHY OF HISTORICAL MENTION.

It is worthy of being recorded as a historical fact, says Iron Age, that in August, 1895, the price of Lake Superior charcoal pig iron in Chicago was under that of coke Bessemer pig iron. For the past two or three weeks Lake Superior charcoal has been selling at $13.50 to $14.50, according to brand and quantity, while Bessemer has been quoted at $14.50 to $15, with very little of the latter available at these comparatively high figures. Even No. 1 coke foundry has been sold at about the same price as Lake Superior charcoal. This is the first time that such a condition of affairs has prevailed. Charcoal pig iron has always been held at a higher price than coke, the difference frequently amounting to several dollars. Of late years, however, consumers have not been willing to pay very heavily for their preference for charcoal iron, owing to causes which have frequently been set forth, and now some grades of coke iron are actually worth more. This is a remarkable change, but it may not be permanent, as the car wheel demand is improving, and in that direction a heavy consumption is to be expected, which should have a stimulating effect on charcoal prices.

POSSIBILITY OF SIMPLE AND SAFE PLUMBING.*

By Herbert J. Bowman, C.E., Berlin.

IN the Statutes of Ontario, 47 Vic., will be found "The Public Health Act, 1884," and appended thereto a by-law, the enactments of which are in force in every municipality till altered by the Municipal Council.

Sections 15 and 16 of this by-law are practically the plumbing regulations in force all over the province, except in the cities and towns that have adopted plumbing regulations of their own.

In order to see whether they are so framed as to admit of the "Possibility of Simple and Safe House Plumbing," it may be interesting to examine these enactments, which are as follows:

Sec. 15. The following regulations regarding the construction of houses shall be in force within this municipality:

Rule 1.—No house shall be built in or upon any site, the soil of which has been made up of any refuse, unless such soil shall have been removed from such site, and the site disinfected, or unless the said soil shall have been covered with a layer of charcoal, covered by a layer of concrete at least six inches thick, and of such additional thickness as may be requisite under the circumstances to prevent the escape of gases into such proposed house.

Rule 2.—The drain of every house which may be connected with a sewer or cesspool shall be ventilated by means of a pipe extending upward from the highest point of the main soil or waste-pipe, and also by a pipe carried upward from the drain outside the walls of the house, according to the principles shown in the appended diagram. These pipes shall be of the same dimensions as the said main soil or waste-pipe, and shall be constructed of the same material or of stout galvanized iron, and no trap shall intervene between the said ventilating pipes. In case a trap shall intervene between the sewer or cesspool and the ventilating pipes already described, then a four-inch ventilating pipe of the same material as above described shall be carried from a point between such trap and the sewer. All such ventilating pipes shall be carried above the roof of the said house, and shall open above at points sufficiently remote from every window, door, skylight, chimney or other opening leading into any house.

No pipe carrying air or gas from any drain or soil-pipe shall be connected with any chimney in a dwelling-house, unless the same be a furnace chimney used exclusively for the purpose of ventilating such soil-pipe or drain.

Rule 3.—Every house-drain shall be constructed of vitrified earthenware or iron pipe; and every soil and waste pipe, of iron pipe rendered impervious to gas or liquids, the joints thereof being run with lead and calked, or of lead pipe weighing at least 6 lbs. to the square foot; and the waste pipe from every closet, sink, tub, wash-basin, safe or other service, shall have as near as may be to the point of junction with such service a trap.

In examining these statutory plumbing regulations it must be remembered that they were compiled at least as far back as 1884, and that since that time considerable progress has been made toward simple and at the same time safe plumbing, and the methods of good plumbing practice have become more uniform.

Upon looking at the diagram appended to the Health Act, it will be seen that a trap is placed on the drain between the house and the sewer, but it is also indicated by the dotted lines that this trap may be omitted. Thus it will be seen that the views of both the opposing schools of plumbing experts have been met, one insisting upon a trap on the house drain and the other insisting that no such obstruction should be placed there.

The diagram, however, can scarcely be taken as illustrating a typical Canadian house, as comparatively few houses have two bath rooms. It would have been better to have shown the necessary arrangement for a kitchen sink on the ground floor, and also to have shown the cellar excavated, as is now usually done under the greater part of the house, affording a convenient place for the laundry, with its stationary wash tubs or the less expensive slop hopper.

Rule 1, dealing with the soil of building sites, does not come within the scope of our present inquiry, so it may be passed over

Rule 2 requires the extension upwards of the soil pipe (A) through the roof, but goes on to state that this extension may be of galvanized sheet iron. A sheet iron pipe is a cheap and temporary make-shift, and should not be allowed in connection with house plumbing. Nothing but cast iron soil pipe and lead or brass waste pipe are now used in good plumbing. This rule requires an outside ventilating pipe (B), which is quite unnecessary where no trap is placed on the house drain, and where a trap is used this ventilating pipe, then called the fresh air inlet, is not usually extended above the roof, but only about two feet above the ground. It is very unlikely that the fresh air inlet would act at all were it constructed bending over the roof as shown in the diagram. This rule calls for still another ventilating pipe (C) in case a trap is placed on the main drain. This pipe is to be carried from a point between the trap and the sewer and extend up above the roof, and is an outlay placed upon the householder to ventilate the public sewer. Any bend in this pipe, as shown in the diagram, will cause it to freeze up during our Canadian winters, and even a straight pipe will sometimes freeze up at the top. Partly on account of this, but, perhaps, more on account of the additional outlay, from which the householder receives no benefit, this pipe is usually omitted in Ontario.

In most of our cities and towns having plumbing regulations of their own it is now required, or permitted, that a house have but one continuous iron soil pipe from the outer connection with the house drain at least three feet outside the wall, up to the opening at least four feet above the roof, the trap and other ventilating pipes being dispensed with. This is certainly the simplest arrangement and quite as safe as any other. It would be better to cut out the proviso that closes this rule and leave it: "No pipe carrying air or gas from any drain or soil pipe shall be connected with any chimney of a dwelling house."

Rule 3 requires that every house drain shall be constructed of vitrified earthenware or iron pipe. By house drain is evidently meant the private drain connecting the house plumbing system with the public sewer, and vitrified clay sewer pipe is almost invariably used, as outside of the house it answers the purpose equally as well as cast iron soil pipe and costs less than one-quarter as much. Inside the house, however, nothing but cast iron soil pipe and lead and brass water pipe should be used. The minimum weights per lineal foot for the different sizes of lead waste pipe should be given, as nothing but drawn lead pipe is now used. The old method of making lead waste pipe by hand from sheet lead has been entirely discarded so that the rule should be amended where it says "lead pipe weighing at least 6 lbs. to the square foot." The requirement that iron pipe shall be rendered impervious to gas or liquids was probably inserted in this rule to insure a liberal coating of coal tar to the cast iron soil pipe. It has been found, however, that the coal tar varnish covered up sandholes and other defects in the pipe, so that now untarred pipes and fittings are mostly used after having been immersed in linseed oil to prevent them from rusting. The only proper way to render cast iron soil pipe impervious to gas or liquids is to require a good thickness of metal and a standard for the different sizes should, undoubtedly, be laid down by the Public Health Act. This would please the manufacturers, because they would require but one set of patterns, it would please the wholesalers because they would require to stock only the standard sizes, it would please the master-plumbers because they would then not fear the dishonest rival under bidding on light pipe, it would please the plumbers because it would lessen the danger of having to remove cracked pipes and fittings when the water test is applied, and last of all it would be a great benefit to the householder, as he would have the foundation of a good plumbing job ensured.

The requirement that the waste from every fixture should be trapped and vented is a good general rule, although there are some cases where trap-vents are not necessary. The word "safe" must have crept into the list of fixtures unawares, as it has long been considered a violation of the rules of good plumbing to connect a safe-waste direct with any drain. Safes of sheet lead were usually placed under the old-fashioned boxed-in plumbing fixtures to prevent water from leaky or defective baths, etc., going through the floor and injuring the ceiling below. It is quite possible that sufficient water might

*A paper read before the Association of Executive Health Officers of Ontario, at Belleville, Aug. 14, 1895. For a copy of this paper HARDWARE AND METAL are indebted to the courtesy of the Young & Bro. Co., plumbers' supplies, etc., Hamilton, whose fixtures were used by the author to illustrate his paper.

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never be caught in a safe to fill a trap on its waste; hence it should not be connected direct with the plumbing system, but empty openly into some lower fixture. Fortunately, safes are now seldom required, since all fixtures are left open, and if any water is spilled on the floor it may be easily seen and mopped up. The conclusion of Rule 3 is somewhat indefinite, viz.: "All joints shall be constructed as to prevent gas escaping through them." The section of the Toronto plumbing by-law governing this matter is much more practical, and is as follows: "Every connection between lead and iron pipes shall be made with brass thimbles or ferrules, having properly wiped joints, and the ferrules shall be properly gasketted, leaded and calked into the said pipe. Ferrules for four-inch pipes shall weigh not less than two and a half pounds; for three-inch pipes not less than one and three-quarter pounds, and for two-inch pipes not less than one and a half pounds; each ferrule to be not less than four inches in length. All lead pipes shall have properly wiped joints. When the trap to closets is above the floor, the connection of the same with the soil-pipe shall be made of brass and rubber, said brass flange to be not less than three-sixteenths of an inch thick, and cast."

Rule 4 is a good general rule, but, in spite of it, the writer has recently found in one of our Ontario towns a new plumbing job with the universally condemned pan closet fitted up. The water closet is perhaps the most important plumbing fixture in a house and the styles made are innumerable, although but two types of closets are now generally used. The older of these is the "hopper" closet, consisting of a straight hopper discharging into an S trap, and forming a good closet from a sanitary point of view, although objected to by the fastidious as its walls are not easily kept clean without almost daily attention. In an attempt to remove this objection, the washout closet was designed, being in reality a distorted hopper discharging into the same form of trap. This arrangement does not remove the filth, but puts it out of sight and where it is more difficult to get at. The true solution of the problem was the construction of a hopper closet in one piece with the walls more nearly perpendicular and a larger and deeper pool of water in the trap. This forms what has been termed the "wash-down" closet now coming into general use. The remaining type of closet is used in more expensive work and is composed of the various forms of "syphon" closets. These have deep pools of water and have various devices to start syphonic action to remove the contents rapidly.

Tinned copper baths are now the most frequently used, and when "steel-clad," require no wood work around them, and are just as good from the sanitary standpoint as enamelled cast iron, or the expensive porcelain baths. The ordinary porcelain basin is defective because there is no means of cleaning the overflow pipe. A removable strainer on the overflow is much more desirable. Kitchen sinks of cast iron, steel, and porcelain are in common use. The waste pipe from an ordinary kitchen sink should not be more than 1½ inch in diameter and have an ordinary lead trap properly vented to prevent the seal being syphoned out when the rush of water goes down the soil pipe from the closet.

Rule 5 is a wise one, as no refrigerator waste should be connected direct with the plumbing system. During the winter no ice is placed in the box, and the water seal of the trap would soon be lost. There is no objection, however, to have the waste water from the refrigerator discharged openly into the kitchen sink, or into any plumbing fixture in the basement below, or it may discharge into the trap on the cellar drain. No mention seems to be made in the rules of how cellar drainage should be arranged where it is required.

Rule 6 is intended to prevent contamination of the drinking water in case the water should be turned off in the street main and a partial vacuum thus caused.

Section 16, requiring owners of houses to file, in the county registry office, plans of the drainage and plumbing of same, as executed, seems to be entirely ignored. House plumbing should be constructed so that every detail may be easily examined without a plan, but of course a plan of the outside drainage should be on record somewhere, and if every town had a registry office no better place could be found.

From the foregoing comments the conclusion may be drawn that when the statutes are revised in 1897 some changes and additions are required to bring this portion of the Public Health Act up to date.

GOOD ENAMELLED WARE.

The McClary Manufacturing Co. have a splendid exhibit of enamelled wares at the Industrial Fair. It is situated in the Main building in the south-east portion on the ground floor. The lines shown are of a very high order, and even better than some imported lines.

Their exhibit consists of a full line of staple goods in three grades, viz., "Famous" (or mottled), which is a heavy coated ware and splendidly finished; white ware, which is as heavily coated and finished as nicely, and the "Imperial" ware—of a speckled pattern, well finished, and a trifle cheaper than the other patterns.

They also exhibit a line of decorated toilet wares and a number of enamelled show signs of various patterns and sizes, all of which are well done. Persons visiting this exhibit will be well rewarded.

When soil is poor, shrewd farmers fertilize;
When trade is dull, wise merchants advertise

EVOLUTION OF THE BICYCLE.

"IF the models for bicycle improvements and attachments for which patents have been applied for in this and other countries for a year past, could be duplicated and placed in a public bicycle museum, a decidedly interesting exhibit would be made," said a wheel manufacturer to Hardware Reporter the other day. "Some of them would be seen at once to be absolutely absurd and impracticable. Others, although practically useless in their present form, would seem to embody germs of ideas which when perfected would greatly obviate some of the small difficulties now experienced by riders on the best wheels, and others, a decided minority, however, would be judged practical and ready for immediate use in their present form. The bicycle tire is now receiving a great deal of attention by inventive geniuses, and patent tires, tack protectors or catchers, puncture repairers, etc., are being constantly evolved. Nearly all, however, must be relegated to the first two classes mentioned. Several varieties of ball tires have been patented and have attracted a good deal of attention. An English inventor has patented a pneumatic ball tire, which consists of a series of rubber balls set in cups an inch or so apart on the rim. The puncturing of one or two of these balls will not cause any great inconvenience, it is claimed, and yet the balls are so connected that they can be simultaneously inflated. The ball tire invented by a man in the Buckeye State has caused a good deal of discussion. It consists of a closed rubber tube containing hollow rubber balls. The same claim as that made for the other device is urged, and also that both additional elasticity and rigidity are imparted to the tube by the insertion of these rubber sealed balls. Tests are being made in France, as you well know, with leather for the outer pneumatic tube, but its practicability has not yet been demonstrated. The cork-soled pneumatic tire is also proposed. Part of the space occupied in the ordinary tire by compressed air is filled with corks, which the inventor claims will prevent puncturing. These are only a few of the ideas on which men are working. Just the other day I noticed in the United States patent reports a description of a tack catcher. It consisted of a comb-like structure to be attached to the frame of the wheel above the surface of the tire, and which it was claimed would catch and withdraw tacks as the wheel revolved. Any number of applications for patents along these lines are being made, and while the majority seem to be rather 'wild,' there is no doubt in my mind that ultimately we will get an almost punctureless tire or one that when punctured will not be disabled thereby."

PARCEL POST.

The Post-office Department has issued a new schedule of parcel rates, which are to come into operation on the 1st October. A tariff has been arranged for the carrying of parcels to almost every part of the world that is open to foreign commerce. An examination of this table shows also that distance does not always dominate the charges. For instance, it costs to send a parcel of one pound weight to the Congo Free State 72 cents, and to Chili, $1.02, which is the same rate that is charged per pound to Cochin China. Again, while it costs $1.48 to forward a five-pound parcel to Panama, a package of similar weight may be sent to Constantinople for 90 cents. The most expensive rates are those to the Dutch East Indies, Persia and the German colonies in East Africa, the cost being from $1.10 to $1.18 per pound package. One may send a six-pound parcel to Jerusalem for the same figure.

SENSATIONAL ADVANCE IN IRON.

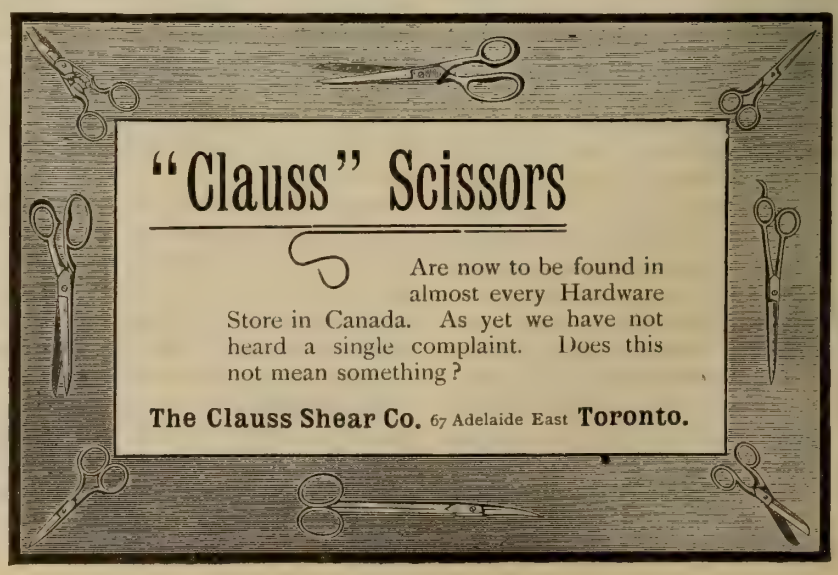
Iron Trade Review: "Perhaps no week since the beginning of the revival in iron, five months ago, has developed so much of sensational import to the trade as the one under review. From $14 to $15.50 in the valley is the advance in Bessemer iron, and the scarcity of that metal for delivery in the balance of the year is the fact on which the attention of the whole steel interest of the country is now concentrated. The leading producers of steel in the west and in the Pittsburg district have been taking large blocks of metal, and on the heels of a brief period of quietness and of nearly stationary values, have brought the market to a point at which the cool heads in the business would fain pause to get their bearings. The week is of special significance for having brought Bessemer iron to a point at which the price of the domestic product is from 25 to 50c. higher in the east than foreign hematites ex-ship at Atlantic ports. The probability of materially increasing the Bessemer output in the next four months seems slight, in view of the number of furnaces in the central west that will be off through the fall for relining. August business with foundry furnaces has been comparatively quiet, but there are symptoms of a new buying campaign. The southern situation is stronger, and another general advance of fifty cents is looked for in early fall."

DON'T GO TO SLEEP.

Keep awake! says Ironmongery. It is no use going about in these days with the eyes closed. The sleepy hardwareman as a successful or useful member of the trade has passed away. Those who are the drones in the trade stand no chance in these keenly competitive times. There are still hardwaremen who have never learned to cater for the section of the public who, in summer, are on pleasure only bent. There are trunks and dress boxes and a host of tourists' requirements which it is his business to sell, and which he can sell, if proper means be adopted, easily, in large numbers, and at good prices.

Another good rub of the sleepy eyes will reveal the sight of many lady cyclists, some dressed in remarkably ill-becoming costumes, and suggest the thought that, although one may pray, perhaps, that the new woman in her present form may not be always with us, yet that she, like her sensible male relatives, is following a means of recreation which enables the Hardwareman, if he chooses, to add a lucrative special branch of legitimate business to his existing engagements.

And then, again, many of the tourists now going to every part of the country and abroad will like to take a camera with them, and the hardwareman can and should be able to supply a complete outfit of photographic requisites. If these thoughts come, the result must necessarily be excellent, so far as the hardwareman is concerned, and he will discover that the goose which lays the golden eggs is ever to be found in the shop of an enterprising, wide-awake member of the trade.



BICYCLES IN 1896.

UNDER this caption The N. Y. Hardware remarks: It is a fact, borne out by the experience of perhaps all wheel manufacturers, that more hardware men commenced the handling of bicycles during the spring and summer of 1895 than in any previous year since the commencement of this great industry. Those who were wise enough to see what was coming made their arrangements early, and had their stock safely ordered or on hand before the rush began, and were prepared to fill orders as they came. Those who hesitated and allowed opportunity to pass them by while still hesitating, entered the arena too late for the full harvest of success; although there are very few who are in danger of carrying stock over into next year. Fortunately bicycling is becoming more and more of an all-the-year-around occupation or pastime, and there is hardly any season in which bicycles cannot be sold. As the use of the wheel is extended into the practical affairs of business and business travel, this continuous sale will become the more certain and pronounced.

The manufacturers are already making extensive arrangements for an increased output during the season of 1896. They justly feel that wheeling has gone beyond mere pleasuring, and that each season will see an increase in the number of those who ride. The demand of 1896 will in any case be greater than that of 1895. Are the hardwaremen preparing to take advantage of that fact?

It is hardly needful at this late day to tell any hardwareman that it is to his advantage to handle bicycles and bicycle sundries. He can see marked evidence of that fact all about him; and the experience of those who have experimented in that direction is too direct and favorable to be ignored. If he has not yet added a line it is from some reason other than a question as to the advantages of the addition. If that reason is removable the sooner he gets away from it the better. The present seems a good time to join the procession, as we believe the boom of 1896 will set in at an earlier date than that of any year preceding. The profits do not come alone from the sale of a wheel; there is a constant demand for parts, accessories and repairs, and the shrewd dealer can extract a profit from all these.

LETTERING ON STOVES.

Writes "Critic" in Metal Worker: I recently made a tour of the sample rooms of some of the stove houses in company with a buyer in one of the large cities, and was struck with the absence of all attempt to make the lettering on the stoves conform to the taste displayed in their general design. The name and number of the stove, as well as the name of the manufacturer, are necessary evils, but the letters used to give this information seem to be of a stereotyped style and remarkably crude. Naturally the letters must be so formed that they can be readily made in cast iron, but this does not hinder their being so shaped as to lend to the attractiveness of the stove. The name of the manufacturer need not be conspicuously displayed, and in many cases is not. The idea seems to prevail that the stove must have some popular name conspicuously displayed, and I expect yet to see this fall the word "Defender" in great ugly letters detracting from the beauty of some otherwise handsome stove. Some of the stoves displayed were really artistic in their design and conformation, and the taste displayed in decorating them was of a high character; but, as if an attempt had been made to caricature their beauty, the letters used in the name seemed to be harsh and utterly out of keeping with the ornamentation of the stove. In some cases the lettering has been wrought in harmony with the design with a singularly pleasing effect, and is an example that may be followed by all who place on the market stoves which have been produced at considerable expense.

THE ONLY BICYCLE MISSIONARY.

Canada provides all things. Mr. Andrew Spence is perhaps the only bicycle missionary in the world, and he is a native of Canada. His wheel weighs seventy pounds, and he has rigged it with a sail, and gets considerable aid from the wind when it happens to be blowing the right way. The Ten Commandments are printed on the sail for the benefit of sinners, and the masts and yardarms are used for the display of religious charts when the bicycle missionary is haranguing a crowd. He has already covered about 500 miles on his wheel, but is disappointed in the work of his sail, which frightens all the horses he meets, and, owing to the changeful course of the wind, often retards rather than aids his progress.—Canadian Gazette.

SEEKING INCORPORATION.

Charles Ephraim Boyd, Norwich; Gordon Stanford, Sault Ste. Marie; William David Boyd, William Edgett Tisdale and Frank Reid, of Simcoe, are applying for incorporation as "The Sault Trading Co., Ltd." to manufacture and deal in groceries, hardware, etc., at Sault Ste. Marie, Ont., with a proposed capital of $24,000.

Olivier Latour, Oscar McDonell, Pierre H. Chabot, Albert H. Chabot, all of Ottawa; and Louis N. Champagne, of Hull, seek incorporation as "The Ottawa Trading Co., Ltd," to carry on a general business at Montreal and other places, with a proposed capital of $8,000.

TO PURCHASERS OF SILVER-PLATED WARE



All Silver-Plated Ware, whether it be light plate or the heaviest, has the same outward appearance, and there being no way to determine the thickness of plate except by analysis or actual wear, it is of the utmost importance, if quality is desired, that every article bear the full name of a manufacturer known to make these goods exactly as represented, who will guarantee them to give satisfaction if properly used. All Flatware bearing our stamp "Toronto Silver Plate Co." is warranted to be made of eighteen per cent. Nickel Silver Metal plated with Pure Silver, as represented by marks thereon. Our process of plating is excelled by none, giving uniformity and durability.

Money paid will be refunded for all goods not found as represented.

In buying Silver from your jobber insist on it being stamped in this way. The name guarantees the quality.

FACTORIES AND SALESROOMS:

570 King St. West - Toronto, Canada

E. G. GOODERHAM, Manager and Sec.-Treas.

☞If visiting Toronto call and see our works in operation.

LEAD POISONING.

IN THE Paris letter to The Southern California Practitioner, Prof. Potain is reported to have spoken of accidental and professional lead poisoning on the occasion of exhibiting a class of typical wrist-drop in a painter, as follows :

On this interesting and very extensive lecture I will only note some salient points. Idiosyncrasy, the Professor said, plays a most important part in regard to the etiology of saturnismus. With some people a sojourn of a few hours in a saturnine atmosphere is sufficient to produce symptoms of lead poisoning. There are cases on record where twenty centigrams of acetate of lead taken in fractional doses during six days resulted in a very pronounced lead colic, and fifteen centigrams in two doses were followed by very serious symptoms of saturnine intoxication.

The lead does not enter the system by simple continued contact, it is the air inspired, impregnated with lead dust which enters through the nostrils and mouth, not only into the lungs, but also at the same time into the digestive tract, and thus the little lead particles accumulate in the stomach. Now experiments have demonstrated that the lead ingested during a state of hyperacidity of the stomach is much more rapidly dissolved than normally. The gastric juice dissolves the lead, and hence it is carried into the blood, and the more abundant the gastric secretion the more rapid the manifestations showing the invasion of the general system by the saturnine poison. The presence of the lead in the blood causes not only a diminution relatively and absolutely of the red blood corpuscles, but it changes also their form and physical properties. Instead of being evenly round they become ragged and uneven, and they will lose their supple character. Under the microscope one can see that when in the normal state they will in their movements avoid obstacles and change their form to overcome them ; when altered by the presence of lead they will be seen running against obstacles in their course and remaining inflexible. A careful analysis will also show the hemoglobin to be decreased in quantity. Upon the capillary system the presence of the lead manifests itself by the contraction of the capillary vessels, hence the difficulty of the blood to pass, resulting in a diminished action of the secreting glands and insufficient blood supply to the various organs. All the various symptoms, as lead colic, temporary cirrhosis (which may become permanent and usually accompanied by an hypertrophied spleen), arthralgia, amaurosis, encephalitis, etc., etc., may thus be explained.

The paralytic phenomena with succeeding atrophy are also caused by a disturbed and insufficient nutrition of the muscular system. The reason why the classical drop-wrist is almost invariably the first paralytic phenomenon following a lead intoxication is the fact that the extensor muscles of the forearm represent normally the poorest nourished muscular region of the whole human economy : a veritable locus minoris resistentiæ.

As to the treatment, all the various prophylactic measures, as cleanliness, frequent washing of the hands, etc., may be well and good, but since experiments and experience have demonstrated that it is the inspired lead-dust which causes all the evil by its passage into the digestive tract and hence into the circulatory system, the so-called respirateur and the maintenance of, as far as possible, a neutral condition of the stomach are perhaps the only rational means of prophylaxy. One exposed to lead poisoning should avoid acidulated drinks (wines, etc.) and confine himself largely to a vegetable diet. Tea as drink and sulphur as an occasional medicament are recommended, for these substances form insoluble compounds (tannates and sulphates of lead). The occasional ingestion of alkaline remedies is not only useless but harmful, for it only stimulates the acid gastric secretions.

NEW IDEA IN COPPER CASTINGS.

Albert E. Lyttle, of Chicago, claims, according to American Manufacturer, to have discovered a new process of treating copper, whereby castings are produced of a very superior quality and free from blow holes. During the past 18 months Gen. Green B. Raum has been interested with Mr. Lyttle in the development of this process.

The effect of the treatment by this process is that the metal flows freely in castings and leaves very little trace in the crucible. The castings are solid, smooth and free from blow holes, and show a fine granular fracture when broken.

This treated metal can be produced of different degrees of hardness and is capable of being rolled into thin sheets or drawn into fine wire when cold, without annealing.

The Illinois Central Railroad shops have made some tests of this treated metal to determine its action while being worked in the machine shop. During the operations of planing, boring and turning it behaved much like steel, though slightly easier to cut.

During the past year the Worth Manufacturing Co., now of Benton Harbor, Mich., have been making the connecting rods of their gasoline engines of treated cast copper. They are used upon engines running at as high a speed as 600 revolutions a minute, and are not only cheaper than the old form of steel rod, but very satisfactory. No trouble has arisen from the treated copper bearings.

Tests made at the Washington Navy Yard show the treated copper to be pure, and, on a test bar 14 inches long and one inch on the faces, showed an elongation of 3¾ inches and an ultimate breaking strength of 37,800 pounds. Other tests made in Chicago, show the ultimate breaking strength to be between 36,000 and 38,000 pounds. The ultimate strength of ordinary cast copper is 24,781 pounds.

It is claimed that no alloy is used in the process of treating, and that the process is not expensive and can be applied to a quantity of copper necessary to make the largest castings. The treated metal can be worked successfully with the planer, lathe, dies and rolls, or can be drawn into wire.

BICYCLES AND RENTS.

The little toy of ten years ago is turning things upside down generally, remarks Maker and Dealer. Owners of tenements and dwelling houses in the centres of the cities and larger towns complain that the bicycle is lowering rents, as it has lowered the price of horses. In Chicago, houses that in former years rented for $600 or $800 a year are now going begging for tenants. Young householders and married people with small families have discovered that the bicycle has solved the transportation problem, and have moved into the suburbs where rents are cheaper, surroundings more congenial, and opportunities for cycling far more numerous. Clerks and employes of both sexes have made the same discovery, and are flocking into the outlying districts. To one accustomed to the wheel it matters not whether he is three miles or ten miles from his place of business, and street cars and elevated roads have for him no attraction. Consequently the money that would have gone to the city landlords has gone into the coffers of the bicycle manufacturers this year. The city landlords are sad, and the suburban landlords are happy, for it is plain that the ultimate result of this exodus will be to raise suburban rents. Still, the congestion of the cities will be to some extent relieved, and this is a decided gain. But of the countless thousands who are too poor to buy bicycles and most need relief from the city's crowding, no one seems to think. What benefits has the bicycle for them?

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

NEW PAINT AND VARNISH COMPANIES.

THE name of Cottingham has become prominent in the paint, oil and glass trades of the Dominion, but it appears destined to become more so.

We have been inspired to these remarks by two notices of application for incorporation in a recent issue of The Canada Gazette.

One application is by the Cottingham Co., Ltd., of Montreal. The objects for which incorporation is sought, as set forth in The Gazette, are the manufacturing, selling and dealing in all kinds of paints, colors, leads, oils, glass, varnishes and painters' supplies. But the specific object is to manufacture for Canada the products of the Sherwin - Williams Co., Cleveland, Chicago and New York, who are not only the largest, but the wealthiest, paint manufacturers in the United States. It makes only the finest goods, and it is upon this fact that it has earned its reputation. A uniquely gotten up book which we have before us describes the works of the Sherwin-Williams Co. at Cleveland. The book is named "A Visit." The subject matter is in interview style, and the many illustrations convey an excellent idea of the exterior and interior of the extensive works and offices of the firm.

The capital stock of the Cottingham Co. is $100,000, in 1,000 shares of 100 each. The applicants are: Henry Aldin Sherwin, Edward Porter Williams, of Cleveland, Ohio; John Fairfield Weare, of Chicago; Walter Horace Cottingham, and Archibald William Stevenson, of Montreal. Messrs. Sherwin, Cottingham and Stevenson are to be the provisional directors.

The second company seeking incorporation is the Cottingham Varnish Co., Ltd., of Montreal. The object of this concern is to manufacture in Canada Pratt & Lambert's well-known varnishes. Pratt & Lambert is one of the largest varnish houses in New York. It has factories in New York and Chicago, and manufactures the finest qualities of varnish.

The capital stock of the Cottingham Varnish Co. is placed at $20,000, in 200 shares of $100. The applicants for incorporation are: Henry Aldin Sherwin, of Cleveland, Ohio; Charles Millard Pratt, William Henry Andrews, of New York, and Walter Horace Cottingham and Charles Lyman, of Montreal. Messrs. Sherwin, Cottingham and Lyman are to be provisional directors.

Mr. Walter H. Cottingham will be manager of both companies, while the heads of the two American firms interested are on the directorate.

New buildings are being erected for the carrying on of the varnish-making industry.

HARDWAREMEN'S BICYCLE RACE.

The employes of M. & L. Samuel, Benjamin & Co. held a very successful 10-mile bicycle race over the Kingston road course on the 31st ult. The prizes were many and valuable, having been donated by several manufacturers. Twelve started, but owing to accidents and tired feelings only six finished, the others being picked up by passing farmers' wagons, etc.

The results were as follows:

1st—D. H. Foster (scratch.) 4th—Geo. Nicholson (4 min.)
2nd Wm. Crombe (3 min.) 5th—J. H. Ryan, (3½ min.)
3rd—W. J. Davison (2½ min.) 6th—E. Marks (7 min.)

These were the entries: D. H. Foster, scratch; W. Davison, 2½ min.; J. Pollock, 2½ min.; W. Crombe, 3 min.; J. H. Ryan, 3½ min.; M. Morrell, 3½ min.; Geo. Nicholson, 4 min; Robert Easson, 4 min.; Ed. Ryan, 6 min.; E. Marks, 7 min; B. Bernstein, 8 min.; H. Ansell, 8 min.

Ed. Walker got some very fine snap shots of the riders as they came in, and also of the full group after the race. Poor Bob Easson had a very severe fall, resulting in a damaged knee and a broken wheel. Result—Damage to wheel, $6; doctor's bill, $3. Try again, Robert. Little Ed. Ryan had a puncture while riding very strong, so he said, anyway.



The Most Complete Paint and Oil Warehouse in Canada.

Industrial Exhibition

◆ ◆ ◆ ◆

We will be pleased to have a call from all Hardware and Paint and Oil Dealers when visiting Toronto.

Sanderson Pearcy & Co.

PAINTS, OILS, VARNISHES, ETC.

61, 63 and 65
Adelaide St. West . . . TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Sept. 6, 1895.

HARDWARE.

THE week on the whole has not ruled generally active, but the conditions continue encouraging. The volume of new orders this week is somewhat diminished, but this is expected while the different fairs are in progress. Demand has been well spread out and an encouraging feature is the larger quantity of goods wanted in Manitoba and the Northwest, from which section orders have been very large. This demand has been for all kinds of shelf hardware, guns, ammunition, cutlery, locks, skates, shot and binder twine. The movement toward other sections has also been quite active up to the present week. Values all round rule firm, but there have been no actual changes since our last up to this writing. Payments are also encouraging.

BARBED WIRE—There is no great activity in this line. The recent advances have tended rather to check than induce enquiry. We quote as follows: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3¼c., shipments of 500 lbs. and upwards delivered, where the rate does not exceed 25c. per100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra. Discounts 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—Small sizes are moving in a small way. Other wire is quiet. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—There is a moderate jobbing demand for manilla cordage. We quote: Sisal, 6¼ to 6¾c. at the factory; jobbing prices, 6½ to 7¼c.; deep sea line, 15½c. at the factory, and 16c. in a jobbing way, pure manilla, 8½ to 9c. at the factory, and 9 to 9½c. in a jobbing way.

BINDER TWINE—Business is quiet in a jobbing way, but makers are sending forward large quantities to the Northwest. We quote: 6 to 6¾c., as to grade.

CUT NAILS—These are asked for to a fair extent, and the tone is very firm. The base price is $2.50 Montreal, Toronto, Hamilton and London, freight prepaid on 10-keg lots, where the rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—A fair enquiry is noted for these, but the aggregate movement is small. Discounts: 75 and 5 f. o. b. Montreal and Quebec, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is quiet, with no change to report; discount, 55 per cent.

HORSESHOES—There has been a fair enquiry both for iron and steel shoes. We quote: Iron, $3.50; steel shoes, $4.75 to $5.75, as to brand.

TACKS — Quiet as before. We quote discounts: B.B.B., iron, carpet blued (in dozens), 50 per cent.; do, tinned, 57½ per cent.; B B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—Has ruled rather quiet this week, few new orders being noted.

TINWARE—Enquiry for this is picking up, and also for stovepipes and such supplies.



We have New Stoves and Changes on Old Ones

WATCH THIS SPACE EACH WEEK

Novelty Air-Tight Heater

. . For Wood Only . .

TWO SIZES:

NO. 25--23 IN. WOOD. NO. 27--25 IN. WOOD.
WITH OR WITHOUT FOOT RAILS.

It has ornamental swing cover, under which are two 8-inch pot holes. Polished sheet iron body.

The fire chamber has cast linings to protect the sheet iron sides.

The Cheapest and Best working heater of its class. . . .

The McClary Mfg. Co.

London. Toronto. Montreal. Winnipeg. Vancouver.

PLUMBERS' SUPPLIES—There is a fairly good demand for these.

LEATHER BELTING — Quiet and unchanged.

CUTLERY—Demand continues active for cutlery, and the order books are well filled in this respect. Both pocket and table cutlery are being asked for.

SPORTING GOODS—All the houses report an active demand for guns and ammunition of all kinds.

LAMP GOODS—Business fairly active.

WINTER GOODS—Orders for skates are increasing chiefly from the Northwest, from which section some good orders have been received this week.

SHOT—A large business has been transacted in shot. Discount is still 17½c. off.

HINGES—Large quantities of these are moving out, especially the large sizes in T and strap for barn doors, etc.

CEMENT—Demand has been fair for carload lots, and prices are firmly held. We quote: English, $1.95 to $2.05, and Belgian, $1.80 to $1.90.

FIREBRICKS—In active demand at steady prices, viz: $15 to $21 per 1,000, as to brand.

METALS.

The firm tendency on all heavy iron and metals is well maintained, the strength in the United States and Great Britain creating a very confident feeling here, though there has been no quotable change in prices. The movement also has been satisfactory and has extended to most staple lines of heavy material.

PIG IRON — Holders manifest a firmer tendency on Scotch pig iron and the best price ex wharf is now $19.50 for Summerlee and equal brands, while we quote $19.50 to $20. Sales of No. 1 Nova Scotia are made at $17, and there is a free demand at the figure, but only round lots are available at the price, values ranging from $17 to $17.50.

BAR IRON—No change is yet to note in bar iron here, though many have been expecting it for weeks past. The base price here is still $1.60, at which figure considerable business has been done this week.

SHEET STEEL—There is no change to note in this line, but a fair business is transacting. We quote common sheet on the basis of $2.25.

PIG LEAD—There is no change in this line, business being of a quiet steady character at 3¼c.

LEAD PIPE—Quiet and unchanged at 7c., with 30 per cent. off the list.

GALVANIZED IRON—There has been a fair demand for broken case lots at 4½c. Unbroken are held firm at 4¼c. for No. 28 gauge.

INGOT TIN—Firm and unchanged at 16 to 17c.

INGOT COPPER—Cables come easier on copper, but spot values are held steady at 12½c. Business is quiet.

IRON PIPE—A satisfactory trade is noted in iron pipe. Discounts are the same, 67½ to 70 on black and 47¾ to 50 on galvanized.

SHEET COPPER—Quiet and unchanged at 14 to 20c.

SHEET ZINC—Steady, with only a quiet demand, at 4½ to 5c.

SHEET IRON—Values rule firm on sheet iron. We quote $2.10 to $2.20, according to gauge.

CANADA PLATES—Firmly held, with a moderate demand at $2.10.

TIN PLATES—Advices from primary markets are very strong, but stocks are ample and prices unchanged at $2.75 to $3 for coke and $3.25 to $3.75 for charcoal. Business has been fairly active.

TERNE PLATES—No change, prices being firmly held at $5.75 to 6.25. Business is only of moderate volume.

HOOPS AND BANDS—A good jobbing business is noted for hoop and band iron. We quote $2 to $2.20.

SPELTER—No change is to note, and we quote $4.25 to $4.75.

ANTIMONY—Quiet and steady at 10c.

PAINTS AND OILS.

There has been no further change in this branch of trade since our last report. Cables on linseed have been weaker, and prices are lower in consequence of this fact, and also of the cutting to which we referred last week.

LEADS—Business in leads has been fair, and when the exhibitions are over an improvement is looked for. We quote: Choice brands white lead, Government standard, $5; No. 1, $4 75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—Quiet and steady at 90c. to $1.05.

LINSEED OIL—Rules 1c. lower on easier cables. A decline was also expected in consequence of the cutting referred to last week. We quote: 58c. for raw and 59c. for boiled.

SEAL OIL—No change. Prices are 37½ to 40c.

COD OIL—Quiet as before at 35 to 37½c.

TURPENTINE—A moderate demand is noted for resins and coal tar. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The advance that a good many jobbers would like to see has not materialized yet, and prices are unchanged. Business is moderately active at $1.15 to $1.20 for first, and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

There has been no striking change to note in the heavy chemical market. We quote: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

The petroleum market exhibits more activity both for present and future delivery. Values are the same. We quote: Canadian refined at 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

There is no change in the hide market. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins, 35c., with 35c. for clips, and sheepskins, 75c. to $1 each.

TALLOW.

Quiet and dull at 6 to 6½c. for refined, and 5 to 5¾c. for lower grades.

WOOL.

The wool market is quiet and prices are firmly held. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

ASHES.

The ashes market is quiet and nominal as follows: Firsts, $4.10 to $4.15; seconds, $3 75 to $3 80; pearls, $5 25 per 100 lbs.

MONTREAL NOTES.

Copper has been cabled easier, but the spot price is unchanged.

Linseed oil, as expected last week, has been cut 1c. all round and is weak at the decline.

Receipts of cement for the past week were 2,900 bbls. English. No Belgian were received.

Wm. McNally & Co. put through 1,000 barrels of English cement for Toronto account on Tuesday at $1.95.

There were some round lots of firebricks moved on western account since our last, aggregating 30,000 in all. Receipts were 42,000.

Cables to McArthur, Corneille & Co. are to the effect that it will cost from 20 to 25 per cent. more to import window glass from Belgium than it did a month ago.

The expected advance in window glass has not materialized. There are still one or two large holders here who are against a rise, and until they agree no change is likely.

Pilkington Bros. are shipping to Geo. Howe, Ottawa, this week one of the largest pieces of plate glass ever sold in Canada. This monster window is 15 feet 5 inches by 11 feet 3 inches and weighs close on to 1,000 lbs.

ONTARIO MARKETS.

TORONTO, Sept. 6, 1895.

HARDWARE.

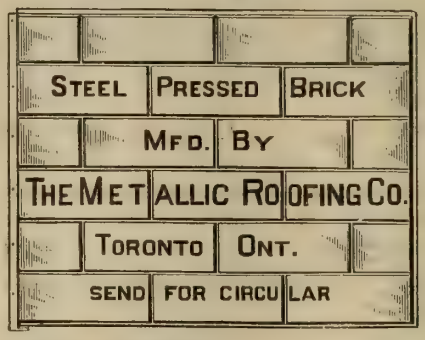
THE volume of business is scarcely as large as a week ago, but this can in the main be accounted for by the fact that a good many of the travelers are in the warehouses for the purpose of looking after the country customers who may come into the city to attend the Exhibition. So far not a great many customers have been in the city; but the great inflow of them was not expected till next week. And as a great many of the dealers contemplate visiting the Exhibition they naturally defer making their purchases until then. Those who have already visited the warehouses have purchased considerable quantities of goods, and they all speak hopefully of prospects for the coming season's trade. In consequence of the presence of country customers on the market a good many job lots are being turned over. Sporting goods are active. The feeling in manufactured brass goods is stronger, in sympathy with the marked advances in the United States. The demand for cutlery continues active. Apple parers, lanterns, scoops, shovels, halters, skates and similar lines are beginning to move nicely. A slight improvement is to be noted in the demand for cut nails, and in horse nails the demand has improved materially. Wire nails are about as dull as ever. Business in ware is fairly satisfactory, and tinware is going out nicely. In plumbers' supplies a fair trade is still to be noted on country account, but there is not much doing in the city. The nail and wire manufacturers are meeting this week in Montreal. The object, as far as we can learn, is to finish up the business of the Boston meeting. It is claimed that further advances in barb wire and cut nails are probable, but, at the time of writing, this has not got beyond the rumor stage.

WIRE—Stove pipe and hay-baling wire is still going out. Ordinary fence wire remains dull. Discounts on ordinary fence wire are still 22½ off the list four months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Business continues quiet. We quote 3½c. per lb. Terms and deliveries as before. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—There is very little doing in either sisal or manilla. The only demand is for small sizes for halters; but relatively the demand for made-up halters is greater. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

CUT NAILS—There appears to be further slight improvement in the demand for cut nails, orders rather larger than usual having been received during the past week. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Business is still dull. Discount 75 per cent., with 10-keg lots delivered to points where ths freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is a great deal better than it has been, and further improvement is looked for within the next month or so. Discount remains unchanged at 55 per cent.

HORSE SHOES—The demand for iron shoes has improved, a number of large orders having been received. Steel shoes are in fair demand. We quote f. o. b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5 35; toe weight, $5 85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Continue quiet and unchanged. We quote discounts as follows: Leather carpet, 30 per cent; B.B B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

CLOTHES WRINGERS—Demand varies considerably, but it is still principally for the "Royal Canadian." We quote as before, $26.50 to $27.

WARE—Trade is fairly satisfactory in both "Peerless" and white ware. Pearl ware is rather slow.

TINWARE, ETC.—Demand is good, and notably so for such fall specialties as stove boards, coal hods, galvanized pails, etc.

ELBOWS, ETC.—Elbows and pipes are in good demand at unchanged prices. We quote: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

PLUMBERS' SUPPLIES—Jobbers have not much cause to complain of country trade, but they are not satisfied with city business.

LEATHER BELTING—Trade remains quiet. Discounts: Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

SPORTING GOODS—There are quite a few rifles and guns going out, and there is a good demand for ammunition. The demand for loaded shells appears to be particularly good.

BUILDERS' HARDWARE—Outside a few special lines business is quiet and featureless.

CUTLERY—A good deal of table and pocket cutlery is still going out. One of the features of the trade is a brisk demand for butcher knives.

APPLE PARERS—These are beginning to move out nicely.

SKATES—All the houses report the development of a good trade in skates.

LAMP GOODS—Hanging and the better class of stand and banquet lamps are still in good demand, and business generally appears to be satisfactory.

BINDER TWINE—Trade has practically ceased in this line. We quote: Commonsense, 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

PLASTER PARIS—Business is picking-up. Prices are still: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—A fair business is being done at old quotations, viz.: Canadian, $2.50 to $2.60;

English, $2.60 to $2.75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business continues dull. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

SLEIGH BELLS—The season is opening up nicely in sleigh bells.

METALS.

Pig iron is stronger and higher all round. Bar iron remains as before, although the probability of an advance is being freely canvassed. Business is fairly good in sheet steel and black iron. Another scarcity is to be noted in hot water boilers, and copper boilers are about 20 per cent. dearer. In other lines the conditions are much as before.

PIG IRON—Prices are advancing very rapidly in the United States. There is also a movement in the same direction from Great Britain, and in sympathy therewith the Canadian markets are looking for higher figures. The advance in American pig iron during the week has been $1 per ton, and further advances are anticipated. We quote American iron in Toronto as follows: Four months' time, No. 1 foundry, $22; No. 2, $21.50; No. 3, $21. Nova Scotia pig is worth about $20 Toronto.

BAR IRON — Business is still quiet, but prices are firm, and the manufacturers are talking of increasing the price $2 per ton. Base price is still $1.70 to $1.75 f.o.b. Toronto.

SHEET STEEL—Trade is fairly satisfactory, large quantities having been shipped during the week. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Some good quantities have been shipped during the week at quotations. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2.15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge, $2.50 to $2.60.

TINNED IRON—Business in this line is virtually over for the season, although occasional orders are still being received for small quantities. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—There is no feature to note. Prices are unchanged at $3.35 to $3.50 per 100 lbs.

LEAD PIPE—Trade is fair at unchanged prices. Discounts both east and west, 30 per cent. for any quantity. We quote: Water pipe, 7c.; waste pipe, 7½c.

GALVANIZED IRON—Stocks are still low. Prices are firmer, nothing better now being offered than $4.25 for prompt shipment or $4.35 for fall delivery. Small quantities are ¼c. higher than the figures quoted.

INGOT TIN—Business remains much as before at 16½ to 17½c., according to quantity.

INGOT COPPER—Business is quiet and prices unchanged at 11¾ to 12c.

SHEATHING COPPER—A number of case lots have been forwarded during the week, and jobbers report having booked a number of orders for import at prices quoted. The base price is 14½c. for 16 oz. with lighter weights in proportion.

IRON PIPE—Prices are being firmly held at discounts named. Nearly all the jobbers have good stocks on hand, but the demand is good. We quote: ¼ to ⅜ inch, 67½ per cent. off the list; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.

GALVANIZED PIPE—Is not moving as freely, but stocks are in good shape. Discounts unchanged at 50 per cent.

SHEET BRASS—Hard brass for sign purposes is still in good demand. Prices unchanged at 20 to 30c.

HOT-WATER BOILERS—Boilers are scarce owing to the inability of the makers to procure the necessary steel sheets. Prices are still as they were on galvanized, but copper boilers have been advanced about 20 per cent. by the manufacturers. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9.95; copper, $16.20 to $20, according to size.

CANADA PLATES—Orders are now being freely delivered throughout the country. At the same time, it will be a great deal later than last year before all customers have their lots. Stocks are still light, but it is expected that shipments due to arrive during the next couple of weeks will place stocks in a condition to meet requirements. We quote: $2.25 to $2.35 for 52 sheets, according to brand and quantity; 60 sheets, $2.35 to $2.45; 75 sheets, $2.50 to $2.60; Alaska, $2.90 to $3.

TIN PLATES—Trade is rather slow and not nearly as good as it has been. The demand this week is principally for cokes. We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—Trade continues active at unchanged prices. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes, 60 and 10 off the list.

TERNE PLATES—Demand has fallen off materially during the week, and only small quantities are now being called for. Prices are being held at $6 for best brands. Ordinary brands can be shaded a fraction.

ZINC SPELTER—Trade is still of an ordinary character. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—Trade continues good at unchanged prices. We quote: 12½ to 13c. for half and half, and 11½ to 12c for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

SHEET ZINC—Business is fair at unchanged prices. We quote: Cask lots, 4¾c.; smaller lots, 5c.

GLASS.

Trade is quiet and stocks seem pretty well run down in most quarters. The cause of this is that shipments are late this season. The basis of quotations remains $1.15 for first break in fifties. Fancy and plate glass remain quiet.

OLD MATERIAL.

Trade is very fair. Prices are: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 30c.; No. 1 wrought scrap, 45 to 50c. per cwt.; No. 2, including sheet iron, hoop iron, 10 to 12½c.; new light scrap copper, 6¼ to 6¾c.; heavy scrap copper, 7 to 7½c.; old copper bottoms, 6¼ to 6¾c.; light scrap brass, 3¼ to 4c.; heavy yellow scrap brass, 5c.; heavy red scrap brass, 5½ to 6c.; scrap lead, 1½ to 4¾c.; scrap zinc, 1¾ to 2c.; scrap rubber to 14 1-10c.; country mixed rags, 50 to 70c.; clean dry bones, 50c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—Maintains a good demand at the advanced prices, viz., 4¾ to 5c. per lb.

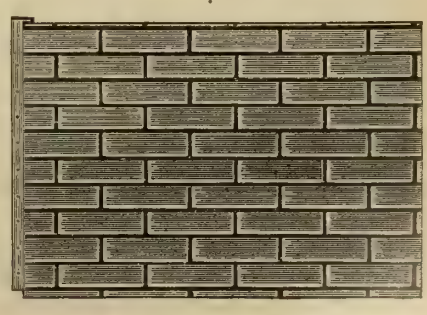
PUTTY—The demand increases at $1.85.

PREPARED PAINTS—Quiet at $1 for pure.

TURPENTINE—The trade is not big, 39 to 41c. still being the figure quoted.

LINSEED OIL—Brick orders seem to be pretty well filled now, and the demand has fallen off a little. In the United States the crop of flaxseed is very large, and prices for oil will rule low. There is, therefore, a probability that American oil will be brought into this country in large quantities. The trusts are not likely to be in a position to control the full crop as they were last year in

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



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Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

the States. Meantime Canadian crushers won't budge their prices, although English oil is easier, and 57 and 60c. is still quoted in Toronto.

CASTOR OIL—Is higher in England, and the local price now, 6½c., is not likely to be reduced.

SEEDS.

From $4 to $4.70 is given at outside points for good to choice qualities of alsike.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are still accumulating. Big dealers are selling cured as low as 8¾c., but are paying 8c. and 7c. for No. 1 and No. 2 green.

SHEEPSKINS—Lambskins and shearlings have risen to 55c.

CALFSKINS—Nothing doing.

WOOL—Trade is dull. Fleece combings still quoted at 24c.; unwashed at 14c.; rejections at 17 to 18c. In pulled wools supers are quoted at 21 to 22c., and extras at 22 to 23c.

PETROLEUM.

Situation unchanged and prices firm. We quote in 1 to 10 lb. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Mention was made last week of Crescent steel enamelled ware exhibit at the Toronto Industrial. In connection with above, they are showing some superb samples of decorated enamelled ware, and also enamelled signs, which, when the short time in which they have undertaken this work is considered, their rapid progress is praiseworthy. If you visit the Fair it will pay you to make this one of your calling points. See advertisement for location of exhibit. Don't fail to see the company's unique representation of the "old" and "new process" in cooking.

Sanderson Pearcy & Co. are sending out to their patrons 2,500 private postcards inviting them to visit the firm's warehouses during the Industrial Exhibition.

Though glass stocks are reported short and broken all over the country, Sanderson Pearcy & Co. claim to be able to fill all orders.

The Gurney Foundry Co., instead of making an exhibit at the Industrial, will welcome all comers to their big show rooms at 500 King street west. A special feature of their display will be a line of hotel ranges, hotel range furniture, etc.

The Metallic Roofing Co. will cover the Kemp Mfg. Co.'s new factory building with Eastlake steel shingles; also the Massey-Harris Co.'s new bicycle factory.

H. S. Howland, Sons & Co. are in receipt of a shipment of Elliot's butcher knives. These knives are sold upon a guarantee, so that retailers run no risk in guaranteeing them. "We have been selling these knives for a number of years," remarked a member of the Howland firm, "and we have only had one knife returned during all that time."

A shipment of Boker's "Perfection" horse clippers is to hand with H. S. Howland, Sons & Co., and the firm is now in a position to fill all orders.

American pig iron is $1 per ton dearer.

Galvanized hot-water boilers are 20 per cent. dearer.

M. & L. Samuel, Benjamin & Co. report sales of "Acme" skates quite heavy.

Rice Lewis & Son, Ltd., on Thursday received a shipment of automatic bottle fillers. There are three sizes. Each filler is fitted with a sieve. With this filler it is impossible to fill a bottle to overflowing, as the moment the liquid comes within one inch of the top, the flow is automatically cut off. It should prove a rapid seller.

LONDON NOTES.

Bowman, Kennedy & Co. have complete lines of cutlery, and trade is reported to be good with them in this line.

UNITED STATES MARKETS.

NEW YORK, Sept. 6, 1895.

PIG TIN—Speculation was tame in this market, and London advices were the reverse of buoyant, showing, as they did, free selling of futures and somewhat lower level of prices. The statistical position as officially given was without decided advantage to either bulls or bears. Visible supply for Europe and America was shown to have been 26,390 tons on September 1st, against 26,374 tons August 1st and 22,003 tons a year ago. Straits shipments during the last half of August were 260 tons to the United States, 650 tons to England and 160 tons to the continent, making a total of 3,840 tons for the entire month, against 3,710 tons in the corresponding period of last year. Prices in the New York market were quite firm on the basis of about 14.25c. net cash for round lots, early delivery.

COPPER—There is still some outside offering of Lake Superior ingot at prices a shade under those quoted by the mining companies, and orders were solicited for several hundred thousand pounds at 12⅛c. A lower quotation than 12¼c. was quite the exception, however, and offerings by producers are still on conservative lines. Electrolytic meets with relatively better sale than the Lake production, and 12c. is the general quotation for that variety of the metal. Casting stock still realizes 10⅝ to 10¾c., and is selling to a very fair extent.

PIG LEAD—Dealings in this quarter are still on a moderate scale, and mail advices from the west reflect a slow movement there also. Prices are not positively lower, but continued dullness has given the market a slightly weakish tone. Common domestic may fairly be quoted at 3.50c. in round lots and 3.51½c. in single carloads. Recently about 1,100 tons were placed at prices on the basis of 3.45c. New York delivery. London cable quoted £11 for soft Spanish.

SPELTER—There is little movement outside of ordinary single carload lot business, and in that way hardly a fair average turnover of stock. Reports from primary points indicated slower market there and slight easiness to values, with 4.15 to 4.20c. quoted for ordinary western, prompt or early shipment. London cable quoted £15 6s 3d for good merchant brands.

ANTIMONY—A fair jobbing business only is passing, but prices remain very steady at 8 to 8½c. for Cookson's, 7¼ to 7¼c. for Hallet's and 7c. for Japanese, from store.

TIN PLATE—The condition of the market remains much the same as outlined in our reports for some little time past. In the east there is a fair distribution of foreign plate, and some contracting also for future shipments. Western accounts indicated a very fair business there in American product. The offering is still somewhat reserved, and former prices are firmly adhered to.

IRON AND STEEL—Higher prices asked at southern furnaces along with an advance in north-bound freight has caused more or less marking up of quotations by local sales agents of southern pig iron. The market is also affected in a measure by more or less vigorous speculation at southern and western points, and the natural bearing of the increased production thus offset in a good measure. Up to $14.50 is asked for No. 1 X foundry, but we fail to learn of over $14 being paid for delivery at this or common point. Number 2 X foundry which is rather scarce has, however, realized $13.25 in a few instances, and the more popular brands are held at 25c. over that. Sales in this market were reported as having been somewhat above the late average, but continue to be mostly of moderate-sized lots.

For old material there is still a good demand, with rails and wrought scrap chiefly called for. Stiff prices are being offered, including as high as $16 f. o. b. Jersey City for iron tee rails, $13 75 to $14 for No. 1 wrought scrap and $13.50 for steel rails. A lot of iron tees was sold a few days ago at $15.25 on cars at New Haven.

In manufactured steel and iron there is a very fair business, yet nothing on a remarkably large scale, and prices remain firm throughout.

LATE BUSINESS CHANGES.

Shaw & McLeod, file manufacturers, Almonte, have sold out to Graham & Son.——E. G. Hillgartner, harness, Hanover, Ont., has assigned to Henry Yeigh.——J. A. Squance, furniture, St. Thomas, Ont., has assigned to James B. Squance.——Ernest H. Elkins and Geo. M. Peasley have gone into partnership as Elkins & Peasley, cabinet makers, Grunby, Que.——C. G. Brodeur & Co., plumbers, Montreal, have retired from business.——St. Jean Freres, hardware, Montreal, have assigned.

The Toronto Industrial Fair

We extend to you a hearty invitation to call and examine our exhibit of

Crescent Steel Enamelled Ware, Decorated Enamelled Ware

Also our unique display of the "**OLD AND NEW PROCESS**" in Cooking. Exhibit located Ground Floor, Main Building, 3rd Exhibit East of Art Gallery. Our Western Representatives, Messrs. Webb and Barrat will be in attendance and will be pleased to meet you. Yours faithfully,

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

BE SURE YOU ARE RIGHT, THEN GO AHEAD.

A writer in New York Hardware says that one of the many important points to be impressed upon the understanding of a subordinate, and one that the manager should be sure is understood, is, that nothing should be attempted unless the idea is perfectly clear.

But, rather than appear dull of comprehension, the assenting reply it given when the idea is vague. The following may illustrate the meaning :

"My first position entailing any responsibility," said a retired merchant, "was to make the payments of the city bills, which our house settled monthly. My duties consisted in taking the statements and the amount which the bookkeeper prepared and placed in a small hand satchel. Sometimes I would only have $50, again $200 or $300. On my first trip the cashier counted the money, footed the statements and handed me the satchel, cautioning me about taking receipts for money paid out, and not to pay out more than the statements called for. It was considered quite an honor to make these monthly trips, and, therefore, when I was called into office I was very proud indeed, the elation somewhat turning my head. After I had started, I found I was dreadfully hazy on some points, but my pride would not permit my return to the office. I made several payments, and was congratulating myself on my business abilities, when I came to a store where the clerk who received the money said : 'See here, young man ! this calls for $35 not $25.' He was very dictatorial, so much so that I thought he must be very high in authority, so I tremblingly handed over $10 more, and hurriedly thrust the receipt he gave me in the satchel and got out as quick as I could. Of course when I came to the last man I was $10 short—a contingency that had not occured to me. Considerably crestfallen, I returned to the office and made my statement. Imagine my consternation when I was shown the receipt given me by my pompous friend for $25! Where was the $10? Well, I paid over my own money to make up the shortage, but the lesson was worth all it cost."

SOME ADVICE.

Never forestal a salesman by giving him a price to sell you by mentioning a price you have, seemingly very low, perhaps, as he may have a price still lower, but of course will not offer it when he finds it unnecessary, remarks a writer in a contemporary. As to the legitimate means of securing lowest prices I think there is no fixed rule that can be given, as the buyer must use his best tact and judgment in each individual case and learn the salesman's weak points. It is best to be cautious about making statements as to the prices which have been offered you, as you frequently give yourself dead away to the traveling man. Never miss an opportunity to have a pleasant talk with the salesman if you have the time at your disposal, as there is no better way in which a merchant can keep posted in regard to the trade and what is being done in the way of new goods, changes in prices, etc., than by talking with intelligent salesmen.

HAMILTON SMELTING WORKS.

J. J. Morehouse, of the Hamilton Iron and Steel Co., gave out some important information this morning regarding the smelting works, prefacing the information with the remark that beyond all doubt the company will make Hamilton pay over the bonus by January 1, meaning that the works will be completed in that time.

Yesterday twelve carloads of firebrick for the furnace proper arrived, and three or four boat loads of firebrick and clay have reached Buffalo, and will arrive here by rail in a few days. This shipment will make 65 cars of firebrick and 140 tons of clay.

Six cars of machinery, consisting of portions of the furnace and other plant, will arrive in a few days, and everything will be ready by January 1.—Herald, Sept. 5.

ROCK SULPHUR WANTED.

The E. B. Eddy Co., Ltd., Hull, Can., want lowest prices, most liberal trade and special discounts and most favorable terms (with the option of 4 months' time or largest discount for cash) for the undermentioned goods : About 800 tons English recovered rock sulphur, to be delivered free ex quay Montreal, during open water 1896.

LARGE CONSIGNMENT OF . . . **NITRO POWDER** Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

LONDON, ONT.

OPEN FIRE PLACE FOR HEATING.

IN discussing the merits of the open fire place as the sole means of heating, Will Walter Jackson writes to The American Architect and Building News an interesting letter which we present herewith :

During the past winter, when the "cold wave" destroyed oranges and frosted trees, the inhabitants of Florida suffered severely with the cold. Those who went from the north, where houses were heated thoroughly by modern methods, found in the south nothing to keep out the cold but the open fire place. And in the severe weather this was of little use, for the more fuel burned the stronger were the cold drafts created and the colder were the floors and walls. This disastrous cold in the south renews the inquiry: In what degree of external temperature can one rely upon the open fire place as a sole means of heating, the amount of fuel consumed being of no consideration ?

In heating with the open fire radiant heat is the only part that is realized. Of the total amount of heat developed in the grate about 10 per cent. is received in the room. Some writers place the percentage at 12 per cent., while Putnam's experiments show but 6 and 8 per cent. realized. With the modern construction of fire place, with the projection of the breast and mantel into the room, about 10 per cent. is secured.

This 10 per cent. of the full amount of heat generated has the task of keeping the room heated to the required temperature — say 70 degrees Fahrenheit. But with the open grate, not only is the loss of heat through walls and windows to be repaired (as is the case with radiated heat from the direct steam or hot water system), but the amount of air drawn in by the grate must also be heated. This air enters in volume equal to the amount passing up the flue of the fire place ; and it comes directly or indirectly from out of doors. It is this draft of incoming air that limits the degree of cold in which the open fire is of value, as a degree is reached below which the amount of heat required to warm the incoming air is more than the fire can supply, and the room is chilled rather than warmed by the blazing fire.

In finding this temperature we will take as example an ordinary southern fire place 24 inches wide, 30 inches high and 12 inches deep, with a flue 9 x 9 inches, situated in a room 16 x 14 x 11 feet, the longer side being exposed. Wood is used as fuel, burning, say, ¾-cord a month. This amount develops about 215,400 thermal units per hour. The draft of the flue, of average height, will be 20,000 cubic feet per hour. As it takes 0.0192 thermal unit to heat 1 cubic foot of air 1 degree Fahrenheit, and as but 10 per cent. of the full amount of heat is realized, one wood fire can heat the incoming stream about 56 degrees Fahrenheit.

But besides heating the air there must be compensation for the loss of heat through the exposed wall. This 176 square feet exposure will require approximately one-third as much heat as the incoming current—or one-quarter the total amount of heat. This leaves us 21,540 less 5,385 thermal units, or 16,155 thermal units for the incoming air—showing that this can be heated about 42 degrees. That is, to have the temperature of the room 70 degrees the external temperature cannot be lower than 28 degrees.

If the draft is secured from adjoining rooms the result for the entire house will be the same, or even worse, as it means that an open fire in some other part of the building has not only its own current to heat, but also that of the fire place in question.

Variations in size, shape and projection of fire place will give slightly different results, as will also a change in the flue itself. The draft varies also with external temperature (being stronger when the thermometer is lower), but general results are as shown. The freezing point is, then, about the limit at which the open wood fire gives satisfactory heat. Coal gives better results, as the draft is less in proportion to the amount of heat thrown into the room. Patent grates also give far better results with wood, as they decrease, and in some cases entirely stop, the inflow of cold air.

There may be secured a fire place that burns wood to better advantage, the drafts being decreased by using a smaller flue, but it is found that the fire place will often smoke when the opening is partially closed.

If more than ¾ cord of wood be burned per month the results are practically the same, as the draft is increased nearly in proportion to the heat generated and a far larger percentage of heat is lost up the flue because of the rapid exhaust of the hot gases.

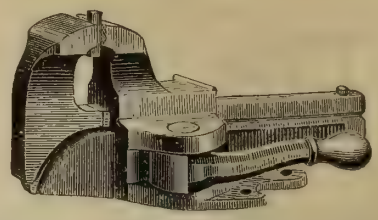
Nor can the drafts be checked by closing crevices through which the outdoor air enters, as in that case the fire cannot burn at all. In fact, there is a gain in heat when an opening from the outside is made directly in front of the fire places. These results vary so much that this sketch is intended more to suggest than to give definite data.

PERSONAL MENTION.

W. H. Rowley, sec.-treasurer of the E. B. Eddy Co., Hull, Que., who has been taking a well-earned rest on the Continent, arrived home by the Vancouver last week.

Messrs. A. B. and T. B. Lee, of Rice Lewis & Son, Ltd., left last week for Europe.

Among the country merchants noticed in Toronto this week were : J. Kitchen, of G. & J. Kitchen, Schomberg ; J. Askitt, Horning's Mills; H. Becker, New Hamburg; H. Pearce, of H. Pearce & Co., Parry Harbor.



STEPHENS' PATENT TOGGLE-JOINT VISES

Stationary or Patent Swivel Bases. Incomparable for Strength, Durability, Firm Hold and Quick Work.

DORKEN BROS. & CO., MONTREAL

Always the same story !

[COPY.]

TOTTENHAM,
July 17th, 1895.

MESSRS. J. & J. TAYLOR,
Toronto :

Dear Sirs,—When our town was partially destroyed by fire on June 18th, 1895, we had at the time one of your make of safes in our store, and, although the store was entirely consumed, we are pleased to say that our books and papers were saved to our entire satisfaction. We are satisfied that your safes are all they are claimed to be.

Yours truly,
W. J. VERNEY & CO.

Buy a

Taylor Safe

AN EXAMPLE IN DISHONESTY.

THE other day, says American Machinist, we heard of a manufacturing concern which took summary action against an employe who used a small amount of material and time in constructing a tool for his own use without the knowledge of his foreman—a tool which would have paid its cost in a short time, it is true, but yet which should have been made for and owned by the company at whose cost it was constructed. The man who made it was denounced as dishonest and lost his situation.

The incident reminds us of another occurrence in the same factory. An inventor appeared with a rude model of an improvement upon the machine built by this concern. He had been using one of these machines, had encountered some difficulties with it, and, instead of writing complaining letters about it, had set to work to remedy the difficulty. He had not patented his invention, but came on to submit it to the judgment of the factory experts, his proposition being to take out patents upon it and allow this manufacturing concern its exclusive use for a reasonable—even a small—royalty. This inventor, in his innocence, supposed that, as he was dealing with wealthy, prominent and respected men, there would be no unfair treatment of him. Their experts looked the matter over, and the inventor was requested to call again in a few days, which he did, and was then shown a model embodying the same ideas which he had conceived, which model was taken down from a high shelf in his presence, the accumulated dust of years blown off it and handed to him as evidence that his invention had been long ago conceived, tried and discarded. The facts were, however, that this model had been hurriedly constructed in the interval between the inventor's first and second visits, and the dust had been artificially deposited upon it. The man who made it and who knew at the time that he was doing something to assist in a fraudulent, dishonest and contemptible trick happens to be the one now condemned and discharged for dishonesty. Of course we believe that all employes should be honest and faithful, but we believe that other people should be as well, and we are confident that one of the strongest temptations to dishonesty by an employe is the knowledge that his employer is himself not "square," though this is, of course, no justification of dishonesty, and is not a temptation that is presented in a very large proportion of manufacturing establishments, we are happy to be able to say.

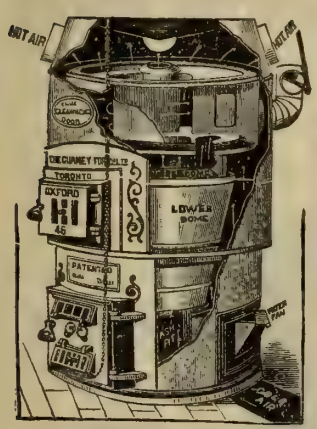
DIRECT PUDDLING IN BELGIUM.

It is natural that interest should be excited in the recent attempts made in Belgium to puddle iron direct from the blast furnace. It is now announced that the works for puddling pig iron run direct, put up at Hourpes, in the Centre district of Belgium, by Messrs. Bonehill, are quite finished, and 100 tons of molten pig—the whole out-turn of the blast furnace—can be made into finished iron with the aid of the new process. Doubts have been expressed as to the feasibility and economy of this method, but it is said that the results obtained have exceeded expectations. It was thought that the sole of the furnace would not be able to stand the enormous heat given out by the incandescent pig, which is never allowed to cool down, but it is stated that repairs have not yet been found necessary to a single sole. The pig iron running from the blast furnace is received in a closed reservoir holding 35 tons, where it is maintained in a molten state by the combustion of gas from producers; and foundry ladles, holding half a ton or a little more, convey the charges to the puddling furnaces, which are fired by gas from producers attached to them. The operation is finished in about three-quarters of an hour, or half the usual time; and the waste in the furnace is comprised between 6 and 7 per cent., the coal consumption being reduced to one-quarter that with the ordinary method. Common qualities of pig are said to yield an excellent finished iron; and, including the economy of labor, the money saving effected by the new process is put, by The Organe Industrielle of Liege, at 10s. per ton of puddle-bars produced.

OXFORD WARM AIR OR COMBINATION WARM AIR AND HOT WATER FURNACES

TRIED AND TESTED. NEVER HAS ONE FAILED.

FOR COAL. **ARE THE MOST MODERN FURNACES IN THE MARKET.** FOR WOOD.

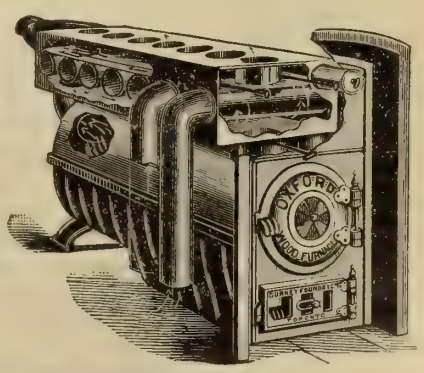


Coal Furnaces

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome, which heat quicker than Cast Iron.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES.

WARRANTED THE BEST IN CANADA

SEND FOR CATALOGUE AND TESTIMONIAL BOOK.

MANUFACTURED BY

THE GURNEY FOUNDRY CO. LTD., TORONTO ONT. THE GURNEY-MASSEY CO. LTD., MONTREAL QUE.

REMITTANCE BLANKS.

A HARDWARE jobber writes Iron Age as follows: We notice, with many misgivings as to the propriety of its publication, a form for remittance blank in your issue of July 18. There is danger of the form being copied, much to the regret and wrath of those whose misfortune it is to cheque up a remittance made on a form so inadequate as the one described. We note the form shows no space for insertion of date of invoice—very bad "form," indeed.

A space for the ever pressed deduction from one or more causes is also lacking. I

.....189

M .....

DEAR SIR:

To pay your invoice..... $ .....

.....

.....

.....

Less....Per Cent. Cash Discount, $.....

" ....Freight, Expense Bill Inclosed.....

" .....

" .....

" .....

We Hand You Herewith.....Draft for $ .....

☞IF THIS IS FOUND CORRECT, DO NOT SEND RECEIPT. IF NOT CORRECT, REPORT ERROR AT ONCE.

Yours truly,

.....

FORM OF REMITTANCE BLANK.

presume it is intended to make a note of any deductions by writing across the sheet, or possibly say nothing of it at all, leaving it to the lynx-eyed guesser who handles the paper at the receiving office to discover why the cheque is short.

I look in vain for any space intended for deductions on account of freight allowances. I presume these are to be treated in the same manner as deductions for other reasons, and in addition being unaccompanied by railroad expense bills or other evidence that the deduction was justly made.

Now, assuming that two or more deductions are made and the date of the invoice is not given, who would pine with a yearning heart and an aching head for the delightful task of locating the particular invoice (among a possible 15 or 30) which our kind but misguided friend wished to pay.

We have for a customer a valued but amusing aspirant for fortune's favors, who pays our invoices by sending his cheque written for an amount less than that for which he expects credit by the cash discount and whatever other deduction he feels himself entitled to. Across the cheque he may write "in full" or "on account." Not another scrap of paper bearing evidence of his good intentions does he inclose within the envelope addressed to us, and we presume he feels aggrieved when he receives our request to shed a ray of light on the subject. Our opinion is that he makes his effort so brief to save time; yet he does a small business. These observations lead us to ask, "What is the use" of a remittance sheet at all when the cheque is so complete (?) a record of the payment?

We approve of your correspondent's idea that no receipt is necessary, but beg to place the reasons therefor on a different basis—to wit: One has a complete record between the indorsed cheque or bank draft and his books, or ought to have. Every remittance ought to be run through an impression copy-book, thus affording an exact duplicate of every figure on the remittance sheet for future reference.

If your remittance goes astray in the mail you know it no sooner by requesting receipt. Receipts make just so much extra mail for one to look over and are an expense and added labor to the sender.

We submit herewith a form used by us and trust our friends at the other end find it comprehensive. The experience of your humble subscriber is to the effect that you would do your jobbing friends a great service would you but lend a hand in educating the country merchant to make his correspondence concise and complete—in short, indicative of his intentions and wants. This is from one whose sweet disposition has been somewhat worsted in his contacts with slipshod business methods.

OBTAINING ALUMINUM.

A new process of obtaining aluminum is described in a German paper. It consists essentially in decomposing the double chloride of sodium and aluminum, by melted sulphide of sodium, sulphide of aluminum and chloride of sodium being formed. Fluoride of aluminum may be made by an analagous process, in which clay may be used. Treated with sulphuric acid, the clay gives sulphate of alumina, which is afterward melted with fluoride of sodium. The reaction gives fluoride aluminum, or kryolith, according to the proportion of sodium fluoride employed. There is obtained from it sulphide of aluminum, which, submitted to electrolysis, gives in its turn aluminum.

PIG LEAD PRODUCTION.

Mr. C. Kirchhoff, special agent for the United States Geological Survey, gives the following statistics of production of pig lead during the first six months of 1895 as follows, in tons of 2,000 pounds:

Desilverized lead	87,957
—of which: Contents of Mexican and Canadian ores	14,451
Refined in bond	17,458—31,909
Desilverized American product	56,048
Soft lead, American product	18,013
Total American product	74,061

—Against 71,204 for the same period in 1894 and 88,127 or the last six months in 1894.

SITUATION VACANT

WANTED—For Ontario and Eastern Provinces—travelers calling on retail hardware. Side line on commission. Address,
HARDWARE, Box 311, Oshawa, Ont.



VANDUZEN STEAM JET PUMP
THE BEST IN THE WORLD.
Pumps Any Kind of Liquid.
Always in Order, never Clogs nor freezes. Every Pump Guaranteed.
10 SIZES.
200 to 12000 Gallons per Hour. Cost $7 to $75 each. Address
GARTH & CO.,
536 to 542 Craig St. MONTREAL

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Solicitor of PATENTS
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MONTREAL SMELTING AND REFINING WORKS
THE Leading Wholesalers handle Langwell's Babbit.
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WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.
GEO. LANGWELL & SON
Metallurgists and Manufacturers
10 Dorchester St., MONTREAL, QUE.
Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

Pigou, Wilks & Laurence
Limited.
11 QUEEN VICTORIA ST., - LONDON, E. C.
Sole makers of the
"ALLIANCE"
PRIZE SPORTING POWDER
THE TRADE ONLY SUPPLIED.

THE OAKVILLE BASKET CO.,



Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
THE OAKVILLE BASKET CO.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

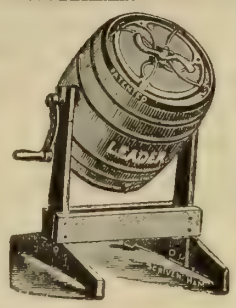
Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain. They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

KINKORA KENNELS
Importers and Breeders

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See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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WESTERN

Incorporated 1851.

ASSURANCE COMPANY

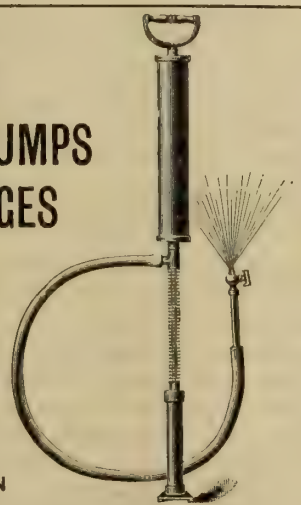
Fire and Marine

Capital - - -	$2,000,000.00
Assets, over - -	2,375,000.00
Annual Income -	2,200,000.00

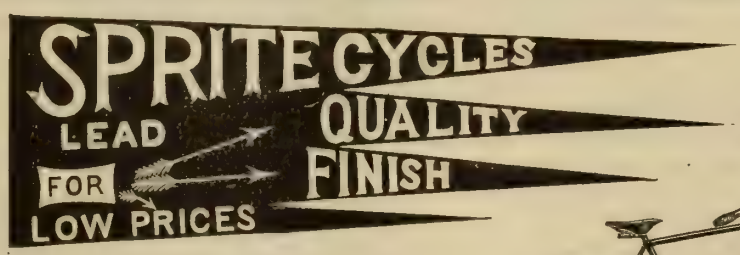
Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President.
C. C. FOSTER, Secretary.

FOR
BRASS SPRAY PUMPS AND SYRINGES

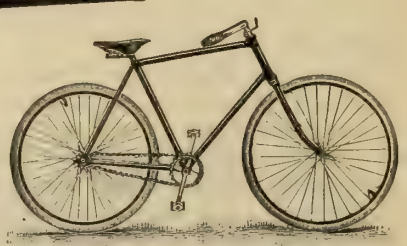


WRITE . . .
Stevens Manufacturing Company
LONDON



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CUSHION TIRES FROM £5 8 0
PNEUMATICS FROM £6 9 6
At works, London, Eng. Packed in crates free.



SPRITE CYCLE CO.,
Steam Cycle Works
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Beware of Counterfeits

Get the old and original and only reliable

JOHN LUCAS & CO.'S
IMPERIAL FRENCH GREENS

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THERE is no particular feature in the trade situation this week. Well-to-do plumbers and gas-fitters in Toronto are looking forward to a good fall's work, a number of contracts, open and closed, being spoken of both in the city and throughout the country.

* * *

The same story is heard from the steam and hot water heating men. A traveler for a big radiator company remarked to the writer the other day that this season had been the best he had ever experienced.

* * *

WATER RAM IN STEAM PIPES.

If steam be introduced below the surface of the water contained in a large vessel, says The Mechanical World, a bubble will be formed which will increase in size until the surface becomes sufficiently extended to condense the steam more rapidly than it can enter, when a partial vacuum will be created. The bubble will collapse, and the water, flowing in from all sides at a high velocity, will meet with a blow, forming what is called a water ram. Such explosions occurring in the middle of the mass create simply a series of sharp noises. But if steam be blown into a large inclined pipe full of water it will rise by difference of gravity to the top of the pipe in the form of a bubble; and when condensation takes place the water below the bubble will rush up to fill the vacuum, giving a blow directly against the side of the pipe. As the water recedes the bubble gets larger and moves further and further up the pipe, the blow increasing each time in intensity, because the steam has passed a larger mass of water, which is forced forward by the coming steam to fill the vacuum.

The maximum effect generally occurs at a closed end. Even if the water does not originally extend to the ends of the pipe, if this be filled with steam which has bubbled through water on its way to that point there may be sufficient cold metal to condense it; and when collapse does take place the whole mass of water in the pipe is driven against the end, sometimes with sufficient force to rupture it. A dangerous water ram may be produced in a pipe filled with water, even if the end be open, should the pipe be crowned upward at any part of its length. A bubble will form at the top of the crown, and there collapsing water will be forced in by atmospheric pressure from one end and by steam pressure from the other, and the meeting of the two columns may rupture the pipe. The same action can occur in a level pipe, but not in one which descends away from the entering steam, so that the water is always above the steam.

* * *

NEW USE FOR CHEWING GUM.

We are indebted to Plumbers' Trade Journal for the following: Something suddenly happened to the gas pipes and they all began to leak at once and on New Year's eve too. The odor of gas throughout the house was overpowering, and the family expected to become insensible every minute. Tommy the youngest boy, was despatched for Julian Fitz McCarthy the plumber. It was only nine o'clock at night, and that personage not having bestowed himself upon his restful couch, arrived within ten minutes rubbing his eyes and looking mad at being disturbed. It was evident from his demeanor that his bill would be $25 at least.

He stood on the piano, breaking eleven of the keys, and then pushed his head through a $390 oil painting in his graceful easy manner. Of course no one dared remonstrate. He examined the gas fittings and remarked sententiously :—

"Pipes leaking."

There was a pause, and he observed :—

"Have to stop 'em up"

No one dared to argue with him, all feeling thoroughly cowed. Mr. McCarthy broke the silence once more:—

"Want some putty. Haven't got any. Any one got any putty?"

The family circle felt guilty and shamefaced before that plumer. The wife and the four daughters tried to give vent to their terror and anxiety by chewing the gum with which their mouths were full at double quick rate.

The plumber looked around. "I see you're chewing gum," he said. "Gum makes the finest putty there is. Give me yer chaws."

The family handed him their gums and he fixed the pipes with them. It worked admirably. At last a use had been found for chewing gum. When the bill came in two weeks later it read :

Professional services	$8
Credit, material furnished	4
Balance due	$4

The citizen is now trying to figure out how fifteen cents worth of chewing gum suddenly increased in value to $4 when switched off to plumbing purposes. But Julian Fitz McCarthy is aware that knowledge is worth something and as he smokes his Riene De Grasshoppers he feels that if people desire plumbing done as it should be they must have a mechanic like himself do the work, and yet as is shown by his bill he only charges a living profit.

STRENGTH OF PIPE.

Under this caption the following appears in Metal Worker of Aug. 31 :

From B.T.W., New York.—Please inform me through the Letter Box what is the highest pressure lead pipe will stand; also copper, brass and iron up to 2-inch size?

Answer.—The tensile strength of lead as drawn into pipe averages 2,200 pounds per square inch of sectional area, and with this tensile strength, together with the internal size and thickness of the pipe, we may compute the bursting pressure due to any size and thickness. As there are over 50 grades of combined sizes and thicknesses, from ⅜-inch to 2-inch, a tabulated list will be somewhat extensive for the Letter Box. The computation for any size and thickness is more satisfactory and easily made. The rule for the bursting strength is : The thickness multiplied by two, divided by the internal diameter, all in inches or decimals of an inch, and the quotient multiplied by 2,200 equals the bursting pressure. For example, a 1-inch lead pipe 1-10 inch thick measured on its thinnest side the expression will be $\frac{0.10 \times 2}{1} \times 2200 = \frac{2200}{5} = 440$ pounds, its bursting pressure. Such a pipe will stand a constant working pressure of 200 pounds per square inch, but will not stand the shocks from water hammer, which would soon burst it. This is the substantial reason for using lead pipe for plumbing purposes of the thickest gray, as its soft and yielding nature gives way to the repeated hammer of the water by sudden closure of bibbs.

The same formula applies to copper, brass and iron pipes, with only the difference in their tensile strength, which for drawn copper tubes is 33,000 pounds, brass tubes 36,000 and iron pipe 40,000.

The seamless copper and brass tubes used in plumbing when perfect will come nearly up to the above assigned values; the possibility of unequal thickness and grooves should reduce the average by 10 per cent. Thus a brass tube 1 inch diameter $\frac{1}{10}$ inch thick, such as used with screw fittings, should burst at a pressure indicated by $\frac{0.10 \times 2}{1}$ x (36,000) x $\frac{9}{10}$ = 6480 pounds per sq. inch. With butt welded iron pipe the defects in the welding cut a large figure with its bursting strength—such pipe from 1¼ inch down. The stated strength of pipe iron bears no fixed proportion to the strength of the pipe. We have seen it burst at a few hundred pounds, and have used it at 2,000 pounds per square inch pressure. The small sizes, ¼ and ⅜ inch, have been used at 6,000 and 4,000 ponnds, with extra strong fittings, with no signs of bursting.

The lap welded pipe from 1½ inch up is more reliable, and although the bursting pressure of iron will nearly follow the formula for iron at 40,000 pounds, a pipe will seldom stand one-half, or say for a 2-inch pipe of standard thickness $\frac{0.15 \times 2}{2}$ x 20,000 = 3,000 pounds as its bursting pressure. The standard thickness for iron pipe is for ¼-inch, 0.09; ⅜ inch 0.09; ½-inch, 0.11; ¾-inch, 0.11; 1-inch, 0.13; 1¼-inch, 0.14; 1½-inch, 0.14; 2-inch, 0.15 inch. Yet, notwithstanding the show made by the formula for the strength of material, the strength of welded iron pipe is too uncertain for dependence upon the computation.

THE HABIT OF SAVING.

THE French suffer less from panics and depressions than any other people on the globe, and it is because thrift is the basis of their prosperity, says Wood and Iron.

In France nearly every person saves something for a rainy day. The habit is almost universal, and those who earn the least are sure to be found in this great saving class. The French savings banks have more than 800,000 depositors, and their deposits amount to about $800,000,000, and this large sum is made up of small amounts.

The French schools teach the children to save money, and the most frequent prize given to a bright pupil is a savings-bank book with a small sum to the credit of the owner. This is given where in this country we would give a medal, or a book.

When a community has a lot of money deposited in savings banks, it is easy to borrow money without going to outside capitalists. The local banks are prepared to loan to home people at a moderate interest. In the large cities and factory towns of the Eastern States, the savings banks are the great safeguards of the poor wage-earners against hard times, and if the saving habit was as general here as it is in France, our people would have passed through the recent financial depression without seriously feeling it. Every child should be taught the importance of saving without being avaricious and niggardly. We need more thrift.

INVENTORY A NECESSARY TASK

There is perhaps no happening in the round of the year that demands such minute attention from merchants, buyers and salespeople as inventory, says Dry Goods Economist. Merchants are wont to look forward to this period with considerable anxiety, buyers with dread and salespeople with disgust. Yet it is a necessary task, and one which is as deserving of the full co-operation of the employes as is any other of the duties. If the performance of such work semi-annually brought no other results than the freshening and enlivening of the stock, it would be highly deserving of every merchant's consideration.

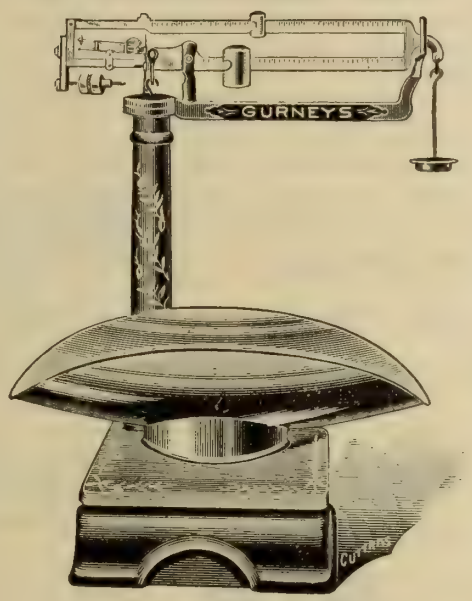
But inventory is a necessity, inasmuch as every merchant should know the result of the season's business and the extent of the stock on hand. There is no other means by which an accurate accounting can be obtained of the goods sold and the profits realized. Yet, important as this work is, many merchants neglect it, considering it as but a small factor in bringing about success. Others again take inventory in so profunctory and unmethodical a manner that the result is only a heap of inaccuracies. Few really take inventory as it ought to be done. Those who do so are always found the most methodical in their other business transactions, and are usually the ones that are granted favors during seasons of commercial depression. To know "where one is at" it is absolutely necessary to take stock, if not twice a year certainly annually; and what is done in this direction is of little use unless done well.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

A. C. LESLIE & CO. MONTREAL
Iron, Steel and Metal Merchants and Manufacturers' Agents.
Close Import Prices on all kinds of
Iron, Steel, Wire, etc.
CUTLERY
A Specialty.
Western Representative
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DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

A. ALLAN, President. F. SCHOLES, Managing Director. J. O. GRAVEL, Secretary-Treasurer.
J. J. McGILL, General Manager.

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Manufacturers of superior quality
Rubber Belting
Of following grades:
"Extra Star"
"Extra Heavy Star"
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All kinds of
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All made with our Patent Process Seamless Tube, including
Engine Hose, Hydrant Hose,
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Mould Goods of Every Description.
WESTERN BRANCH:
Cor. Front and Yonge Sts. - Toronto
J. H. WALKER, Manager

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

JOS. LAMONTAGNE, general store, Beauport, Que., has compromised, at 35c. on the dollar.

Wm. Wilson, trader, Shawville, Que, has assigned.

Arthur Gobeau, trader, St. Isidore, Que., has assigned.

Fortier & Co., furniture, Montreal, want to compromise at 50c.

H. Zant, general store, Port Elgin, Ont., has assigned to J. C. Dalrymple.

E. L. Kraft & Co., harness, Hamilton, Ont., have assigned to Geo. Hunter.

M. D. Cameron, general store, Louisburg, N.S., has assigned to A. F. McKean.

Odilon Lapointe, general store and baker, St. Jean d'Isle Orleans, Que., wants to compromise at 50c.

O. Jobin has been appointed curator of the business of Pednault & Tremblay, general store, Chicoutimi, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Hulburd & England, tinsmiths, Cowansville, Que., have dissolved.

L. Bernier, Fils & Cie., general store, Windsor Mills, Que., have dissolved.

Yaudall & Sinclair, grain, New Westminster, B.C., have dissolved. Sinclair continues.

Burke & Acheson, general store, Rosenfeldt, Man., have dissolved. Acheson continues.

McDowell & White, harness, Parrsboro', N.S., have dissolved. Hedley McDowell continues.

Certain parties are applying for incorporation as "The Northern Lumber Co.," at St. Faustin, Que.

Burnham & March, bicycles, St. John, N.B., have dissolved. Ernest C. March continues and liquidates.

The A. D. Fisher Co., bicycles, Toronto, have dissolved, A. B. Crosby retiring, and A. D. Fisher continuing under same style.

Wm. Robertson, hardware, Halifax, N.S., has admitted Wm. G. Robertson as a partner, under style of Wm. Robertson & Son.

Floriand Lebel, J. Davide Dubrule and Ulric Beaupre have been registered proprietors of Lebel, Dubrule & Beaupre, machinists, Montreal.

Incorporation is being sought by certain parties as "The Grant Tanning Co., Ltd.," with headquarters at Woodstock, and a capital stock of $90,000.

Wm. Henry Comstock, Charles Snow Cossitt, David Spencer Booth, Oliver Kelly Fraser, George Ira Mallory, Wm. Andrew Gilmour, Matthew Munsell Brown, all of Brockville, are applying for incorporation as "The Brockville Electric Railway Co., Ltd.," with a capital of $200,000.

Carl Frederick Lomb, of Rochester, N.Y.; James Francis Wildman, of Toronto; Wm. Wythe, of Toronto; James Steller Lovell, of Toronto; and Frederick Thomas Thompson, of Toronto, ask incorporation as "The Specialty Mfg. Co., Ltd." to deal in and manufacture furniture, school furnishings, etc., at Toronto and Newmarket, with a stock of $75,000.

John Barton, Richard Matthews, William Smith, Thomas Wasson and Aldred Brown, all of Toronto, and James Jackson, of Weston, Ont., seek incorporation as "The Standard Woodenware Co. of Toronto, Ltd.," to manufacture toys, furniture, house decorations, etc.; to deal in brass, iron, nickel and silver plated goods at Toronto.

James Wynard Steinhoff, David Alexander Gordon, Edward Kelley, all of Wallaceburg, Ont.; Joseph Atkinson, of Cashmere, and Isaac Unsworth, of Florence, Ont., are applying for incorporation as "The Cashmere Manufacturing Co.," to manufacture staves, hoops and lumber, at Cashmere and Wallaceburg, with a capital of $20,000.

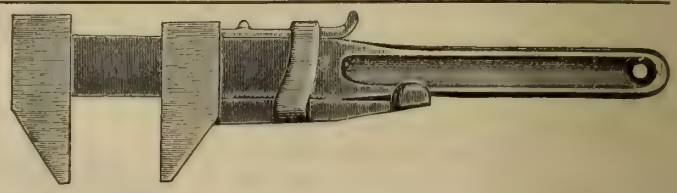
Daniel Benjamin Stevens, Frederick William Christie, and William John Ross, traveler, all of Toronto; and Georgina Stevens and Eleanor Stevens, both of Vancouver, B. C., seek incorporation as "John Stevens & Son, Limited," with a proposed capital stock of $50,000, and headquarters at Montreal, to manufacture and deal in surgical instruments and druggists' supplies.

facturing, selling and dealing in all kinds of paints, colors, leads, oils, glass, varnishes and painters' supplies.

William Charles McLeod, John McIlwrath, Alfred H. Clynick, George A. Clynick, Henry Roger Clynick, and James W. Roberts, all of Woodstock, Ont., are applying for incorporation as "The Woodstock Wagon and Manufacturing Co." to manufacture and deal in wagons and other vehicles at Woodstock with a capital of $25,000.

Alphonse Desjardins, Robert Bickerdike, Hormisdas Laporte, Louis Joseph Forget, Raymond Prefontaine, Joseph Stanislas Bousquet, Joseph Odilon Dupuis, Edmond N. St. Jean, William Clendenneng, Emery Lafontaine, Charles Bruchesi, Charles Desmarteau, Alfred A. Thibaudeau, George

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Our Competitors Squeal



Some of them say they won't play in our back yard because we are doing all the Soil Pipe business. That's all right for us. We're willing to admit it's bad for them; but they cannot stem the tide of popularity. The fact that our . . . .

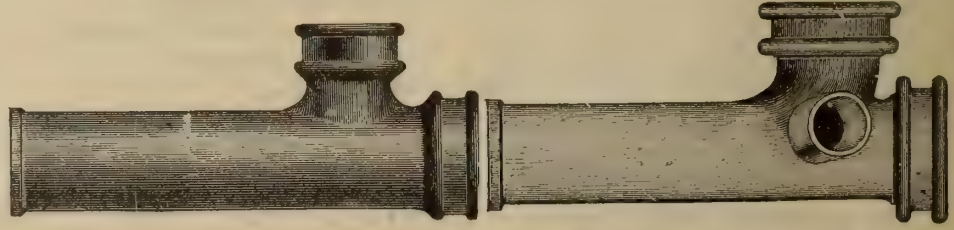
SOIL PIPE AND FITTINGS

have been used in 90 per cent. of all the large buildings erected in Ontario during the past 10 years proves that architects, sanitary engineers and plumbers alike recognize their superiority and want the best. If you want to be in it you will buy "Y. & B." pipe—made of the best iron. Tested to 50 lbs. water pressure.

Manufactured by

The Young and Brother Co., Ltd.

Works, BRAMPTON. HAMILTON.



This long Tee and long TY with outlet placed together will take vent and waste from Closet, Basin and Bath.

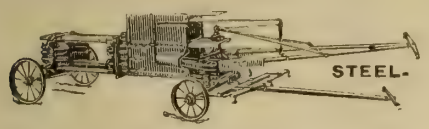


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.
275 St. Martin St., Montreal,
Manufacturers of Waterproof Paper for Building and Packing.
Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS

and all kinds of Iron and Wire Work, address
Toronto Fence and Ornamental Iron Works
73 Adelaide St. W.,
Agents Wanted. Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.
Made of Steel—lighter, stronger, more power, ever-lasting, and competition distanced.


Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.
Manufactured by ROYD & CO., Huntingdon, Q.

NORTHERN ASSURANCE COMPANY
Established 1836. OF LONDON.
Capital and Funds, $36,465,000.
Revenue, $5,545,000.
Dominion Deposit, $200,000.
Canadian Branch Office, 1724 Notre Dame St., Montreal.
ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.

RAMSAY'S
Pure Lead
Mixed Paints
Oil Stains
Varnishes
ARE AHEAD

Lulham, Ludger Cousineau, F. Gold Lyman, all of Montreal, and Robert C. Garhart, of New York, are seeking incorporation as "The Imperial Brush Manufacturing Co, Ltd.," with $140,000 capital, to manufacture brush machineries, brushes, brush backs and broom made of fibre, hair, bristles and wire, and all other brush and broom stocks.

SALES MADE AND PENDING.

The assets of A. M. Featherston, pianos, Montreal, have been sold.

R. J. Eley, furniturer, Campbellford, advertises business for sale.

T. F. Harrison, furniture, Dundalk, Ont., has sold out to J. C. Williams.

The general store stock of R. Shortreed, Shortreed, B.C., is advertised for sale.

The general store stock of John Bond, Aurora, Ont., is for sale by public auction.

Wing & Master, general store, New Dundee, Ont., advertise their business for sale.

The assets of W. Morin & Co., furniture, Montreal, are for sale by auction on September 10.

The general store stock of J. T. De Pencier, Merrickville, Ont., is for sale by auction on 11th inst.

CHANGES.

Jos. Garneau has started a general store at St. Ubalde, Que.

Jos. Hardy has also started a general store at St. Ubalde, Que.

Jos. M. Blanchet has started a general store at St. Louise, Que.

Josephat Turgeon has commenced a furniture business at St. Ubalde, Que.

E. and L. Leboeuf, St. Casimir, Que., has commenced a general store there.

Mrs. Damase Geoffrey has started a general store at St. George de Windsor, Que.

J. B. Miville has commenced business as a saddler and shoemaker at St. Henri, Levis County, Que.

Bradstreet's agency says that W. W. Ferris, general store, Westholme, B.C., is reported to have left there.

FIRES.

The electrical supplies stock of Ness, McLaren & Bate, Montreal, has been damaged by fire to the extent of $4,000. Insured.

DEATHS.

Francis Sanderson, general store, Drayton, Ont., is dead.

FUEL FROM SAWDUST.

A new industry is being started in Ottawa that, if successful, may prove a very satisfactory solution of the sawdust question, and provide a cheap and easy way for the great mills of the Chaudiere to dispose of the refuse that is now thrown into the river. Mr. John McLatchie, surveyor, and Mr. Olney, inventor of the process, which the new industry is to test, are placing a plant in the old Rochester building at the Chaudiere for the manufacture of fuel from sawdust.

The St. John Bolt & Nut Works
ST. JOHN, NEW BRUNSWICK
Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends
Montreal Agent,
D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES
Patterns and Special Labels to suit the trade.
Prices Right
Write for fuller particulars.
JOSIAH FOWLER,
ST. JOHN, N.B.

FORRESTER'S
Asbestos Iron Stand
Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.
Apply to Patent applied for.
Forrester's Asbestos Warehouse
Asbestos goods of every description. Send for prices.
298 St. James St. MONTREAL



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

Blacksmiths' Tools.
"JARDINE"
. . . Axle Cutter
A new tool for cutting back shoulder of worn axles. . . . .
Price - $6.00
Simpler and better than machines sold at $20.00.
A. B. JARDINE & Co.
HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Sept. 6, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag 56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.X	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE. Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06 0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price,
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
¼ "	....	2 35
⅜ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 2 in., 65 and 10 Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03¾	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03¼	0 03¾
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE. Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE. Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.)	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 57
Boiled, per gal	....	0 60

Turpentine.

(In bbls.)

5-Barrel lots	....	0 39
1 " "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 20	....	....
26 to 40	1 25	2 40	1 80	....
41 to 50	....	2 80	....	4 05
51 to 60	....	3 10	....	4 55
61 to 70	....	3 45	....	5 15
71 to 80	....	3 90	....	5 80
81 to 85	....	4 25	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 35
101 to 105	....	....	....	10 75
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 20
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 32½ p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 32½ per cent. rev. list.

Hoe.

C. & B., dis. 32½ per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 32½ per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03

	Per doz. set.	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson.....	....	1 20

HOES.

Garden, Mortar, etc., dis. 52½ and 7½ per cent., revised list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F & L screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 35
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—
1. Either Canada or American pattern
Basis 50 to 60 dy..... 2 50
40 dy..... 2 55
30 dy..... 2 60
20, 16, and 12 dy..... 2 65
10 dy..... 2 70
8 and 9 dy..... 2 75
6 and 7 dy..... 2 90
2. American pattern only—
From 4 to 5 dy..... 3 10
3 dy (lath)..... 3 40
3. Canada pattern only—
From 4 to 5 dy..... 3 00
3 dy (lath)..... 3 50
3 dy, A. P. fine..... 4 10
Car lots 10c. less.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per 100 lbs..... .... 1 80
Tins, lbs..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03½
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's, " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	00 8¾
¼, 5-16, ⅜ in.	6¾	00 9
Cotton		11 12
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... .... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen..... 0 40 0 70
"Empire," McMillan & Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz..... 0 00 7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 0 00 9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
Acme 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03 0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb..... 0 25 0 50
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... .... 3 50 5 00
Grind. per ton..... 15 00 18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.
Game, Newhouse, dis. 33¼ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb..... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55
Binding, Blue Ribbon.. ..... 0 06½ 0 07¼
" Red Cap..... 0 06½ 0 06½
" Prison..... ..... 0 00
Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 12½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 0 03½
Galvanized, 4 barb, 4 and 6 inches apart 0 03½
Galvanized, plain twist, all delv'd.... 0 03½
"Lock Barb," 4 point 0 00
" Glidden, 2 point 0 00
Galvanized Barb, "Lyman," 2 to 4 points 0 00
Steel Staples 0 00 0 07½
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25

ARBENZ'S RAZORS

For Sale by the Trade.



WITH INTERCHANGEABLE BLADES.

The Best, Most Reliable, Easiest and Cheapest High-Class Razor in the World.

LAMPLOUGH & McNAUGHTON

Sole Agents, Montreal.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

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Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

P. D. Dods & Co. - Montreal.

188 and 190 McGill St.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



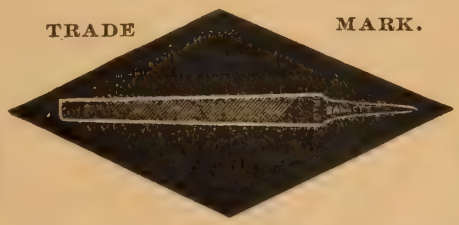
You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

BLACK DIAMOND

TRADE MARK.



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

The

E. B. Eddy Co.

Hull, Canada

also

MONTREAL, TORONTO, QUEBEC, HAMILTON, KINGSTON, ST. JOHN, HALIFAX, WINNIPEG, VICTORIA, ST. JOHN'S, NFLD.

We turn out 250 tons of paper every week.

Among the many varieties made are certain lines for wrapping purposes that commend themselves especially to the hardware trade.

A postal will bring you samples, prices and terms, and of paper bags also.

The above printed or unprinted.

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FOR

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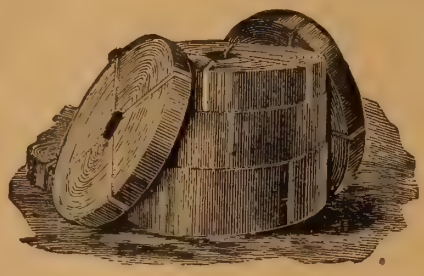
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CANADIAN

HARDWARE AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, SEPTEMBER 14, 1895. No. 37.

Magnolia Metal

— IN USE BY —

EIGHT LEADING GOVERNMENTS.

CORNELL UNIVERSITY.

ITHACA, N. Y., August 10, 1895.

TO WHOM IT MAY CONCERN:

I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

We have made some tests to determine accurately the friction-reducing qualities and durability of this metal. On account of an accident to our machine these tests are not all completed, and a full report cannot be given at the present time.

Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,

R. G. CARPENTER.

(Professor of Experimental Engineering, Sibley College, Cornell University, Member Society Mechanical Engineers, etc., etc., etc.)

MAGNOLIA METAL CO.

Owners and Sole manufacturers,

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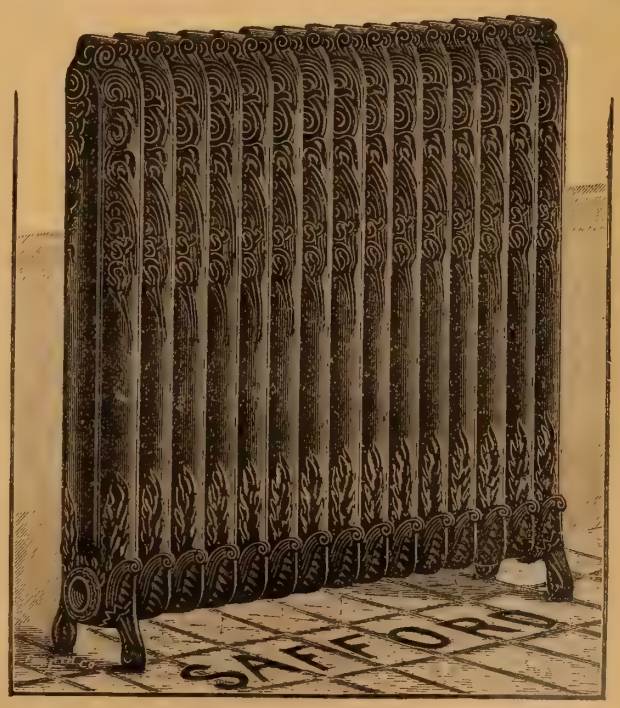
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TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

Vol. VII. TORONTO AND MONTREAL, SEPTEMBER 14, 1895 No. 37

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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U. S. IRON TRADE QUIETER.

TRADE conditions in the United States have reached a stage, temporary though it may be, where a halt is necessitated in the extraordinary activity that has obtained during the last couple of months. We are told, however, that hopes of a large trade being done are yet sanguine.

After the long period of inactivity it was only to be expected that when the tide did turn there would be a rapid flow in the other direction. But no one probably dreamed that it would be as rapid as it has proved to be. And a good many people have shaken their heads, intimating that the pace was too fast. That, however, remains to be seen. Now, at any rate, there is a cessation.

Whatever may be one's views as to whether or no the recovery has been too rapid, it must not be forgotten that an enormous business had to be done in order to merely put stocks into their normal condition.

But while the volume of business in the United States may have shown a decline during the past week or so, the general tendency of prices is in anything but the same direction : values are still upward bound. This much, however, must be said : combinations are helping the raw material to force up the price of the manufactured article. And at the same time apparently helping to check the demand.

One of the latest and most surprising advances is on wire nails. The advance was 20c. per keg, and was decided upon at a meeting held in Pittsburg last week. Every boby was taken by surprise. The base price, f.o.b. Pittsburg, is now as follows : Carload lots or mixed cars, $2.25 per keg ; less than carload lots, $2.35.

Jobbers in the United States are now in a position to undersell the wire nail manufacturers, but the arrangements between the two interests are so complete that, so far at least, there has been no cutting.

The Bar Iron Manufacturers' Association have also advanced western prices. The gain is $2 per ton, common bars being quoted at $1.40 to $1.50.

There has been a further advance in Bessemer iron. The cause of this particular advance is the strike of the Marquette miners. The Marquette range mines were reckoned upon to contribute two million tons of ore, but it was feared that, on account of the strike, it would not be possible to get the quantity out before the close of navigation. The companies last week, by the aid of troops, began shipping again, and it is said they already have about one million tons of ore mined and ready to be shipped.

Aside from the purely iron and hardware trade it is to be noted that a good many of the boot and shoe factories in the States are discharging hands, while some of the woolen factories are closing down for want of orders. Sales of wool have fallen off materially and hides are lower. Railroad earnings for August were larger than for the same month last year, but they are still much smaller than they were previous to the depression.

There is such a thing as making trade move too fast, and the slight cessation will probably prove beneficial in so reminding them.

A MASTER CUTLER.

The Worshipful Company of Cutlers of Sheffield, Eng , have this year conferred the title of Master Cutler upon H. Herbert Andrew, head of the firm of J. H. Andrew & Co., Toledo Steel Works, Neepsend. This is considered a great honor in Sheffield, and is much coveted among cutlers.

TO TUNNEL THE BAY.

The citizens of Toronto will, on October 5, vote on a by-law to build a water tunnel under the harbor to the lake outside the island. This was decided upon at an emergency meeting of the City Council, called together because of the break in the city conduit. Propositions to submit other schemes to the people for supplying the city with water were thrown out.

NO DELIVERY OF CUT NAILS IN QUEBEC.

The cut nail manufacturers have decided to follow the lead of the wire nail makers in regard to the delivery of goods in the province of Quebec.

Previous to the last change in wire nails the trade in Quebec enjoyed the same privileges of delivery as their brethren in Ontario, that is, sellers delivered 10 keg lots.

At that time this privilege was withdrawn and sales for Quebec were all made f. o. b. Montreal, buyers in that province getting an extra 5 per cent. discount.

Now the cut-nail men have followed suit in regard to delivery, and all sales of cut nails for Quebec are made on the basis of $2.50 f.o.b. Montreal, with a rebate of 5c. for carload lots.

Buyers in Ontario still have the privilege of buying 10-keg lots of cut nails, delivered, where the rate does not exceed 25c. per 100 lbs.

There is some feeling of their getting this preference, but the impression prevails that it also may be withdrawn shortly.

DO NOT SWAMP MANITOBA.

CARE should be taken that the favorable conditions obtaining in Manitoba do not induce inordinate business methods which may prevent the present trade revival factors working with full freedom.

Manitoba is one of the most richly endowed with natural advantages of the provinces of the Dominion. But no province of the Dominion probably felt as keenly the recent depression. This cannot be explained away by the fact that it has been largely a wheat-producing country, and consequently has suffered on account of the low prices obtaining.

The low price of grain was undoubtedly a cause, but it was only one, and not the most important at that.

The principal cause of the hard times in Manitoba was not a natural one : it was unnatural business methods.

Of these unnatural business methods the

chief was the work of the implement manufacturers. Taking advantage of the "greenness," either to farm work or the requirements of a Manitoba farm, of many of them, agents induced settlers to purchase implements out of all proportion to the requirements of their farms. The ideas of the farmers were big and the implement agents swelled them. As a concomitant of this inordinate buying followed inordinate indebtedness.

To retiring the notes held against him by the implement men, the farmer devoted practically all his financial efforts.

He wanted groceries, he wanted clothing, he wanted hardware, but the grocer, the dry goods merchant and the hardwareman would supply these and wait for his money. And he has waited—a year commonly, and two and three years frequently—while in many instances he will never be paid. Unable to collect the money due them, the storekeepers found it impossible to liquidate their liabilities to the wholesalers. The result of this was that Manitoba was given a bad credit mark by manufacturers and wholesalers in the east. Some, as a result, withdrew their travelers, while all exercised a sharper scrutiny over their accounts in the Prairie Province.

Now prosperity is returning to the province. Fifteen million dollars from wheat alone is likely to be realized. And not from wheat alone will there be an increased revenue, but from every staple grown, every animal raised, and from every article produced.

We stand aghast at the wonderful manner in which the manufacturing industries of the United States have recovered, but the prodigiousness of Manitoba's cereal and root crops still more excites our admiration.

Canada is as proud of Manitoba as is a king of the chief jewel in his crown.

With a knowledge of a bountiful harvest reaped has come a restoration of confidence in the province. Manufacturers and merchants are pushing their representatives into the country for the purpose of getting business ; and it is therein that HARDWARE AND METAL urges caution.

The money that will flow into Manitoba in payment of the products taken out will be enormous. But large as this amount promises to be, it will not much more than set the farmers and merchants on their feet. Obviously, the inordinate pushing of business should be eschewed. Vessels are sometimes swamped by overloading it must be remembered.

BRITISH CAPITAL WANTED.

Clive Phillipps-Wolley writes from Vancouver, B.C., to The London Times, deploring the fact that the rich mines of British Columbia are falling into the hands of United States capitalists, and urging British financial men to send experts into the province to examine its wonderful resources. He says that Britishers are, by paying all their attention to South Africa, allowing what are perhaps the richest mines in the empire to fall into the hands of aliens and a Canadian province to become American in men, manners, money and sentiment.

As long as British Columbia was chiefly a silver bearing province this was not to be wondered at, but since last year a gold belt has been discovered which points to the conclusion that here is one of the greatest gold bearing areas in the world. This province has already contributed $50,000,000 to the world's store of gold, to say nothing of her output of other minerals, which have been large. Railway facilities have just recently been afforded the mining sections of the country, and great things are already being done. The opening up of such mines as the Cariboo, the Slocan Star, etc, have been attended with great success, and in fact the future of the Pacific Province seems made. All that is wanted, says Mr. Phillipps-Wolley, is British capital to develop her resources, and keep her wealth out of the hands of enterprising Americans.

DUTY ON BARB WIRE SPOOLS.

As importers of barb wire we have lately been called upon to pay, in addition to the ¼c. per pound on wire, a duty of 20 per cent. on the wooden spools, which the Customs authorities value at 5c. each. We have always been under the impression that a package of no commercia value and necessary for the transportation of goods was not dutiable. Would very much like to have your opinion on the subject.

THE above was received by HARDWARE AND METAL from a hardware firm doing business in Prince Edward Island.

The Customs law regarding packages is one of the most complicated of the many complicated phases of that law.

In clause 21 of the Customs Act there is a sentence which reads : " When they (the packages) contain goods subject to a specific duty only, such packages shall be charged with a Customs duty of 20 per cent. ad valorem." Barb wire spools, the Customs authorities rule, come under this clause.

As to whether a package is free or not is determined by a somewhat fine process of reasoning, which frequently puzzles the appraisers. To use a homely illustration : If the package is the regular receptacle used for holding the goods therein contained, and for shipping them from one point to another, the package is dutiable. If, on the other hand, the package contains goods which are foreign to it, the package is free. To further illustrate : Supposing A goes into a warehouse in New York and selects an article from this shelf, another from that, and so on, each article having no relation to the other, and orders them to be shipped in one package to his home in, say, Toronto, the package is free.

The only argument that can, it seems to us, be advanced in favor of this law relating to packages is that it protects the Canadian who makes spools as well as the man who makes the wire, and that, too, in a double sense : First, directly ; secondly, indirectly. Indirectly, the protection comes in this somewhat tortuous way : The duty of 20 per cent. on the spool means an addition of something like 1c. per 100 pounds to the duty, which of course tends to help keep out the imported article, and of course every spool of imported wire kept out means so much to the advantage of the Canadian spool maker.

But, obviously, this argument is far stretched, and the very fact that it has to be so stretched weakens it.

The tax on the spool is evidently a revenue-raising device. And what applies to the barb wire spool practically applies to packages generally. The idea was conceived in the United States and Canada appropriated it. Petty is a mild term to apply to the law. It is tricky. It is iniquitous. No one is really benefitted by it, except of course the Dominion Treasury, but it buncoes an extra cent out of every man who buys imported wire.

TAKE A FEW DAYS OFF.

THE Montreal Exhibition opened yesterday, and will continue until September 21. A run through the buildings and grounds to-day showed that it was by long odds the best we have yet had here. By Monday everything will be in ship-shape order.

Every business man who can should visit Montreal next week. Spend the mornings among the wholesale houses and manufacturers. Get acquainted with the men with whom you do business. It pays you and them to know each other personally. It is not necessary to buy anything unless there are bargains, which must be snapped up. The best retail stores are also worth visiting. Sometimes ideas are to be gained there.

During the afternoon there is much to be seen at the Exposition grounds. The platform performances will afford enjoyment. Then there are the warships in the harbor which are well worth a visit. In the theatres the presence of Sir Henry Irving and Ellen Terry will no doubt bring many people to the city. They are to be at the Academy of Music every night and on Saturday afternoon.

The railways and steamboats are giving special return fares. Business men who may not have selected a place at which to stay may have their letters addressed care of HARDWARE AND METAL, 146 St. James street, where all our subscribers will be made welcome.

AVARICIOUS INSURANCE COMPANIES.

THE fire underwriters have not endeared themselves to the mercantile community of Toronto by their manner of dealing with risks in the "Queen City."

After the big fires which visited the city eight months ago, it only required two or three days for the monopoly to put rates up 25 per cent. and formulate burdensome conditions.

To-day Toronto is stronger to fight big fires than she was a year ago; and she has been so for three months. With the appliances now possessed by the corporation a repetition of the disastrous Globe, Osgoodby and Simpson fires is impossible. But the Underwriters' Association has not yet shown any disposition to lower its rates or modify its obnoxious conditions.

The fact of the matter is the Underwriters' Association is a big, bullying, bloated monopoly, and will not recede from its position until compelled to do so.

No sensible man demands that insurance companies shall assume risks at a rate which would tend to weaken them. But it is demanded that the present high rates be modified. That they can afford to do so is obvious. Up to the beginning of the present year fire losses in Toronto have been remarkably small, while that the insurance companies are earning fairly good profits in the country at large is evident from the Government returns.

Last year business was not as good as the year before, judging from a revenue point of view, the premiums received being $82,226 less than in 1893. The amount paid out in losses, on the other hand, was nearly half a million dollars less, while the rate of losses paid to premiums received was nearly 6 per cent. less. Taking the average of the last twenty-six years we find that the rate of losses paid to the premiums received was 69.45, and that includes the loss of 225.58 per cent. to premiums received in 1877, the year of the St. John, N.B., conflagration.

Obviously, the insurance companies doing business in Canada have little cause for complaint. At any rate, the merchant or banker who could look back over a period of twenty-six years and see an average profit of close upon 30½ per cent. would think he had not. But of course the banker and the merchant have not had the same opportunities to develop the spirit of avarice behind strong monopolies as have the insurance companies.

A CORDAGE ACTION.

The hearing in the case of the National Cordage Co. of New York against the Consumers' Cordage Co. of Canada was commenced before Mr. Justice Davidson in Montreal this week. The principal action is for the recovery of a sum of $44,144.64, the price of certain quantities of manilla, sisal, hemp, etc., sold by the National Cordage Co. to the Consumers' Co. The latter reply to the action with a counter claim against the National Cordage Co. for $50,000, and they take incidental action to recover the balance alleged to be in their favor.

IT ENHANCES THE PRICE.

It goes without saying that country retailers would not willingly do anything that would tend to increase the cost of the goods they buy.

But what they would not do willingly they sometimes do unwillingly.

Here is a case in point: Every year when the season for fall fairs approaches, merchants in the different rural districts where these are to be held are deputed to solicit donations from the manufacturers and wholesalers with whom they do business.

Often the amount to be donated is not left to the option of the donator: He is told that such and such a sum is required of him. Blank & Co. have responded, and, of course, he must comply. It may be against his will, but he prefers to hand over his good dollars rather than run the risk of giving offence and probably losing a customer.

But the great grievance reposes in the fact that such demands may come from a dozen or more sources, while in some instances requests for donations come from people with whom the manufacturer or wholesaler has had but the slightest business connection.

Not only is the system iniquitous, but it obviously adds to the cost of doing business, and, furthermore, to the price of the goods.

The system, therefore, should be discontinued for two reasons: 1. Because it is iniquitous; 2. Because it unnecessarily enhances the price of goods.

CANADA'S TRADE FOR 1895.

The report of the Department of Trade and Commerce, showing the foreign trade of Canada for the fiscal year ending June 30, 1895, was issued on Tuesday. Imports, being goods entered for consumption, amounted to $105,557,000, against $113,093,000 last year, and $121,705,000 the year before. The imports of the same kind in 1895 amounted to $119,618,000. The exports, eliminating coin and bullion from both years, amounted to $106,440,000, compared with $112,649,000 in 1894. The total trade for 1895 amounted to $211,997,000, compared with $225,742,000 in 1894, a decline of $13,745,000 The dutiable imports amounted to $58,549,000, and the duty collected to $17,880,622, or 30.5 per cent. on the average, against an average in 1894 of 30.8, and 30.3 in 1893.

	1894.	1895.
Minerals	$ 6,109,000	$ 7,222,000
Fisheries	11,619,000	10,963,000
Forest	26,351,000	24,201,000
Animals and their products	33,068,000	35,965,000
Agricultural products	26,729,000	18,96 ,000
Manufactures	8,389,000	8,737,000
Miscellaneous	381,000	390,000

AN IMPORTANT CASE.

AN important judgment was, on September 9, rendered at Osgoode Hall in the case of Johnston vs. Consumers' Gas Co., of Toronto.

J. T. Johnston and Toronto Type Foundry Co. sued on behalf of themselves and all other consumers of gas furnished by the defendants in the city of Toronto. The action was brought to obtain a declaration of right and an account. The defendants were incorporated in 1848. In 1887, being desirous of increasing their capital stock, they presented a petition to the Legislative Assembly of Ontario for authority to do so, and thereupon an Act was passed in that year, entitled "An Act further to extend the powers of the Consumers' Gas Co. of Toronto," which came into force on the 23rd April, 1887. It was alleged by the plaintiffs that at the time of the passing of this Act the defendants had a surplus of profits in hand which was to have formed the nucleus of the rest or reserved fund, which at that time amounted to $394,310. The plaintiffs alleged that the defendants then sold the increased capital stock at a premium, and thereby realized a large sum, which, they charged, should have been added to the reserve fund and invested in some one or more of the securities mentioned in the fourth section of the Act, but, instead of so investing it, the defendants invested it in plant and material. The plaintiffs also charged that the defendants had made large profits in their business since 1887, amounting to about $250,000, which should have been applied by the defendants in forming the special surplus account to be used in the reduction of the price of gas to the plaintiffs, and also that the interest which would have been gained if the reserve fund had been invested should also have been applied in reducing the price of gas to consumers. The plaintiffs also alleged a further sale of new stock by the defendants in October, 1893 which realised a premium of $83,040, which sum the defendants, as the plaintiffs feared, would, unless enjoined, use in the purchase and construction of plant, as also such fresh profit as might accrue from time to time.

The plaintiffs claimed a return of sums that they said had been overpaid by them to the defendants as the price of gas consumed, and asked for an account of the receipts and disbursements of the defendants since the 23rd March, 1887; a mandatory order directing the defendants to comply with the provisions of the Act of 1887; a declaration of right; a declaration that the defendants are trustees, etc., and an order restraining the defendants from misapplying the $83,040.

The plaintiffs' pleas have been granted, a reference as to accounts has been ordered, and, meantime, the defendants must pay costs to date.

DROPS FROM THE EDITOR'S PEN.

Business is a race, but don't elbow the other fellow.

* * *

A lie is no less a lie because it appears in an advertisement.

* * *

Clerks should be clean in tongue as well as in appearance.

* * *

It lies with you whether underselling shall be discontinued or not.

* * *

Ideas, like stones in the quarry, are of little value till utilized.

* * *

Ideas, like eggs, need to be warmed into activity before they are hatched.

* * *

A revised maxim : Fire insurance men are good servants but bad masters.

* * *

It is not so much money as judicious labor that is wanted to raise the masses.

* * *

The young man who is ambitious to work possesses the greatest of all factors of success.

* * *

It is only by minding his own business that a man can steer a straight course commercially.

* * *

A merchant should be in good spirits, but it is not politic for him to go to spirits in order to possess them.

* * *

As long as Toronto aldermen think they know more than their civil engineers the "Queen City" will never have anything but an impure water supply.

* * *

Pleasant words spoken to children who enter your store are more profitable than money invested in gold mines.

* * *

The rain which develops the crops sometimes retards the fruitfulness of exhibitions whereat these crops are displayed.

* * *

The merchant who would be successful has all he can do to care for his customers without concerning himself about his competitors.

* * *

People who now drink Toronto water will take in an abundance of "life," although a death-dealer rather than an alixir is said "life."

* * *

If Toronto at the moment has not got good water she has plenty of good liquor. Those who can may take consolation out of that.

* * *

A storekeeper is not a philanthropist ; neither should he try to build up trade on the philanthropy of others. Business is business.

* * *

Plate glass must be cut in order to be put into position, but that is no reason why dealers should cut it in order to secure business.

* * *

Essential as it is that a merchant should know himself, just as essential is it that his customers should know him and the goods he carries.

* * *

When a merchant's bookkeeping practices are poor and his clerks' practices dishonest, woe-betide him : The tide of bankruptcy will be sure to engulf him, as it just has a Manchester merchant.

* * *

It requires a mint of money to run a gold mint, hence the unfavorable way in which the suggestion to start a gold mint in Canada is received.

* * *

Men do not go into business for their health or for philanthropic purposes ; but that does not give them license to "bleed" their customers.

* * *

The merchant who committed financial suicide by slaughtering prices did not mean to kill himself. It was the "other fellow" he intended to stab.

* * *

Do not cease promulgating ideas because brainless competitors appropriate them. It would be unwise to sacrifice the lion's share in order to deprive the hyena of his spoils.

* * *

It is possible that delay in providing for the retirement of the greenbacks may compel the United States to issue more bonds. No one has yet inferred that this is the result of mossback financing.

* * *

It is not on the principle that all men are rogues until they are found to be honest that credit should be refused an applicant. The cause of which the refusal is the effect should be want of acquaintanceship. Where there is no acquaintanceship there should be no trust.

* * *

It is said that the difficulty between the mill owners on the Ottawa and the Dominion Government is likely to be solved by the invention of a process whereby the sawdust may be utilized as fuel. This idea consummated, the sawdust will go up in smoke instead of down into the rivers, much to the gratification of all concerned, the fish particularly.

DEAD BLACK COLORING FOR IRON.

A French process, said to be successfully applied for coloring iron and steel a dead black, depends upon the employment of a particular description of fluid, the formula for which is thus given in a foreign exchange: One part bismuth chloride, two parts mercury bichloride, one part copper chloride, six parts hydrochloric acid, five parts alcohol and fifty parts water, these being mixed together in a thorough manner. In order to secure the most satisfactory results—the article to be treated being first made clean in every respect and free from grease—the preparation is applied with a swab or brush, or better still, the object may be dipped into it, the liquid being allowed to dry on the metal and the latter then placed in boiling water and the temperature maintained for half an hour. If after this the color is not so dark as may be desired for the purpose the operation is simply repeated, the required density being thus easily attained, and after obtaining the desired degree of color the latter is fixed as well as improved generally by placing for a few moments in a bath of boiling oil and heating the object until the oil in completely driven off.

IMPORTANT ASSIGNMENT.

E. Frank Mosely & Co., the largest leather merchants in Montreal, are in financial difficulties, and have assigned. The liabilities are very heavy, estimated at $400,000. No statement of assets has been prepared yet, but the impression is that the showing will be very poor. The business has been established for many years. The present firm succeeded Mosely and Ricker, and W. Mosely & Son about a year ago. The tannery is at St. Hyacinthe. The principal creditors are : Union Bank, $95,000 secured, $171,000 indirect ; Jacques Cartier Bank, $19,000 secured ; H. J. Fisk & Co., $28,000 secured ; Wilson, Patterson & Co., $21,000 ; A. T. Ogilvie, $20,000 ; Rossback Bros., of New York, $40,000 ; E. R. Lazarus, New York, $23 000 ; Froewenfeld & Co., New York, $11,000 ; The Abestein Co., New York, $9,000.

ELECTRIC BICYCLES.

Hart A. Massey, of the Massey Mfg. Co., agricultural implement manufacturers, who are going into the manufacture of bicycles on a large scale, made a striking announcement at the directors' lunch on the Toronto Exhibition grounds on Saturday. He said he expected those present would at next year's Exhibition see him riding on the grounds in a vehicle propelled by electricity. He explained that he was the pioneer builder of agricultural implements in 1851. He constructed the first reaper and the first mower manufactured in Canada. He worked on a farm until he was 27 years of age. The laborious task of harvesting set him considering the value of labor-saving machinery to the farmers.

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NEW YORK

CUSTOMS BOARD DECISIONS.

THE Board of Customs have made the following decisions, which are now approved by the Controller of Customs, under Section 9 of the Customs Act, to take effect at once · Medicinal wines (so-called), viz., Amer Kina, Camperdon, Armour's nutrient wine of beef extract, wincarnis wine, vin du salud, vin de vial, vin de barbier, vin de chevrier, vin d' anduron, vin de rancio, vin St. Michael, vin St. Raphael, vin Mariana, esprit de comemille, and others of like nature, $2.25 per gallon and 30 per cent.—item No. 7 B. Jewellery, which shall be classed as brooches, scarf and breast pins, belt and skirt pins, baby or lace pins, and other pins of metal (except hat pins), when for the adornment of the person, 25 per cent.—item No. 343. Pins which shall be classed as hat pins, hairpins, knitting pins or needles, stitch pins and safety pins (common), 30 per cent.—item No. 309. Hairpins, celluloid, etc. (except metal pins with plated or metal tops), 25 per cent.—item No. 343. Hairpins of celluloid, bone, ivory, horn or tortoise shell, 20 per cent.—item No. 484. Hairpins of rubber, 25 per cent.—item No. 231. Isinglass, 25 per cent.—item No. 25. Sunflower seed in bulk or large parcels, 10 per cent.; in small papers or parcels, 25 per cent.—item No. 58. Canary, hemp and millet seed, dutiable under item No. 58. Track carriers and pulleys, not to the forks, 27½ per cent.—item No. 319. Harness leather, 17½ per cent.—item No. 220. and Section 13 C. A. Customs Act. Artificial essential oil of wintergreen and sassafras, 10 per cent.—item No. 130. Two or more essential oils, blended, 10 per cent.—item No. 130. Packages containing lamp chimneys dutiable at same rate as contents, viz., 30 per cent.—Section 21 Tariff Act. Douches, rubber, 25 per cent.—item No. 231. Pessaries, 25 per cent.—item No. 461. Feed mills, feed cutters, root cutters, straw and hay cutters, corn huskers and shellers, 35 per cent.—item No. 283. Bone cutters and crushers, 27½ per cent.; brass springs, 30 per cent.—item No. 326. Rosewater and orange-water, non-alcoholic, 20 per cent.—item No. 481. Advertising rules and yard sticks, 35 per cent. Hay presses, portable, 30 per cent.—item No. 295. Stationery, 27½ per cent.—item No. 293. Breadknives, not plated, 32½ per cent.—item No. 286. Dried orange peel, free—item No. 570. Surgical splints, all kinds, 15 per cent.—item No. 288.

ONTARIO NATURAL GAS.

Forty-two prominent Detroit business men are inspecting the Ontario natural gas fields as guests of the Detroit Gas Company, controlling the product of that territory, which covers an area of fifteen square miles. There are fifteen wells in operation at present, with an aggregate capacity of 60,000,000 cubic feet of gas per day, only a small part of which is utilized. The territory affords an opportunity for the operation of three-hundred more wells. The product of the first well shot there is still 8,000,000 cubic feet per day, with no sign of diminution of supply or force from the day it started. The whole number of wells now in operation is included within the narrow area of 600 acres ; forty acres being allowed each well, although it is said that one-third of the space would suffice. Detroit, Kingsville, Leamington and Walkerville are supplied from these wells, Detroit alone consuming in winter about 6,800,000 cubic feet daily.

CANARY SEED.

Late advices from the European markets are to the effect that the Smyrna canary seed is recovering from the depression into which it was thrown by the operations of the so-called syndicate during the spring and early summer. The syndicate, which is said to have lost heavily by its venture in consequence of the large depreciation in values, seems to have dropped completely out of sight, and it is not believed here that it is having any hand in the present upward movement of prices in the foreign markets.

DESTRUCTIVE BLAZE.

On Sept. 7 Liverpool, N.S., was nearly wiped out by fire. The loss is estimated at $75,000, with $20,000 insurance. The business portion of the town is in ashes. Hendry & Millard lost $5,000 worth of molasses, on which there was no insurance. Among the buildings, etc., destroyed are : Store and wharf, estate of J. V. Dexter, Jubilee Hall, A. W. Hendry's store, Union Bank, George Braddon's store, Andrew McNutt, house and store ; D. Winter's butcerh shop, N. H. Wetmore's store, Mullhall's grocery store, A. W Harrington's house and store, Verge's jewellery store, Putnam's jewellery store, Mrs. A. W. Mader's fruit store, Hutching's drug store, A. W. Balcom's livery stables, Congregational Church, Jos. Winter's butcher shop and dwelling, F. O. Patch's wharf and two warehouses, Isaiah Wilde's house and shop, the Forbes block, Colin Campbell, sr. (two buildings), Colin Campbell, jr. (two buildings), Advance office, Western Union Telegraph office, and Times office.

HINTS TO ADVERTISERS.

The business man who can't make more business by studying business advertising has no business to be in business, and generally isn't.

It is always necessary to advertise in season, but much more necessary to advertise before season.

The advertising pages of the representative trade journal give opportunities which the careful and progressive business man will not fail to take.

The good of an advertisement is in its capacity to start the mind of a possible customer after a line of thought which will eventually consummate in trade.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

BUSINESS for dealers in plumbing supplies during the past week has been fairly brisk. The work done consisted chiefly of jobbing, few new contracts being let just now. Trade outside of Toronto is reported fairly good, and plumbers in general are anticipating a good fall.

* * *

Wrought iron pipe in the States has made another advance of 2½ per cent., and it is almost impossible to get large pipe even at present figures.

* * *

Soil pipe is as yet unchanged notwithstanding the advances in raw material, and it is doubtful if the next month will see any advance in the manufactured article.

* * *

There has been considerable talk of advancing prices among brass manufacturers, but although all brass goods prices have been recalled still we find that generally speaking there has been no real advance. Copper has advanced to 12¾c. (over 20 per cent. above the prices of two months ago), and at that figure it will be scarcely possible for brass goods manufacturers to continue work at the old quotations.

* * *

A good many orders for lead pipe are to hand this week, but as a natural result of the new arrangement doing away with the concession of the extra 7½ per cent. on ton lots, the orders are small, and very few orders for ton lots will be received until business becomes really brisk.

* * *

Canadian hot water boilers are rather scarce in the market at present. They are being largely substituted by American makes, which are being sold at a slight advance over Canadian.

* * *

We have this week been shown a new cleaning screw, called the "Common Sense," which is a simple and effective device, and an improvement on the old-fashioned brass cleaning screw, which was always with difficulty calked into a soil pipe. The new screw is of the same size as the old one, but the body is made of cast iron, the cap being of brass with an iron pipe thread. The cast iron body can be calked into soil pipe, making as perfect and effective a joint as could be desired. The new screw can be had from nearly all jobbers, and as they are less expensive than the old, a large number are being sold.

* * *

There has been considerable demand the past few days for radiator valves, steam pipe, steam fittings, etc., as all hot water and steam heating jobs are being rushed to completion before cold weather sets in.

* * *

POMPEIIAN BATHROOM.

The richest and most complete bath yet found in the ruins of Pompeii has recently been discovered. It is a large building, with sculptured basins, heating apparatus, lead pipes and bronze faucets. The walls and floor are tiled. Everything is in an almost perfect state of preservation, owing to the roof having remained intact when the city was buried in the year 79.

* * *

ANTIQUITY OF TIN.

The Chinese are said to have known the properties of tin and to have used it time out of mind in the fabrication of their wonderful brasses and bronzes. It is mentioned in the Book of Numbers in the list of metals in which, among other things, Moses and the Israelites spoiled the people of Midian. How long it had been in use among the Midianites nobody knows; nor is anybody much, if any, the wiser as to where they got their tin. There is no evidence that it was native of that country. The Phœnicians, those hardy traffickers of ancient days, may have brought it, even at that early date, all the way from the mines of what is now English Cornwall. If they did, there seems to be thereby a sort of common bond of interest established between ourselves and these old fellows, for in these days, as everybody knows, Cornwall is materially in evidence as a centre of the tin trade. It is not at all likely, however, that the tin plundered by the forefathers of the modern Hebrews from those unfortunate Midianites was in the form of thin plate. At the same time it is well to use a little caution about dogmatizing as to what the ancients did or did not know. The ancient Romans used tin for coating the insides of copper and brass vessels, but they seem to have made no use of it in a similar way with iron. —Ironmongery, London.

* * *

CONTRACTS OPEN AND CLOSED.

Purdy, Mansell & Mashinter have secured the contract for the plumbing of the new Toronto Globe building, at the corner of Yonge and Melinda streets.

Hugh McCowan, architect, Winnipeg, has been calling for separate and bulk tenders for the erection of an annex to the cold storage and packing house of J. Y. Griffin & Co, of Winnipeg. The time for tendering closed on September 13.

J. W. Liddall, architect, has taken out the permit for the new Jewish synagogue on Bond street, Toronto. The building will look like a mosque, and will cost $25,000.

The Dominion Brass Works have received the contract for the gas fixtures for the Ladies' College, Whitby, Ont. There are over 100 fixtures of all kinds.

The Bennett & Wright Co., Ltd., have received the contract for the plumbing of a private residence in Ottawa. It will contain three bath rooms.

The plumbing in the M. Langmuir Co.'s trunk factory has just been completed by the Keith & Fitzsimons Co., they having used three of Young Bros.' double self-acting closets in the job.

Fiddes & Hogarth are finishing the plumbing, etc., in the Osgoodby building on Melinda street, Toronto.

Keith & Fitzsimons Co., Ltd., have received the contract for plumbing, etc., in a private residence at Barrie, Ont.

The overhauling of the plumbing in the Kirby House at Brantford, Ont., is being undertaken by Chas. Taylor. He is using the most modern sanitary appliances, including steel-clad baths.

* * *

There has been a change in the well-known Picton plumbing and hardware firm of Bogart & Carter. The old partnership has been disolved, and a new one formed under the style of Carter Bros.

* * *

COPPER-LINING A TANK.

In reply to a query on the point, The Plumbers' Trade Journal remarks: In all cases where a tank can be handled out of its place, when copper is used soldering is done by copper bolts or bits. It is not impossible to solder the upright seams by the same means when in its place. If the tank is large and you have no room to handle the same you may put sides and ends together on floor, break two or more inches on bottom enabling you to solder the bottom in with great ease. However, there is no difficulty in wiping the seams (same as lead) using paste and plenty of nails.

* * *

TESTING PLUMBING FIXTURES.

To the Editor,—Will you kindly post me regarding some method of discovering the escape of sewer gas? I wish to know how the pipes may be tested and the process used. I find a strong odor from the bath tub even though there is a trap under it. The trap does not syphon either. I wish to be able to test the work in some manner without the trouble of taking up the tiles and flooring. A SUBSCRIBER.

The Plumbers' Trade Journal answers this communication thus: We would advise, if the fixtures are in use, to try essence of peppermint, say four ounces (take entire control of that part of the furniture) presuming your soil pipe extends through the roof, allow one person only to pour the stuff in the end thereof, followed by a pail of hot water. Stuff the end tight with loose rags or oakum and leave them there, you then may possibly locate the leak, the person making the examination inside must not go near the person using the essence, as he will carry the odor for some time after using. There are

GUNPOWDERS

American Dead Shot

If you want the best Black Powder order Dead Shot.

English Schultz Smokeless

If you want the best Smokeless Powder order Schultz.

H. S. HOWLAND, SONS & CO.

Sole Agents for Canada 37 Front St. West, Toronto.

The **Graham** Cut and Wire Nails are the best.

various means of testing, but if this does not produce satisfactory results let us know.

* * *

PLUMBER VS. WASHERWOMAN.

Ignorance of that branch of physics which deals with steam, its powers and peculiarities, caused a resident of Denver to lose the back kitchen of her residence, with all its contents and appurtenances recently, says a local paper. Of course, the kitchen and furniture are not totally lost ; nothing in nature ever becomes wholly lost, and the cookhouse, stove, boiler, pots, kettles, pans and other culinary trappings can be picked up in fragments within a 100-yard radius of where they stood before a plumber was ordered to disconnect the stove from the boiler. That job was completed about five o'clock, and half an hour later steam disconnected the entire kitchen with all it contained.

Primarily the water question is responsible for the explosion which wrecked the kitchen. The owner obtains her living by taking in washing, and water is an important commodity to her. A few days ago she learned a trick by which expense in this direction might be cut down.

Her stove has what is known as a "water front." This is a sort of small boiler arrangement by which water can be heated at the stove fire and run from the "water front" compartment through a pipe that leads to a regular boiler. The owner recently found that the D.U.W.C. charged for her "water front" in addition to the regular tax, so she concluded not to use it any more.

Yesterday afternoon a plumber was working on a job near her house, and was engaged for the sum of 75c. to disconnect the stove "water front" from the boiler. He cut the connecting pipe close to the stove, soldered the ends neatly and then demanded his 75 cents. But she was not willing to pay until he fixed up the stove some more.

Near where the pipe runs into the boiler compartment in the stove are—or rather were—two nipples When the boiling water in the stove ran through the pipe into the boiler, filling that up and a surplusage of steam began generating in the "water front" accidents were prevented by the steam escaping through the nipples.

Now, not being well versed in physics the good woman did not clearly understand the above situation. She claimed that if the nipples were left open dust would get into the "water front," so she insisted on the plumber stopping them up. As there was some water still in the stove compartment the plumber tried to explain what the probable result would be if it were entirely cooped up there, but she only lost her temper, and said if her orders were not carried out he would get no 75 cents.

The plumber said : "All right ma'am; it's your own lookout now," and he fitted two iron caps tightly on the nipple ends. Then he went away, wondering if her soul and body would take flight in the same direction when the sequel came. But by a fortunate chance she is still intact, both physically and spiritually.

About 5.30 o'clock she loaded a pot with potatoes and water and set it on the stove. Then she left the kitchen on an errand that took her into the back yard. Two minutes later a mighty shock and sound shook the vicinity.

When the woman looked for the cause of these phenomena she saw her kitchen furniture and supper flying in fragments into the air amid a cloud of steam and smoke. She hid away until the pieces had all returned to earth, and then made a hasty inventory of what was left. The walls and part of the roof were still standing, but that was about all.

Word was sent in haste to the firm for whom the plumber worked, and a member of it hurried to the scene of destruction, and the woman in future will have more respect for the suggestions of a plumber.

16, 21, 26 and 32 ounce Plain
Colored, Fancy
Plate and Leaded

British Plate,
German, Schock

Window Glass

MIRRORS

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West ***Toronto***

A TRADE SERMON.

"Fret not thyself because of evil-doers, neither be thou envious against the workers of iniquity, for they shall soon be cut down like the grass and wither as the green herb."

THERE are, in the business world, honest men and—scoundrels; and the latter provoke the former to honest indignation—yea, verily.

If all men were honest, what a great world this would be.

Just let us draw a picture of such a condition.

Imagine men in business making obligations and living up to them; contracting debts and paying them when due; selling goods at a fair profit and no more; no cutting; each and every man living up to the golden rule and being as anxious to see his brother in business succeed as himself. O, but such an idea is Utopian, so what's the use of drawing the picture? As Byron says: "Rome has fallen, the world remains—the same dark den of thieves, or what ye will!"

An honest business world may be a Utopian idea, but it's a good one for us to occasionally consider, in spite of Byronic pessimists and dyspeptic Jeremiahs. While dishonest men do flourish and exalt themselves for a time, it is the duty of all of us to coalesce into one solid phalanx and rout them, foot and dragoon.

There are hundreds of men to-day who are fretting because of the rascality of others. The text tells us not to do this, and it goes further and says we should not be envious of their prosperity, which is but transient.

The man who spends his time in fretting at evil-doers will not be a successful merchant unless he mends his ways. Instead of spending his time fretting he should be engaged in working for the success which is promised to every faithful servant. Instead of mourning and spending hours of sorrowful reflection upon that miserable Mr. Jones, who is dilatory in paying the bill he owes, just study out a solution how either you can compel him to pay it or run your business without hooking on to it such undesirable fishes. Spend your time rather in trimming sail and cleaning off these barnacles that seek to infest every business ship.

There are merchants without number to-day in many cities and towns of this great nation who are cast down and fretting because scallawags have set up business in opposition to them, and are slashing right and left in hope of drowning them. Don't worry. The success which these men gain is as transient as the mists which sometimes arise before old Phœbus gets out of his bed in the east.

Some merchants try to meet these competitors by using the same methods.

One man, who all his life has been methodical, careful and honest, suddenly throws all his experience to the winds and meets the cutter more than half way. This is a fatal move on his part, and instead of gaining the success he anticipates by such practices, the two rivals keep up the fight until they shortly resemble the last act in the scene of the Kilkenny cats—nothing but the termini of two caudal appendages going through the motions of controversy.

Why should we not fret because of these evil-doers? First, it does no good to fret under any circumstances. To fret is to make us unhealthy, morose, discouraged, and unconsciously while fretting we neglect the essentials to gain success. Second, fretting never mended anything and never will. It won't mend a broken dish nor it won't put these scoundrels in jail. Fretting won't drive them out of business any more than throwing molasses at flies will drive those pestiferous insects away.

Be not envious because success appears to crown the despicable methods of those business rogues. What seems to your eyes their success is not real, is not permanent. It is transient, and it brings with it no happiness.

Don't be cast down at the seeming prosperity of these miserable counterfeits of business men. Just plod on along the track of honesty and true business methods, and if you keep your top eye open you will, one of these days, see a great mowing down of those who set righteous dealings at naught. That great mowing machine called Destiny will be heard clicking out its song of reaping, and these tall stalks that have stood so defiantly, and have been so puffed up with their own conceit, will try to get out of the way, but the roots—those dishonest methods they have cast down into the soil—will hold them as in a vise, and, twist and pull as they please, they cannot get away from the oncoming, clicking, rattlesnake buzzing death machine that comes upon them like the car of Juggernaut.

As a man sows so does he reap; this is the law as immutable as that which governs the stars in their courses. Run your business by dishonest and questionable methods and you cannot help but reap the whirlwind.

Yes; these villainous weeds which grow and flourish for a time in the business world are cut down and wither. You don't believe it? I do, and history's pages are running over with their obituaries. Ask the old man of three score years and ten if this is not the truth. He will tell you that in every instance the devil gets his due.

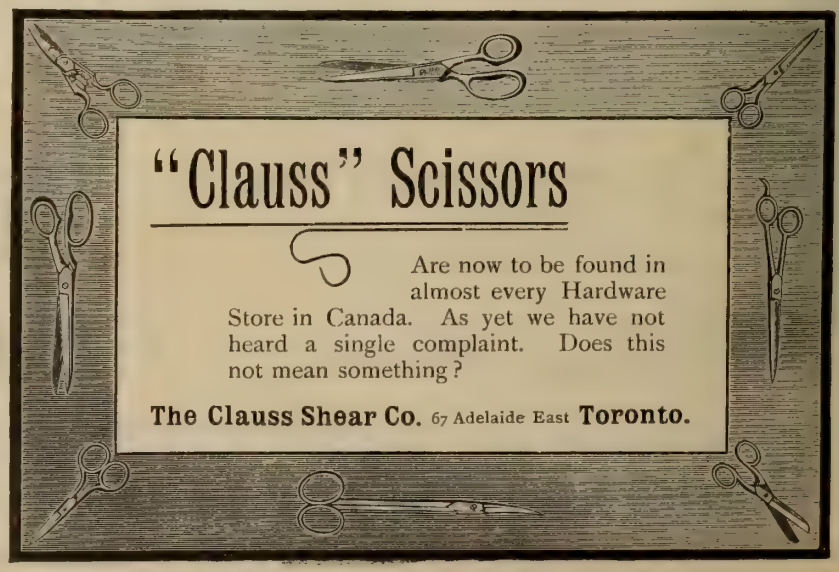
This is comforting to many of us who slave all day at the store, at the shop or at the forge, and sometimes way into the night, and who run our business on methods which we are not ashamed to expose to the light of day. It is comforting to know that not only the devil gets his due, but that the honest, persistent laborer in the world's field of business secures his just deserts—which are prosperity and success in the truest sense of the words.

Do you know why this is so? I will tell you. It is the old law of cause and effect, guided by an overshadowing Providence, which brings the cultivated, healthy fruit to perfection and allows the worm-eaten one to fall to the ground. There are two ways in this world on which men may travel—one leadeth to destruction and the other one to safety. The sign-boards are painted plainly at the beginning, so that a man who runs may read. Get on the right road. Fret not because you see another man skipping and apparently happy on the other. Be not envious of him. He may appear all right for a time, but suddenly, in an instant, his feet will touch the treacherous clay and he will go down and out of sight.—S. W. Wheeler, in Trade Magazine.

HAVE THE SAME DIFFICULTY.

EDITOR HARDWARE,—We quite agree with Mr. D. C. Taylor's remarks in your issue of Sept. 7, and have thought for years that there should be such an association, as we have the same difficulty in our city.—Yours, etc., GRAVES BROS.

Ottawa, Sept. 7, 1895



CONTROL FOR FORCED DRAFT.

It will be perceived that by this method the supply of air to the furnace of one or a number of steam boilers is at all times automatically regulated. The fireman has nothing more to do with the matter than to maintain the fires in good condition. So long as he puts on the coal and keeps his fires reasonably clean, the rate of combustion is entirely out of his control, and is automatically determined by the demand. Moreover, the changes are graduated so that the furnace is not alternately heated hotter than is necessary, and then cooled lower than necessary. The uniform action also makes less surplus air necessary. There is consequently a considerable saving of fuel produced. The arrangement, moreover, enables parties who have been using anthracite lump or other selected coal to use a much cheaper grade of fuel, such, for instance, as 75 to 80 per cent. of anthracite slack and 20 to 25 per cent. of soft coal mixed therewith to insure prompt ignition. In a number of cases this adaptation has saved more than one-half the cost of the fuel, and at the same time the supply of steam has been more steady and satisfactory than before.

The apparatus has been in use in a number of steam plants in the city of Buffalo for some time with considerable success, so much so that it is now attracting a great deal of attention from steam users and engineers outside that city.—Electric Power.

TINNING WROUGHT IRON.

Metal Worker recommends the following method for tinning wrought iron :

"Several years ago we printed in reply to an inquirer who asked for similar information the following answer, and as it appears to cover the above case we will reprint it: When wrought iron is to be tinned the first step is to remove the scale, which is done by immersing the article in a pickle of sulphuric acid. For the tinning a pot is partly filled with pure tin, over which is placed a layer of palm oil or tallow, which protects the tin from the action of the air and acts as a flux. The articles having been freed from scale are immersed in the melted tin until thoroughly coated, when they are removed and allowed to cool, after which any grease is removed by rubbing in bran. In the case of such small articles as rivets and tacks, they are taken out of the melted tin with a perforated dipper and the melted tin allowed to drain off, when they are thrown against a perpendicular sheet of iron to remove any superfluous tin that may adhere. In case a few large rivets were to be tinned the experiment might be tried by removing the scale from the rivets by the aid of the sulphuric acid pickle, after which the rivets could be rinsed in water, dipped in soldering acid and then in the melted tin, over which powdered sal ammoniac had been sprinkled, the sal ammoniac serving to protect the tin from the action of the air and uniting with the soldering acid to serve as a flux."

SITUATION VACANT

WANTED—For Ontario and Eastern Provinces—travelers calling on retail hardware. Side line on commission. Address,
HARDWARE, Box 311, Oshawa, Ont.

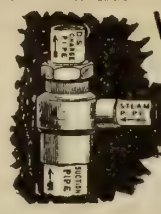
Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

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VANDUZEN STEAM JET PUMP
THE BEST IN THE WORLD.
Pumps Any Kind of Liquid.
Always in Order, never Clogs nor freezes. Every Pump Guaranteed.
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200 to 12000 Gallons per Hour.
Cost $7 to $75 each. Address
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When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. $3 deposited monthly is estimated to mature a $500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.

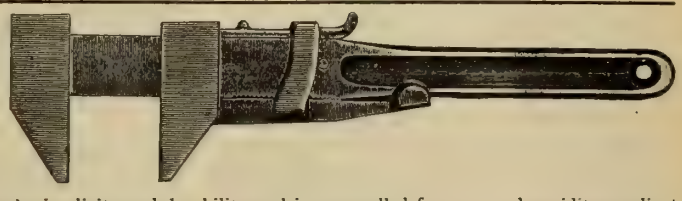
Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario

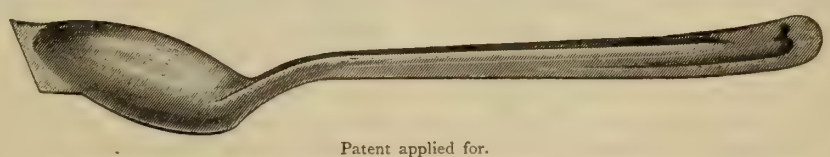
Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by **THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.**



Patent applied for.

ANTI-SCORCHING SPOON

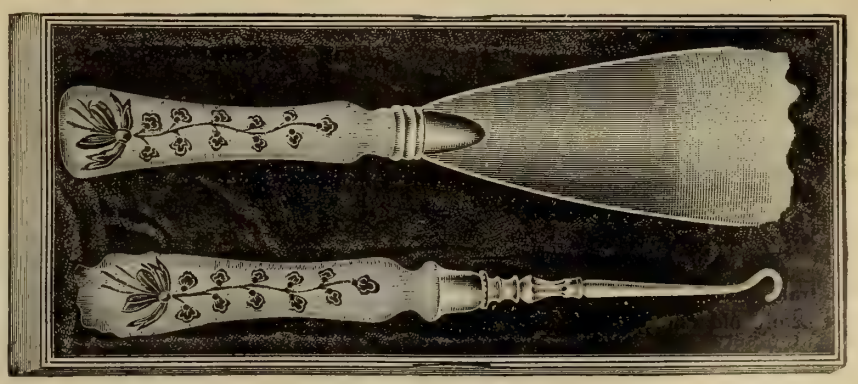
Fills a long felt household want on account of the various uses to which it can be put.
Actual size, 14 inches.

F. BELCHER, 21½ Colborne Street . . Toronto

In buying Silverware from your jobber see that it is stamped

Toronto Silver Plate Co. . . .

As all Silverware stamped in this way is guaranteed as to quality.



Factories and Salesrooms, King Street West, TORONTO, CANADA

E. G. GOODERHAM, Manager and Sec.-Treas.

CHARGING GOODS SOLD ON CREDIT

A MERCHANT writes Iron Age as follows :

A western merchant, to whom was assigned the duties of general manager of the business, found the main difficulty with which he had to contend was the proper charging of goods sold, whether for cash or on time.

The sales made for cash gave him but little trouble, but he was obliged to devise and abandon many expedients concerning sales made on open account.

By close attention to the subject he satisfied himself that the clerks would wait on a customer and trust to leisure time later to record the sale, if there were customers waiting to be served, a system that caused much loss. The results of his experience and investigations are given below, but he does not recommend his methods as suitable for all businesses.

He observes that the method he outlines "will not cure the evil of neglect, for in the majority of cases it is not the system that is at fault, but the man whose duty it is to enforce it."

He then remarks that early in his experience he was all eyes and ears in a search for knowledge and advice concerning the business, which was contributed mainly by predecessors and rivals. He soon realized that the former lived in a different generation ; while his contemporaries were offering advice, not for his benefit, but for their own.

After much experience he reached the conclusion that numerous difficulties encountered must be met and solved by the interested individual himself.

WHAT IS THE CAUSE?

In analyzing the subject he concludes the main difficulty is negligence, and that it is caused by "the effort to serve the greatest number of customers within the least possible time." Continuing, he says :

I instructed the clerks to be more careful in charging goods, and in place of a day book in the office I substituted blotters on the counters and showcases. This answered first-rate when the clerks were near them, but we found goods were going out from distant parts of the store the same as ever unrecorded. Following this I placed a salesman's order book in the hands of each clerk for entering debit sales. This was by far the most satisfactory idea yet, but it, too, disappointed, as the clerks would persist in serving the next customer before making the entry of the purchases of the preceding one.

I had observed that cash was always scrupulously carried to the money drawer after every sale. When I became convinced of this I procured a cash register, one of those with a slit in the top, having a roll of paper underneath it on which to note the items sold. The paper was then ruled with two columns, one for cash and the other for debit sales. After every sale the clerk was required to step around to the register and enter it, just as though it had been for cash, extending it in the debit column, and at the same time enter it in his book. This was to secure a double entry of the transaction, so that if by chance missed in one place, it would be caught in the other.

When comparisons took place this plan worked to my entire satisfaction and I concluded the aggravating question was disposed of.

One day, however, a customer came in to settle a bill and found it to be something less than a dollar of what he believed it should be. In questioning him as to what he had received, when and of whom, it was found he had been waited on by one of our most careful clerks, and subsequent to the introduction of my cherished system.

I kept my own counsel and soon found it had become irksome for the clerks to go to the register after each sale, and they had been posting it up, so to speak, from their books at their convenience.

AT MY WITS' END.

This staggered me, and not knowing what to do next, was drifting along until, when reviewing the transactions of a very busy day, I traced something like $7 worth of merchandise in small amounts that should have been on the book. How much was not found could not be told. During the day a customer had disputed an account, asserting that he had never received the merchandise charged to him, although he proved absolutely that he had by circumstantial evidence. This led to the determination that either the evil must be overcome or there should be no more debit accounts. The subject was considered in all its phases with much concern, but no conclusion was arrived at then.

Retiring full of the theme I arose at an unusually early hour, having made no progress as to the cause of the neglect. Finally it occurred to me that the fault was mine, in being in such haste to dispose of goods without allowing an adequate time to complete the transaction.

EVERY ONE IN BUSINESS.

The excuse that presented itself mechanically was that many occupying similar positions were doing the same thing. True, I was not loose with cash, not letting even a quarter go without some evidence of debt. This train of reasoning ended abruptly when I realized that similar errors were probably of daily occurrence. Every one of those $7 items was the equivalent of cash. Would I have handed over $7 in cash to one of my customers without a note? No. Is not every dollar's worth of goods in the store the same as cash? Yes. Upon reflection I realized that no bank would hand me a dollar without something to show for it.

Reasoning from these premises I procured some pads of paper, 4 x 5 inches in size, and hastened to the office.

Calling the clerks together I reviewed the situation carefully and then handed each a tablet, telling them that hereafter every entry must be made on them, and that the signature of each individual to whom goods were delivered must be attached when the articles were given into the customer's possession. Then the leaf must be removed from the pad and placed upon a file near the cash drawer put there for that purpose.

Positive instructions were then issued that thereafter not a nickel's worth of goods which were to be charged were to leave the store without the signature of the recipient, coupled with the emphatic assurance that any failure to observe this order would result in discharge. The new departure was watched with much trepidation and the next day I was obliged to insist on the signing of a slip by the wife of one of the proprietors for two papers of tacks. During the year I discharged two clerks for not caring to lower the dignity of two prominent people by getting their signatures.

END OF BUSINESS DAY.

At the close of the day's business the slips were removed from the file by the bookkeeper and entered upon the journal, marked with day, month and year, and stowed away for future reference if needed.

For the succeeding four years that I had charge of that business I firmly believe not one dollar's worth of merchandise left that store unaccounted for.

We had no more disputed accounts, and I failed to note any perceptible difference in the amount of business transacted ; on the contrary I observed that very often when the pad was presented for signature the purchaser would remark : "Oh well, I will pay for this." I am sure it was the means of reducing the number of petty accounts.

Positive orders were at the same time given that nothing should be delivered unless I had previously sanctioned an account. This also operated to keep down the

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

list of petty accounts, as unworthies preferred to get the money rather than to solicit credit, while those who did ask credit were obliged to answer proper questions, and in some cases file a property statement and security. I pondered much over the new rules, but reflection convinced me that any other course would end in ruin, and I determined that such as objected to the method would have to take their business elsewhere.

CONCLUSION.

My experience has led me to believe that much mercantile business is not conducted on business principles, but that with some care it can be. It takes courage to enforce a well considered system after adoption, especially if it conflicts with the desires of the wearers of silk hats and diamond studs. It requires courage to tell a man that he has failed to redeem his promises or dun a debtor at the proper time.

COUNTRY MERCHANTS IN TORONTO

TORONTO has this week been beseiged by country customers. There are, doubtless, more of them in the city than ever before at one time. They are around the wholesale warehouses in droves, and are monopolizing all the attention. Newspaper men in quest of information, and men trying to sell goods are ignored. The improved condition of trade in the country is doubtless one of the causes of the influx, but the chief cause is, probably, the low railway rates, which are even lower than is usual during the Industrial Exhibition.

Some of the country merchants I ran against while they were in Toronto, but they were necessarily a small proportion of the whole.

Mr. Greenland, of T. Phillips & Co., Orillia, was in Toronto to transact business as well as see the sights. Phillips & Co., besides being large dealers in stoves, tinware, etc., are extensive manufacturers of apiary supplies. "Our crops are excellent," said Mr. Greenland, "and we look for a good fall and winter's trade."

With Mr. Lee, manager for G. G. Gladman, Parry Sound, I had a brief and pleasant conversation. He told me that the season's trade had been exceedingly good. "You know," he said, "a large number of tourists come up our way." An electric light plant is now being put in for lighting the streets and stores. It will be in working order in two or three months. Mr. Peters' large lumber mill, which employs about 300 hands, is running night and day. Both the mill and yards are lit by electricity. Mr. Gladman only began business in February last, but he has one of the finest stores north of Toronto. It is handsomely appointed and decorated. But not the least important of its features are well-dressed windows. Manager Lee is a connoisseur at that. There are two windows in the store, and both are rearranged every week. One week they will be dressed with groceries and hardware, and the next week probably dry goods and some other lines will make up the display. Mr. Lee was the pioneer of window dressing in Parry Sound. At one time the art was unknown there, but when Mr. Gladman led, others fell into line, and now Parry Sound has as well-dressed windows as any other town.

"I have not seen the smiling countenance of A. W. Humphries, of Parkhill, yet," remarked a wholesaler to me. "He must be in town, but I suppose he is enjoying himself somewhere."

J. D. Tobey, of Tara, who spent a week in the city, told me that crops in his neighborhood were good in everything except small fruits, apples and hay. "Usually we export thousands of barrels of apples, but this year we won't have any more than enough to supply local consumption."

H. P. Merrick, Mitchell Square, Simcoe County: "We had a good crop of early apples. Fall apples our farmers do not much cultivate, but they are now beginning to do so. We had an enormous crop of berries. The cereal crop was good; so was the hay crop. Payments are rather slow. The Patrons? Oh, there was a lodge alongside me, but it did not last long. They wanted me to supply them, but I knew better than to do that."

E. Noice, a Minden general merchant, reported that everything looks prosperous in his part of the country.

The following were among others in town: Joseph Akitt, Horning's Mills; Wm. G. Russell, Millbrook; W. H. Casement, Lakefield; R. A. Anderson, Victoria Road; Wm. Begy, St. Catharines; Mr. Paul, Orangeville; Seth Jewell, Mt. Albert; Jos. Laing, Ridgetown; A. E. Micks, Peterboro'; C. F. Stein, St. Thomas; Fred. Warren, Collingwood; James Reith, Grand Valley; C. Redman, Brooklin; R. Stroud, Milford Bay; Marshall Mason, Strathroy; J. Saurin, Port Colborne; John M. Bond, Guelph; R. J. Bruce, Port Perry; R. Irvine, Orangeville; F. Hatch, Whitby; R. H. Appleyard, Port Stone; H. Vetter, Berlin; C. Wright, Strathroy; A. Laidlaw, Huntsville; W. Thompssn, Ingersoll; M. Stewart, Tilbury Centre; James Robertson, Paris; Geo. A. Rudd, Brockville; Peter Mulcahey, Orillia; H. Turpenny, St. Thomas; Sam Taylor, Aurora; J. S. Greenhill, Leamington; C. W. Higgins, Sprucedale; R. J. W. Fisher, Elmwood; J. R. Tuck, New Hamburg; C. Rohlman, Berlin; T. Batty, Norwich; H. Chambers, Springfield; Isaac Simpson, Brantford; T. Stirling, head salesman for Henry Jones, Ingersoll; James Rolston, (accompanied by Mrs. Rolston), Dunnville; Frank Bishop, Brantford; Wm. Peaker, sr., Brampton; F. Harland, Clinton; D. Macauley, Clinton; Mr. Kingsboro, of Kingsboro Bros., Little Current; F. Hatch, Whitby; W. Ough, Aurora; J. W. Fuller, Tamworth; James Marshall, Oil Springs; R. E. Gibson, Pembroke; Wm. Woods, Lindsay; C. D. Chown, Kingston; W. Boyle, Napanee; Patrick Buckley, Paris; T. A. King, Coldwater; A. H. Carl, Coboconk; J. A. Otton, Barrie; G. B. Vanzant, Markam; J. McClelland, Port Credit; H. Pullan, Barrie; J. Vair, Kamloops, B.C.; F. S. Spies, Hawksville; D. Cinnamon, Oshawa; W. E. Kemp, Colborne; H. Best, Peterboro'; L. Spry, Peterboro; W. S. Pickup, Millbrook; Mr. Piper, Fort William; J. Lee, buyer for G. G. Gladman, Parry Sound; M. Pearce, Parry Harbor; J. Young, Thornbury; L. Prevot, Williamsford; A. F. Grady, McLeod, N.W.T.; J. P. Jamieson, Cannington; Wm. McPherson, Cannington; A. Johnson, Sarnia; Mr. Parker, of Parker & Co., Galt, W. E. Cook, Hamilton; Mr. and Mrs. Geiss, Berlin; Henry Hymenn, Berlin; C. Zilliax, of Zilliax & Sarvis, Listowel; J. Conrad, Waterloo; P. Hohmeier, Waterloo; E. B Noble, Shelburne; C. E. Noble, Dundalk; W. H. Manning, Coldwater; Hugh Wallace, of Wallace & Buchanan, Galt; Ernst Seeber, Carlsruhe; E. T. Lumb, Fort Stewart; P. H. Morton, Little Britain; Blucher Bros., Marmora; G. A. Richardson, Guelph; Groskurth Bros., Grand Valley; R. E. Walker, Caledonia; A. Keeler, Prescott, A R. Dundas, John Hayden, Cobourg; C. B. Kemp, Brighton; W. Coxall, Colborne; R. J. W. Fisher, Elmwood; C. Kitchen, Bolton; Thos. Prince, Paisley; Geo. B. Morris, Guelph; I. N. Ackerman, Norwood; J. H. Glendinning, Sunderland; F. G Karstedt, Flesherton; A. E. Bottum, Bobcaygeon; S. T. Sugget, Grand Valley; W. Gordon, Tweed; M. Perry, Kirkfield; Frank S. Green, Waterford; F. Ecclestone, of E. D. Ramsay, Bracebridge; W. D. Woods, Lindsay; J. McPherson, Woodville; Geo. D. Kahmer, Conestoga; W. Kriesel, New Dundee; F. S. W. Taylor, Sandford; R. J. Bruce, Port Terry; S. Plumtree, Dufferin Bridge; S. McCabe, Lotus; J. Field, of J. & H. Field, Teeswater; C. Shaw, Kleinburg; J. H. Bundy, Pickering; J. W. McNab, Chepstow; J. A. W. Allen, Newmarket; E. Braund, Aurora; E. Grover, Barrie; W. H. Johns, Southampton; W. A. Fisher, buyer for M. C. Drew, Burk's Falls; Thomas Piper, buyer for W. S. Piper, Fort William; Mr. Linton, buyer for Holman, Summerside, P. E I.; J. M. Clark, Smith's Falls; J. Kelley, Oakville; N. Bowman, Conestoga; A. E. Nichols, Fergus; Vandusen & McDonald, Tara; James Marshall, Oil Springs; Mr. Karn, buyer for W. L. McLeod, Woodstock; E. Park, Brantford; E. Pollard, Petrolea; R. A. Anderson, Victoria Road; A. M. Hopkins, Kinmount; N. Neilson, Manitowaning; R. Rankin, of R. & S. Rankin, Rankin Station; Mr. Campbell, of Campbell & Spence, Kirkfield; Fisher & Co., Bolton; A. D. Ellis, Simcoe; Mr. Sylvester, of Sylvester & Doherty, Stouffville; Geo James, of James & Reid, Perth; Mr. McMurray, of Cole & McMurray, Niagara Falls; W. Padget, of Padget & Hay, Unionville.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, Sept. 13, 1895.

HARDWARE.

ACTIVITY is the general note in shelf and general hardware this week. This is satisfactory in view of the fact that the fall fairs usually interfere with business to a certain extent. They did so last week, but this week the warehouses have all been as busy as nailers, sending out goods already booked, as well as attending to quite a good volume of new letter orders. A satisfactory feature, though, is the noticeable desire of many customers to secure supplies now for future delivery. All values have a strong tendency, the most noticeable change in this connection being the withdrawal of the delivery privilege on cut nails inasmuch as it affects this province HARDWARE AND METAL intimated that this was likely last week. The trade here now are wondering how long it will be before the same course is followed in Ontario. The strong feeling in cut nails has led to more activity, and the same disposition is shown in horse nails, horse shoes, sporting goods, cutlery, skates, and sleigh bells.

BARBED WIRE—Business in barbed wire has ruled quiet, and prices are unchanged. We quote as follows: 2 and 4 barbed, plain twist, 2 and 3 wires, and staples 1¼ to 2 inch, 3¼c., shipments of 500 lbs. and upwards delivered, where the rate does not exceed 25c. per 100 lbs.; shipments of under 500 lbs. f.o.b. Montreal and Toronto only; coils of less than 75 lbs. 10c. per spool extra, and staples packed in less than 100 lbs. 25c. per 100 lbs. extra. Discounts 60 days, or 2 per cent. off 30 days.

PLAIN WIRE — Smooth wire in the smaller sizes is moving quietly in a moderate way. Other wire is dull. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—There is only a quiet trade doing in rope, but some fair-sized orders have been received this week for future shipment. We quote: Sisal, 6¼ to 6¾c. at the factory; jobbing prices, 6½ to 7¼c.; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 8½ to 9c. at the factory, and 9 to 9½c. in a jobbing way.

CUT NAILS—These have shown more activity since our last, as a result of fears that delivery would be withdrawn. It has been withdrawn, as many expected, as far as Quebec is concerned, and the price in this province is now $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are still delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Business in these continues quiet. Discounts: 75 and 5 f. o. b. Montreal and Quebec, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There has been a fair demand for horse nails, and it is keeping up. Discounts are 55c. off.

HORSESHOES—There is a good enquiry for both steel and iron shoes. We quote: Iron, $3.50, and steel $4.75 to $5.75, as to brand.

TACKS—Featureless and dull. We quote discounts: B.B.B., iron, carpet blued (in dozens), 50 per cent.; do, tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—There are quite a few orders coming in both for Peerless and white, while common iron ware is not by any means neglected.

TINWARE—There is a good enquiry for all kinds of goods for fall requirements.

PLUMBERS' SUPPLIES—There is a good distributive trade doing in these goods.

LEATHER BELTING—No change or feature to record.

CUTLERY—Both table and pocket cutlery of all kinds continue very active, and large quantities of these goods are moving out now, while orders are being booked ahead also with freedom.

SKATES—There is a good demand for skates, the volume of trade in these goods with the Northwest being a feature.

We have New Stoves and Changes on Old Ones.

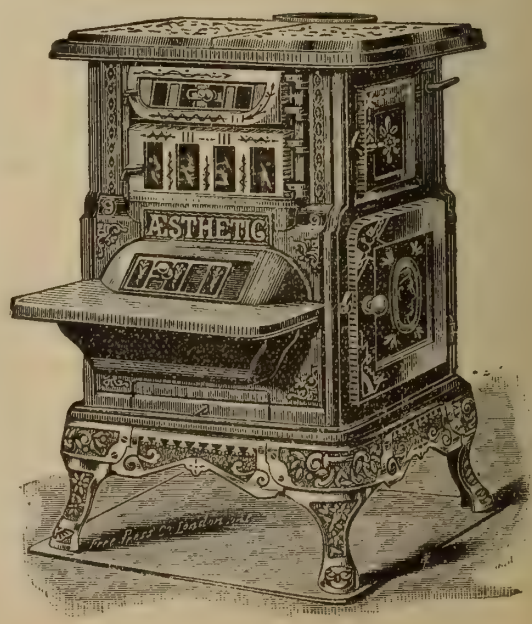
WATCH THIS SPACE EACH WEEK

ÆSTHETIC...

For Coal or Wood.

Parlor Cook with low-down oven, front feed and broiler opening. Two 9-inch cover holes directly over fire. A very handy and economical stove for small families.

NOTE.--Oven doors changed from drop to swing as shown in cut. . . .



The McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver.

SLEIGH BELLS—The movement in these has also commenced, and the season is now in full swing. Northwest buyers are also taking quite a few of these.

SPORTING GOODS—Marked activity describes the position in regard to guns and ammunition of all kinds.

LAMP GOODS—Business in these is on the increase.

BINDER TWINE—Nothing special to report. We quote 6 to 6¼c.

SHOT—A large business continues to be done in shot at the former basis, 17½ off the list.

CEMENT—Business in cement shows an improved volume, sales aggregating some 4,000 casks of English and Belgian having transpired. Values are firm at $1.95 to $2.05 for English, and $1.80 to $1.90 for Belgian.

FIREBRICKS—Demand for these has been good, sales of some 40,000 having been effected this week at $15 to $21 per 1,000, as to brand.

METALS.

There is a very firm feeling in all heavy iron and metals, though nothing of a startling character has occurred. Pig iron is firmly held, and the same is the case with everything else almost, with possibly the single exception of tin plate, in which, it is understood round lots could be had at a shading on the regular ruling quotations.

PIG IRON—The firm feeling in pig iron is fully maintained and business has been fairly active. We quote: Scotch at $19.50 to $20 for Summerlee and equal brands, and $17 to $17.50 for domestic.

BAR IRON—No change is to note in bar iron, but prices are steadily held. Demand is fair on the basis of $1.60 to $1.65.

SHEET STEEL—There is no change to note in sheet steel, and prices are steady at $2.25 to $2.30.

PIG LEAD—Featureless and unchanged at 3¼c.

LEAD PIPE—A fair business is transacted at 7c. with 30 per cent. off the list.

GALVANIZED IRON—Prices are very firmly held on these, and demand is good at 4½c. in broken cases and 4¼c. in cases for No. 28.

INGOT TIN—No change from a week ago. We quote 16 to 17c.

INGOT COPPER—The easier cables that have been referred to have not affected spot prices.

IRON PIPE—There is no change to note in iron pipe. Demand is fairly active all round. We quote 67½ to 70 on black and 47½ to 50 per cent. discount on galvanized.

SHEET COPPER—There is a fair jobbing trade doing in this line. Stocks are rather light with many dealers and prices are held firm at 14 to 20c.

SHEET ZINC—A quiet steady trade is to note at 4½ to 5c.

SHEET IRON—There is no change in this line. The movement from jobbers' hands is quite satisfactory and prices are steady at $2 to $2.10, according to gauge.

CANADA PLATES—There is a good enquiry for these, and with stocks limited prices are firmly held. The inside figure here now is $2.10 and only a good order would be filled at the price, for we quote $2.10 to $2.15.

TIN PLATES—There is no change to note in these. With ample stocks here a buyer could very nearly have an order for a round lot filled at a shading. We quote: Cokes, $2.25, and charcoal, $3 25 to $3.75.

TERNE PLATES—There is no change in terne plates, which we quote at $5.75 to $6.25.

HOOPS AND BANDS—Both hoop and band iron has furnished a fair business during the past week. Prices are held unchanged at $2 to $2.20

SPELTER—Steady and quiet at $4.25 to $4.75.

ANTIMONY—Unchanged at 10c.

PAINTS AND OILS.

There has been no striking change in paints and oils. The main feature is the firm feeling across the water in linseed oil, showing that there was little necessity for the recent cutting that HARDWARE AND METAL referred to.

LEAD—Maintains its firm position, while the demand is fair. We quote: Choice brands white lead, Government standard, $5; No. 1, $4 75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—Are steady at 90c. to $1.

PUTTY—Is in good demand. It is held firm in bulk at $1.85.

LINSEED OIL—There is no change in this. Advices from Great Britain are firmer, but spot values remain at 58 to 59c. for raw, and 60 to 61c. for boiled.

SEAL OIL—Rules quiet and featureless, at 37½ to 40c.

TURPENTINE—Continues firm at 44 to 45c.

RESINS—Are quiet, but steady. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

Business is quiet, but prices are firmly held at $1.15 to $1.20 for first and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

There is only a moderate trade to note in these. Prices continue steady, as follows: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

There has been a decline in the price of Canadian refined here to meet the drop referred to a fortnight ago in American oil. Demand is good and business is on the increase. We quote as follows: Canadian refined 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

Are quiet and steady on the whole. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins, 35c., with 35c. for clips, and sheepskins, 75c. to $1 each.

WOOL.

Wool is quiet. Foreign stock is only in light supply here, while the market is free of Canadian fleece. Prices therefore are nominal, as follows: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

There is no change in tallow, which we quote at 5 to 6½c. as to grade and quantity.

ASHES.

The ashes market is rather firmer in its tone, though business is quiet. We quote: First pots, $4.05 to $4.15; seconds, $3.80 to $3.85, and pearls, $4 80 to $4.85.

MONTREAL NOTES.

Cut nails are now sold in Quebec f. o. b. Montreal only.

Cables on linseed oil from England are advanced 2s. 6d. This shows the utter foolishness of the recent cutting.

Mr. Painchaud, of Painchaud, Squire & Co. is expected back from Europe at the end of the month.

Lewis Bros. are sending out large lines of sleigh bells at present.

Canadian refined petroleum here is ½c. per gallon lower than it was a week ago.

Wm. McNally & Co. placed with western buyers this week a round quantity of Belgian and English cament.

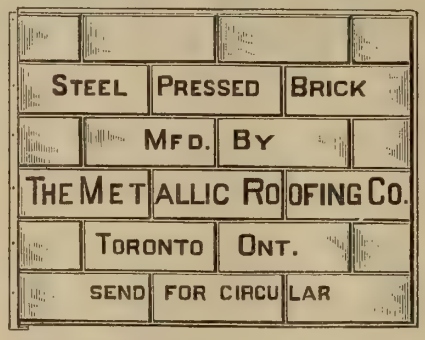
W. H. Cottingham & Co. note continued firmness in their advices on glass from primary centres. It would cost 20 to 25 per

cent. more to import to-day than it did two weeks ago.

Messrs. McMaster (managing director) and Macpherson (secretary-treasurer) of the Montreal Rolling Mills Co., have been out of town this week.

Dorken Bros. & Co. are sending out very neat show-cards regarding the merits of H. Boker & Co.'s razors, scissors and pocket cutlery. They are made of glazed pasteboard and form an attractive hanger for any establishment. Subscribers for HARDWARE AND METAL who have not received any can secure them on application to Dorken Bros. & Co., 22 Lemoine street, Montreal.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

ONTARIO MARKETS.

TORONTO, Sept. 13, 1895.

HARDWARE.

TRADE this week is not of the ordinary character. It is Exhibition trade; and it is somewhat unique in the way of Exhibition trades. Never before have there been as many country merchants in the city at one time, and never before during Exhibition week have they made so many purchases. A good many did not come down with the intention of buying. They merely came to look around the warehouses, see the Fair, and glean ideas. But there were few indeed, apparently, who left the warehouses without leaving an order of some kind behind them. The fact of the matter is, the wholesalers had prepared bargain lines in anticipation of the influx of country merchants, and these appear to have captivated a good many. All the travelers are in the warehouses, and judging from the weary appearance of them they will be glad when the Exhibition and the rush is over and they can again get out on their respective routes. The gleaner trade situation is much as before. Payments are good.

WIRE—The trade in ordinary fence wire is dull, while stovepipe and hay-baling wire continues to go out. Discounts are still 22½ off the list four months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—No change in the situation, which is quiet. We quote 3½c. per lb. Terms and deliveries as before. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—Some demand is noticed for small sizes of halter ropes, while very little in either sisal or manilla is doing. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ⅜ in., 6¾c. Manilla, 7-16 in. and larger, 8¾c.; ¼, 5-16, ⅜ in., 9c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—The improvement in the demand for cut nails continues. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Remains very dull. Discount 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—As prophesied in these columns heretofore, the movement towards better business continues. Discount is still 55 per cent.

TACKS—Are still noticeably quiet with prices unchanged. We quote discounts as follows: Leather carpet, 30 per cent; B. B. B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B. B. B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

HORSESHOES.—Trade continues to improve. We quote f.o.b. Toronto: Iron $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

WARE—"Peerless" and white ware are moving a little, but "Pearl" is slow yet.

TINWARE, ETC.—For stove boards, coal hods, galvanized pails and other specialties, the demand is good.

ELBOWS, ETC.—A good demand for elbows and pipes is noticed. We quote: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

PLUMBERS' SUPPLIES—A fairly good business is being done by jobbers.

LEATHER BELTING—There is very little doing. Discounts: Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

CLOTHES WRINGERS—Trade is steadier than it was, and enquiries are more numerous. We still quote $26.50 to $27.

SPORTING GOODS—Have been very active during the week, particularly guns and rifles Ammunition is in fair demand.

CUTLERY—This being Exhibition week an unusually large number of odd lines have been sold. Table cutlery continues in good demand.

APPLE PARERS—Are now being sold quite freely.

SKATES—Jobbers are receiving good sized orders.

LAMP GOODS—Business is quite satisfactory, hanging, stand and bracket lamps being in fair demand.

BINDER TWINE—The season is practically over for this article. We quote: Commonsense, 5c.; Sterling, 5¼c.; Red Cap, 6c.; Blue Ribbon, 6¾c.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

SLEIGH BELLS—A pretty good trade is beginning to be done.

METALS.

There has been no material change in the metal market during the week. Locally there is practically no change, and what changes have taken place in the outside markets have as a rule been in the direction of higher prices.

PIG IRON—The market continues firm, with local transactions still small. We quote American iron in Toronto as follows: Four months' time, No. 1 foundry, $22; No. 2, $21.50; No. 3, $21. Nova Scotia pig is worth about $20 Toronto.

BAR IRON—A two dollar figure is still talked of, but the base price f.o.b. Toronto is still $1.70 to $1.75. Trade is quiet.

SHEET STEEL—Seems to be moving pretty freely. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—A fair amount of shipping of black iron is being done. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2 15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge, $2.50 to $2.60.

TINNED IRON—Trade is dead, the season being about over. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Prices are unchanged at $3.35 to $3.50 per 100 lbs.

LEAD PIPE—Prices are unchanged as are the conditions of trade. Discounts both east and west, 30 per cent. for any quantity. We quote: Water pipe, 7c.; waste pipe, 7½c.

GALVANIZED IRON—Stocks not large. Prices are firm, nothing better now being offered than $4.25 for prompt shipment or $4.35 for fall delivery. Small quantities are ¼c. higher than the figures quoted.

INGOT TIN—Prices are higher at 17 to 17½c. Business continues steady.

INGOT COPPER—Business is quiet and prices unchanged at 11¾ to 12c.

SHEATHING COPPER — Business, both from stock and for import, continues fairly good. Base price is still 14½c. for 16 oz., with lighter weights in proportion.

IRON PIPE—Continues in good demand at steady prices. We quote: ¼ to ⅜ inch, 67½ per cent. off the list; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.

GALVANIZED IRON—Is quiet and unchanged at the discount of 50 per cent.

SHEET BRASS—Hard brass for sign purposes is still in good demand. Prices unchanged at 20 to 30c.

HOT WATER BOILERS—The situation remains unchanged at the recent advance. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.95; 35 gal., $7.95; 40 gal., $9.95; copper, $16.20 to $20, according to size.

CANADA PLATE—Has again advanced. We quote: $2.30 to $2.35 for 52 sheets, according to brand and quantity; 60 sheets, $2.35 to $2.45; 75 sheets, $2.50 to $2.60; Alaska, $2.90 to $3.

TIN PLATES—Trade keeps slow. We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE— Trade continues active at unchanged prices. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes, 60 and 10 off the list.

TERNE PLATES—Trade has not yet recovered from the recent decline. Price is still $6 for the best brands.

ZINC SPELTER—Trade is still of an ordinary character. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—Trade continues good at unchanged prices. We quote: 12½ to 13c. for half and half, and 11½ to 12c for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

SHEET ZINC—Business is fair at unchanged prices. We quote: Cask lots, 4¾c.; smaller lots, 5c.

GLASS.

Glass stocks are more demoralized than almost ever before, and the leading sizes are hardest to get, especially in double diamond. The cause of this state of affairs is the delay in the arrival of shipments. Glass that should have been here by September 1 will not reach the market before October 1, if even then. The quotation for the first break in fifties is $1.15. The trade in fancy glass is improving somewhat. There are numerous enquiries for plate glass, but what seem to lend the market a false appearance of great activity are the many inquiries from different quarters on almost every specification named.

OLD MATERIAL.

There is a good demand for scrap metals and trade is quite brisk. Prices have considerably improved lately. Dealers are now paying the following prices: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—The market is fairly active, with prices still 4¾ to 5c. per lb.

PUTTY—Unchanged at $1.85.

PREPARED PAINTS—Business is a little brisker this week, at $1 for pure.

TURPENTINE—More going out than last week. Quotations vary from 38 to 41c., in large lots.

LINSEED OIL—Is now pretty quiet. Stocks are quite large, and there is plenty in the market, with not much call for it. Some dealers, it is said, who have been caught with heavy stocks are trying to keep up prices so as to get out of it without loss. Quotations are this week 56 to 59c.

CASTOR OIL—Is very strong in England, but the price here is still 6½c.

SEEDS.

At outside points $4 to $4.70 is still paid for choice alsike, but trade is quiet. Jobbers have been selling small lots of timothy very freely for two weeks past, but the business in this line is about over.

HIDES, SKINS, WOOL AND TALLOW.

There is absolutely no change in the situation.

HIDES—Are still accumulating. Big dealers are selling cured as low as 8¾c., but are paying 8c. and 7c. for No. 1 and No. 2 green.

SHEEPSKINS—Lambskins and shearlings have risen to 55c.

CALFSKINS—Nothing doing.

WOOL—Trade is dull. Fleece combings still quoted at 24c.; unwashed at 14c.; rejections at 17 to 18c. In pulled wools supers are quoted at 21 to 22c., and extras at 22 to 23c.

PETROLEUM.

The Industrial Exhibition has had a bad effect on trade in this city, but jobbers are looking for better business and higher prices soon, so they say. We quote in 1 to 10 lb. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Ingot tin is quoted higher at 17 to 17½c.

M. & L. Samuel, Benjamin & Co. report an active demand for "Non-X L L" and "Maple Leaf" special brands of pocket and table cutlery.

The Metallic Roofing Co. are supplying the Hayes lathing for the Bell Telephone Co.'s building in Montreal. They are also fitting up Perrins' new factory and office at London with embossed metallic sheeting.

H. S. Howland, Sons & Co. are positive they never did as large an Exhibition trade as they have this year.

The Toronto Silver Plate Co. are manufacturing to order for Sir Donald A. Smith a very handsome silver trophy, which he is presenting to the Winnipeg Riding Club.

UNITED STATES MARKETS.

NEW YORK, Sept. 13, 1895.

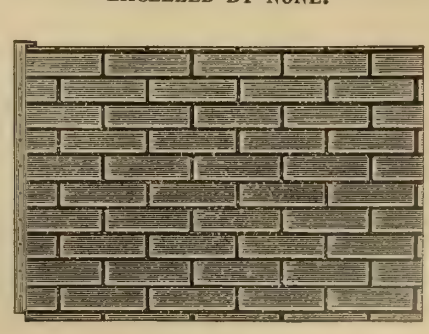
PIG TIN—There was hardly any change in the price of the metal in this market, and dealings on speculative account and otherwise were very moderate. London cables were also very tame; so that the market, generally speaking, had a very tame appearance, with no relieving feature. Prices kept at about the basis of 14.35 to 14.37½c. net cash, prompt delivery for round lots.

COPPER—In Lake Superior ingot none but moderate dealings were noted, but there is considerable business under treaty, and a strong probability that something important not only in extent of sales, but in price, will transpire ere long. Meanwhile the market is quoted at 12¼c. bid. Electrolytic is generally held at 12c. and casting at 11¾c., but moderate purchases might be made of inferior brands at a shade less.

PIG LEAD—Dealings are still on a very moderate scale and there is no sign of greater vitality to the demand. Heavy importations from Europe and other competition with the west apparently prompt caution among buyers. Prices remain at about 3.40c. for common domestic. London cable was £11 for soft Spanish.

SPELTER—There continues to be a very fair demand, with quite good prices bid for prompt and early shipments. Offers were made of 4.20c. here in several instances and 4c. in East St. Louis was turned down, smelters claiming that they are sold ahead.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

In the London market there was an advance to £15 6s. 3d. for good merchant brands.

ANTIMONY—A fair business is passing and prices keep at about 8 to 8⅛c. for Cookson's, 7⅛ to 7¼c. for Hallett's, and 7c. for Japanese.

TIN PLATE—In some quarters better sales of small lots of light-weight cokes were reported, but general experience was of dullness in spot trade, while futures are still having very commonplace attention.

IRON AND STEEL—The Steel Rail Manufacturers' Association have been in conference, and as an outcome an advance in prices was made. Particulars as to the exact figures agreed upon were, however, withheld for the day. The advance was probably not less than $2 per ton. Prior to the meeting a few contracts were closed at the $24 f. o. b. mill rate and several lots of light section tees were sold at $25 to $26. It is doubtful if the latter can be bought now at less than $28 to $29, since the available supply is in the hands of one firm.

A BICYCLE EXPOSITION.

A large and representative meeting of the cycle manufacturers and jobbers of Canada was held at the Elliott House, Toronto, Wednesday night for the purpose of completing the organization of a Canadian Cycle Board of Trade. Representatives were present from Toronto, Kingston, Montreal, London, St. Catharines and other places. The committee appointed at the adjourned meeting on Tuesday for the purpose of compiling by-laws, reported that they had accomplished that work. The by-laws were submitted and approved. The following officers were then elected for the ensuing year: President, Joseph N. Shenston, Massey-Harris Co.: vice-president, D. F. Maguire, Griffiths Corporation; secretary, Jas. Milne; Executive Committee, H. E. Walton, Kingston; T. Fane, Toronto; Mr. Knowles, Brantford; Mr. Chapman, St. Catharines. It was decided to hold a cycle show during 1896 under the auspices of the Board.

Minor objects of the association will be the abolition of the year's guarantee in the sale of a bicycle, which the members say is a delusion and a snare, and the collection of debts.

MEETING OF ELECTRICIANS.

Next Tuesday the fifth convention of the Canadian Electrical Association will open in Ottawa. It will last three days. The following papers will be read: "Some notes on the consolidation of two systems of electrical supply," A. A. Dion, Ottawa; "The Telegraph in Canada," Chas P. Dwight, Toronto; "Suggested forms of electrical light accounting," D. R. Street, Ottawa; "From the coal pile to the meter," James Milne, Toronto; "Some modern alternating current apparata," H. T. Hartman, Peterboro'; "Non-interference duplex relay and a percentage method for circuit measurements," D. H. Keeley, Ottawa. J. J. Wright, of Toronto, will also read a paper, the subject of which has not as yet been decided upon. Lord Aberdeen has placed his electric launch at the disposal of those wishing to take a sail.

PERSONAL MENTION.

Fred Morse, of Miller, Morse & Co., Winnipeg, was in Toronto this week.

J. J. McGill, manager of the Canadian Rubber Co., Montreal, is in Toronto this week.

S. T. Suggett, Grand Valley, made HARDWARE AND METAL a pleasant call this week. So did J. S. Greenhill, of Leamington.

Robert Munro, managing director, and Wm. H. Evans, local manager of the Canada Paint Co., Ltd., were the guests of the Industrial Fair Commissioners, Toronto, at luncheon on Tuesday last.

W. McMaster, president of the Montreal Rolling Mills Co., and A. F. McPherson, secretary of the same company, and Mr. Ferrier, of the Canada Horse Nail Co., Montreal, are in Toronto this week.

LATE BUSINESS CHANGES.

R. T. McClelland, lumber, Petawawa township, Ont., has assigned to Richard Tew, Toronto.——George Dell, hardware, etc., Petrolea, Ont., has sold out.——J. T. Depencier, general store, Merrickville, Que., has sold out at 40c. to Bradfield & Logan. ——The assets of Wm. Morin & Co., furniture, Montreal, have been sold.——T. Huard, general store, Plessisville, Que., has assigned.——The assets of Severe Daoust, general store, St. Benoit, Que., have been sold.——Chas. Desmarteau has been appointed curator of Joseph Martin's carriage works at St. David, Que.——The creditors of Premont & Collin, general store, St. Felicite, have been called together.

A BIG STOVE HOUSE.

While at the Industrial Exhibition the other day I met one of the McClary Manufacturing Co.'s representatives. "I see you have got a nice exhibit in the Stove Building," I remarked.

"O, pshaw," he replied, "if we were to show just one of every style of stove and furnace we make at our factory at London, the Stove Building would require to be just half as large again as it is now. We make nine styles and forty-two sizes of furnaces alone. One of our stoves on exhibition is the 'Famous Active,' which contains all the latest improvements. The oven both above and below is cemented. We have also on exhibition a number of parlor cooks, double heaters and oil stoves. In furnaces we have on exhibition the 'Famous Magnet' wood furnace and the 'Famous Florida' coal furnace. These are constructed with a view to durability and economy of fuel. The wood furnace has a very heavy fire-pot, constructed of cast iron, with a radiating surface of steel, and ranging in weight from 910 to 1,600 pounds, while the heating capacity is from 20,000 to 100,000 cubic feet."

FIRE AT FRANKFORD.

A disastrous fire occured on Sept. 10, in Frankford, Hastings County, Ont., doing about $10,000 damage to the village. The following losses were sustained: The Fosters' Block, $4,500, insurance $2,000; B. Bostrom Block, drug store and residence, $4,500, insurance $3,500; Lewis Chown, $700, total loss, no insurance; James Foster's Machinery Hall for Massey-Harris Co., $1,000, little or no insurance; James Griffis' stock, fixings and furnishings, $250, no insurance; E. Regan, barber, $200, insurance not known; Sarles & Grass, merchant tailors, manufacturing department and supplies, $500, no insurance; Weston & Doyle, about $500 damage to stock and premises; the store owned by Thos. Foster and his own stock and premises, to the amount of $500.

FATHER OF THE BEDSTEAD TRADE.

William Pitt, who died a few days ago at Brimingham in his seventy-eigth year, was, says Ironmonger, probably the oldest workman in the bedstead trade, of which he was popularly known as "the father." He had been in the employment of Peyton & Peyton, who were among the earliest patentees of metallic bedsteads, for fifty-six years, and had therefore joined the industry in its cradle, and was familiar with all its developments. It is calculated that the trade now gives employment in Birmingham alone to over 10,000 workpeople, and the annual out put of iron bedsteads may be reckoned in millions.

BRITISH-CANADIAN TRADE.

The British exports to Canada increased 13 per cent. in August, as against August last year, and declined 8 per cent. in the eight months then ended. The British imports from Canada decreased 2 and 3 per cent. for the period. The increases in imports during the eight months were: Cattle, £100,000; sheep, £30,000; wheat and flour, £100,000; hams, £45,000; butter, £21,000; eggs, £22,000; metals, £2,300. The decreases were: Cheese, £160,000; fish, £100,000; wood, £200.000. The increase in cattle suggests that the embargo is not an unmixed evil.

FORSAKES "CREDIT" SYSTEM.

A. Brand, who has for 20 years carried on a successful and growing business at Embro, Ont., has issued a cleverly gotten up circular to his customers informing them that henceforth he will give no "tick." Cash or produce are to be the terms of purchase from now on.

FALL GOODS

Stove Pokers
Dripping Pans
Lanterns
Coal Hods
Elbows
Stove Boards
Stove Shovels

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

CANADIAN ENAMELLED WARE.

IF there is one class of manufacturers in Canada who deserve to be congratulated it is those who have undertaken the making of enamelled ware. There are but two in the country, Thos. Davidson & Co., of Montreal, and the McClary Manufacturing Co., of London, and these firms are entitled to the warmest congratulations, both for the enterprise they have exhibited and the excellence of the quality of the enamelled ware they turn out. I have been inspired to make these remarks by an inspection of the exhibits of enamelled ware made by these firms at the Industrial Exhibition, Toronto. It is surprising the perfection to which the firms in question have brought these goods, and these remarks apply to the fancy as well as to the plain lines. To my mind the Canadian made article is as good as the imported, and in some instances at least I am sure it is better. In order to convey to the visitor an idea of the process of manufacture, both firms showed the rough steel sheet, the same after it had been stamped into shape and then after it had been treated to its pickle bath preparatory to being enamelled.

THOS. DAVIDSON & CO.'S EXHIBIT.

The exhibit of Thos. Davidson & Co. is situated in the main building near the north-east corner, and is in the care of J. Taylor Webb, the western representative, and W. E. Barrett, the eastern representative of the firm. The display was large and the arrangement was excellent. Bunting of various lines formed the ceiling, while the flooring was composed of stove boards of various patterns. By way of contrast, on one side were an old fashioned open fireplace with "dog" and now practically obsolete kitchen utensils, while on the opposite side were the modern gasoline vapor stove and kitchen utensils. The exhibit was primarily to show the enamelled and lithographed ware which this firm makes. There was enamelled ware of many patterns, and enamelled ware for all purposes, showing that this article is replacing china and earthenware in many lines. "Our exhibit," explained one of the gentlemen in charge, "is principally of our staple lines. We have been so busy that it has been utterly impossible to get together as many of our fancy lines as possible." There were quite a few fancy lines on view at any rate. What particularly caught my eye in the fancy lines were the chamber sets, water jugs and tea pots. Something else that particularly interested me was the blue enamelled signs with white letters. I can perfectly coincide with the remark of a Chicago man: "These signs are equal if not superior to anything we turn out in our country." The lithograph work, particularly as exhibited in the tobacco boxes, etc., was very handsome. Thos. Davidson & Co. have in their establishment at Montreal six large lithographing presses and six artists drawing up designs.

THE M'CLARY MANUFACTURING CO.

This firm's exhibit occupies an excellent position on the ground floor of the Main building, just east of the fountain. It is compact, and the handsome character of the goods displayed is enhanced by unique and artistic arrangement. "Every article you see there is of our own manufacture, notwithstanding that some people have insinuated to the contrary," remarked one of the gentlemen in charge, The exhibit was composed of regular lines manufactured, and were taken from ordinary stock, although everything was "firsts." The firm's four leading lines are: "Famous," or mottled, "Imperial," or speckled, white and figured. "Here is something," it was explained to me, as he held a handsomely decorated tea pot and tea cup for my inspection, "that has never been accomplished before; even in Germany, the home of enamelled ware. I mean this peculiar yellow color. That pot can be retailed at $1.25." I noticed some plates of the same color. These goods, in fact all the figured goods, were decidedly handsome. Blue enamelled signs were also exhibited, and, judging from their character, the McClary Co. has also acquired the art of bringing these to a high degree of perfection.

I look back upon my visit to the enamelled displays of the McClary Mfg. Co. and the Thos. Davidson Co. with more pleasure than to any other exhibit at the Industrial.

THEIR NEW PREMISES.

Lamplough & McNaughton, hardware and cutlery importers, Montreal, have removed their offices and sample rooms to No. 59 St. Sulpice street, where, with the increased facilities, they will be able to carry a larger and more complete line of samples than heretofore in all lines of German hardware, German pocket cutlery, scissors and razors, German enamelled ware, English table cutlery, and hardware specialties of all kinds.

LARGE CONSIGNMENT OF . . . NITRO POWDER Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

RETAILING WINDOW-GLASS.

THERE are two important features to be considered in selling window-glass at retail. First, a convenient way of keeping the stock; second, a good cutting-board. The disadvantages of keeping glass in the original boxes, "up-ended," is apparent to all who have tried that system. A good plan for keeping a small to medium stock is to take a space about 8 feet high, 12 feet long, and 3½ feet deep. In this put in partitions, dividing the space into four parts. Use the bottom bins for the large glass, running the length horizontal. Thus the largest size would be 32 by 42. The smaller in the tiers above, until the top is reached, which is for 6 by 8, 8 by 10, etc. At the side of this rack, upright bins—perhaps three or four--may be made for panel-glass, as 14 by 48, 16 by 50, etc., ground and enamelled glass. One of the disadvantages of this plan is that the bins must be made quite deep, which takes up considerable floor-room. Another plan is to use the vertical system. In this several sizes are in one bin. To get the best result from this plan, select a corner and have the bins circle from it. The bin may be about 50 inches high, and can be divided so that the small sizes will be above and the larger below. Each bin is numbered at the top to signify the width, and on the left side the length. As the sizes increase in width they will occupy the larger spaces in the centre, and decrease as they come toward the shallow part to the right, which take the 6 by 8, 8 by 10, 9 by 12, etc. In filling bins of this description the longest glass is put in the bin first, leaning to the left. Thus the 12-inch bin in the top space we would put in 12 by 16, then 12 by 14.

The size of the bin depends upon stock and qualities of glass carried, as cathedral, chipped, ground, and enamelled glass.

The second consideration is the cutting-table. There are several very good ones on the market, but, if one is so inclined, a table that will answer all requirements can be made at home. In deciding upon the size it will be found advisable to construct one larger than you think you will need. The top, even if made 50 by 70 inches, will not be too large, as you will require a place to pile the glass as it is cut. To have the board true, a steel square may be taken to the blacksmith's shop, and pieces the required length and width welded in, and marked in inches as the square only, not as fine gradation, ¼ inch being fine enough. This should be attached to the left and lower edge of the table, and sunk below, so that the top will be perfectly flush.

At the top of the board or table, iron pins about ¾ of an inch thick should be diven 1 inch apart. A strip of wood slightly raised should have the figures plainly marked, and placed directly at the back of the pins.

The straightedge for cutting should be about 2 inches wide, with one end sawed at an angle as though to mitre; this will leave a point to insert between the pins. If a light is to be cut 20 by 20¼, we would probably find the width, but the ¼ inch must be cut from a 22 or 24. To cut this the light would be laid on the table extending ¼ of inch over the left-hand side of the table.

The straightedge placed between the pins numbered respectively, 19 and 20, and an ⅛ of an inch allowed for the diamond, would bring the cutting-mark exactly on a line with 20. In placing a light upon the board, the convex side should be down; this will allow the glass to be swung round and handled much easier, as the centre only touches the table. After the cut has been made, if there is only a slight curve in the glass, and room for the fingers between the cut and the edge, the sheet should be placed in such a position that the mark of the diamond will be on a line with the metal edge of the table. Now, raise the sheet with both hands so that one edge rests upon the table toward the pins, and bring it down smartly and evenly, and the glass will break along the cut made by the diamond, leaving the smallest piece in your hands.

Where there is but a small strip to cut off, as ½ inch or so, start each end by tapping on the underside of the cut. If only one end is started when the twist is applied by the tool or the hands, a piece is often taken out of the other end, and is just as likely to come out of the sheet as from the waste piece.—Hardware Dealer.

BINDER TWINE TENDERS.

As stated some weeks ago in these columns the Ontario Government recently gave up the control of the binder twine industry at the Central Prison, and called for tenders for the privilege of operating the prison plant with prison labor. It was announced a day or two ago that the tenders were all in, but no decision has been come to yet.

Inspector of Prisons Noxon, being waited upon by HARDWARE AND METAL on Thursday, stated that no award had been made as yet, but that one would likely be made by the Cabinet Council some day next week.

Questioned on the point, Mr. Noxon stated that the decision would not be delayed until Sir Oliver Mowat's arrival from Great Britain.

A FIREPROOF SHUTTER.

The Metallic Roofing Co. have introduced a new thing into the Canadian market, in the shape of a fireproof shutter, which is made of cross-sections of wood nailed firmly together with clinch nails, covered with a double layer of asbestos, and finally enclosed in steel plates. Not even a nail head is exposed to the flames, and the shutter, it is claimed, will not warp. The company has already placed a big order for this contrivance in Toronto.

FURNITURE MAKERS.

The annual meeting of the Canadian Furniture Manufacturers' Association took place in Toronto on Sept. 10. The business principally before the meeting was the discussion of grievances of the retail trade and the election of officers. J. S. Anthes, of the Anthes Manufacturing Company, of Berlin, was elected president; George McLagan, of Porteous & McLagan, Stratford, vice-president; J. S. Knechtel, of the Knechtel Furniture Company, Hanover, treasurer, and J. R. Shaw, Toronto, secretary and solicitor. The association was entertained by the directors of the Industrial Fair in the evening.

THE LATEST IN ELECTRICITY.

The latest invention in the electrical world has great things claimed for it. The discovery, which has been made public in an interview in The Pall Mall Gazette, has been made by Dr. Hertz, a French scientist, and, according to the statements of the inventor, modern telegraphic practice is to be thereby revolutionized. He states that by his system a hundred thousand words can be transmitted over a submarine cable in a minute, as against about twenty words accomplished by the existing methods. The resulting reduction in price means that fifty words will be able to be sent for 2½d., instead of only one. Dr. Hertz adds that the matter is now in the hands of a patent agent, and as soon as the necessary formalities to secure the rights of the invention have been completed, the world may know the details. The commercial advantages of such an invention are so obvious, remarks a contemporary, that, if the capabilities of the system are bona fide, the sooner it is put into practice the better, but the prudent mind suspends judgment on such magnificent promises.

LEARNING FROM OTHERS.

No matter how well arranged one's store may be there is an opportunity for improvement, and however good the merchant's methods may be he should be willing to learn from others, remarks Iron Age. There is little doubt that most successful and progressive merchants have much of this spirit and are continually on the outlook for improvements in the arrangement of their goods and in general store management. This is illustrated in the following letter from a hardware merchant in Pennsylvania:

"The observant merchant will find that he does not possess a monopoly of the best ideas of store arrangement and management. Recently a merchant tried to devise a display stand for garden tools, which should be inexpensive; one of his clerks suggested using a 6-foot clothes rack four fold. The objection was raised that it would be too frail. But the clerk insisted that it would work because one of the other hardware stores had one in use. The rack could be fastened to the floor at the four corners with angle irons, while the rods made convenient places on which to hang the hoes and rakes."

STEEL CANAL BOATS.

THE Iron Age says: "The introduction of steel barges for canal service is thought likely to exert a revolutionary influence on the New York state canal boat industry. The steel boats cost but little more than the old wooden canal boats, and have the advantage of being more durable and less expensive to repair. Their greatest recommendation, however, is the fact that rough cargoes, such as steel and iron products, as well as grain and provisions, can be shipped from any of the lake ports to New York without breaking bulk, and the boats can also carry return cargoes from the coast direct as far as Duluth under the same conditions, a thing which was impossible under the old conditions, as the wooden canal boats could not safely cross the lakes and were not insurable, except under very exorbitant rates. On the other hand, the steel boats can be insured, it is stated, at a comparatively cheap rate. Their use will also prevent unnecessary charges on grain at Buffalo, where there will no longer be any necessity for trans-shipping cargoes as heretofore from lake steamer to barge; but they will be brought straight through to New York city, thus cheapening the freight by at least 50 per cent. It is calculated also that the extended use of steel boats for freight purposes will largely stimulate the export business of the port of New York, which has fallen off of late years, a large part having been diverted to Baltimore, Boston, Philadelphia and Newport News. Furthermore, the success of the initial trip of these steel boats will offer an irresistible argument for the deepening of the Erie Canal by at least two or three feet."

Writing on the same subject "Seaboard" says: "It is by no means too much to think that these boats may put an end to the deep waterways agitation. The construction of small boats, capable of navigating the lakes and the canals at a profit, and which could compete in a canal of nine feet depth with ships running through a canal 20 feet deep at a large profit, will, of itself, stamp the idea of a ship canal as impracticable, visionary, expensive and unnecessary. Whether the steel canal boats presage the displacement of large lake carriers for the transportation of cargoes destined for tide water from any portion of the chain of lakes remains to be seen, but is debatable, and possible. It will cause a pause in the consideration of a deep waterway to the sea until this possibility is investigated, experiments made and results demonstrated."

MONEY IN SPECIALTIES.

According to a London trade journal, the advantage, in an advertising sense, of becoming identified with a specialty of some kind is not as much appreciated as it might be. To illustrate more clearly, reference is made to a man who, having taken up bent iron work and pushing it energetically, and identifying himself with it as a specialty, has come to be known as "The bent iron man." There is money value in such a popular designation, a "good-will" in a name. It provokes inquiry, and every explanation is a free advertisement. Not everybody can be so fortunate as to attach himself to a special line of business which will stand sponsor to so pat a name as this, but practically any tradesman can make a leading feature of something which will differentiate him from his brethren in the same trade. Manufacturers understand the value of specialties or of acquiring a name for certain special lines. The worthiest man may bury himself in a dull level of conventionality. If he would attract attention he must do something that nobody else is doing at the moment. A visit was made to an ironmonger, who set up his shop in a town already fairly well supplied with hardware dealers of the legitimate and illegitimate sort. He instinctively felt the need of floating his venture with the aid of a specialty. He decided upon guns and ammunition, though the town was not a centre for sportsmen by any means, and he knew very little about guns. But he went into the branch with energy, and his specialty has been his salvation. Doubtless readers could supply much cumulative testimony to the same effect. The world is so very busy that it will not heed the ordinary blandishments that were once sufficient for the tradesman. He must, metaphorically speaking, sound a trumpet or wave a flag.

HOT . . .
WATER . .
BOILERS .

"OXFORD"

QUINTET . . .
QUARTET . . .
DUET and RUGBY
RADIATORS . .

THE MOST MODERN, EFFICIENT, AND ECONOMICAL



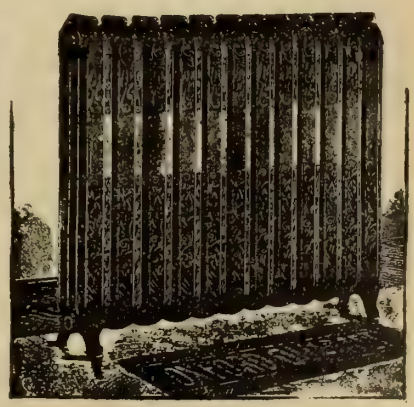
Boilers AND Radiators

EVER PRODUCED

Our **Radiators** have the only perfect

IRON TO IRON JOINT

(Never a leaky joint)



OXFORD WARM AIR FURNACES

For all sizes of Buildings

Manufactured by . . { The Gurney Foundry Co. Ltd., Toronto
{ The Gurney Massey Co. Ltd., Montreal

POINTS FOR CLERKS.

REV. J. R. MILLER, writing on "Mistakes Young Men Make," says:

I have abundant material for this article in the record of twenty-five years' work among men. A great many young men fail. Moral failures are not the only ones. There are many who are not destroyed by their vices, who yet make very little of their life. They are good, but good for little or nothing. The possibilities within them are never developed.

A young man ought to make the most of his life in all ways—in mental culture, in moral character, in work, business, or profession, in social influence, and in religious activity. Whatever mars this full-rounded manhood at any point is a mistake.

Men fail of their best because they did not prepare well for life in the days when preparation was their only duty. Wellington used to say that Waterloo was fought and won while he was a schoolboy. It was what he learned then that prepared him for fighting that great battle. The foundations for successful life are laid always in the early years. Many failures in middays are owing to negligence or indolence in youth.

Napoleon, once visiting his old school, said to the boys, "Boys, remember that every hour wasted at school means a chance of misfortune in future life." The boy cannot afford to miss one lesson. That one may contain the very bit of knowledge for want of which he will some day stand confused at the door of a great opportunity, unable to enter. Young men make a serious mistake when they fail to improve their early opportunities for preparation.

Another mistake many young men make is the forming of a distaste for work. They like as many hours as possible for rest, for social pleasure, for amusements. Their aim really is, not to make the most of life, but to have a good time. They dislike work. They chafe under rules and discipline. They take no interest in the business which employs them. They keep their eye on the clock, eager to get away the moment the hand touches the hour.

When such habits have been formed in early life there is little hope for a young man's future. The only sure saving of manhood is an enthusiasm for work and a capacity for a measureless amount of it. Work knits thews of strength in body and soul, disciplines the life into nobleness and power, and developes the talents to their best. The young man makes an irreparable mistake who forms easy-going habits. He will never be able to take the best prizes in life, to win the success that would have been possible, if he had learned to use all his capabilities.

Get leave to work
In this world: 'tis the best you get at all:
For God, in cursing, gives us better gifts
Than man in benediction. God says, "Sweat
For foreheads"; men say, "Crowns"; and so we are crowned,
Ay, gashed by some tormenting circle of steel
Which snaps with a secret spring. Get work! get work!
Be sure 't is better than what you work to get.

Another mistake made by many young men is the failure to grasp life's true meaning and purpose. We are put into this world, not merely to get through it in any sort of way, and to get a reasonable share of comforts as we go along. It would not be worth while for God to make a man, putting into him such marvellous capacities, if that were all he meant him to do with himself. Life is given us, first, that we may develop its every faculty and power to its utmost possibility, and then, that we may use its every energy in doing our full part in the world's work.

With many, however, there seems never to be one serious thought about life. It is all play. There is no sense of responsibility to God, no conception of obligation to others. Self is the centre of all. We are put in this world to grow into the noblest possible manhood, and then to serve our generation in the way that will do the greatest good.

My life is not my own, but Christ's who gave it;
And he bestows it upon all the race.

Not to realize this divine purpose is to live largely in vain. No graver mistake could be made.

Many young men make a mistake in the choosing of their friends. The influence of companionship is simply immeasurable. It does more than almost anything else in shaping the character.

Then, it gives one his place in the world among other men. A man is known by the company he keeps. If his associates are unworthy, with doubtful reputation, he cannot have the respect and confidence of better people. Hence a young man fixes his rank and place among his fellows unalterably by his selection of companionships.

It needs no argument, therefore, to prove that he who permits himself to take into his life unworthy persons as his friends commits an irreparable mistake.

A rabbit's foot was caught in the hunter's steel trap. The little creature seemed to realize that unless it could get free it would soon die. So with an admirable bravery it knawed off its leg with its own teeth, thus freeing itself, though leaving its foot in the jaws of the trap. If a young man discovers that he is in the snare of evil companions, whatever it may cost him he should tear himself away from it.

Another mistake which many young men make is leaving God out of their life. We are made for God, and when men break away from him they cut themselves off from the one source of all true blessing and good. All the terrible moral failures which strew life's course with so sad wrecks are consequences of this fatal error.

It goes without saying that the young man makes a mistake who begins to drink, or who does not keep himself pure, or who lies or uses profane language, or who is dishonest in even the smallest things. These are sure ways to ruin. To save the life from these and all like perils one must recognize God's right to his love, worship, and obedience. He who is true to God is true to his soul, and will live nobly among men.

IT RANKS WITH LIVERPOOL.

According to the annual report of the British Consul-General at Hamburg that port not only now ranks as the equal of Liverpool, but in some respects surpasses it. During 1894 no fewer than 9,165 sea-going vessels, of 6,229,000 tons, entered the port, being an increase of 4 per cent. over 1893, in which year 8,792 vessels, of 5,886,000 tons, entered. The increase, adds the Consul, "is significant, as in 1893 the tonnage of sea-going ships first reached a point which left Liverpool behind as regards the shipping visiting the port from ports outside of Great Britain." The Hamburg shipyards, says the same authority, have been kept fairly well occupied during the year. Twenty-two steamers, of 78,608 tons, and eight sailing vessels, of 6,027 tons, have been added to Hamburg ownership, and of these eight steamers, of 28,149 tons, and two sailing ships, of 4,794 tons, were built in the United Kingdom. The total addition to the German mercantile marine during the year was 58 steamers, of 129,884 tons, and 13 sailing ships, of 14,701 tons, of which 15 were built in England and the remainder in German shipyards.

BANKRUPTCY IN ENGLAND.

The twelfth annual report of the British Board of Trade on the administration of the Bankruptcy Acts during 1894 shows that the number of receiving orders made was 4,762, involving liabilities of £6,963,806, and estimated loss to creditors of £5,384,173. These figures compare favorably with those for the preceding year. The receiving orders were less by 112, with liabilities reduced by £528,561, and estimated loss to creditors less by £204,763 than in 1893. Deeds of arrangement numbered 3,894, a decrease of 44, with liabilities, £6,419,099, involving an estimated loss to creditors of £4,311,416. Last year's failures, it will be noted, show a reduction amounting to nearly 2 per cent., while the liabilities show a reduction of over 11 per cent. The foregoing figures, observes the Inspector-General in Bankruptcy, and the fact that during the present year the failures continue to show a progressive decrease upon the figures of 1894, confirm the generally prevailing impression that the condition of business is slowly improving, and the year 1893 may probably be regarded as indicating the high-water mark of insolvency over a considerable period.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER Cchurn

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

WE SUPPLY THE PLASTER
YOU FURNISH THE SAND.

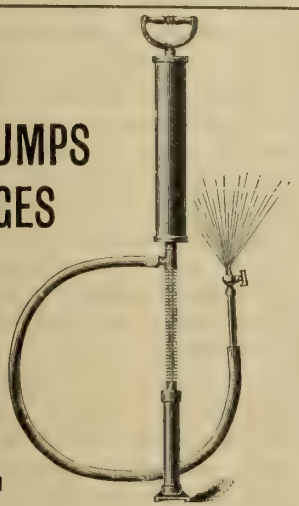
PARISTONE WALL PLASTER

In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to Pay.
A Hard Wall Plaster at a Price within Reach of All.

Made by . . .
THE ALABASTINE CO., LIMITED
Manufacturers of Land and Calcined Plaster,
PARIS, ONTARIO

TORONTO SALT WORKS Write for Circulars, Prices and Freight Rates.
128 Adelaide St. E. Sole Agents for **TORONTO**

FOR
BRASS SPRAY PUMPS AND SYRINGES

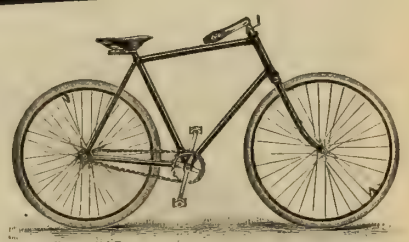


WRITE . . .
Stevens Manufacturing Company
LONDON

SPRITE CYCLES
LEAD FOR QUALITY FINISH
LOW PRICES

CATALOGUE UPON APPLICATION

PRICES
CUSHION TIRES FROM £5 8 0
PNEUMATICS FROM £6 9 6
At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,
Steam Cycle Works
BLOOMSBURY, London, W.C

Beware of Counterfeits

Get the old and original and only reliable

JOHN LUCAS & CO.'S
IMPERIAL FRENCH GREENS

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

TRADE CHAT.

THE Northern Elevator Co. have commenced the erection of an elevator at Oxbow, Man.

An increase of rates is being discussed by the transatlantic steamship companies.

There are nine hundred and seventy-six street railway companies in the United States.

T. H. & B. people say the proposed railroad depot in Brantford is to cost not less than $10,000.

Eighteen of Montreal's business men have been arrested on the charge of setting fire to their stores.

Fifty-four glass blowers are engaged at the glass factory in Wallaceburg, Ont., making two shifts of 27 blowers in each. The amount of work that they will turn out will be something immense. The glassware is of the finest kind.

John Bale's saw and grist mills at Rodney were burned down Saturday. Loss, $5,000; insurance, $1,000.

The fifth convention of the Canadian Electrical Association will be held at Ottawa commencing Sept. 17.

The first trolley car on Dundas street, London, ran on Thursday to the Fair grounds, and passengers were carried free. Merchants along the route gave it an ovation.

R. H. Smart's hardware store, Brockville, was burglarized the other night. The burglars were not successful in obtaining much booty of value.

The Hamilton Council has adopted its Finance Committee's report recommending no action on the application of the T. H. & B. for an additional bonus.

The public opening of the Sault Ste. Marie ship canal took place Monday morning. The locks are operating satisfactorily. The depth of the water is 23 feet at the lower level.

John McKay, of Tavistock, has overhauled his blacksmith shop. It has every convenience, is well ventilated, well lighted and exceedingly commodious. He has also added a coal storage.

Mr. Massey, of the Massey-Harris Mfg. Co., says he will begin the manufacture of electrical buggies shortly. He is also going to build bicycles during the winter and sell them at a dollar a pound.

For several days a gang of 31 men have been busy collecting old scrap iron in the C. P. R. yards and loading it upon the cars for shipment to Montreal and eastern points. This iron has been accumulating for over ten years, and as it is valuable owing to the large quantity, the company have decided to send it to their works in the east.

The Lake of the Woods Milling Co. has completed the erection of fifteen new elevators.

A committee of the Winnipeg Board of Trade and City Council will interview Premier Bowell on the subject of improving the navigation of Red River.

The contract for the erection of the addition to the Lozier bicycle factory at Toronto Junction has been let to A. J. Brown, Toronto, for $10,500. The building is to be a three-storey brick, 50 x 150 feet.

Mr. Blue, of the Mining Department, has been examining the mineral possibilities about Lac de Milles, Rainy River district. He is much satisfied with the country, and thinks the Shoal Lake gold region veins are the most likely he has seen in the district. They will also turn out well, as also will the Lake Herald mine.

Progress with the Hamilton Iron and Steel Smelting Works at Hamilton is being pushed to completion very fast. There arrived one day this week twelve carloads of material, sixteen the day following, and it will continue to come in at about this rate. There are some 75 or 80 cars now in transit, and the whole of the material will arrive within the next 30 days. The matter is being hurried forward without delay, and will be completed before January 1.

The wiring of the electric railway, Guelph, has been finished. The work on the curve at the top of Wyndham street and the switches at the corner of Woolwich street and the London road, is rapidly nearing completion. The new engines and boilers at the power house have been tested and are working satisfactorily and men are engaged making the motors on the cars ready for operation.

At a meeting of the Council of the Montreal Board of Trade on Tuesday the secretary submitted a great amount of correspondence and reports that had accumulated during the summer months. The Post Office Department had been written to regarding he delay of correspondence west of Toronto on Saturday night and the Postmaster-General had replied that he had enquired into the matter and taken steps to remedy the defect in the service.



A Photogravure of the Exhibit of the Toronto Silver Plate Co. at this year's Industrial Exhibition.

SEEKING INCORPORATION.

John William Coy, Harry Ellis, Henry Flumerfelt, Florence Adelaide Coy, all of St. Catharines, Ont., and Lorenzo Clarke Raymond, of Welland, Ont., seek incorporation as "The Power Rope and Belting Co., Ltd.," to manufacture rope, belting, tan leather, and sell the same at St. Catharines, with a proposed capital of $20,000.

COMPETITION AND QUALITY.

DURING the period when the earlier trusts were in process of formation and also at the time that some of the distributers' combinations were being organized, remarks Merchants' Review, a certain section of the trade press fairly beslavered their readers with articles showing the terrible evils of unbridled competition. Even to this day the same string is occasionally harped upon in the trade press, the object evidently being to arouse the mercantile class to the necessity of taking action to abolish the practice of cutting prices. A stock argument with monopolistic writers and the apologists for the distributers' combinations is that the inevitable effect of free competition is to debase quality.

Quality certainly often suffers from the intense rivalry between tradesmen in the same branch of business, because the public is easily attracted by low prices, and the simplest way of making low prices is to sacrifice quality.

But if competition is constantly inducing one class of dealers—the short-sighted class—to gradually lower the quality of their wares, for the purpose of making so-called bargains, another class of dealers—the most successful class, the leaders in each branch of trade— are constantly being spurred by that same bugbear, competition, to offer the public better and better goods. With this class competition causes the improvement of quality quite as effectually as with the other class it operates in a contrary direction. Of course competition ought to be given the credit for the good as well as the blame for the ill that results from its operations. But, barring the admission, which they cheerfully make, that "Competition is the life of trade," most of the above-referred-to writers will not concede to competition a solitary merit.

It may not be worth while to go farther into this subject and show other beneficent consequences of business rivalry than the raising of the standard of quality, but it behooves the retail grocer to look into the subject carefully and note the results of the two different lines of policy—the search for cheap goods and the search for superior goods—which he can find exemplified in almost every town and city.

If the investigator in question does not discover that a larger measure of success, a more permanent success, rewards the dealers who look to the merits of goods as well as to the price, than those shopkeepers are able to win who put cheapness first and quality second, then the investigation will have been restricted to too narrow an area and too limited a period of time. At the start the worshippers of "cheapness" often astonish older established dealers by the rapidity with which their businesses expand. But, if brilliant, such a career is usually brief, the public soon returning to those dealers upon whom it can rely for quality, notwithstanding the ease with which it may have been enticed away from them by the bait of low prices.

There are some branches of business in which the above remarks do not entirely hold good, but where food products are concerned, quality is of more importance than price.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

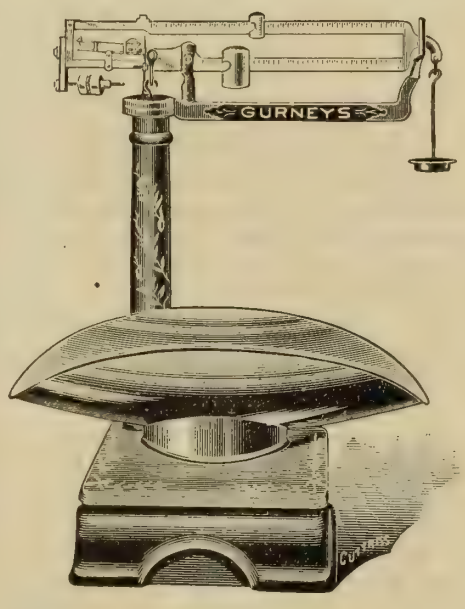
CUTLERY Splendid value in all kinds for the Fall trade. See our samples. . . . . .

WIRE Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
. . . MONTREAL

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.

Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

A. ALLAN, President. F. SCHOLES, Managing Director. J. O. GRAVEL, Secretary-Treasurer.
J. J. McGILL, General Manager.

CANADIAN RUBBER CO.

CAPITAL **OF MONTREAL** $2,000,000.00
TORONTO and WINNIPEG

Manufacturers of superior quality

Rubber Belting

Of following grades:

"Extra Star"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"
"Fine Para"

All kinds of

Rubber Hose

All made with our Patent Process Seamless Tube, including

Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

Mould Goods of Every Description.

WESTERN BRANCH:
Cor. Front and Yonge Sts. - Toronto
J. H. WALKER, Manager

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

LORENZO BRUNOTTO, trader, Montreal, has been summoned. There is a demand of assignment in his case, and the creditors are asked to meet on Sept. 16.

N. B. Elderkin, furniture, etc., Parrsboro, N. S., has assigned.

G. H. Williamson, general store, St. Andrews, N.B., has assigned.

John Hollingsworth, general store, Escott, Ont., has assigned to Jas. Smart.

Louis Trepanier, general store, Treadwell, Ont., is offering 25c. on the dollar.

Odilion Lapointe, general store, etc., St. Jean D'Orleans, Que., has compromised at 50c.

There is a demand of assignment in the case of Theophile Huard, general store, Plessisville, Que.

Albert Vipond's general store at Vars, Ont., has been closed under chattel mortgage. Vipond has another store at Hudson, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

The Gold Hill Mining Co. of Ontario, Madoc, Ont., wants a charter.

Charette & Cheney, general store, etc., South Indian, Ont., have dissolved.

Tilly & Poustie, general store, Aylmer, Ont., have been succeeded by Poustie & Stewart.

Fortunat and Origene Loiselle have been registered partners as Loiselle Freres, traders, Montreal.

Bogart & Carter, hardware, plumbing, etc., Picton, Ont., have dissolved and been succeeded by Carter Bros.

The Ontario Auer Light Co. at Hamilton, Ont., and the London Auer Light Co. at London, Ont., are applying for charters.

Crosby, Allen & Co., lumber, Pleasant Valley, N. S., have dissolved, and Edwin Crosby, Geo. F. Allen and Caleb Cook have formed the Pleasant Valley Lumber Co.

SALES MADE AND PENDING.

Willard Ellis, general store, Brookfield, B. C., has sold out.

R. L. Joynt & Co., general store, North Augusta, Ont., are selling out.

Hinton & Penny, machinists, Victoria, B.C., have sold out to E. Barnes & Co.

F. D. Stewart, furniture, Carman, Man., has sold out to the Elliott Furniture Co.

The assets of St. Jean Frere, hardware, Montreal, are to be sold by auction on Sept. 18.

The general stocks of Pednault & Tremblay and of Wilfrid Perron, Chicoutimi, Que., are for sale on Sept 19.

CHANGES.

McKay & Co. have started tinsmithing at Frankville, Ont.

Cleophas Meunier, undertaker, Montreal, has gone out of business.

C. H. Reid, general store, Portland, Ont., is moving to North Augusta.

C. Hampton, general store, Notch Hill, B.C., is reported to have left town.

Elizabeth Spencer, wife of Thomas W. Foster, is proprietress of the business of T. W. Foster & Co., traders, Montreal.

FIRES.

John Bates' sawmill, at Rodney, Ont., has been burned out.

Jonathan Hayes, cooper, Halifax, N.S., has been burned out.

A. Muir & Co., general store, etc., Port Dalhousie, Ont., have been burned out.

L. J. Chown, tinsmith, Frankford, Ont., has been burned out, and the premises of Searles & Grass and Weston & Doyle, general storekeepers, of the same place, have been damaged by the flames.

DEATHS.

Ephraim Butt, wagon-maker, Toronto, is dead.

U. S. METALLIC WEALTH.

The United States Geological survey has compiled an interesting statement of the mineral products of the United States covering the calendar years 1885 to 1894. The largest production of pig iron was in 1890, when it aggregated 9,202,703 long tons, valued at $151,200,410. The product in 1894 aggregated 6,657,388 tons, valued at $65,007,247.

The largest production of silver was in 1892, when 63,500,000 troy ounces were reported, of the coining value of $82,099,150. In 1894 the figures were 49,501,122 ounces, valued at $64,000,000. The largest production of gold was in 1894, when 1,910,816 troy ounces were reported, with a coining value of $39,500,000. The next largest was in 1886, when the product was 1,881,250 troy ounces, valued at $35,000,000. In 1893 the number of troy ounces was less than the product of 1886 by 142,169 troy ounces, but the value was greater by $950,000.

Aluminum shows the largest increase of any of the metals reported, having risen from 283 ounces in 1885, valued at $2,550, to 550,000 ounces in 1894, valued at $316,250. Tin does not appear until 1891, when 125,289 pounds is reported, valued at $25,058. A slight increase in tin product and value is shown in 1892, a decrease in 1893, and none is reported in 1894.

Bituminous coal product was largest in 1893, being 128,385,231 long tons. The product in 1894 fell off nearly 10,000,000 tons. Anthracite coal also had the largest output in 1893, being 48,185,306 long tons, valued at $85,687,078. In 1894 the product was 46,358,144 long tons, valued at $78,488,063.

The production of borax was largest in 1894, being 14,680,130 pounds, valued at $974,445. The largest value of metallic products of all kinds was reached in 1892, when it aggregated $307,716,239. The same year showed the largest value of non-metallic minerals of all kinds, the amount being $339,900,715, the figures for 1894 being, respectively, $218,168,788 and $308,186,774.

CEMENT FOR GASOLINE STOVES.

A St. Louis man writes Metal Worker as follows: "Some of the readers of The Metal Worker may be interested in learning of a cement for making the various joints of a gasoline stove tight. I have used common brown laundry soap with excellent results in putting the gasoline stove together which I had to repair this summer. It is also a good cement to use in the joints of oil stoves where the stoves have a cast iron tank made in two parts. Castings well coated with soap will not leak gasoline or kerosene as long as the coating is not destroyed by abrasion."

MONTREAL SMELTING AND REFINING WORKS

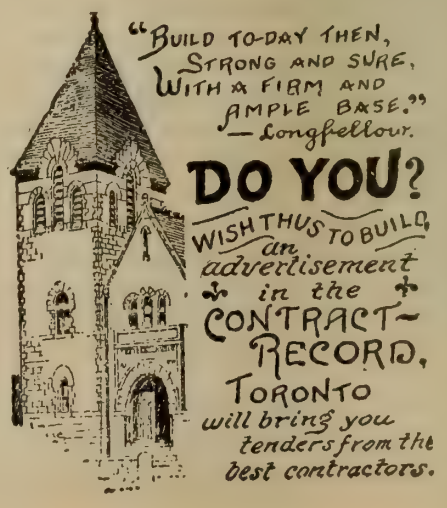
THE Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
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WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

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Sole makers of the
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.....Powder
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Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

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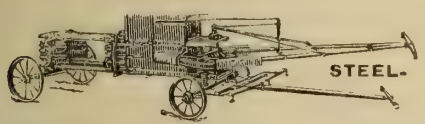
Toronto Fence and Ornamental Iron Works

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Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

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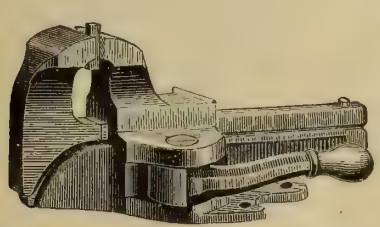
Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

In Handy Cans

IS THE PROPER LINE.

A. RAMSAY & SON

MONTREAL.



STEPHENS' PATENT TOGGLE-JOINT VISES

Stationary or Patent Swivel Bases. Incomparable for Strength, Durability, Firm Hold and Quick Work.

DORKEN BROS. & CO., MONTREAL

CATCH THE AUSTRALIAN TRADE.

Regarding the prospects of Canadian trade in Australia, Dominion Government Commissioner Larke writes to the Department of Trade and Commerce that the sawmill machinery of the colony is out of date and must soon be replaced. Canadian cargoes are now being sent to Australia, and Mr. Larke thinks they will find a good market. Some time ago he suggested that the Canadian boot and shoe manufacturers send a representative with samples, but this suggestion has not been acted upon. United States manufacturers are now exploiting the market, which Mr. Larke again urges the Canadians to enter. It is a curious fact that Canadian bicycles are now being sold in the leading Australian cities. A Sydney firm handling leather proposes to communicate with the Canadian tanners with a view to an interchange of products. Flour milling machinery from Toronto and lawn mowers from Guelph have been introduced into the market. Of the former, sales to a considerable amount were made in Victoria. Enquiries for Canadian goods have of late been greatly stimulated. Among the goods asked for are leather, boots and shoes, fish oil, agricultural implements, nails, parafine wax, lubricating oil, potash and pearlash.

THE MOTOCYCLE.

One day recently, according to Industrial World, M. E. Rogers, the French inventor and manufacturer of motocycles, gave an exhibition trial of one of his horseless vehicles in Washington Square, New York City. It was about the size of a one horse delivery wagon and was ordered by Messrs. Hilton, Hughes & Co., a large New York dry goods house, to be used in delivering goods. The capacity of the wagon is about 1,320 pounds, and the cost of petroleum for operating the engine is figured down to less than half a cent per mile. The rate of speed attained in the New York trial was about eight miles per hour, though a speed of fifteen miles per hour may be attained on good roads, and the vehicle can climb a grade as steep as ten per cent. M. Rogers thinks that his wagon is now so far perfected that its use by commercial firms in this country would result in a saving of expense as well as in better service. The motor is simple and does not require special knowledge. The engine uses rectified petroleum, density of 700. The reservoir holds oil enough for a run of seventy-five miles. This particular wagon is of four horse power. Of this and similar vehicles there are said to be about 4,000 now in use in Paris, which seems to be the only city which has adopted them to any extent. M. Rogers will, it is reported, soon come to Chicago for the purpose of introducing his horseless carriages and wagons in that city.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

JOSIAH FOWLER, ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
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BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Sept. 13, 1895

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley.	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.	
I.C	5 25
I.X	6 50
I.X.XI	7 70
Raven & P. D. Grades	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.X.X.X., "	6 75 7 00
D.C., 12½x17	3 50 3 75
D.X	4 50 4 75
D.X.X	5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06 0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price,
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10½
3-inch	0 13½

Steel Boiler Plate.

¼ inch	2 45
⅛ "	2 35
¾ " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 2 in., 65 and 10
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ⅛ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03¾	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03¼	0 03⅝
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE. Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE. Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE. Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.)	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 57
Boiled, per gal	....	0 60

Turpentine.

(In bbls,)

5-Barrel lots	....	0 39
1 " "	0 40	0 41

Castor Oil.

Best, per lb	0 06½ 0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 20	....	....
26 to 40	1 25	2 40	1 80	....
41 to 50	....	2 80	....	4 05
51 to 60	....	3 10	....	4 55
61 to 70	....	3 45	....	5 15
71 to 80	....	3 90	....	5 80
81 to 85	....	4 35	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 35
101 to 105	....	....	....	10 75
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 70
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0

HANDLES.

Axe, per doz., 32½ p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 32½ per cent. rev. list.

Hoe.

C. & B., dis. 32½ per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 32½ per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair .. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge
6 to 10 in., per lb 0 04
12 in. up, per lb 0 03
Per doz. set.
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross.....	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz....	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern

Basis 50 to 60 dy.....	2 50
40 dy.....	2 55
30 dy.....	2 60
20, 16, and 12 dy.....	2 65
10 dy.....	2 70
8 and 9 dy.....	2 75
6 and 7 dy.....	2 90

2. American pattern only

From 4 to 5 dy.....	3 10
3 dy (lath).....	3 40

3. Canada pattern only—

From 4 to 5 dy.....	3 00
3 dy (lath).....	3 50
3 dy, A.P. fine.....	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz.....	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz..	5 00	9 00
German, per doz.....	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per 100 lbs.....	....	1 80
Tins, lbs.....	2 50	2 75

RAIL.

Barn door, per foot.....	0 03	0 03½
Sliding door, "	0 03½	0 03½
Lanes, "	0 03½	0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's, " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	00 8¾
¼, 5-16, ⅜ in.....	6¾	00 9
Cotton	11	12
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.....	0 65	1 00
" N.P., per set....	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... .... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70
"Empire," McMillan&Haynes, per ft.....	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft....	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each.....	0 75	2 75
" frame only.....	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.....	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz.....	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.....	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.....	2 30	2 45
" black.....	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.		
Acme	3 00	5 00
Lock, Andrews'.....	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American.....	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz.....	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03 0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz.....		1 75
No. 1 stove paste, per gross.....		9 00
No. 2 " "		4 80

STONE.

Washita, per lb.....	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb.....	0 09	0 09
Labrador..... "	0 00	0 13
" Axe, "	0 00	0 15
Turkey ..... "	0 00	0 50
Arkansas ..... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.....	3 50	5 00
Grind. per ton.....	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz.....	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon.....	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....	.....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.....	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 12½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd....	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points	0 00
Steel Staples 0 00	0 02½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

Toddy .. Kettles ..



in Brass
Nickeled
Copper

in a variety of patterns.

LAMPLOUGH & McNAUGHTON

59 St. Sulpice Street

Montreal

ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

P. D. Dods & Co. - Montreal.

188 and 190 McGill St.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works

You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our rimbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

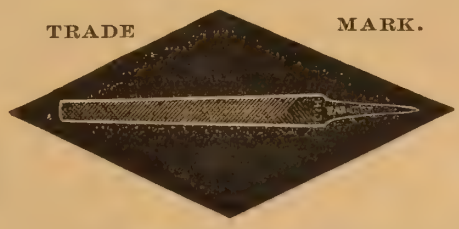
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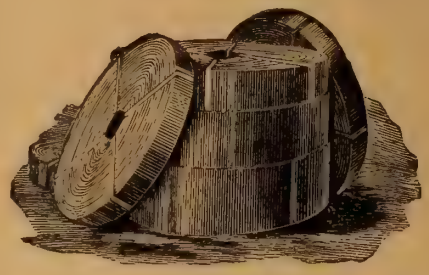
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CANADIAN
HARDWARE
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VOL. VII. TORONTO AND MONTREAL, SEPTEMBER 21, 1895. No. 38.



Magnolia Metal



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CORNELL UNIVERSITY.

ITHACA, N. Y., August 10, 1895.

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I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

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Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,

R. G. CARPENTER.

(Professor of Experimental Engineering, Sibley College, Cornell University, Member Society Mechanical Engineers, etc., etc., etc.)

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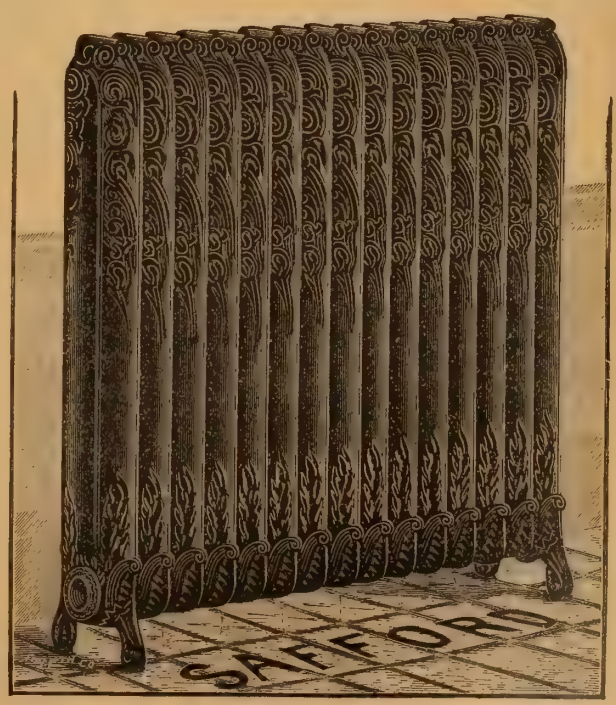
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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Yea

Vol. VII. TORONTO AND MONTREAL, SEPTEMBER 21, 1895 No. 38

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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AMERICAN AND WELSH TIN PLATE.

THE fear is expressed by American tin plate makers that any further advance in the of cost tin plate bars will offset the protection afforded them by their tariff against the competition of Welsh tin plate. Their contention is that the reduction of the American duty on tin plate from 2.2c. to 1.2c. per pound left them with some advantage over the Welsh makers, but with a narrow margin to allow for any increase in the cost of production. In a word, while other branches of the American iron and steel industry have profited materially from the higher prices, tin plate makers' margins have been cut down to a narrow point.

The cost of billets and tin plate bars has advanced about $10 per ton since March last, while the price of tin plate in the same period has only advanced $3 per net ton. Makers contend that they cannot sell tin plates at $3.65 per cwt. when they have to pay $28 per ton for tin plate bars, yet they fear that they cannot advance their price much beyond present figures without exceeding the cost at which Welsh plates can be imported, duty and other charges paid.

They explain that current prices in Wales, f.o.b. ship, are about $2.30 per 100 lbs. Adding to this a duty of $1.20 per box and 15c. for other charges, makes the cost of Welsh plates practically the same at eastern seaports as the domestic.

The low price of Welsh tin plate bars, however, is an argument that can be used to a certain extent in opposition to the views of American makers. If American tin plate bars advance much above present prices the difference in cost would act in favor of the Welsh bars, making due allowance for duty, etc.

At their present prices Welsh tin plate bars can be laid down on the Atlantic seaboard at $27, duty and other charges paid. Adding to this the cost of transportation inland west of the Alleghenys, where most of the tin plate mills are situated, brings the price above the cost of American bars; but an advance in the cost of the latter would wipe out this difference. American tin plate makers, therefore, can in the case of such a development have recourse to the foreign bars. Besides, an advance in the price of Welsh tin plate is not improbable.

In March last Welsh tin plates sold as low as $2.15 per 100 lbs., but this was the low water mark, and since then they have appreciated 15c. per box. As the wages of the Welsh tin plate workers have been advanced 10 to 20 per cent. in the last month, Welsh employers cannot be any better satisfied with the prices they are receiving than their American brethren are with the figures realized in the United States.

THE BRITISH IRON MARKET.

According to cable advices this week, pig iron warrants had a smart drop at Glasgow, the fall being attributed chiefly to advices from America, stating that the production of pig was on the increase. According to the cables, Scotch pig fell 8d. and Cleveland 7½d. in one day.

It may be interesting to note, in this connection, that the stock of pig iron in public store at the end of August in Glasgow, Middlesboro' and Cumberland had increased 90,000 odd tons, as compared with the same time in 1894. The stock of Scotch pig was 286,010, Cleveland pig 132,348, and hematite pig 226,074, or a total of 644,432 tons this year, against 303,628 tons of Scotch, 92,229 tons of Cleveland and 158,317 tons of hematite, a total of 554,174 in 1894.

At the end of August, Scotch pig was quoted 46s. 4½d. for cash and 46s. 6½d. for the month, or 3s. 1d. to 3s. 2d. better than in 1894. Hematite stood at 46s. 3½d. for cash and 46s. 5½d. for the month, or 1s. better than 1894, and Cleveland 37s. 4½d. for cash and 37s. 6½d. for the month, or 1s. 3d. better than 1894.

THE TRADE SITUATION.

DOUBT is no longer entertained regarding the return of better times to the Dominion of Canada: They are not merely in prospect, we have them.

Turn where we will a revival is apparent. Canada's backbone is her agricultural industries, and these are on the whole healthier than they have been for many a long day: At home the crops are excellent; abroad prices are more promising than they were a year ago The cheese industry is not in as good condition as desirable, owing to the over production at home and increased production and congested markets abroad. But we are not near enough to the millennium to expect that at one and the same time all the conditions shall be favorable for everything we have to make and sell. And then it is not to be expected that all the effects of a period of depression will vanish at the first appearance of the sunshine of better times.

Our manufacturing industries are gradually assuming their normal condition. The various mines with which the country abound are being developed as they were probably never developed before, while in the procession of progress is also marching the lumbering industry.

But the best barometers whereby the trade conditions may be more accurately gauged are the clearing house returns and the railway earnings. There is no mistaking their reading. And reading these in comparison with those of last year the results are decidedly favorable.

What we now need to do is to exercise confidence; and while pushing for business make haste slowly.

CORDAGE ADVANCED.

Jobbers in Montreal were notified on Wednesday of another advance in the price of sisal and manilla by the cordage manufacturers. Both lines have been advanced ½c. per lb, the manufacturers' price for the former now being 6¾c., and for the latter 9c.

The trade as a rule are not surprised at the change, in fact, after the last rise the majority looked for further appreciation.

SCRAP IRON AND THE DUTY.

THE rolling mills throughout the country are beginning to feel keenly the effects of the duty on scrap iron.

During the revision of the tariff last year it was ordered, it will be remembered, that after January 1, 1895, the duty on scrap should be $4 per ton, or equal to the duty on pig iron, an increase of 100 per cent.

While the crisis obtained in the United States and holders of scrap there were glad to sell at almost any price in order to turn it into cash, the duty of even $4 per ton was not a matter of great concern. Nor was it till even after the Canadian scrap piles had been swallowed up. But now, with the Americans wanting for their own use all the scrap they can get, and with the home market practically bare, the manufacturers of bar iron are finding it very difficult to get scrap enough to keep them going, and the busy season is not here. The quantity of pig iron imported into Canada annually is from 20,000 to 30,000 tons.

The little scrap there is, holders are not disposed to part with, notwithstanding that prices are $2 per ton higher than they were a short time ago. There is plenty of pig iron to be had, but the trouble is the mills cannot afford to make their bars from pig, with prices as they are to-day at any rate. In view of this condition of affairs in the raw market, the likelihood of an advance in bar iron is being actively canvassed.

This question of scrap iron has long been a sore one, having played more or less prominence in all tariff revisions.

The higher the duty is on scrap iron, the better, naturally, the makers of pig iron are pleased. The less scrap there is the better it is for them. The large machine shops and dealers in scrap also favor a high duty on scrap. The rolling mills have, on the other hand, contended with might and main against every advance that has been made. And they are by no means conquered yet. Only a short time ago, readers of HARDWARE AND METAL will remember, the owners of the mills waited in a body upon the Dominion Government, urging a decrease in the duty, but without avail. Their position is undoubtedly an aggravating one—to themselves.

But while the rolling mill owners are dissatisfied with the situation, the machinists and others who have scrap to sell are not. They assert that heretofore the rolling mill people have treated them unfairly in not giving them, as long as they could import from the United States, a fair price for their scrap. "We cannot send our scrap out of the country," said one man to HARDWARE AND METAL. "We must sell to the home mills, and they pay us shamefully low prices. Now they are wanting our scrap, but we intend to hold on." Machinists who view the situation from the scrap man's standpoint are adverse to a decrease in the duty, except on the condition that there is a similar reduction in the duty on pig iron. And thus do the several interests continue to clash on the tariff question.

THE C. P. R'S. LATEST MOVE.

MORE than once reference has been made to the work the Canadian Pacific Railway was doing to develop the natural resources of the Dominion and provide business for their line.

The management have just made a further very important move in this direction by establishing a mining department, and J. H. Susmann, an experienced mining engineer, has been placed in charge. The development of mining in Canada, but especially in British Columbia, has been most important in the last few years. Mr. Susmann will examine and report on all mining properties in the districts through which the Canadian Pacific passes. If he thinks it will pay to develop them the company will do all they can to assist by building branch lines, giving low freight rates and the benefit of expert and reliable advice.

As we have before pointed out, what the railway is doing throughout the Dominion, boards of trade and business men's associations can do in their own localities. Most districts in Canada have some natural industry which it would pay to develop. Much of the progress dairying has made has been due to the encouragement given it by the business men of the locality. There are other and equally profitable fields untouched.

A LIE NAILED.

From The Canadian Grocer.

THE promptness with which the Dominion Government acted in refuting the lie circulated by The North British Agriculturist, to the effect that filled Canadian cheese was being put on the English market, has already borne fruit.

Tuesday morning's cables announced that the editor of the paper in question would publish an apology, and, furthermore, set forth that what he meant to say was that it was American filled cheese (meaning that from the United States) that was being placed on the British market.

How the editor of The North British Agriculturist could have fallen into such an egregious error is past understanding. British journalists have frequently exhibited their ignorance of American geography, but this is the worst exhibition of them all, because of the injury it tended to work on one of Canada's leading industries.

To mean the United States and specify Canada is an unpardonable blunder, and it is all the more unpardonable from the fact that there will always linger in the breasts of Canadians a suspicion that it was not a blunder at all but a deliberate attempt on the part of someone who may have been merely using the editor of The North British Agriculturist to "knife" Canadian cheese.

False and all as the statement was, it should serve as a warning, to not our cheese makers only, but to all who make and prepare food products for export: Canada has enemies who only need to see a rat to cry wolf. Canadian live cattle they have already succeeded in shutting out of the British market, and it is evident that they now have their eye on Canadian cheese.

A NEW BRIDGE.

It is rumored that a foot and carriage bridge is to be built between Queenston, Ont., and Lewiston, N.Y. Queenstonians have been lately exercised over the movements of mysterious surveyors and engineers sent to examine the banks on either side of the river by they know not whom.

The bridge, if built, will replace the structure, the towers and tangled cables of which hang over Niagara's angry gorge near Brock's monument. This old bridge was thrown across the river in 1850, and was destroyed by an ice jam followed by a high wind in the spring of 1864. The structure hung 150 feet or more above the water, but when the ice in Lake Erie broke up that year vast piles of it got wedged between the cliffs that border the river, and finally carried away some of the lower cables of the bridge. Thus weakened, the affair fell an easy victim to the next big storm that came along.

EXPOSING GOODS FOR SALE.

The Toronto News had this item on Sept. 18: Municipalities have power to impose licenses of $10 per day upon commercial travelers who expose samples of their goods in store windows for the purpose of trade.

The first case on record in Ontario where the municipality has assumed this right occured at London this week. The authorities made a bid for the license fee upon Thomas Fleming and Mr. Gray, travelers for Gowans, Kent & Co., Toronto. These gentlemen were exhibiting their wares in a shop window, but they refused to pay up when ordered. To a reporter Mr. Gray said:

"I know the Act as well as I know my alphabet, and no fee will they get out of us. We are not transient traders. We sell to no one but merchants. We are commercial travelers displaying our wares, and gold would not induce us to make a retail sale. We are not competing with city retailers—we are selling to them and to retail trade generally throughout this section. Pay a license? I guess not, eh, Fleming?" To

this Mr. Fleming replied : "Well, we are not like men who could not pay a license if we had to, but we don't have to. If we are liable, so is every traveler who opens his samples in the city."

And there the matter stands.

ADVANCE IN COIL CHAIN.

Coil chain has advanced 25 to 30s. per ton in England. This is a result largely of the strike among the chain makers there, although the fact that the appreciation in the value of raw material is now being felt in that country as well as on this side of the Atlantic, has doubtless had some influence.

The chain maker's lot in the great manufacturing centres is deplorable as a rule. The men, women and children engaged in the work do not, as a rule, earn enough to properly feed and clothe themselves, and those who have witnessed the poor creatures toiling wish them luck in their efforts to better their condition.

Prices in Canada have not yet been influenced materially by the appreciation of values on the English market.

CANADIAN ENAMELLED WARE.

HARDWARE AND METAL last week inadvertently stated that there were but two manufacturers of enamelled ware in Canada, in the list published no reference being made to the Kemp Manufacturing Co. of Toronto.

Such a mistake scarcely needs rectification. Every hardwareman and every tinsmith in the country knows, without HARDWARE AND METAL telling him, that the Kemp people not only make enamelled ware, but that they are the pioneers in the industry in Canada, having now been turning out this article for three years or more.

It was only the other day that I saw some of the orders which the firm had received within a recent period, and these showed that its business in this particular line, besides being large, extended from Halifax to Victoria. "We scarcely ever receive an invoice that has not several lines of enamelled ware mentioned in it," I was told.

The firm makes several distinct lines. The "Diamond" is the line which the firm is engaged in pushing most extensively just now and the accompanying cut shows the registered label which is put on these goods. The particular label we show is, it will be observed, for the pail or kettle.

As readers of HARDWARE AND METAL will remember, the Kemp Manufacturing Co. began a few months ago the erection of a new building for the enamelled factory. This is now completed and only awaits the machinery to be put in operation. The building is of most substantial appearance' The Kemp people have now an enamelled factory 280 feet long by 81 feet wide, and, except one small portion, is three storeys high.

When I entered the furnace room I was just in time to witness a batch—to use a baker's phrase—of preserving kettles being placed on a ponderous iron fork some twenty feet long, and suspended from a beam above, preparatory to being placed in an enormous furnace or oven. When fourteen kettles, having the appearance of being treated with a coat of whitewash, had been placed on the fork, one man raised the ponderous iron door while another pushed the kettles into the furnace and quickly withdrew the fork empty. After the lapse of a few minutes the door was again raised, the fork inserted and the kettles taken out, but instead of being white they were red, and so hot that 20 feet was near enough to get to them to escape being scorched.

"Well, that furnace puts me in mind of



Nebuchadnezzar's fiery furnace," I exclaimed. "How hot is it?"

"About 2,600 degrees," explained one of the firm, "and anything that comes out of there has no difficulty of withstanding the heat of any oven."

In the sample rooms, store rooms and packing rooms I saw piles upon piles of enamelled ware. "There," remarked my guide, as he picked up a small enamelled pail or kettle. "That is the deepest of the kind drawn in one piece in Canada." In the workshop, however, I saw an ordinary pail drawn in one piece which was 10 inches deep. "That was considered impossible a few years ago," I was informed.

I only wish the time and space at my disposal would permit me to describe all I saw in the several departments of the Kemp Manufacturing Company's factory, so I must cut short by remarking that an army of employes are being kept busy, and that an electric plant, both for lighting purposes and power, is being put in to facilitate the firm's work.

GOLD MINING IN NOVA SCOTIA.

HALIFAX, Dec. 19, 1895.

GOLD mining has been carried on in Nova Scotia with more or less success for a number of years, but there is one little mine, already referred to in this journal, of which a few notes will be of general interest. I refer to the Golden Lode Mine, at South Uniacke, Hants county. On invitation your correspondent visited this mine on Saturday last for the purpose of watching the process of making a brick of gold. To give an idea of the richness of this mine I have only to state that the brick weighed 155 ounces and was the result of the crushing of 15 tons of quartz.

Eleven days were occupied in mining and crushing the quartz, the cost of which process did not exceed $175. The company was capitalized with $30,000, only $14,000 of which was called in. The stock to-day cannot be bought for 225. The cost of the mine, machinery, sinking shaft 400 feet to strike the lead, the purchase of an adjoining property at a cost of $6,000, and the getting of everything ready to hoist and crush the quartz, amounted altogether to $34,000. The mine has been in operation less than a year, and, so far, has paid the $34,000 and six monthly dividends of 5 per cent., besides allowing of the purchase of a new boiler and an automatic pump, the latter being purchased and erected at a cost of $2,600, and other improvements.

All this is proof that gold mining, when legitimately carried on, can be made to pay in Nova Scotia.

The company had to sink a shaft 400 feet to strike the lead, but their enterprise has been fully rewarded and they now possess one of the best gold mining properties in Nova Scotia. The stock is not in the market. It has reached that figure where speculation stops. The owners are not desirous of selling and speculators can do nothing with stock which stands at 225.

The pump was purchased from Northey & Co., and is a duplex compound with outside packed plungers. It works automatically and pumps 160 gallons per minute to a 600 feet vertical height. It is placed at the bottom of the shaft, a distance of 400 feet from the surface. It is operated with a gravity condenser, by the rise and fall of a float in the sump, which operates a butterfly valve on the steam pump. Manager Hayward says the pump gives general satisfaction. The new boiler is of the locomotive pattern, and was purchased from the Robb Engineering Co.

This mine must not be taken as an average Nova Scotia mine, but it shows that there is gold in the province and that it can be secured if properly sought after.

The manager estimates that he has at east $125,000 of gold which can be secured.

TAUNTON.

DROPS FROM THE EDITOR'S PEN.

It is a wise merchant that knows his own customer.

* * *

A business is sometimes dissolved in order that it may be built up.

* * *

Goldwin Smith's proposition to hang incendiaries will probably hang fire.

* * *

Confidence of merchants in each other is the only remedy for price-cutting.

* * *

If you cannot say a good word for your rival abstain from saying anything bad.

* * *

The fire underwriter is not a fire eater. It is for high rates that his appetite is abnormal.

* * *

There is one peculiarity about a merchant: He can keep his backbone stiff and still bend to his customers.

* * *

All eyes are upon Manitoba, but the coy miss is not at all abashed, and there is no reason she should.

* * *

Light-hearted is the merchant whose books are not loaded with bad debts, and much to to be emulated is he.

* * *

There is one thing commendable about failures: It is possible to use them as stepping stones to success.

* * *

The advance in steerage rates by the ocean steamers is a steerage to the conclusion that times are really better.

* * *

The female clerk is likely to win young men as well as business, and what the young man gains the merchant loses.

* * *

If credit was given to whom credit was due, "dead beats" would soon die for the want of soil in which to take root.

* * *

It is well that merchants should exchange ideas with each other, but it is not politic to give away your ideas before they are hatched.

* * *

Soliloquy of the merchant who closed not early: "The summer is ended and none of its beauties have I enjoyed. Wretched man that I am."

* * *

Because a man happens to be a good judge of a dog's howl it should not be inferred that he is in the habit of going on a howl himself.

* * *

He is a wise clerk who, now that the long evenings are approaching, sits down and devises ways and means of perfecting himself in his calling.

* * *

Most people are ready to declare that the man guilty of arson should be hung, but most people again would not like to see the extreme penalty enforced.

* * *

The Industrial Exhibition is at an end, but not so the acquaintanceships which have been struck up between city wholesaler and country retailer during its existence.

* * *

The merchant who refuses credit to every Tom, Dick and Harry is less likely by his negatives to pave his way to the poorhouse than is his less discriminating rival by his affirmatives.

* * *

The chief difficulty about the house-organ trade paper is that it is only set to play one tune. As that tune is set by the author of the organ, one guess will be sufficient to tell what it is.

* * *

The clerk who is as much concerned in his employer's business as is the employer himself has already laid the foundation of his own fortune, though he may not have a $5 bill in the bank.

* * *

The trade evils that obtain in a community are usually indicative of the character of the organization among the merchants there. Large evils, little organization; little evils, large organization.

* * *

He who aims to become a successful merchant without mastering the details is just as unwise as he who would assay in one bound to reach the roof of a ten-storey building, instead of climbing the stairs or taking the elevator.

* * *

Le Prix Courant, of Montreal, is the prince of French trade papers, and its fall number, now lying before me, is an evidence that it intends to maintain its position. The cover of the number is prettily lithographed and the general appearance of the issue is most creditable.

QUEER STATE OF AFFAIRS.

A St. John's, Newfoundland, despatch says: A serious political dead-lock is probable over the smuggling exposures. It is understood that the Government discourages every movement looking towards the prosecution of the offenders. It maintains that the fining of them before the Board of Revenue was sufficient punishment. The board insists, however, and is supported by public opinion, that it is necessary to make an example now to prevent a resumption of the illicit practices on as large a scale as ever. The whole matter is now postponed until after the Twillingate election, where most of the Ministry have gone, fearing the opposition to Colonial Secretary Bond.

EXTRACTION OF PETROLEUM.

The Temps states that the production, or rather the extraction, of petroleum has reached a total of two thousand million gallons, this being equivalent to six millions of tons, half of which is supplied by the United States, while nearly a quarter comes from the Caspian Sea, the rest being extracted in various countries, headed by Galicia with thirty-six million gallons, Canada with twenty-five, and Burma with seven. The Temps goes on to remark that as the working of the petroleum springs in Burma and Galicia is only just beginning, it is impossible to anticipate what proportions it will reach when the means of transport improve; but the petroleum basin of the Mackenzie River is probably the richest in the world, though, as it is at present 400 miles to the north of the Canadian Pacific, some time must elapse before it can be brought on to the market in competition with coal.

AMERICAN CUTLERY.

There are in the United States fifteen cutlery concerns, employing about 5,000 hands, with a total capital of $2,500,000, and producing about 750,000 gross per annum, or about 30,000 dozen knives and forks daily. These figures were given by Mr. Sanson, in a paper recently read before the Philadelphia Hardware Association. That gentleman remarked: "The greatest curse to many American-made knives is their silver-plated blades, which, while neat in appearance and easy to keep clean, will not compare with the unplated knives for the purpose for which they are made—that is, to cut. . . . It is a luxury rarely met with to find a knife that will cut, which is simply from the unexplained cause that the average American persists in using silver-plated knives. . . . And no manufacturer ever could or ever can make knives with silver-plated blades that will cut satisfactorily."

A HIBERNIAN DRUMMER DID IT.

Two honorable members of the Colorado Legislature have, according to an exchange, just been tripped up in a pretty mean scheme of making money by beating railroads that had given favors to them because of their public office. They have been making a system of renting their annual passes on the railroads to traveling men at $15 a month apiece. In the case of one member, who has a German name, the fraud was discovered through one of his personal passes being presented by a man of palpably Hiberian nationality. The conductor could not reconcile the name and the brogue, and held the man and the pass for investigation, when the fraud was discovered. Following this clue led to the discovery of the system operated by the two legislators. One pass that the assemblyman had rented for $15 a month had been used for more than $100 worth of travel in that time.

PIG IRON PRODUCTION.

THE Iron Age, in its monthly summary of the pig iron production, says: During August many of the furnaces which have been getting to begin production succeeded in making a start, so that there has been a marked increase in the current production of pig iron. We are now getting on at a rapid rate to the 200,000-ton mark for weekly output and are now making more iron than ever in our history, or that of any other country. Production is still increasing and yet seems unable to keep up with the demand in certain branches

The weekly capacity of all the furnaces on September 1, compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity Per Week. Gross tons.
September 1, 1895	215	194,092
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551

Therefore, with active preparations to get plant into working shape, raise money for starting and securing from reliable sources an adequate supply of raw materials, there is a chance to add less than 25,000 tons per week to the current rate of production of coke and anthracite iron. In other words, everything must go very well to swell the make by spring to 210,000 tons per week of coke and anthracite pig iron. Add for charcoal pig about 5,000 tons a week and we reach an annual rate of production of, say, 11,250,000 gross tons. This is always with the assumption that everything goes well, that there are no labor disturbances, that there is no check in the movement of ore or fuel to the producers. We cannot insist too strongly that a very considerable part of the furnaces which are now out of blast are not in shape to resume. Even if they were, the majority of them carried along for years in the lists are ridiculously small and often very inefficient. Then the fact remains that it takes a very long time to re-open up old mines to supply the raw material, which heavy importations of ore from Spain on the Mediterranean would rapidly run up rates of freight. The Cuban ore trade is hampered very seriously by the insurrection.

Probably the most striking fact in connection with the developments of the past two months is how clearly inadequate is the furnace plant of the central west. That will probably be remedied during the next year. The furnacemen in those districts have done so exceedingly well during the second half of 1895, and are pretty sure of very good returns until next spring, that a number of them will probably put profits into new works.

The position of stocks, sold and unsold, as reported to us September 1, was as follows, the same furnaces being represented as in former months. It does not, however, include the stocks of the large steel companies:

Stocks.	June 1.	July 1.	Aug. 1.	Sept. 1.
Anthracite pig	97,454	80,713	——	——
Coke pig	373,830	290,960	344,449	294,494
Charcoal pig	212,848	177,395	167,332	153,217
Total	648,132	549,068	511,781	447,711

LOWER DUTY ON PINE.

The attention of the Department of Trade and Commerce has been drawn to the fact that the colony of Victoria, Australia, has made a material reduction in the duty on Oregon pine or Douglas fir imported into that country. On sizes less than 7 inches by 2½ inches, the duty heretofore being 5s. per 100 feet, b.m., will be 4s., according to the new legislation; on 7 inches by 2½ inches, and less than 12 inches by 6 inches, heretofore 2s. 6d., will be 2s.; and on 12 inches by 6 inches and upwards, heretofore 1s. 6d., will be free. The new Act comes into force on January 1st next. The result of this reduction will be an increased importation of that timber into Victoria from British Columbia. Victoria was always a highly protected country, as far as timber is concerned, and the reduction it has now made will be greatly appreciated by the whole lumber trade of the west coast.

A NAILLESS HORSESHOE.

Another nailless horseshoe has just been invented by a Georgia man. He shod a horse with these shoes that were seen by a representative of a daily newspaper after they had been traveling around the city for several hours. The shoe is described as being the ordinary driving shoe, fastened to the foot by four clamps, two on each side, which are clasped about an inch from the bottom of the hoof. The shoe, according to the observer, appeared to be firm and well fastened, and the horse seemed perfectly comfortable. "There seems to be no reason why nailless shoes should not become more popular," remarks The Blacksmith. "Apparently a horse would be better off with two clamps on the side of each hoof than eight nails through the bottom."

In the Hands of the Consumer











THE SHERWIN-WILLIAMS CO.'S
Products become Money.
Your success is ours.
We manufacture goods that will bring you success.

The Sherwin-Williams Co.

Manuf'rs Finest Paints and Colors.

100 Canal St., Cleveland
241 Jackson St., Chicago
178 Fulton St., New York

Represented in Canada by

WALTER H. COTTINGHAM & CO.

Finest Paints and Varnishes

MONTREAL

EXHIBITION ADVERTISING.

SPEAKING of exhibitions, Toronto Saturday Night has this to say :

"Hotels, restaurants, saloons, the street railway and a few kindred enterprises, reap a very large and instantaneous profit, but the average tradesman misses not only his regular customers, but finds very few new ones. The people who come to the Fair almost as a rule come to be amused or to see the articles displayed, and go home the day of their arrival. The circulation of the daily newspapers, I think, could be proven to be smaller during the continuance of the Exhibition than on ordinary days. I am quite positive that fewer people read the newspapers during the Fair weeks than at any other time of the year, yet advertisers are eager to make their announcements at the period when they are certain to have fewest readers. On the Fair grounds printed matter and lithographed cards, and all that sort of thing, are distributed by the bushel, and every observant business man will notice that the whole area of the Industrial Fair is fairly papered with cards and circulars and testimonials that have been thrown away, because the people have neither the inclination nor conveniences for carrying away the vast amount of printed matter which is thrust into their hands. I hate to see this waste of advertising space and this misuse of advertising methods, because it brings into disrepute and disuse the material which publishers offer to those who desire to make known their goods to the general public.

"During the time of the Industrial Exhibition is not favorable for either advertising of a display sort or the distribution of cards and circulars, and is without doubt the very worst time of the year for merchants to indulge in those long and fulsome 'write-ups,' into which they are juggled by advertising canvassers. Tens of thousands of dollars are wasted during Fair week in useless advertising and in throwing away cards, chromos and circulars. Nobody reads the newspapers, owing to the fact that nobody has time to do more than attend to his visitors, or, if he be a stranger, to his visit.

"The average Torontonian is prouder of the Industrial Fair than of anything else in Toronto. Nothing angers him so much as any depreciation of the great enterprise which brings so many people to see us, yet the personal effort of the individual to make his business an attractive part of the show is very small ; he is willing to put a big ad. in the newspapers, where it will not be read, but any suggestion that the same money be spent in decorating his premises or improvising a unique and attractive something in his windows would be scouted. I say again that the direct advantage accruing to the Toronto business man by reason of the Fair is very small ; in many cases it inflicts a temporary loss. The real advantage is obtained by influencing people to make this city the centre of their amusements and business. If we can get them to come here to the Fair we can get them to come at other periods of the year, and to make the city attractive and the amusements vastly superior to those afforded by any other Canadian city should be our chief aim."

Here is truth for you. Toronto daily and evening papers during Exhibition were full of half and full-page advertisements of wholesale and manufacturing concerns. Every dollar spent in this way was practically thrown away. Advertisers, think it out for yourselves. When you visited the World's Fair did you read Chicago's morning and evening papers ? If you did look at them, we bet it was to see the attractions at the theatres or to take a careful look at the amusement column. Visitors to large cities have their minds made up before they arrive as to what and who they will see, so that from the moment they arrive till the moment they depart they are on the jump. What time have they to look at newspapers ? None ! Manufacturers and wholesalers should use the trade press exclusively for their announcements, and those catering for the general public should advertise extensively for two or three weeks previous to the opening of an exhibition, and if they have still some money left, spend it on attractive window display, bunting or some such attraction.—Printer and Publisher, Toronto.

AVOID DEBT.

I observed recently in a daily paper published in a city of ten thousand inhabitants, says a writer in The Chautauquan, this statement : "There are five hundred people on the blacklist of the traders in this community." Dry-goods men, grocers, butchers, milliners, all the shop keepers had combined and they made weekly and monthly reports to their headquarters of every man and woman in the community who would run a bill, and then failing to pay would go to some other store of the same kind to run another bill. These traders refused credit to every person whose name was on the blacklist, and five hundred made one-tenth of the whole population of that community. Though it was considered a prosperous town, there were paupers in it, the poorest people lived in comfortable homes and there was every indication of thrift in the appearance of the people and general tone of the community. As Poor Richard says again, "If you would know the value of money, go and borrow some."

If one will be independent in business and have a free course in the world he must be self-reliant and build up a sturdy, strong manhood. One is strong who is conscious that if all the business of the world around him should fail his possessions will abide because he has no debts to pay. A panic cannot hurt such an one except in the volume of his trade. His home will continue to be a shelter for his family and no man can touch it. His occupation may be gone for a time, but "no debts to pay" will be the sweetest song that can ring in his soul as the days and the months go rolling on. Such a man is ready for the race of life when opportunity presents itself. He is a free man and it is freedom which contributes to the enjoyment as well as to the prosperity of life. It will help to banish care and keep grief away. Above all things avoid debt.

HINTS TO ADVERTISERS.

An advertiser begins advertising for his own benefit, in a short time his advertisement becomes of benefit to the public, and then his success is assured.

A business advertisement never accomplishes its purpose in one attempt.

The best place to put an advertisement is in the paper that enjoys the confidence of the community.

An advertisement—like a cigar—should be so good that the first whiff or impression will cause a man to finish it.

MANITOBA'S FLAX CROP.

The Toronto Mail and Empire says : The money received for Manitoba's flax produce this year will form a more important item in the revenue of the farmers than ever before in the history of the province. In the course of a conversation with a gentlemen interested in the flax trade, he stated that the quantity exported would amount to fully one million and a quarter bushels. Of this nearly one million bushels would be taken by Mr. Livingston, of Baden, Ont., who turns it into oil cake for the European markets. Besides this, there will be a local consumption of from 6,000 to 9 000 bushels.

RE KING, LEAKEY & CO.

A. C. King, assignee, Calgary, N.W.T., has sent out a statement to the effect that in re King, Leakey & Co., Mr. Leakey's assignment has been declared valid, and that the assets of the estate will be sold by tender, all tenders to be sent in by Sept. 23. The inspectors have notified Mr. and Mrs. Leakey, the parents of the insolvent, that their claim of $16,502 will not be permitted to rank upon the estate.

ON A CASH BASIS.

Morton & Co., general merchants, of Fort William, Ont., who have for eight years carried on business on the credit system, have adopted a cash basis of trade. In the centre of their store they have placed a long box built to resemble a coffin and draped in black. Within this sombre receptacle they have placed the account books that accumulated while they were under the credit system. They use a cut of the coffin in their "ad.," which is the talk of the twin towns, Fort William and Port Arthur. Morton & Co. write : "We're in the cash business to stay."

GUNPOWDERS

American Dead Shot

If you want the best Black Powder order Dead Shot.

English Schultz Smokeless

If you want the best Smokeless Powder order Schultz.

H. S. HOWLAND, SONS & CO.

Sole Agents for Canada 37 Front St. West, Toronto.

The **Graham** Cut and Wire Nails are the best.

ENGINEERING AND EXPLOSIVES.

At one of last week's sessions of the British Association for the Advancement of Science, L. F. Vernon-Harcourt, M.A., president of the Mechanical Science Section, delivered before that section an address upon "Engineering." He said in part :

"Among the branches of science necessary for the engineer, two may be regarded as of the highest importance, namely, mathematics and physics, upon which the science of engineering mainly depends, and without an adequate knowledge of these no person should be able at the present day to enter the profession of a civil engineer. Other sciences of considerable, though of comparatively minor, importance to engineers in general, are chemistry, geology and meteorology, but each of these assumes an enhanced value in special branches of engineering. The pre-eminent importance of mathematics in relation to engineering may be accepted as fully established ; and a president of the Institute of Civil Engineers would not now tell a pupil, at their first interview, that he had done very well without mathematics, a remark made to me by a justly celebrated engineer over thirty years ago.

"Physics has been placed after mathematics, as many physical problems are determined by mathematics ; but in several respects physics, with its very wide scope in its relation to the various properties of matter, is of equal importance to engineering in which no part is borne by physical considerations."

Referring to the relation of chemistry to engineering, the speaker said :

"Explosives, which have rendered such important service to engineers in the construction of works through rock and the blasting of reefs under water, as well as for purposes of attack and defence, form an important branch of chemical research. The uses of gun-cotton as an explosive agent, though not for guns, have been greatly extended by the investigations of Sir Frederick Abel, and by the discovery that it can be detonated, when wet and unconfined, by fulminate of mercury ; while smokeless powder, a more recent chemical discovery, seems likely, by its application to firearms, to produce important modifications in the conditions of warfare. The progress achieved by chemists in other forms of explosives has been marked by their successive introduction for blasting in large engineering works. Thus the removal of the rock in driving the Mont Cenis tunnel, in 1857-71, was effected by ordinary blasting powder; while the excavation of the longer St. Gothard tunnel, in 1872 82, was accomplished by the more efficient explosive, dynamite. Moreover, the first great blast for removing the portion of Hallett's Reef, which obstructed the approach to New York harbor, was effected mainly by dynamite, together with vulcan powder and rendrock, in 1876 ; whereas the far larger Food Rock, in mid-channel, was shattered in 1885 by rackarock, a mixture of potassium chlorate and nitrobenzol, and a much cheaper and more efficient explosive under water than dynamite."

PRODUCTION OF LEAD.

A bulletin has been issued by the United States Geological Survey giving the production of lead for the first six months of 1895. "It shows the total production was 106,000 tons, of which 88,000 were of desilverized lead and 18,000 tons soft lead. Seventeen thousand five hundred tons of this were refined in bond, the remainder being obtained from American base bullion. The total production is an increase of 3,500 tons over the first six months of 1894, and decrease of 6,000 tons from the first six months of 1893."

16, 21, 26 and 32 ounce Plain
Colored, Fancy
Plate and Leaded
} Window Glass

British Plate,
German, Schock
} MIRRORS

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide Street West *Toronto*

NARROWNESS.

SOME business men, says American Artisan, fail dismally to attain conspicuous success on account of their narrow policy of doing business. Good and bad qualities run in grooves, as it were, and the man who lacks pluck lacks progressive views. He nurses an unwarranted obstinacy, and thinks that this, in conjunction with a modicum of incivility and a dash of surliness, will take the place of decision and energy. Everybody knows the bicycle of '90—those 60-lb. safeties, with their wide handle bars, wide tread and wondrous metallic waste around the saddle. There are hardware dealers who invested in a few of those bicycles as a branch of their business. They used no special effort to push sales and disposed of these old-timers at a slight loss. Since then the bicycle business has been revolutionized. Hardware jobbers and dealers have turned a pretty penny in selling bicycles. The wheel of '95 differs from the wheel of '90 in ease of riding, durability, weight, speed and price, but these aforesaid dealers refuse to touch a wheel. "I tried to sell them in 1890. Lost money. That was enough experience for me in the bicycle business." Such men are narrow. They lack pluck and are arrant cowards in the stern battle of business.

Take novelties. Every drummer knows that there are some dealers who won't touch a new thing. They may admire, even commend some new article differing radically in construction from those at that time in vogue—but give an order ; well, we should say not—this dealer has a most vivid recollection of one day in the early 80's, when he laid in three dozen of a new-fangled window cleaner, said cleaners having stuck by him, year in and year out, until he had to throw them out of the window. This experience determined this dealer's future policy as to novelties ; consequently, he has lost many a dollar he might otherwise have made.

This is an age of progress. The new supplants the old everywhere, and in turn quickly gives way to a simpler, cheaper and more satisfactory article. Dealers who want to stand first in their respective lines must keep the best goods in every line, and the best are often the newest.

See how the stove manufacturers lay stress on their '95 improvements ; compare a '94 bicycle with a '96 model, and you see that in these important lines old goods are at a discount, the latest improved at a premium. In other less important lines the same holds, although dealers do not see it so clearly. The dealer who won't look at novelties is helplessly out of date. The public realize that the difference in cost between the latest and best goods and goods of antiquated make is nothing as compared to the difference in the goods themselves. Up to date goods are, as a rule, actually cheaper than the goods they supplant, too. Dealers should remember these facts and avoid an ultra-conservative narrowness in buying stock. We, of course, do not advocate an indiscriminate buying of novelties. If dealers laid in samples of every harum-scarum wrinkle that appeared, their stores would be filled with lawnmowers that would not mow, wringers that would not wring, cartridges that would not go off, hangers that would not hang, etc., etc., etc. Crazy dreams are as often patented as "Hulbert's Improved Chalk Sharpener," or "Daniels' Hexagonal Cycloid Cartridge," as they are offered to the world as "Skylight's Perpetual Motor," or "Duffer's Air Ship." Because some outlandish article comes in the range of hardware stock is no more reason one should invest in it than in any of the other weird phantoms of a disordered brain.

These being the pros and cons of the matter, the careful scrutiny of novelties in one's line becomes imperative to the successful dealer. Where the dealer is not blinded by a too hasty credence, or, on the other hand, by an utter skepticism, good results are certain to follow such broad-gauge study of the latest novelties offered the trade.

A 430 LB. BLACKSMITH.

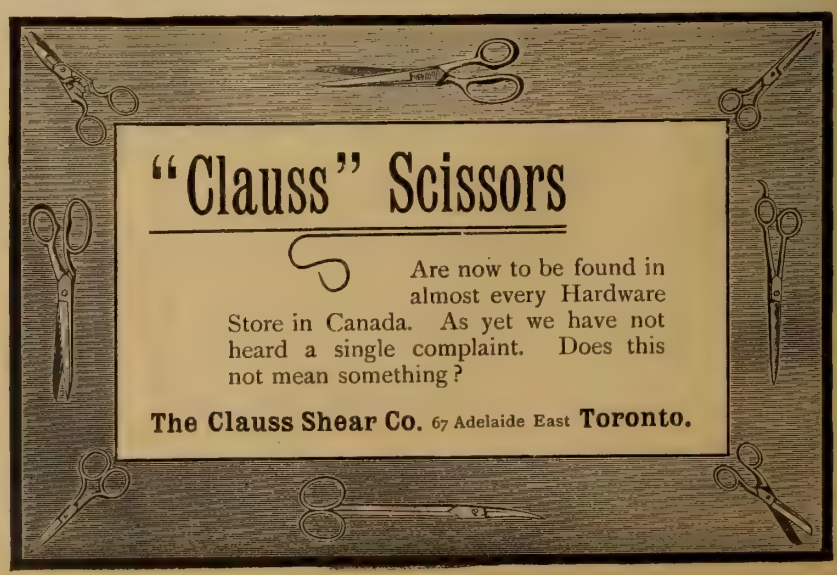
The biggest blacksmith we ever heard of is Charles Doran, who lives near Hanley's Corners, Conn. Mr. Doran weighs four hundred and thirty-three pounds and is fifty-eight years of age. He would have no difficulty in making a profitable and easy living traveling with a circus, but he prefers to live quietly at home and follow the trade of his choice — blacksmithing. Notwithstanding his exceedingly heavy weight, he works in the shop during the busy seasons, although he cannot stand on his feet for more than a half hour at a time without becoming greatly fatigued. He is one of the jolliest of men, and does not mind being joked with about his size. He is a very hard drinker—of water, and will drain a five-quart pail in two or three ordinary drinks. He has some difficulty in buying neckties. In fact, he has to purchase two of a kind and sew them together, and then it is none too long. Mr. Doran has a son twenty-five years of age who weighs something over two hundred pounds.—The Blacksmith.

NOMENCLATURE OF COINS.

Generally speaking, says an exchange, the names of coins are traceable back to the times when the precious metal passed by weight—before discs or pieces were cut out and stamped. The shekel of the ancient Hebrew was a weight. The Roman as represented a pound before it was reduced in weight ; the denarius of the Romans, the denier of France and the dime (formerly disme) of the United States represent tenths of the principal piece. The livre of France, the pound of England, the peso of Spain's former coinage and the diminutive peseta of its present system all signified weights of metal once equivalent to the nominal value.

Another system of nomenclature of coins was based upon the name of the power which issued them. Thus the ducat of a duke, the sovereign, the crown or krone, the imperial, the louis d' or, friederichs d' or, napoleons, etc. Other coins derived their names from the devices upon them, as the florin, which bore a flower ; the escudo, a shield ; the eagle of the United States ; the condor of South America.

The dollar, derived from the German thaler, was apparently first issued by a community of the Joachims-thal in South Germany, whose pieces were well-known purity and fixed value during periods when kings and dukes debased their coin without the slightest consideration for honesty. From this we have the rigs-daler of Scandinavia, the rix-daler of the Dutch, the Maria Theresa thaler, a unique coin still struck by Austria for the trade with the Levant and bearing the uniform date of 1780.



REVIEW OF THE IRON ADVANCE.

COL. A. M. SHOOK, of the Tennessee Coal, Iron & Railroad Co., in conversation with a representative of The Manufacturers' Record gave his view upon the above question as follows :

"The increase in the volume of business was not particularly noticeable until about the 10th of April. On the 18th of April the first advance of twenty-five cents per ton was announced by the southern furnaces. When the announcement was made, it was received by many of the consumers and a number of the producers with doubtful forebodings as to its propriety. So soon was this idea dispelled that again on the 22nd of April, in order to check the overflow of orders, an additional advance of twenty-five cents per ton was made. Thirty days later a third advance was made. Consumption continued to increase and stocks decreased until the 7th of June, when a fourth advance of twenty-five cents was made. This did not check the consumption of the buying ; in fact everybody by this time had realized the fact that the panic was a thing of the past, and that we had again started upon an era of prosperity. On June 15th our fifth advance of fifty cents per ton was made. This not only did not stop the buying, but seemed to accelerate it. By this time the small industries, many of which had been shut down during the long night of depression, waked up and began to make arrangements to start their shops, foundries, mills, etc.; so rapidly did this transition take place that it became necessary on the 28th of June to make a sixth advance of $1 per ton. The country received this advance with many doubts and fears as to the advisability of making it and the possibility of maintaining it. For about a week the question seemed suspended as to whether it had been advisable or whether the advance was perhaps premature, when the Thomas Iron Co., of Pennsylvania, which has for thirty years been the acknowledged leader in the sale of pig iron in the United States, advanced its prices to correspond with the advances made by southern furnaces, and gave as the reason that the Tennessee Coal, Iron & Railroad Co. had made a similar advance a week before. This was exceedingly gratifying to the south for two reasons : First, it established the wisdom of the policy of making the advance, and secondly, it recognized the fact that the south was leading the movement. A month has now passed. Prices have been maintained, and all the furnaces have made sales fully equal to their expectations. The indications for a steadily-increasing consumption, and as a natural consequence, increased prices, has not been so manifest at any time since the revival started as it has been during the past two or three days. A larger number of consumers are urging shipments forward and pressing for earlier deliveries on old orders than at any time, and a larger percentage of the new orders that are taken are for immediate shipment."

MONTREAL SMELTING AND REFINING WORKS

THE Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
Leading Consumers use Langwell's Babbit.

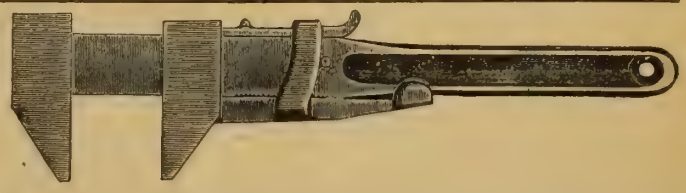
WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON
Metallurgists and Manufacturers
10 Dorchester St., MONTREAL, QUE.

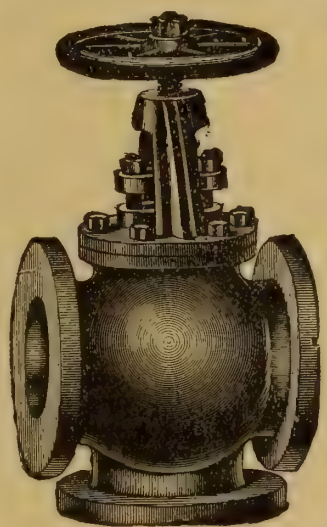
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Ask your supplier for the above Manufactures.

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Sole makers of the
"ALLIANCE"
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.....Powder
THE TRADE ONLY SUPPLIED.

The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.



THE YOUNG AND BROTHER CO. LTD.
HAMILTON

Engineers' and Steam-Fitters' Supplies

Valves, Cast or Malleable Fittings
Packings, Iron Pipe, Black or Galvanized
Injectors, Steam-Fitters' Tools,
Hair Felt, Cotton Waste
WRITE FOR QUOTATIONS. Bearing Metals

NEW GOODS

In every line of our manufacture at remarkably low prices. Our travelers are now out with samples and photographs; see what we have to offer before placing your orders elsewhere.



All .. Silverware
stamped with our name
Toronto Silver Plate Co.
—IS—
Guaranteed
as to quality.

If you would like a copy of our new supplementary Catalogue, write for it.

Factories and Salesrooms, King Street West, TORONTO, CANADA
E. G. GOODERHAM, Manager and Sec.-Treas.

SMELTERS FOR KOOTENAY.

THERE is a good deal of speculation in the various mining centres in West Kootenay with regard to the probability of one or more smelters being erected for the treatment on the spot of the ores of that section. Ultimately, there can be no question that the bulk of the ores produced there will be smelted within the province instead of, as now, being carried hundreds and even thousands of miles to foreign smelters. But at present there is some hesitation on the part of smelting men to embarking in such an enterprise, caused largely by the fuel question, and also by the uncertainty as to which may be the best point to select for the location of a plant, having regard to the various kinds of ore. Meanwhile, the smelter at Pilot Bay continues operations and it is said will have its capacity increased by the addition of another stack.

The newspapers in the different towns in West Kootenay contain references in nearly every issue to the subject and each professes to have definite information that its own locality has been selected by one or other of the companies or individuals who have been considering the subject. There is, however, reason to believe that there is little reliance to be placed on any of these rumors.

As stated in these columns a month or two ago, the Consolidated Smelting and Refining Co. of Kansas City, had then about decided on erecting a smelting plant at Nakusp on the understanding that the Canadian Pacific Railway Co. would make such extensions of its branch from Revelstoke as would result in that point being a favorable place for a smelter. Since then, however, it is stated that the company has decided to await further developments in the mines before taking active steps to build a smelter. Probably, the action of the Hall Mines Co., the owners of the Silver King Mine, on Toad Mountain, has had something to do with this change in the plans of the Kansas City Co.

The Hall Mines Co. has let a contract to the well known firm of Fraser & Chalmers, of Chicago, for a smelting plant of the capacity of 100 tons of ore per day. The contract provides that the smelter is to be completed by December 15th next. The company is pushing on with the aerial tramway between the Silver King Mine and Nelson, and such progress has already been made on this that it will very shortly be ready for operation. Large ore bins are being constructed at Nelson, and the company will soon have every facility for economically and expeditiously getting its ore down to the shipping point or smelter.

Now, as regards the smelter, the situation seems to be something like this:

The company has been for some time negotiating with the different smelting companies in the Western States for the sale or treatment of its ores. The terms offered have not been, however, as good as the Hall Mines Company thought it should get, and it has accordingly decided to build a smelter at Nelson for its own ores and so be independent. But it does not follow, because it has done this, that it will after all operate the smelter itself when it is completed. The company's object will be attained if it gets its ores treated at what it considers is a fair and reasonable price. This might be done by it either leasing or selling the smelter to one of the large American smelting companies, and we have some reason to believe that such an arrangement will after all be arrived at before the smelter is completed and ready to be blown in.

There is no doubt that sooner or later the output of the mines of West Kootenay will afford a large and profitable field for smelting operations. It is also equally certain that the ores from the Silver King Mine will furnish an excellent basis for smelting operations and in the hands of a company with experience and capital would give it such a start in the business as would secure a great advantage over any rivals. It would, therefore, be quite in consonance with the views we hold on the matter at present, if some arrangement, such as we have outlined, were consummated and a large smelting concern enter the field in West Kootenay. The Omaha and Grant Smelting Company has had agents in the district, as well as the Kansas City Company and other smaller concerns, and such a company would be in a position to control a large portion of the output of the district, if it took over the smelter at Nelson as the basis of operations.

In any case the Hall Mines Company, by going on with the erection of a smelter, puts itself in a favorable position to take advantage of any proposition that may be made and to ensure its large output of ore being treated at such a price as will yield satisfactory results to the shareholders in the company.

A NEW TRANSLUCENT FABRIC.

The Translucent Fabric Company, Boston, are bringing out a new product which they call "Translucent Fabric." It is wire cloth of about ½ inch mesh covered with a semi-transparent, impervious material. It transmits a yellowish light, about as much as a glass window with a yellow holland shade. Its special field seems to be its use for skylights of factories, shops, etc., especially those with iron roofs. It has been tested in the new forge shop of the Berlin Iron Bridge Company, East Berlin, Conn., in which it forms the roof of the monitor, running the entire length of the building, containing 5,000 feet. It has sustained three very severe rain storms without leaking, cracking or changing its shape. In addition to the freedom from cracking, it is claimed that it is superior to glass also in being a non-conductor of heat, not condensing moisture as readily as glass, and keeping the building warmer in winter and cooler in summer than glass. The impervious and translucent material with which the wire cloth is covered looks flexible, but is water-proof and insoluble in water. It is composed largely of linseed oil, but the method of manufacture is kept secret. It is claimed that it will withstand a temperature of 800 degrees F. without ignition, and that it has been in use, in a skylight inclined at an angle of 45 degrees, on a foundry within 20 feet of the chimney which would blow out hot sparks, pieces of molten metal, etc., for an hour at a time, without damage to the material. The weight of this translucent fabric is only one-seventh to one-tenth that of ordinary skylight glass.

WITHOUT A TROLLEY.

The Westinghouse Electric Company has made the first successful test of its new electric railway. The new traction system is regarded by some as considerably better than any now in use. At the works of the company a piece of track has been laid on a new plan. It is called a surface railway, as the electric current is taken up directly from the surface of the road between the tracks. Square blocks of terra cotta are set in the road flush with the surface. From each of these blocks there projects slightly above the surface a circular knob of iron about four inches in diameter. These knobs are in pairs, each pair being seven feet from the next pair. The knobs on one side are all connected directly with the wire which carries the power.

As the car passes over these knobs the current is put on or off from them by a series of switches operated automatically by the car itself. By means of a long iron bar under the car, which brushes lightly over the knobs as the car passes over them, the knobs receive from a small storage battery in the car a current which instantaneously operates a switch that throws the powerful motor current into the neighboring knob. This knob is at the same instant in contact with a second long bar which transmits the 500 volt current directly into the two 50-horse-power motors. When the car has passed the switch ceases to operate and the knob is harmless.

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

RETAIL HARDWARE ASSOCIATIONS.

By Scott McKerrow—No. 3.

Business men's associations have a double purpose. They give birth to new friendships. They kill and bury old evils.—Hardware and Metal.

IN MY LAST article I dealt with the "friendships to which they give birth." In this I shall try to define a few of the evils they kill and bury, viz.:

1. Useless price cutting.
2. The credit system.
3. Slip-shod business methods.
4. Ignorance in calculating costs.

And in their place they substitute:

1. Fair margins.
2. The cash system.
3. The black list.

It is a well-known fact that no one man can do "all the business," no matter what his ability may be, nor how cheap may be his goods. Nevertheless, in many cases this fact seems to be lost sight of; and in the mad rush for business, margins do not appear to be a consideration whatsoever.

As a leader or an ad., a certain line is ticketed at cost and put out to the door, the dealer fondly hoping that the trade it will bring will justify the sacrifice. Another dealer will follow suit with another article, at the same time meeting price on article already cut, and thus two lines are selling at cost, which should bear a percentage of the cost of storing and selling goods, but which of necessity must be added to cost of better paying lines.

Oft-times our friend the farmer (whose welfare at present is carefully studied, and who is the recipient of much heartfelt (?) sympathy from politicians), who is just "clay" like the rest of us, and sometimes none too scrupulous, if he finds that a little feeling exists between dealers, he soon works the one against the other in the matter of price. And I have often been surprised to note how numerous are the descendants of Ananias and Sapphira. Another way, of which an instance occurred the other day, will illustrate. A farmer took a list of hardware to a dealer to which prices were attached. Instead of getting prices elsewhere, without referring to those already obtained, he took list to another dealer, and, planking it down, said: "Can you beat those prices?" In a short time he returned to the first dealer, saying his prices were beaten and asked if dealer wished to have another try. This is of common occurrence and dealers are fools to allow it.

The credit system. Whew! It makes me shiver to think of it. And I have lots of company. It has sent men crazy. It has signed men's death warrants, both financially and physically. It is iniquitous and unjust, from the fact that the honest man often pays the debts of him who will not pay. It tends to make a man dishonest, as he will often buy goods he hopes to pay for some time, which, if at the time he had to pay the cash for, he would never purchase.

How often has your clerk been "roasted" by you for forgetting to charge? (You never forgot—did you?)

How many men who were energetic and enterprising who would be in business today but for the credit system? Their name is legion. How many of your customers are making you wait twelve months for your money and have money out at 6 and 8 per cent. interest?

How gladly will we greet the day that will give to us a pure, honest, simple, free cash system, that will compel man to buy only that for which he can pay. Its forerunner, the black list, is welcome, and I wish it God speed throughout Canada. I understand it is a list compiled of all the "bad pays" and "dead beats" in the city or country in which it is inaugurated, but even this is only half-way.

Many people associate a combine or an association with high prices and extortion. This is hardly a fair or correct view, for, while there may be some such cases, in the majority I think a uniformity of price is maintained, a fair margin ensured, a better article manufactured, and manufacturers are encouraged to branch out and improve, thereby often lessening cost of production. This applies to the retailer as well. For if an article is sold at cost, no interest is taken in its sale, but if a fair margin is to be secured it pays a dealer to push it strongly.

I would like to touch the cost of goods, but space won't permit. There are other points of importance which I reluctantly pass. I was pleased to note that others both thought and expressed themselves along this line, and I trust that Mr. D. C. Taylor's (Lucknow) letter will not go unheeded, also Hardware and Metal's kind invitation, and that we shall have opinions from all quarters on all points, along with desires for co-operation.

Let's have a good, live hardware association in Canada. We need it badly. We can protect ourselves against unfair competition. We can assert and maintain our rights with the manufacturer. We can help each other wonderfully and be of a great benefit to the community as a whole.

MAKE THEM CARRY CONVICTION.

An ad. full of big display type has about as much to do with gaining business as a torchlight parade has to do with gaining votes, remarks an exchange. Both are useful channels through which to get rid of surplus enthusiasm, but sagacious men find cheaper ways. Advertising space is valuable property. Make your ads. carry conviction. Even if you convince most people that a particular bargain is not for them, by having convinced them you have made them feel your power and they will read your ads again.

Ever notice how a friend will mix up your children's ages and names? He doesn't see 'em often, doesn't think about 'em much. If a friend cannot remember about your children, do you expect a stranger to remember the names and virtues of your goods—unless you make them?

Railway earnings are gradually getting back to their normal condition. The earnings of the C. P. R. the first week in September were $397,000, against $381,000 the same time a year ago.

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office. . . . . .

HARDWARE AND METAL
TORONTO

BICYCLE ...WANTED

SECOND-HAND

Address, giving lowest price, make and condition of wheel

Hardware and Metal
TORONTO.

PRINCESS THEATRE

Tel. No. 2191

Week commencing **MONDAY, SEPT. 23**

Matinees Wednesday and Saturday.

THE COMEDIAN

MR. CHARLES DICKSON

And an excellent Company
. . in . .

OTHER PEOPLE'S MONEY

"There's nothing so good as money, and no money so good as other people's."

SEATS NOW ON SALE

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Sept. 20, 1895.

HARDWARE.

THE week's business has suffered some interruption owing to the fall fairs, and it has not been offset by the business that has resulted from the attendance of people at our own Fair, which has been going on this week. A few country dealers are in town, but the influx has not been large, and the trade from the warehouse that has been done with them has up to this writing not been of an extensive kind. As regards the position of the market the only change of importance has been in cordage, on which makers have advanced prices ½c. per lb. All other lines are steady and unchanged.

BARBED WIRE—Business in barbed wire continues quiet and the price is unchanged at 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f.o.b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

WIRE—There is a fair trade moving in plain wire for fencing, stove pipes, and hay baling purposes. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Montreal, Toronto and Hamilton ; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—Both sisal and manilla have been advanced ½c. per lb. Demand has been fairly active. We quote : Sisal, 6¾c. at the factory, and 7 to 7¼c. in a jobbing way ; deep sea line, 15½c. at the factory, and 16c. in a jobbing way ; pure manilla, 9c. at the factory, and 9¼ to 9¾c. in a jobbing way.

CUT NAILS—There has been a fair business in a jobbing way, but fewer large lots are moving as jobbers have bought pretty freely since prices commenced to advance. We quote : $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are still delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Demand quiet and trade dull. Discounts : 75 and 5 f. o. b. Montreal and Quebec, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A moderate jobbing trade has been done. Discounts are 55 off.

HORSESHOES—A satisfactory jobbing trade is doing in these. We quote : Iron, $3.50, and steel $4.75 to $5.75, as to brand.

TACKS—Continue quiet and unchanged. We quote discounts : B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—Peerless and white ware have been asked for this week in a fair way.

TINWARE—Stove furnishings of all kinds meet with a good enquiry.

PLUMBERS' SUPPLIES—There is the usual trade doing on fall account.

LEATHER BELTING—No change to report in this line.

CUTLERY—The week has been a satisfactory one and quite a few sorting-up lots have been sent out.

SKATES—There is a good jobbing demand for these, the volume of business being on the increase if anything.

CHAIN—Some enquiry for cow-ties has been noted this week.

SLEIGH BELLS—These are moving in an active way both from first and second hands.

SPORTING GOODS—Activity has been well maintained in guns, rifles and ammunition.

LAMP GOODS—Lamps and lamp furnishings have continued fairly active.

BINDER TWINE—No change is to report, and values are the same, at 6 to 6¾c.

SHOT—There has been a good business in shot, at 17½c. off the list.

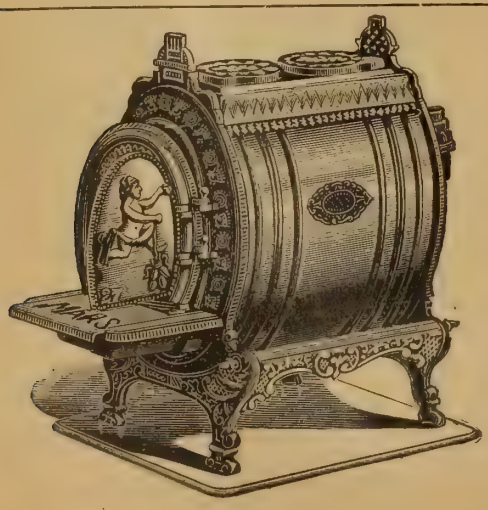
CEMENT—There has been an active trade in cement during the past week. Among the larger transactions were sales of 5,000 bbls. Belgian, $1.80, and a sale of 500 casks English at $2, ex-wharf here. Stocks are heavy here. We quote : $1.95 to $2.05 for English, end $1.80 to $1.90 for Belgian.

FIREBRICKS—There has been a good demand for these at prices ranging from $15 to $21 per 1,000.

METALS.

There has been little change in the metal market, which rules steady to firm on all the staple lines. Buyers have been operating with more freedom in some cases, but are not yet very anxious to do business ahead. Nor do sellers seem disposed to urge sales much in this connection. Tin plates are an example in this connection, for though they rule easy here, makers in Wales will only book for prompt shipment at existing rates and not contract for future shipment.

PIG IRON—The market rules very firm, and round lots of Scotch have changed



We have New Stoves and changes on Old Ones.

WATCH THIS SPACE EACH WEEK

MARS

RUSSIA IRON
BASE HEATER
FOR WOOD

We have increased the strength of Base and Legs, making a much stronger and handsomer looking stove. Customers with whom this stove has been a favorite for years, kindly note.

The McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver.

hands at $19.50 ex-wharf. There is a good demand for domestic on the basis of $17.50 for No. 1 Siemens in round lots, and $17.75 in smaller lots.

BAR IRON—There is no change in bar iron here. Business has been fairly active, at $1.60 to $1.65 here.

SHEET STEEL—Moves fairly well, on the basis of $2.25 to $2.30.

PIG LEAD—There is a fair trade doing in pig lead, which has ruled rather easier, at 3 to 3¼c., as to quantity.

LEAD PIPE—Business continues as it was, and prices are unchanged at 7c., with 30 per cent. off the list.

GALVANIZED IRON—Prices rule firm on galvanized sheets, under light stocks and a good, steady demand. We quote on the basis of 4½c. on broken cases and 4¼c. on cases for No. 28.

INGOT TIN—There is a firmer feeling in ingot tin, which we quote higher at 17 to 18c.

INGOT COPPER—There is no quotable change in copper. Business is quiet at 12c.

SHEET COPPER—A fair jobbing demand is experienced for this at a range of 14 to 20c.

IRON PIPE—There is a good demand for iron pipe, and prices rule firm. We quote: Black pipe 67½ to 70 per cent. off the list, and galvanized 40 to 47½ per cent.

SHEET ZINC—There is a fair jobbing trade doing at steady prices, viz., 4½ to 5c.

SHEET IRON—There is a fair demand for sheet iron from jobbers, and prices are held steady on the basis of $2 to $2.10.

CANADA PLATES—There has hardly been a quotable change on these, but indications point to higher values, and we give our range at $2.10 to $2.20.

TIN PLATE—Cable advices on tin plate are distinctly firmer in tone, but the fact has not induced any change on spot. Values continue stationary, in the face of advances in other lines, at $2.75 for cokes and $3.25 to $3.75 for charcoal.

TERNE PLATES—There is no change in terne plates, which are quiet and steady at $5.75 to $6.25 as to brand.

HOOPS AND BANDS—There has been a fair jobbing trade in hoop and band iron. Prices are steady at $2 to $2.20.

SPELTER—A quiet business is passing at $4.25 to $4.75.

ANTIMONY—Continues the same at 10c.

PAINTS AND OILS.

Business in this line has been fair on the whole, but there is no marked activity to note. The fact of the matter is that the fall fairs have checked the actual course of trade. As a rule values are steady and unchanged.

LEAD—Continues firm with business quiet. We quote: Choice brands white lead, Government standard, $5; No. 1, $4 75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—No change is to report in these and we quote 90c. to $1.

PUTTY—There has been a steady demand for putty, but business is not quite as brisk this week. We quote $1.85.

LINSEED OIL—No quotable change is to note in this, but the unsettled feeling still prevails. We quote: 58 to 59c. for raw, and 60 to 61c. for boiled.

TURPENTINE—There is no change in this article. Prices range from 44 to 45c.

RESINS — Continue as they were. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

All foreign advices on glass are firm, and no new supplies could be laid down here at prevailing values. Local prices, however, are unchanged at $1.15 to $1.20 for first and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

There is only a quiet trade doing in chemicals. Prices continue steady, as follows: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

The petroleum market is unchanged at the recent decline. We quote as follows: Canadian refined 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

The feeling in hides is rather easier, though no actual change in values is to note. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins, 35c., with 35c. for clips, and sheepskins, 75c. to $1 each.

WOOL.

Business quiet and prices unchanged. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

There is no change in tallow, which ranges from 5 to 6½c. per lb., as to quality.

ASHES.

There is no change in ashes. We quote. First pots, $4.05 to $4.15; seconds, $3.80 to $3.85, and pearls, $4 80 to $4.85.

MONTREAL NOTES.

Cordage manufacturers have advanced prices on sisal and manilla ½c. per lb.

The price of Nova Scotia pig iron here has been marked up 50c. per ton.

A. C. Leslie & Co. placed a round lot of Scotch pig iron with a United States buyer recently. This is an evidence of the extent to which the American market has advanced.

John Thorpe, Pilkington Bros.' Canadian manager, who returned from New York this week, was informed by dealers there that they were having great difficulty in getting their orders for glass promptly attended to in Belgium.

An American iron man who was here this week stated that the pronounced advance in hematite pig in the States had compelled American steel manufacturers to look to England for supplies.

Advices to McArthur, Corneille & Co. note an advance in glass of 20 to 25 per cent. In fact it could not be laid down here now at $1.15.

Wm. McNally & Co. report the arrivals of cement this week at 2,450 bbls. English and 5,200 Belgian, against 2,400 English and no Belgian last week.

Arrivals of fire brick for the past week were 20,000, against 9,000 for the previous week. The stock of fire bricks here is a pretty large one, but the market is firm in its tone.

The stock of cement in Montreal is much heavier than usual owing to the heavy arrivals of the past few weeks. Despite this fact prices rule fairly steady on the whole. Some dealers, however, are selling at prices which do not cover the recent advance made by makers, and if they had to replace their present stock to-day, could not do so at the figures at which they are putting out their stock.

ONTARIO MARKETS.

TORONTO, Sept. 20, 1895.

HARDWARE.

WITH the Exhibition over and the travelers again on their respective routes, trade is again getting into its customary channels. Already the travelers have been sending in some nice orders, and a good business from now out is anticipated. Prices keep firm, what changes there have been being towards higher values. Rope is about the only article on spot in which there has been an actual advance, and this is ½c. per lb. higher. The activity in cutlery and

sporting goods is still the feature in trade. Orders for skates are coming in steady, and the demand is being well maintained for lamp goods. Sleigh bells are receiving a little attention. Trade in plumbers' supplies is just fair. Horseshoes and horse nails are active.

WIRE—Stovepipe and hay-baling wire is still in demand, and ordinary fence wire keeps quiet. Discounts are still 22½ off the list four months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—There is no change in the situation. We quote 3½c. per lb. Terms and deliveries as before. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—An advance of ½c. per lb. is announced in the price of sisal and manilla rope. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼,5-16, ⅜ in., 7¼c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—The volume of business in this line is still on the small side, but it is gradually getting larger. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

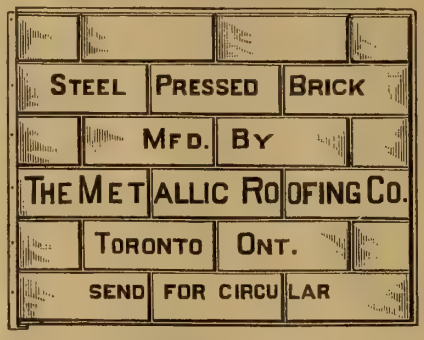
WIRE NAILS—If anything there is an improvement in this line, but it is very small. Discounts 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There is a nice business doing at the unchanged discount of 55 per cent.

HORSESHOES.—A large quantity of these are going out. We quote f.o.b. Toronto: Iron $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

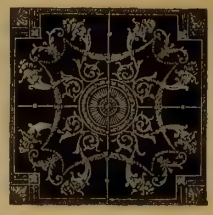
TACKS—The factories appear to be well employed, but the jobbing trade is light. We quote discounts as follows: Leather carpet, 30 per cent; B. B. B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B. B. B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.
MANUFACTURERS
84 to 90 Yonge Street - TORONTO

WARE—Business continues fairly good in white ware and "Peerless," but, outside these, business is quiet.

TINWARE, ETC.—Stove boards, coal hods, galvanized pails, etc., are in seasonable demand.

ELBOWS, ETC.—Demand continues good for elbows and pipes. We quote as follows: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

PLUMBERS' SUPPLIES—There is a fair trade doing on country account, and there is a little movement in the city.

LEATHER BELTING—Business is quiet at unchanged prices. Discounts: Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

CLOTHES WRINGERS—Trade continues fairly good, with prices as before at $26.50 to $27.

SPORTING GOODS—The situation is much as before: Wholesalers are experiencing a brisk demand for guns, rifles and ammunition. The consensus of opinion is that trade in sporting goods is better than for some seasons.

CUTLERY—Briskness is still the characteristic of business in this line.

SKATES—Orders are now being booked steadily for future delivery.

LAMP GOODS—Nothing new is to be noted in this line; business brisk.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

The outside markets are a little easier on copper and tin, but local figures are much as before. Pig iron continues steady. Generally speaking, the situation in metals is much about the same as a week ago.

PIG IRON—There have been some good good lots of Nova Scotia iron coming forward, but very little of it is for ordinary foundry purposes. In pig iron generally transactions are few. We quote American iron in Toronto as follows: Four months' time, No. 1 foundry, $22; No. 2, $21.50; No. 3, $21; Nova Scotia, $20.

BAR IRON—Owing to the scarcity and dearness of scrap an advance shortly is anticipated. In the meantime the ordinary base price is unchanged at $1.70 to $1.75, Toronto.

SHEET STEEL—Trade is fairly good at unchanged prices. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.65; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Business continues fair, but devoid of any special feature to note. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2.15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge. $2.50 to $2.60.

TINNED IRON—There is still little or nothing doing. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—There is nothing new to note, prices being unchanged at $3.35 to $3.50 per 100 lbs.

LEAD PIPE—Prices are unchanged as are the conditions of trade. Discounts both east and west, 30 per cent. for any quantity. We quote: Water pipe, 7c.; waste pipe, 7½c.

GALVANIZED IRON—The market is firm at the recent advances. We quote ordinarly $4.25 for prompt shipment and $4.35 for fall delivery.

INGOT TIN—The demand is still limited. We still quote 17 to 17½c. The London and New York markets are a little easier. The Daily Metal Market Report, referring to

this, says : "Disappointment in regard to the demand from consumers and the larger shipments during the first half of the present month than were anticipated are given as reasons in some quarters for the recent decline ; but on the other hand it is said that the recent sales of tin against options to call have caused a withdrawal of some of the larger buyers. These options to call tin are a source of both weakness and of strength to the market, where owners of these privileges hold them for values considerably higher than the privileges are issued at, and where, as is the case at present, these privileges have been issued entirely by one concern, they cause a withdrawal from the market as a seller of the party issuing them ; but on the other hand, the parties having these privileges may, at any moment, sell against them and thus create an apparent weakness in the market, which seems to be the case at present."

INGOT COPPER—The outside markets are a little easier, but there is no change to note locally, business being quiet at 11¾ to 12c.

SHEATHING COPPER — Business, both from stock and for import, continues fairly good. Base price is still 14½c. for 16 oz., with lighter weights in proportion.

IRON PIPE—Prices are steady and business fairly good. We quote : ¼ to ⅜ inch, 67½ per cent. off the list ; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.

GALVANIZED IRON— Some orders are being booked for future delivery, but there is not much doing in the ordinary way. The discount is unchanged at 50 per cent.

SHEET BRASS—Hard brass for sign purposes is still in good demand. Prices unchanged at 20 to 30c.

HOT WATER BOILERS—Business is fair and prices steady and unchanged. We quote : Domestic — Galvanized, 30 gal., $6; 35 gal., $7 ; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50 ; 40 gal., $9 ; copper, $16.20 to $20, according to size.

CANADA PLATE—Business is steady at the advance. We quote : $2.30 to $2.35 for 52 sheets, according to brand and quantity ; 60 sheets, $2.35 to $2.45; 75 sheets, $2.50 to $2.60; Alaska, $2.90 to $3.

TIN PLATES—The movement is still light. We quote : $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—Demand continues fair at unchanged prices. We quote : 4 inch light, 15c. ; 4 inch medium, 18½c.; other sizes, 60 and 10 off the list.

TERNE PLATES—Much as before at $6 for the best brands.

ZINC SPELTER—Continues quiet at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—A continued fair trade is to noted. We quote : 12½ to 13c. for half and half, and 11½ to 12c for standard.

ANTIMONY—Is quiet and unchanged at 10 to 12½c. per lb.

SHEET ZINC—Business is fair at unchanged prices. We quote : Cask lots, 4¾c.; smaller lots, 5c.

GLASS.

The demand is about the same as last week, that is to say, active, and jobbers are doing their best to fill orders, but they find it impossible to do so. There are no arrivals yet, and none are expected for a few weeks to come. In fact, it looks as if glass were likely to be very scarce throughout the coming season. The country merchants and smaller dealers held off for a long time, looking for lower prices, and, as a result, their orders have all come in in a rush, and it may be a long time before the importations catch up with the shortage. The quotation for the first break in fifties is still $1.15. The trade in plate glass has fallen off a little, while that in fancy glass shows some improvement.

OLD MATERIAL.

Trade is brisker and business generally looking up. Last week's advanced prices are maintained. We quote : Agricultural scrap, 45 to 50c. per cwt. ; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—Quiet just now at 4¾ to 5c. as quotations. It is learned that a good deal is just now being sold as low even as 4½c.

PUTTY—Featureless at $1.85.

PREPARED PAINTS—Trade is poor at $1 for pure.

TURPENTINE—The outlook is uncertain, but there is an improved demand just now, prices being 38 to 41c.

LINSEED OIL—Is at present in only light demand at 54 and 57c., and the situation is very uncertain. There are so many factors to enter into the determination of the future position of the oil that it is difficult to hazard any prophesy. The question of the disposal of the cake is an important point; but besides this the world's yield of seed this year is a peculiar one. While Canada and the United States have the biggest crops on record, India and the Argentine Republic, it is reported, have only a half yield.

CASTOR OIL—Remains at 6½c.

SEEDS.

The timothy season is about over, and alsike receipts are very light. Choice alsike brings still from $4.15 to $4.20.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are weaker than last week, dealers selling cured for 8½c. They are paying 8c. and 7c. for No. 1 and No. 2 green.

SHEEPSKINS—Lambskins and shearlings remain at 55c.

CALFSKINS—Season closed.

WOOL—There is a better feeling in wool, and there are numerous enquiries from manufacturers. Prices have advanced. We quote : Fleece combings 24 to 25c.; rejections, 17½ to 18½c.; unwashed, 14 to 15c. In pulled wools supers are quoted at 21 to 22c., and extras at 22 to 23c.

PETROLEUM.

No change. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Sisal and manilla rope is ½c. per lb. dearer.

The Metallic Roofing Co. are making large shipments of corrugated iron to Nova Scotia.

Col. Massey and R. J. Lockhart, president and sec.-treasurer respectively of the Gurney-Massey Co., Montreal, were in Toronto the other day.

The Gurney Foundry Co., Ltd., Toronto, received a large number of callers at their special show rooms on King street west during the Exhibition weeks.

A shipment of Butler's table cutlery has just been passed into stock by H. S. Howland, Sons & Co.; also Dixon's "Champion" fish scaler, which can be retailed at 25c.

The Toronto Silver Plate Co. have now in the hands of their printers a supplementary catalogue, a copy of which they will be pleased to send to any one in the trade making application for same.

H. S. Howland, Sons & Co. report that their stock of guns, rifles, "Dead Shot"

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

powder, U. M. cartridges and loaded shells and Dominion Cartridge Co.'s goods is complete. This firm has just received a shipment of Eley's job shells, and are now prepared to fill all back orders.

The Gutta Percha and Rubber Mfg. Co., of Toronto, secured the contract for all the rubber belting required by the Sault Ste. Marie Pulp and Paper Co., who have put up what is said to be the largest mill in the world. Among the belts supplied were two specially large ones, one 48 inches, and another 36 inches, in width.

UNITED STATES MARKETS.

NEW YORK, Sept. 20, 1895.

PIG TIN—Slightly lower London cables, together with lack of other than feeble buying interest here, operated to force prices several points lower and to give the market rather week tone. Purchases outside of speculative quarters were also referred to as having been on a smaller scale, and the demand below that of the preceding day. In this market prompt and current month delivery receded to 14 40c. net cash, while business was done in a jobbing way at 14.55 to 14.60c., thirty days. Transactions on 'Change included 10 tons October delivery at 14.40c.

COPPER—Deliveries in execution of old contracts constitute nearly the entire movement in ingot at the present time. Those deliveries seem to keep consumers comfortably supplied, and new purchases are therefore mainly of small lots, the total of which is moderate. As not unusual during a quiet period, some outside lots come upon the market at prices slightly under the mining companies' quotations, and to that extent the market shows softish tone. The general quotation on Lake Superior is 12.25c., but outside lots could have been secured at 12.15c., possibly at a trifle less on the spot. Electrolytic remains at 11¾ to 11⅞c., and casting stock at 11½ to 11⅝c., according to brand and size of lot.

PIG LEAD—No further change in prices took place, but the combination of more or less adverse conditions, notably the heavy importations and large stocks in bonded warehouse keeps the market in an unsettled and rather weak condition. Buyers remain very indifferent and act as though disposed to hold back for a further fall in values. Common domestic is at present quoted at 3.35c. for round lots and 3.37½c. for carloads. London cable quoted £10 16s. 3d. for soft Spanish.

SPELTER—Private advices again noted purchases in the west at prices considerably above those sent out from certain quarters for publication, and the primary market is much stronger than those reports would indicate. In the New York market none but very inferior spelter can be purchased at under 4.35c., and for reliable brands 4.40c. upward was quoted. Supplies of ores are light in the west, owing to recent flooding of mines, and smelters have little stock on hand. London cable was £15 7s. 6d. for good merchant brands.

ANTIMONY—In jobbing way there is about the usual movement at steady prices, namely, 8 to 8⅛c. for Cookson's; 7⅛ to 7¼c. for Hallet's, and 7c. for Japanese, on spot.

TIN PLATE—Beyond moderate-sized lots needed for immediate use, buyers are taking hardly anything. Occasionally a fair-sized purchase of plate for near future shipment is made, but interest in forward deliveries is still remarkably tame for this season of the year, dealers as well as consumers being extremely conservative. Stocks are still under very good control, however, and prices remain quite firm.

IRON AND STEEL—The pig iron market is without new feature. Business in this vicinity continues rather light, since deliveries on old contracts keep old consumers well supplied, while the increase in production that has taken place of late serves to restrict purchases against distant future wants. There is no heavy offering from any quarter, however, nor are concessions being made from the line of quotations that has been quoted since the beginning of the month.

Foreign ferro-manganese is in some demand, but importers' limits have been raised to a parity with about 53 here, and that high cost checks business. Twenty per cent. spiegeleisen costs about $26 to $26 50 landed at this port.

Cable advices noted a decline in pig iron warrants in the English market to 47s. 10d. for Scotch and 38s. 9d. for Middlesboro.

There were no new developments in the steel rail market or in other heavy steel and iron products.

GOOD NEWS FROM THE EAST.

Harvey Graham, of the Nova Scotia Steel Co., is in Montreal this week attending to the business of his company during the absence of Mr. Maclennan, who has gone to the Pacific Coast on his wedding tour. Mr. Graham says business is improving in the provinces down by the sea, the crops of all kinds are very good, and business generally has taken a forward step. He reports the Steel Company full of orders, and prices advancing, the sharp advances in pig iron having stimulated the buying of that material and the placing of orders for finished goods.

CONCERNING RETAILERS.

F. J. Gillespie, general merchant, Uptergrove, and Reform candidate for North Ontario for the House of Commons, was in Toronto last week. He was in good spirits over trade prospects.

About a year ago Mr. Geo. P. Hart left Wilfrid to start in business for himself. He chose for his calling the general store, and his field Carnarvon, a settlement in the wilds of Haliburton. He teams his stock sixteen miles to the store. To-day he is one of the leading merchants in that section. He runs a strictly cash or trade business, and is well liked in the community. He has now taken in an assistant which he finds a great help in buying.

Since moving into their new store, R. Scott & Co., Mt. Forest, are doing a splendid business. They now have one of the largest stores in their town, having a frontage of 48 feet, with a depth of 100 feet, and three stories high. The building is built of brick, and lighted with incandescent light throughout. They carry a large stock of clothing, dry goods, groceries, boots and shoes, and glassware and crockery, each department being kept separate. HARDWARE AND METAL wishes them continued success.

J. J. Darkes, general merchant, Williamsford, was in Toronto last week.

PERSONAL MENTION.

Major A. J. Campbell, representing the Maclean Publishing Co., Toronto, is in the city. This firm publishes The Canadian Grocer, HARDWARE AND METAL, Dry Goods Review, Bookseller and Stationer and Printer and Publisher.—Chronicle, Halifax.

Mr. Page, of Page & Desrosiers, general merchants, Sandwich, Ont., was in Toronto the other day. He was accompanied by his newly-made bride.

MERCANTILE NOTES.

C. J. Draper, general store, Waterville, Que., has assigned.

The stocks of Ephrem Duplessis and D. Guay, tanners, Quebec city, have been damaged by smoke and water.

ADHESION OF METALS TO GLASS.

In a recent work by Charles Margot, the author discusses the question of the adhesion of aluminum, zinc, tin and other metals to glass, and gives the results of experiments made by him in this field. He finds that on heating glass to the melting point of aluminum the adhesion of the metal is very marked. It is possible to spread the aluminum over the surface of the glass with an iron spatula. It is suggested that this property may be utilized for cementing together the parts of glass apparatus used in laboratories. Magnesium also adheres much more readily when heated, but the facility with which it is oxidized renders it less suitable for the purpose, and the same may be said of cadmium. Zinc, at moderately high temperatures, possesses similar properties. Ordinary plumbers' solder, alloyed with a small percentage of magnesium, can be spread upon hot glass like sealing wax, but unfortunately these alloys are speedily attacked by the moisture of the atmosphere. Tin alloyed with 10 per cent. of aluminum spreads easily and is more stable, but requires a higher temperature for its use; and an alloy of tin with from 2 to 5 per cent. of zinc was found to work well. It is advisable not to raise the temperature too high, otherwise oxidation becomes energetic. An ordinary soldering iron may be used, but an aluminum bit is preferable. No flux is required, but the glass must be perfectly clean.

FALL GOODS

Stove Pokers
Dripping Pans
Lanterns
Coal Hods
Elbows
Stove Boards
Stove Shovels

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

TRADE CHAT.

ST. THOMAS is to have an electric railway, and the aldermen are visiting other cities in order to get pointers.

The Guelph electric street railway has been formally opened.

Notice is given for application for letters patent to incorporate the Brantford Bicycle supply Co., headquarters, Brantford; capital, $25,000.

City Commissioner Coatsworth issued a building permit to the Gendron Manufacturing Co. for a three-storey brick factory on Ontario street, Toronto, to cost $23,500.

A member of the firm of Glass Bros. & Co., Pottersburg, was in Wallaceburg the other day, and interviewed a number of gentlemen on the subject of clay for a pottery.

Hon. John Beverley Robinson, Sir Melville Parker and others, of Toronto, are applying for incorporation as "The Bicycle Accident Repair Company," with a capital of $10,000.

About 65,000 pounds of binder twine has been sold at Edmonton this season. This is fully twice as much as was sold last season, and indicates the crop is about that much more than last year.

The store and dwelling occupied by J. C. Brown, stoves and tinware, Harriston, Ont., was completely destroyed by fire on the 14th inst. Brown's stock amounted to about $2,500; insured for $1,100; partially saved. The contents of the factory and repair shop were nearly all removed; loss small. Cause of fire unknown.

A writ has been issued to-day by McCallum & Beale, solicitors for Robert Raines, against the Hamilton Bridge Works Company, Ltd., for injuries received in the late accident that occurred while constructing the iron work on the new Simpson building. He claims $2,000 damages.

Shipments of ore and bullion largely increased via Revelstoke last week. Eleven carloads of base bullion went east to Aurora, Ill., from the Pilot Bay smelter, eleven carloads of ore from the Silver King, Cumberland and Alamo mines went to Omaha.—Statistical News Advertiser.

The New Glasgow Gold Mining Co. have just made their first return since the commencement of actual work at their mine two weeks ago. Don. F. Fraser arrived in town on Monday from Goldenville, having in his possession a beautiful brick of gold, weighing 100 oz., the result of crushing 120 tons quartz in this mine.

It is stated that a contract has been entered into between the Hamilton Radial Electric Railway Co. and the Niagara Power Co., which in effect makes the construction of an electric road between Hamilton and the Falls a certainty. The company are said to have abandoned the steam railway portion of their scheme for the present at least.

There are some interested parties on the trail of the unregistered firms in Hamilton, and a good many merchants, there being, it is said, about 140 of them, who are unregistered, are extremely uneasy. It only costs 50 cents to register a partnership or a dissolution, yet neglect in doing so makes the delinquent liable to a $100 fine, half of which goes to the informer. There are no saving clauses in this Act, which distinctly says the fine is $100 for those firms whose partnerships are not registered within six months of their formation. It may interest the merchants to know that it is chapter 130 of the Revised Statutes of Ontario, entitled "An Act Respecting the Registration of Copartnership and Business Firms."

An editorial in The London Post upon the opening of the new St. Mary's canal says: "Both the resolution and its accomplishment reflect infinite credit upon the spirit and resource of Canada. Although the commercial importance of Lake Superior is now overshadowed by Lake Erie and Lake Michigan, its potentialities are so enormous as to place the future volume of its trade beyond all question. In that future Canada must claim a great if not a preponderating share. Although Duluth is now the busiest place upon the lakes, Port Arthur is rapidly rising in importance, and it would seem suicidal for Canada to permit the possibility of a great trade route from Lake Superior outward being at any moment closed against her."

LARGE CONSIGNMENT OF . . . NITRO POWDER Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

HAMILTON TRADE GOSSIP.

TRADE locally is fairly active. Cutlery is moving out rapidly, and in a way which indicates that retailer's stocks were pretty low.

Sporting goods are attracting a great deal of attention. Guns, rifles, and ammunition of all kinds are in excellent demand. There is practically nothing doing in revolvers. "Trade in that line," remarked one jobber, "is getting less and less in this country. I suppose our people are getting too sensible to carry revolvers. I was talking to a traveler the other day and he informed me that in the United States the trade in revolvers is keeping up as good as ever."

Winter supplies are as a rule going out well, although sleigh bells are not yet receiving much attention.

In iron pipe trade keeps steady. On American pipe the prices which went into force July 23 still obtain. German pipe has climbed up a little. "I suppose," remarked one jobber, "the Canadian maker will also be advancing his prices some of these days." I am told that more iron pipe has been sold in Hamilton this season than for some years.

The price of bar iron remains unchanged at $1.70 to $1.75 ordinarily, but, in view of the shortage in scrap higher prices are expected shortly. No. 1 scrap is being held at $13 to $14 per ton.

The sheet steel that is now being imported is chiefly brought from Great Britain and Germany, the high prices obtaining in the States having stopped importation from there.

There is still a good demand for soil pipe, and manufacturers are finding it difficult to keep up stocks. Plumbing supplies generally are not receiving much attention.

The Hamiltion Bridge Works Co. have completed their iron work on the Simpson building and are now putting in the fire proofing. The contract was obtained in May, but the work would have been completed a month ago had it not been for the difficulty experienced in getting supplies from the mills. "It is the first building of the kind to be put up in Canada," explained the manager of the Bridge Works to me. "Instead of the walls carrying the iron work, the iron work is carrying the walls." The Hamilton Bridge Works are putting up the Canada Life Building, Montreal, which has now reached the twelfth storey, and they have also the contract for the Bell Telephone Co.'s new building in the same city. Then in the bridge line they have several bridges for the Michigan Central Railway Co., besides work for the latter's shops in St. Thomas.

The Ontario Tack Co.'s factory is still kept hustling. "We were never so busy before at this season on tacks, and we have orders for all the nails we can make," said a representative. Manager F. H. Whitton is expected back from Europe in about a week.

The B. Greening Wire Co. are so busy on cow ties that they are compelled to run the factory overtime in order to keep up with the orders.

Fred. A. Carpenter, of the hardware firm of Carpenter & Ramsay, York street, was married in Toronto on Wednesday to Miss Beatrice Wylie, 21 Grange avenue. The wedding, which took place at the residence of the bride's parents, was a quiet one. After an eastern tour the young couple will reside on Hess street south.

Miss Leggat, daughter of Mr. Matthew Leggat, so well known in the hardware trade of Hamilton, was married on Wednesday last.

Work at the Smelting Works is progressing nicely. There are now on the spot some 60 cars loaded with machinery, fire brick, etc.

Business is still fairly good at the works of the Kay Manufacturing Co., particularly in motors for elevators.

The Gurney Scale Co. is this week making a shipment of warehouse and other scales to Chili. This company's factory has been running every night till 10 o'clock for some time. J. P. Steedman, the manager of the company, is taking a well-earned holiday.

Hamiltonians are not without hope that, as a result of the visit of Sir C. Rivers-Wilson, a handsome up-town Grand Trunk station will be erected before a great while. A great deal of satisfaction is being expressed at the fact that Hamilton is to be made the western freight centre. Anent railway matters, the T., H. & B. bonus seems to be a dead letter. The contractors are making good headway with the tunnel in Hunter street, and have the collapsed brickwork well into position again.

W. L. E.

ADVANCE IN STEEL RAILS.

The Illinois Steel Co. have advanced the price of standard steel rails from $25 to $29 a ton. Steel rail manufacturers throughout the country are in harmony in making this advance. This is one of the sharpest advances in the prices of steel rails that that trade has ever known. During the early part of the year the price was $22 a ton. The advance, which went into effect yesterday, will make a difference in the profits of the Illinois Steel Co. of $125,000 a month.

ELECTRICIANS MEET.

The fifth annual convention of the Canadian Electrical Association was held at Ottawa this week. President J. K. Dunstan, of Toronto, presided, and there were present delegates from all over Canada. Numerous papers were read on interesting questions of the day.

The following officers were elected for the year: President, Mr. A. B. Smith, Toronto; first vice-president, Mr. C. B. Powell, Ottawa; second vice-president, Mr. L. B. Macfarlane, Montreal; secretary-treasurer, Mr. C. H. Mortimer, Toronto. The following were elected Executive Committee: Messrs. Warren Y. Soper, Ottawa; George Black, Hamilton; E. Carl Breithaupt, Berlin; J. J. Wright, Toronto; O. Higman, Ottawa; J. A. Kammerer, Toronto; F. W. Badger, Quebec; — Wickens, Toronto; — Carroll, Montreal; and J. K. Dunstan, Toronto.

Toronto was decided upon as the place for holding the next year's convention, which will assemble in June.

The banquet tendered to the association on Wednesday evening was a novelty in more than one respect. Electricity was utilized in every possible way to beautify the dining room of the Russell. The decorations were illuminated by electricity, and in the midst of the room was a brilliantly lighted revolving float. Many ladies were present, and occupied seats with the gentlemen at the tables. Each chair at which a lady was seated was surmounted with a floral arch, at the top of which was an electric light. The serving of the dishes was done on a raised platform within the sight of all, and as the knives were sharpened they emitted flashes of electricity. Altogether the wizard fluid played a more prominent part in the gathering than it ever did before in Canada on a similar occasion. The chair was occupied by J. K. Dunstan. The speeches were short, and there was more music than talking. The banquet was a fine illustration of what electricity can do.

PRICES OF LEATHER.

The Chicago Record says: The quotations for nearly every variety of leather are higher to-day than for ten years, and in some cases higher than they have been since the war. Yet less than a year ago the prices were lower than they ever were in the memory of the dealers. Here is a comparison of the prices that reigned on October 1, 1894, with those of April 1, 1895, and September 1, 1895:

	Oct. 1, 1894.	April 1, 1895.	Sept. 1, 1895.
	cts.	cts.	cts.
Union leather	25	27	38
Sole leather	16½	17	23
South American hides	10½	13½	21
Calfskins	12	13	19
Grain leather	9	11	16
Chicago steer	8	8½	12
Buff hides	5	8½	10

EFFECT OF MACHINERY ON LABOR.

THE idea that labor-saving machinery is a permanent injury to labor seems to be still strongly rooted in the minds of a great many people, remarks American Manufacturer. An illustration of this fact was given at a recent meeting of the New York Board of Aldermen. When it was proposed to try a new sweeping machine, one of the aldermen objected on the ground that the machine would take the place of 15 men, and was "against the interest of the poor workingman." The experience of years has shown that the introduction of machinery has not hurt the workingman, but there are people who it seems will never be able to learn that fact. The National Industrial Review, of Cincinnati, recently sent to a number of prominent manufacturers and others the query as to whether labor-saving machinery has thrown more men out of employment than the number it has given work. One employer in answer to this question says that few mechanics of the present day would go back and do the work as formerly, even if they were as well paid for it as now. Because a temporary distress is inflicted on a trade by the introduction of a new labor-saving process or machine, narrow observers may say that the result is adverse to the interests of man—as it certainly is to the few men directly interested—but it is not adverse to the race.

The opinion that machinery has been a blessing and not a curse to labor is shared in by all the gentlemen addresssed by the journal mentioned. The fact is mentioned that farming implements may have somewhat lessened the number of men employed during the time of harvest, but these machines have enabled the tiller of the soil to increase his area of land tilled, and thereby makes it possible for the railroads to employ more men to haul his product, the miller to grind the same, the cooper to make barrels, and it has so affected many other industries. Labor-saving machines have cheapened all products and increased their consumption. Thus the necessities of the human race have become more numerous, the number of occupations increased, and the number of men employed been made greater by the introduction of labor-saving machinery.

BRITISH TIN PLATE EXPORTS TO THE STATES.

The latest figures on British exportation of tin plate to the United States is given in the regular monthly cable to The American Manufacturer. These furnish another illustration of the great activity in this line, and the demand which is attracting foreign manufacturers. The total exports of tin and terne plate from Great Britain to the United States during the month of August was 23,531 tons. This is quite an increase, and may have been due largely to exceptional circumstances, but by some it is considered as indicating largely increased exports in this line. Compared with the same class of exports during August, 1894, the tin plate exports from Great Britain to this country last month show an increase of more than 23 per cent., and they were 36 per cent. above those of August, 1893. The figures for last month were the largest since December, 1894, and have been equalled only twice in the last two years.

The year's exports of British tin plate to the United States so far show a gain. Comparing the total from January 1 until the close of August this year with that of a corresponding period in 1894, increase of more than 8 per cent. is seen. And from present indications this difference between the two periods will increase as the year continues.

The total exports of tin plate from Great Britain to the United States during the past five years are shown in the following :

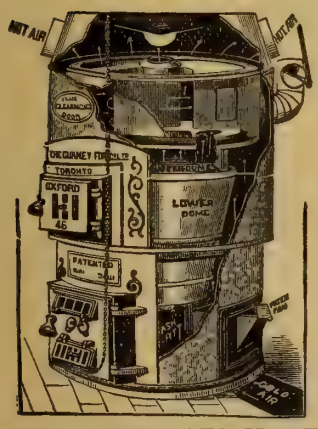
Exports of tin plate from Great Britain to the United States, 1891 to 1895 Tons, 2240 pounds

	1895.	1894.	1893.	1892.	1891.
January	18,626	18,296	23,498	17,554	32,018
February	23,201	13,413	20,190	22,268	28,253
March	18,743	16,907	31,334	22,789	38,638
April	15,946	13,210	31,651	31,061	45,208
May	18,118	21,291	26,988	23,799	55,569
June	13,760	17,247	26,759	23,550	63,539
July	16 445	17,805	22,248	24,750	4,323
August	23,531	19,125	15,784	24,221	5,629
September		17,672	13,789	22,535	11,139
October		24,854	13,861	19,901	12,461
November		22,382	15,495	20,634	14,831
December		24,677	14,031	23,417	13,536
Total	148,370	326 879	255,583	276,479	325,144

OXFORD WARM AIR OR COMBINATION WARM AIR AND HOT WATER FURNACES

TRIED AND TESTED. NEVER HAS ONE FAILED.

FOR COAL. **ARE THE MOST MODERN FURNACES IN THE MARKET.** FOR WOOD.

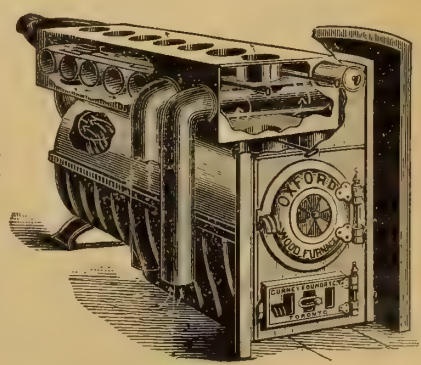


Coal Furnaces

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome, which heat quicker than Cast Iron.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES.

WARRANTED THE BEST IN CANADA

SEND FOR CATALOGUE AND TESTIMONIAL BOOK.

MANUFACTURED BY

THE GURNEY FOUNDRY CO. LTD., TORONTO ONT. THE GURNEY-MASSEY CO. LTD., MONTREAL QUE.

SHYLOCK IN THE WORKSHOP.

FRED WOODROW in Age of Steel writes: The popular idea of Shylock is that he is a well nourished and dainty individual, dividing his time between the upholstery and lattice work of an office and a suburban residence. His face is seen poring over a calf-bound ledger, his hands in a bag of gold, and his great financial brain teeming with such schemes as a spider is supposed to have when spinning a cobweb, or an angler when he baits his hook for a trout. To this ingenious and voracious individual, it is the fashion to trace the failure of banks and the wrecking of other financial institutions, the low price of corn, depreciation in tea and sugar values and a rise in coal when our toes are cold and our blankets thin. The duke that has to borrow, the merchant that needs a loan, the poor man that needs a mortgage and the seamstress that has a sewing machine to buy, all these are fish for Shylock's accommodating net. As a leech he cares nothing whether his prey is fat or lean, and as a shark he provides apartments for both a herring and a porpoise. He refuses nothing. His appetite is always good. Now, while in a general sense the popular idea of a Shylock is correct as to his cupidity, it is at fault when it supposes that he is only to be found in Wall street, or behind a desk in a loan office. He is abundant elsewhere. We find him holding down the aldermanic chair and over the folios in a city office. He is the scribe of public contracts, and has the appointing power of police officers and the janitors of public buildings, and he may be the foreman of a contractor, or of a railway shop. In these official lines we have Shylocks by the score. In municipal affairs he is too common to be a surprise. The eel may object to the skinning, but he submits. It is, however, a fact that in lesser public positions and where his presence is unsuspected, that the modern Shylock continues to do a good business, and to squeeze his lemonade from lemons that have none to spare. This may be a mean business, and it not only pays well, but is carried on extensively. In works where large numbers of men are employed it is by no means a hair-raising discovery to find heads of departments who do not scruple to sell positions to the highest bidder. It is tacitly understood that a ten dollar bill is better than a certificate of character and efficiency to secure employment. We have known cases where a crisp greenback with two figures in the corner has been the means of ousting one man to make room for another. Now as a piece of business this may be sharp practice, but as a matter of injustice it is an enormity. There may be positions that have a market value, where a salary is only earned by putting it in the pocket, and it may be thought no breach of good morals to collect a fee on a sinecure. When, however, a man has to exchange ten hours of hard work and perspiration by the pint for every cent that tickles his horny palm, the foreman who collects pay for another man's right to earn it is a worse Shylock than any other of the tribe, that buy pianos and build houses by frauds in stocks or extortion in loans. Cupidity has reached its extreme point when it makes soup of a fly.

Aside from this form of greed and practical pocket-picking, but as a fish on the same string, we have the man who loans money to fellow-workmen at an excessive interest. We have in mind the foreman of a large establishment from whom a five dollar bill could always be had for a bet on a horse or a two days' jag, no matter what, at an enormous interest. This was deducted from the pay of the borrower, and the lender, on his own admission, doubled his own salary by this Shylock practice. If an emolument to him, it was a curse to others. It would be well if these Shylocks of the workshop could be cleaned out with the rest of such man-eating spiders.

ESTIMATING THE COST OF GOODS.

A Missouri hardware merchant writes Iron Age as follows regarding his plan of estimating the actual cost of goods and of marking them:

It is my method to mark goods with such items as package, cartage and freight added, with due regard to the kind of goods. In a mixed invoice of, say, 3,000 pounds sash weights, one cask pump chain, 35 kegs nails, 6,000 pounds barb wire, four cases of shelf hardware, ten bundles garden and farm implements, etc., the cartage would probably be the same on every 100 pounds. The freight, however, is different, and there is an additional charge for package on the cases of shelf hardware, hence an average per cent. for cost could not be estimated. It would not do to add store expenses to the cost of goods, as some goods might be carried in stock for five years or more, the cost of which would be doubled. A fair allowance must be made for the expense of doing business and at the end of the year it can be told if the business is a paying one.

VERY ANCIENT HARDWARE.

Among the latest additions to the industrial section of the Birmingham Art Gallery, according to Ironmonger, are some very curious bronzes and iron wares of as remote a date as 1400 B.C., which have been lent by Professor Flinders Petrie. The bronzes include daggers and spear-heads from Thebes and Egypt, fish-hooks and small chains. A fish-hook 12 inches long and of proportionate strength is of Roman manufacture. Some Roman snuffers are remarkable for the huge bowls and the long handles, each terminating in a ring of large proportions. The knives are mostly of an oval fish-shape, but some of the blades are curved at the end. There are some very curious swivel-knives, the use of which is unknown. There are also a number of bronze nails more than 3,000 years old, the shape and style of which enforce the wise man's saying, "there is nothing new under the sun," so like are they to the nails of the nineteenth century.

CUTTING GLASS TUBES.

One of the best devices for cutting glass tubes that we have seen used, says Stationary Engineer, is a three-wheel pipe cutter, but the single-wheel cutter with two rollers would probably answer just as well. Glass tubes are seldom accurately round, and for this reason some care must be exercised in cutting tubes with the pipe cutter. After the place at which the tube is to be cut has been measured off the cutter should be made to embrace the tube at that point and the remaining wheel fed slowly up to the tube, while the tube is being turned around, and the cutter brought to bear against it with sufficient force to mark the glass at the high places. Feeding the cutters up slowly and keeping the tube continually revolving will soon score the glass or cut it to such a depth that the pieces will come apart and leave as smooth and square an end as though it had been ground and polished. A very little practice will enable anyone to cut glass tubes accurately and of any desired length by this method, and do it as quickly as by any other means yet employed for that purpose.



VANDUZEN STEAM JET PUMP
THE BEST IN THE WORLD.
Pumps Any Kind of Liquid.
Always in Order, never Clogs nor freezes. Every Pump Guaranteed.
10 SIZES.
200 to 12000 Gallons per Hour.
Cost $7 to $75 each. Address
GARTH & CO.,
536 to 542 Craig St. MONTREAL

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL
BARRISTERS, SOLICITORS, NOTARIES, ETC.
Offices—Bank of Toronto, cor. of Wellington and Church Streets,
TORONTO, - ONTARIO.
Solicitors for Bank of Toronto, Board of Trade, Toronto
R. G. Dun & Co., (Mercantile Agency,) etc.

NORTHERN ASSURANCE COMPANY
Established 1836. OF LONDON.
Capital and Funds, $36,465,000.
Revenue, $5,545,000.
Dominion Deposit, $200,000.
Canadian Branch Office, 1724 Notre Dame St., Montreal.
ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting

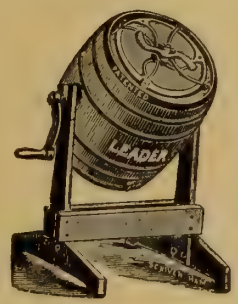


It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

WE SUPPLY THE PLASTER
YOU FURNISH THE SAND.

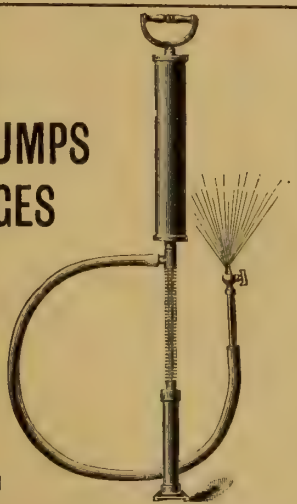
PARISTONE WALL PLASTER

In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to Pay.
A Hard Wall Plaster at a Price within Reach of All.

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THE ALABASTINE CO., LIMITED
Manufacturers of Land and Calcined Plaster,
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TORONTO SALT WORKS Write for Circulars, Prices and Freight Rates.
128 Adelaide St. E.
Agents for **TORONTO**

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BRASS SPRAY PUMPS AND SYRINGES

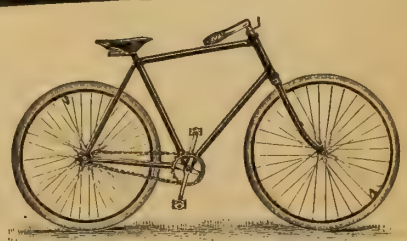


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Stevens Manufacturing Company
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SPRITE CYCLES
LEAD FOR LOW PRICES
QUALITY FINISH

CATALOGUE UPON APPLICATION

PRICES
CUSHION TIRES FROM £5 8 0
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Beware of Counterfeits

Get the old and original and only reliable

JOHN LUCAS & CO.'S
IMPERIAL FRENCH GREENS

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TRADE appears comparatively a little quiet in Toronto since the close of Industrial Exhibition, but the flatness is only temporary. Considerable contract and jobbing work, both in heating and plumbing, is being done in the city and country.

* * *

The Toronto Junction Board of Health have resolved to take decisive action towards having all buildings in that town put in a sanitary condition. Several owners of unsanitary buildings have been warned what to expect unless they remedy matters, and the result will probably be some extra jobbing work for the local plumbers.

* * *

NEWS OF PLUMBERS.

There is a demand of assignment against McCrae & Watson, plumbers, Montreal.

G. T. & W. F. Phillips, plumbers, Montreal, have gone into partnership as G. T. Phillips & Son.

B. J. Atkinson, Victoria, B.C., has retired from the plumbing business.

James Snoddy, of Snoddy & Bro., plumbers, Hamilton, Ont., is dead.

* * *

CONTRACTS OPEN AND CLOSED.

The Bennett & Wright Co., Toronto, have obtained the contract for the heating of the House of Refuge at Clinton, Ont.

Building permits have been issued to C. Wickins for the erection of five houses on Mill street, Toronto, to cost $9,000. Also for three houses on Mitchell avenue, to cost $3,800.

The Bennett & Wright Co., Toronto, have been awarded the contract for heating Sills' large block at Belleville, Ont.

The plumbing of Charles Magee's fine private residence at Ottawa is being done by the Bennett & Wright Co.

* * *

NEW HOT WATER HEATING SYSTEM.

One of the schemes for future engineers to work at will be the sinking of a shaft 12,000 or 15,000 feet into the earth for the purpose of utilizing the central heat of the globe. It is said that such a depth is by no means impossible, with the improved machinery and advanced methods of the coming engineer. Water at a temperature of 200 deg. Centigrade, which can, it is said, be obtained from these deep borings, would not only heat houses and public buildings, but would furnish power that could be utilized for many purposes. Hot water already at hand is necessarily much cheaper than that which must be taken when cold and brought up to the required temperature. Once the shaft is sunk, all cost in the item of the hot water supply ceases. The pipes, if good, will last indefinitely, and as nature's stokers never allow the fire to go out, there would come in the train of this arrangement many advantages. When by sinking a shaft in the earth we can secure a perpetual heating apparatus which we can regulate by the turning of a key, one trial of life will fade into nothingness.

* * *

FEMALE PLUMBERS.

The coming woman is perhaps not so much of a joke as some people seem to think, observes an American contemporary. She is, indeed, coming along at an Empire-state-express clip, and before we realize it she will have got here, there or wherever she may have been coming to. It is, indeed, not at all uncommon to see the better half of the household in charge of the business and brainy part of the plumbing establishment while the other half sneaks in from work on Saturday and kicks for an hour's overtime at double pay. We know of a number of plumbing shops that are to-day most capably conducted by the feminine side of the house.

* * *

WIPING A JOINT.

The following interesting account of how to wipe a joint will be entertaining to our readers, says Plumbers' Trade Journal. It is indeed, laughable to listen to a land lubber attempt a mariner's yarn and is decidedly ridiculous for one knowing absolutely nothing of a trade to attempt to explain said trade. The account we publish is taken from a weekly paper published in a certain country town not so very far away. Listen, oh ye practical mechanics and get points on how to make a "wiped joint."

"PLUMBERS."—Will you please explain how plumbers make a "wiped joint;" what kind of solder is used, and what kind of acid used and how mixed?

"Wiping a joint" is almost entirely an affair of manual skill. The solder employed is the ordinary fine solder; that is, two parts of lead and one of tin. Plumbers also use what they term "half-and-half," which is composed of equal parts of tin and lead. The acid used is the ordinary soldering fluid, made by dissolving zinc in muriatic (hydrochloric) acid as long as the acid will act on the zinc. The process depends on the property which an alloy of tin and lead has of remaining "yasty," that is, in a half fluid state, so it can be wiped or moved about with a greasy cloth. To best acquire the "dodge" one needs to see a plumber perform the job. The tools used in addition to the greasy rag are two ladles, one large and one small. The metal (solder) is smelted in the larger ladle, after which the larger ladle is held under the joint, and a little "acid" (soldering fluid) is applied to the lead where the solder is to flow. The larger dish containing the melted solder is held under the joint and melted solder, dipped up with the smaller ladle, poured over the joint until sufficient heat is imparted to the lead to cause the solder to adhere and flow. The greasy rag is now made into a sort of cup-shape and held in by hand under the joint, when melted solder from the small ladle is poured into the rag cup, and at the instant the solder assumes the pasty state it is by a dexterous motion of the hand and rag wiped or smeared around the joint in the form so familiar to all who have noticed such joints. Usually the outside of the globular joint is filed smooth with a coarse file, but a skilful workman can make a joint nearly perfect in form with the rag alone. Perhaps we should have described how the joint in the pipe is prepared before the solder is applied. A piece of hardwood is made taper so it can be forced into one end of the tube to expand it into a bell-shape, while the opposite end is whittled and filed thin in order that it may enter the swelled opening made by the conical stick. The bell-shaped opening is also shaved out clean and bright with a knife, in order that the soldering fluid will cause the solder to readily adhere and flow into every crevice of the joint. A little practice based on these instructions will soon enable a man of mechanical turn to make a good "wiped point."

COPPER COMBINE.

It is said that an Anglo-American syndicate has been formed that is likely to lead to the long-striven-for combination of European and American copper producers. The key to the whole affair is the projected acquisition of the Anaconda mine. This concern will be transferred into a limited company, with a capital of $30,000,000, in $25 shares. The syndicate will take 300,000 shares at $30 each, provided the report of the well-known expert, Hamilton Smith confirms the understood value of the mine. Kun, Leob & Co., of New York, represent the American members of the syndicate, and the Rothschilds Exploration Co. the English lish syndicate. The bargain must be concluded at the latest by October 15.

The Iron Trade Review of Sept. 12 says: The expected advance in steel rails has just been announced. It is $4 a ton, and brings the Pennsylvania price to $28, with the western basis $29. With the duty $7.84 the new price may give foreign mills a chance at business on the Atlantic Coast, but it need not be expected that eastern mills will let the schedule stand in the way of meeting competition that may threaten on the seaboard. Railroads who purchases have been under advisement lately have allowed the market to get away from them, but it will only be repeating history to have liberal buying on advancing prices.

ONE MAN'S IDEA OF LEADERS.

A friend of mine is in business in a town which knows the fiercest kind of competition. The past year has been an especially trying one to most merchants, yet this party has made money and established a reputation among drummers as the best merchant in his part of the State. I am compelled to attribute to him a keenness for bargains, yet I know that his blunders are very apparent, as are every merchant's. This party makes himself the talk of the community by advertising cambric linings at 1 cent per yard. Cheap advertising, when you consider it; 3½c. less 1c. is 2½c. Fifty times 2½c. is $1.25, the loss on each piece of cambric. One hundred pieces a year is only $125; 300 pieces is only $250. Not very much for advertising when you are selling $75,000 to $100,000 per year. This is one extreme; here is another: A serge that costs him 42½c. he is getting 80c. for. In these two facts you have a whole volume on up-to-date merchandising. This merchant secures attention by offering a well-known article at an astonishingly low price. He selects one on which he can lose money. He advertises it thoroughly. He gets the people to his store, and when he gets them there "gets back at them" by selling a French serge at almost 100 per cent. profit.

Pardon an allusion to myself. When in a general retail store I had handed me a memorandum of groceries by a party whose trade I was anxious to secure. It was for a barrel of this and a box of that, a very nice order indeed. I was informed that six different stores would be given a copy of the memorandum and who ever figured the lowest would secure the order. He knew approximately the cost of sugar, so I quoted him this article at a price that surprised him. I got my profit on stuff which he wasn't acquainted with quite so well. The result was that I got his order and a profit of 17½ per cent., a very good transaction, inasmuch as I used the fact to advertise my grocery department.—Dry Goods Reporter.

SUCCESSFUL TENDERERS.

The following companies have been successful in tendering for the supply of different kinds of oil for the use of the Intercolonial Railway: The Eastern Oil Co., St. John; J. R. Hutchins, Montreal; the Bushnell Co., Montreal; J. Hunter & Co., Montreal.

The Crossen Car Co., of Cobourg, have been awarded the contract for constructing 75 platform cars for use on Canadian Government railways.

Tenders are being asked for the superstructure of a highway bridge over the canal at Burlington Beach, Hamilton. The contract for the substructure has been awarded to Mr. Webb, of Hamilton.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

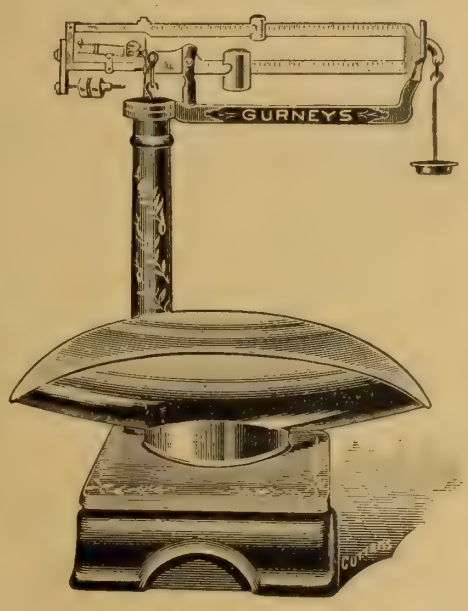
CUTLERY
Splendid value in all kinds for the Fall trade. See our samples. . . . . .

WIRE
Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
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DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

A. ALLAN, President. F. SCHOLES, Managing Director. J. O. GRAVEL, Secretary-Treasurer.
J. J. McGILL, General Manager.

CANADIAN RUBBER CO.

CAPITAL **OF MONTREAL** $2,000,000.00
TORONTO and WINNIPEG

Manufacturers of superior quality

Rubber Belting
Of following grades:
"Extra Star"
"Extra Heavy Star"
"Forsyth Patent" Seamless
"C.R. Co. Stitched"
"Fine Para"

All kinds of

Rubber Hose
All made with our Patent Process Seamless Tube, including
Engine Hose, Hydrant Hose,
Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire,
Suction Hose Galvanized Smooth Bore
Suction Hose Hard Rubber,
Rubber Valves, Gaskets, Packings, etc.

Mould Goods of Every Description.

WESTERN BRANCH:
Cor. Front and Yonge Sts. - Toronto
J. H. WALKER, Manager

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THERE is a demand of assignment in the case of Wm. Howatson, Jr., general store, Black Cape, Que.

Prescott & Wayne, potters, Enfield, Ont., have dissolved.

D. F. Bedard & Co., general store, Richmond, Que., have assigned.

E. F. R. Zoellner, furniture maker, Mount Forest, Ont., has assigned to J. A. Halsted.

The creditors of Wm. Wilson, general store, Shawville, Que., have been asked to meet this week.

PARTNERSHIPS FORMED AND DISSOLVED.

D. Drolet & Co., traders, Quebec, have dissolved.

Bradfield & Logan have started business as general storekeepers at Merrickville, Ont.

The Toronto Auer Light Co., Toronto, the Bay of Quinte Auer Light Co., Belleville, and the Ottawa Auer Light Co., Ottawa, are applying for charters.

Messrs. McLaren & Bate, electrical supplies, Montreal, have dissolved. T. W. Ness retires, and the business is continued under the old style by N. W. McLaren and Chas. Bate.

Letters patent have been issued incorporating the Bicycle Accident Repair Co. of Canada, Limited; headquarters, Toronto; capital, $10,000; and the Chaudiere Machine and Foundry Co., Limited; headquarters, Ottawa; capital, $15,000.

Edward L. Goold, William J. Knowles, William H. Shapley, Helen M. Reville and Lizzie H. Goold, of Brantford, Ont., are applying for incorporation as "The Brantford Bicycle Supply Co. (Ltd.), with a proposed capital of $25,000.

SALES MADE AND PENDING.

Henry Rehder's general store stock, Paris, Ont., has been sold.

St. Jean Frere's hardware stock at Montreal has been sold at 40c.

J. F. DePencier's general stock at Merrickville, Ont., has been sold.

S. H. Webb, gunsmith, Nanaimo, B.C., has sold out to Fanny Sweet.

Jos. Labbe's hardware stock, Quebec, is to be sold by the bailiff on Sept. 24.

H. Zant's general store stock, Port Elgin, Ont., is advertised for sale by auction.

R. L. Joynt & Co., general store, North Augusta, Que., have sold out to C. H. Reid.

J. D. Forrest, furniture and undertaker, Milton, Ont., has sold out to Hannah Johnston.

The assets of Joseph Martin, carriage maker, St. David, Que., are to be sold on Sept. 25.

The Hudson's Bay Co.'s general store at Gartmore, Man., has been sold out to J. B. Nicholson.

The assets of Vermothe & Goulet, general store, Robertson Station, Que., have been advertised for sale.

The chain and iron works belonging to the estate of John Whitfield, Toronto, are to be sold by auction on Sept. 25.

CHANGES.

A. Allan is starting a hardware business at Merrickville, Ont.

W. W. Barton, general store, Richmond, Ont., has removed to Smith's Falls.

FIRES.

Bertrand & Co.'s lumber stables at Quebec have been burned.

Peter Boivin's sawmill at Lorette, Que., was partially burned.

W. H. Ross & Co., hides, etc., Sherbrooke, Que., have been burned out.

Fire on Sept. 17 did between $15,000 and $20,000 damage to D. O'Connor, Jr.'s, planing mill at Ottawa.

On September 11, at Wiarton, Ont., B. B. Miller's sawmill and lumber were burned. Loss, $10,000. Small insurance.

Following is a partial list of those who lost by the recent Liverpool, N.S., fire: J. E. Barrs, general store; estate of I. V. Dexter; A. Harrington, general store; A. W. Hendry, drugs; A. Hutchins, drugs: W. A. Kenny, flour; Mrs. A. Mason, general store; Andrew McNutt, grocer, etc.; Duncan C. Mulhall, grocer; Geo. E. Snadden, grocer.

Oddfellows' block at Harriston, Ont., occupied by J. C. Brown, stoves and tinware; C. Johnston, spring mattress factory, and Weltie's repair shop, was destroyed by fire. The building was valued at $2,500, and was insured for $1,500. Brown's stock was damaged to the amount of about $2,500; insurance, $1,100. The contents of the factory and repair shop were nearly all removed; loss small.

DEATHS.

John F. Holman, gunsmith, an old resident of Hamilton, Ont., died on Saturday night after a long illness.

GOLD IN ALGOMA.

A Port Arthur correspondent of The Mail and Empire says that a wonderful gold discovery has been made in the mountains near Jackfish Bay, Lake Superior, about five miles from the Canadian Pacific Railway, where it skirts the shore at that point. The vein or ledge has been traced for one and one-half miles, it having a width of from 16 to 25 feet, and conservative estimates are that it carries from $8 to $10 per ton in free gold, besides the sulphurates. In addition to this, in places, vein quartz may be broken off, which is literally spattered with the precious metal, and would easily go from twenty to thirty thousand dollars per ton. The correspondent says he has no hesitation in saying that, without exception, it is, so far as can be told at the present moment, the richest and most important mining discovery made in Algoma.

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain. They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

KINKORA KENNELS

Importers and Breeders

P.O. Box 2179 MONTREAL

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Do not look upon the purchase of a safe as an unwarranted investment.

You do not so consider your fire insurance.

Yet, how else can you insure your books than by having them in a

Taylor Safe

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Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

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FOR IRON FENCING BANK AND OFFICE RAILINGS



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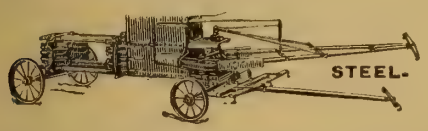
Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, ever-lasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

ARE AHEAD



Alexander-welks

White enamelled inside, red japanned outside, and finely decorated

Meat Cutters

For sale by

FROTHINGHAM & WORKMAN
Montreal.

IRRIGATION IN ALBERTA.

IRRIGATION is a great theme in Alberta; still there can be very little doubt, says The Calgary Herald, that any successful scheme of irrigation for Alberta must include the construction of reservoirs at the head waters of the numerous streams which have their sources in the foothills and mountains, and would retain the water during flood time and let it out during low water. Some of the streams actually include a natural reservoir of this kind in their upper courses, as, for instance, the middle fork of the Old Man's River in the Crow's Nest Pass, where about twenty-five miles up the pass the river flows out of a cavern in a mountain, which slopes down to the north shore of the Crow's Nest Lake, runs into the lake, and flows out of it at its eastern extremity. Very little artificial improvement would make this lake a reservoir from which the supply of water in the Old Man's River could be regulated at will. Such another natural reservoir exists in the Devil's Head Lake, which could without any engineering difficulties be connected with one of the forks of Ghost River, which stream, tapped by a ditch at the point where it turns south to join the Bow, and with its supply of water reinforced and regulated from the Devil's Head Lake, would irrigate a very large area of land on the north bank of the Bow River.

These are only two instances out of many. The utilisation of such natural reservoirs, and the construction of artificial ones where no natural ones exist, is clearly that part of a general scheme of irrigation for southern Alberta which should be borne by the central Government. The works necessary for the erection of these storage places will necessarily be located at some distance from the area which their waters will irrigate, and would not come within the proposed scope of any private undertaking, since no single individual or company would be likely to desire to construct and maintain reservoirs unless they were allowed to reap the exclusive benefit of them, which would in many cases be impossible.

Secondly, assurance of the constant and permanent supervision necessary to prevent such reservoirs from proving a menace instead of a boon to the community, could only be given by their being under Government control, and practically of Government construction. Irrigation companies fail, like other speculations. It would be inadvisable to permit of the possibility of a bankrupt concern going out of business and leaving a legacy of disaster to the community in the shape of a neglected reservoir in the mountains. No; the reservoirs should clearly be the Government contribution to irrigable Alberta.

Clinton, Ont., will only pay 20c. a light per night for its electric lighting in future.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

JOSIAH FOWLER,
ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

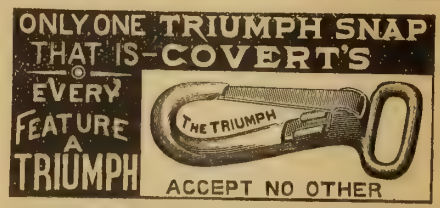
Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & CO.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Sept. 20, 1895

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag – 56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co. –		
I.C	....	5 25
I.X	....	6 50
I.X.Xl	....	7 70
Raven & P. D. Grades –		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel –		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade— X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price.
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	....	2 25
All bright	2 50	2 85

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 2 in., 65 and 10
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to 7/8 in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 14½	0 16½

NOTE. Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 04½	0 15½
" 50 lb. and above, "	0 14	0 14½

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 20
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 18	0 20
" 27 to 30 "	0 20	0 21
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 03¾	0 04
Domestic "	0 03½	0 03¾

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03¼	0 03⅜
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 57
Boiled, per gal	....	0 60

Turpentine.

(In bbls.)

5-Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom., 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Steam's, per dozen .. 13 00 20 00
Adjustable Steam's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 20	....	....
26 to 40	1 25	2 40	1 80	....
41 to 50	....	2 80	....	4 05
51 to 60	....	3 10	....	4 55
61 to 70	....	3 45	....	5 15
71 to 80	....	3 90	....	5 80
81 to 85	....	4 25	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 35
101 to 105	....	....	....	10 75
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent.. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 32½ p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 32½ per cent. rev. list.

Hoe.

C. & B., dis. 32½ per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 32½ per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent.

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03 3-5 0 04¾
Screw hook and hinge
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz..... 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, per gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz 2 90 7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis 50 to 60 dy	2 50
40 dy	2 55
30 dy	2 60
20, 16, and 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90

2. American pattern only

From 4 to 5 dy	3 10
3 dy (lath)	3 40

3. Canada pattern only—

From 4 to 5 dy	3 00
3 dy (lath)	3 50
3 dy, A.P. fine	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs		1 80
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	00 8¾
¼, 5-16, ⅜ in.	6¾	00 9
Cotton		11 12
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan&Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c, Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	0 03	0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 "		4 80

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 12½ per cent. discount.
Annealed, anncaled and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points	0 00
Steel Staples	0 00 0 2½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	

Toddy .. Kettles ..



in Brass Nickeled Copper

in a variety of patterns.

LAMPLOUGH & McNAUGHTON

59 St. Sulpice Street

Montreal

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

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THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

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Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

P. D. Dods & Co. - Montreal.

188 and 190 McGill St.

1879—ESTABLISHED—1879

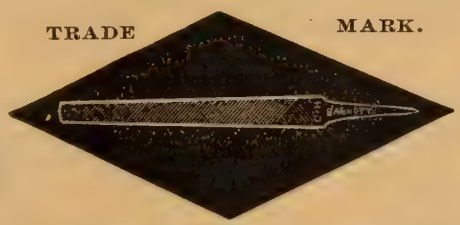
Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

BLACK DIAMOND TRADE  MARK. **FILE WORKS**

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

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Among other papers adapted to this line of business we make

MANILLA AND BROWN WRAPPING

Both unequalled for strength and quality.

THE **E. B. EDDY CO.** LIMITED

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LIMITED

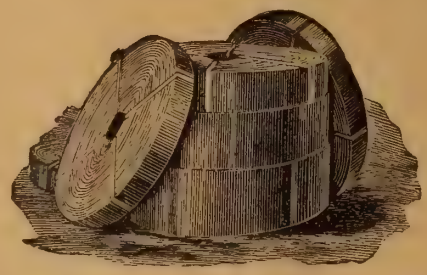
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Ordering your requirements of

THREADING BELTS

Until the rush in height of season prevents prompt shipment.



ORDER NOW!

Best Brands

"MONARCH" Special, fine quality.
"RED STRIP" Extra heavy.
"LION" Extra value.

Hard Rubber Suction, Spiral Suction, etc., etc.

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

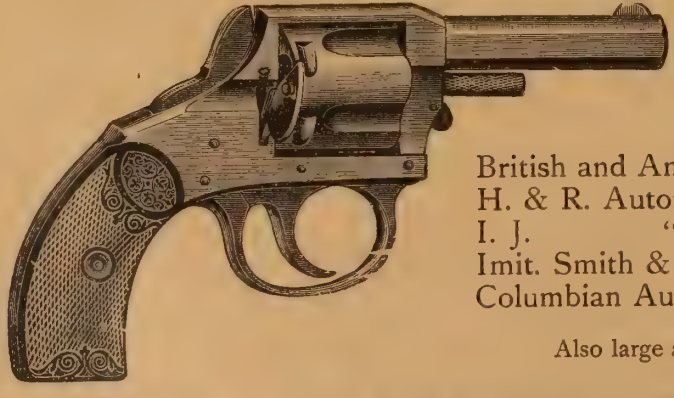
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U. M. C. New Club Loaded Shells "GUARANTEED"

25 in Box. 500 in Case.



Loaded with superior quality Black Powder, N. Y. Shot, Black Edge and Cardboard Wadding.



British and American Bull Dog,	-	22, 32 and 38
H. & R. Automatic Double Acting	-	32 " 38
I. J. " " "	-	32 " 38
Imit. Smith & Wesson's "	-	32 " 38
Columbian Automatic, - -	-	32 x 3½ in. barrel

Also large and full line of cheaper grades, 22–32 calibres.

M. & L. SAMUEL, BENJAMIN & CO.

TORONTO

ENGLISH HOUSE:
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, SEPTEMBER 28, 1895. No. 39.



Magnolia Metal

—IN USE BY—

EIGHT LEADING GOVERNMENTS.



CORNELL UNIVERSITY.

To Whom it May Concern: Ithaca, N. Y., August 10, 1895.

I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

We have made some tests to determine accurately the friction-reducing qualities and durability of this metal. On account of an accident to our machine these tests are not all completed, and a full report cannot be given at the present time.

Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,
R. G. Carpenter.

(Professor of Experimental Engineering, Sibley College, Cornell University, Member Society Mechanical Engineers, etc., etc., etc.)

MAGNOLIA METAL CO.

Owners and Sole manufacturers,

74 Cortlandt Street, NEW YORK.

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents.

"SAFFORD"

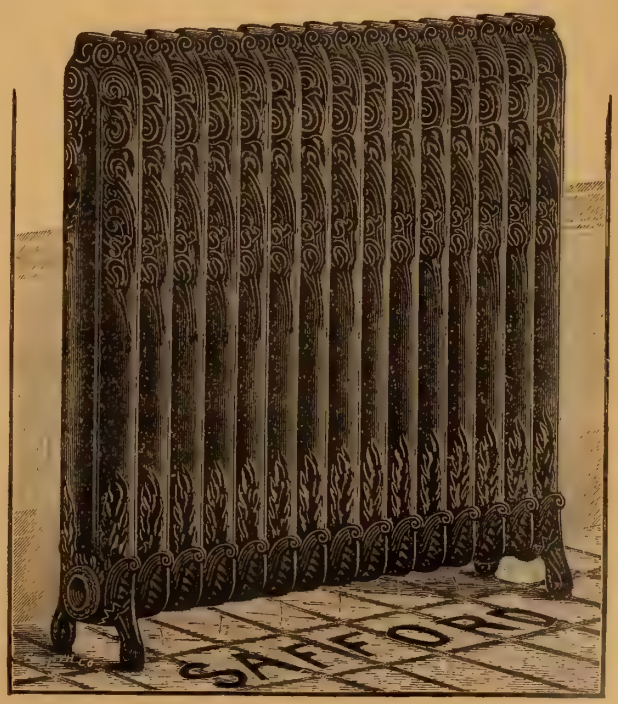
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TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

Vol. VII. TORONTO AND MONTREAL, SEPTEMBER 28, 1895 No. 39

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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AN UNBUSINESSLIKE CUSTOMS LAW.

IT IS a law of the Customs that if an article has risen in price between the time of its purchase and its passage at the entry port, it shall pay a duty based upon the appreciated figure then obtaining in the market from whence it came.

On account of the sharp advances that have been taking place in the United States during the last few months, this law has been particularly irritating to importers who have been bringing in goods from that country. This much, however, is to be said in favor of the law: it works both ways. In other words, if an importer can adduce evidence to prove that the value of the article he is bringing in has depreciated in the primary market since he purchased it, then he shall be only charged a duty based upon the lower price.

But the little that can be said in favor of the law does not save it from condemnation.

The idea did not emanate from any business man; it is as unbusinesslike as it well could be. It was conceived by politicians, and was brought into existence to further their ends.

It is another of those Yankee innovations having for its object the saddling of the people with a tax without their knowing it.

To plead that the law works both ways does not condone it. As a matter of fact it is only in theory that it works in favor of the importer on a depreciated market. In practice it is seldom, if ever, anything else but in favor of the Customs Department.

The onus is always upon the importer. If a Customs official conceived the idea that since the article passing through his entry port was purchased an advance in price has taken place it devolves upon the importer to prove the contrary if the official in question happens to be in error; and it usually takes more than an affidavit to do this. But if the market has depreciated and the importer desires to take advantage of the provisions of the law governing such matters, his task is even greater than in the other direction. Rather than go through the circumlocution necessary in order to establish their claims it usually pays importers better to let the authorities have their way.

And as long as we have so many professional politicians and so few practical business men in Parliament and in the Cabinet, just so long may we expect to see the mercantile community bled to meet the requirements of political exigencies.

THE AGREEMENT ON NAILS.

There is considerable uncertainty this week in Montreal regarding the future basis of sale for both cut and wire nails.

This feeling is due to the fact that all the Montreal jobbers received notification on Tuesday from the secretary of the Manufacturers' Association that the agreements on wire and cut nails would be withdrawn after the end of the present week.

This, of course, set buyers and jobbers wondering regarding future developments.

The truth of the matter is that the conflicting basis of sale in different sections on cut and wire nails has caused no end of confusion. This has led to unpleasant complications in some cases, and many of the manufacturers are tired of the trouble they are being put to regarding goods sold in Ontario and Quebec or Manitoba.

The quarterly meetings are to be held in Montreal next week, and the outcome may be a uniform basis for all the provinces.

What this basis will be, of course, is pure conjecture. It may be f.o.b. Montreal and Toronto only, or it may be a radical reduction in discount with delivery. By some jobbers the latter course is considered the most likely; and they predict that the figure will be in the vicinity of 67 per cent.

BINDER TWINE.

The season just past appears to have been a much more satisfactory one for the Canadian manufacturers of binder twine than it was anticipated it would be.

The satisfaction, however, is more with the volume of business than the percentage of profits, although the results in the latter particular were better than a year ago. We are assured on what we believe to be reliable authority that the largest concern in Canada did over 25 per cent. more business than it had reckoned upon doing.

The outlook for the legitimate manufacturer is better than it has been for some time: The Ontario Government has gone out of the business and it is declared that the experience of the Dominion Government with its factory at the Kingston Penetentiary has not been of an encouraging nature, while those concerns generally which were started out of sympathy (?) with the "poor, down-trodden farmer" have not, it is said, made friends among those on whose behalf they so heroically sacrificed (?) their capital.

Then next season there will not be the old binder twine held by banks in the United States, for a quantity of which a market was this season found in Canada, to disturb the situation.

DISCOUNT ON PLATE GLASS.

Some months ago HARDWARE AND METAL printed an article bearing upon an attempt among the manufacturers to come to some arrangement as to prices. According to information now received the desired end has been attained.

All quotations on plate glass have been withdrawn and the discount has been advanced to 35 off the list.

This, it is claimed, makes it impossible for the jobber or the hardware dealer to make anything in handling glass, the manufacturers by their terms seeming bound on supplying the consumer direct and cutting the middleman out.

One Toronto jobber has resorted to the expedient of asking those dealers who want plate glass later on in the season to place import orders with him now.

WHY ENGLAND IS LOSING TRADE.

FOR some time it has been the wont of iron and steel manufacturers in Great Britain to ascribe to cheap labor the growing importance of Germany and Belgium as a competitor in the world's markets. This idea is now being rudely dissipated.

Some months ago the British Iron Trade Association sent a delegation consisting of masters and workingmen to the Continent to try and get at the secret of Germany's increased strength as a competitor with them in the world's markets. Contrary to expectations, the very men whom they had come to spy out threw open their factories and allowed the delegates to "read, mark, learn and inwardly digest" to their hearts' content.

Although their report has not yet been submitted, known to all men is it that their preconceived notions as to the cause of the marked development of Germany's iron trade have been scattered to the four winds.

They have found that it is not in the men or the wages they are paid that lies the secret; it is in the machinery that is being used.

John Bull is as noted for his conservatism and slowness to discard old methods and appropriate new as he is famous in commerce and war. And while he has in effect been declaring that the old time machinery was good enough for him, his German competitors—and American too for that matter—have been pursuing the very opposite course, with the result that they are cutting into his home as well as his foreign trade.

The discovery of the secret of the expansion of Germany's trade seems to have given the British iron men even a ruder shock than did the realization that their position as rulers in the commercial world was in danger of being taken from them and given to another.

John Bull now seems to be thoroughly awake to a realization of his position. And it is well known that when he arrives at that stage he usually does something. He is rich in means and abundant in energy, and with these at his command it will not be many years hence before a comparison of British and Continental methods will not be to the disadvantage of the former. Like a woman, when an Englishman wills he wills. And John Bull is now in the humor for willing.

TRADE IN FURNACES.

Trade in furnaces seems to be, like that in hot water and steam heating, improving. Manufacturers are saying that they have inquiries for furnaces from points and people they never heard of before this year.

Notwithstanding the increased demand the market is demoralized owing to excessive competition. So bad is the situation that in Toronto and elsewhere manufacturers are putting in furnaces actually with ut profit. This state of affairs is due to the attempts of small manufacturers to work up a business. They turn out a cheap furnace and instal it at little expense, but as a rule their work is not lasting.

In St. Louis, Mo., the furnace men are trying to form a combine to prevent the unscrupulous cutting of prices, which has gone so far there that work is done sometimes at a loss. Perchance the condition of affairs in Toronto now may result in some such a local movement before long.

LINSEED OIL IN CANADA.

NOT for a long time has the linseed oil market been so uncertain as it is now. The tremendous yield of flaxseed throughout Canada and the United States has led dealers to look for very low-priced oil, and already since the crop returns began to come in quotations on oil have dropped several points on Canadian markets.

A feature of the Chicago market, however, inclines one to hesitate before making up his mind on the situation, and that is the price of flaxseed. When the year's enormous American crop was first estimated the price of the seed in Chicago fell from $1.45 to 93½c., but now a decided reaction has set in, and within the past day or two quotations have risen 6½c., that is to say, to the dollar point. It is hard to say what is the cause of the advance in seed. Perhaps the solution is, that the farmers are holding back their yield in hope of higher prices, but whatever is the reason the effects on the prospects of the market are disquieting.

Another thing that will tend to keep the price of oil up as far as Canada is concerned is the fact that a combine, or at least a mutual understanding, exists between the Canadian crushers. An incident of the week places the question of the existence or non-existence of such an arrangement beyond peradventure.

A Toronto jobber not satisfied with the prices quoted by Livingstone, of Baden, Ont., wrote to Body & Noakes, the Winnipeg crushers, asking them what their terms would be to deliver in Toronto a number of cars of oil prior to January 1, 1896. The reply that came curtly informed the would-be customer that Body & Noakes would have no oil to dispose of within the time mentioned. There is no doubt now, therefore, that in order to keep prices up the two crushers have agreed to divide the Canadian field so as not to come into competition.

It has been said that they will not succeed in their purpose, for the reason that United States oil may be imported cheaply, but if the seed market in the States continues in its present upward course the Canadian crushers may not be interfered with by American crushers after all.

ADVANCE IN WOODENWARE.

AN ADVANCE of 5 per cent. has been announced by the Canadian manufacturers in the price of woodenware. The change was decided upon at a meeting held on Thursday last in Ottawa.

The manufacture of woodenware has not been a profitable industry for some time. Not only were values influenced by the quietness of trade at home, but the manufacturers were compelled to put prices down still further in order to meet the slaughter prices on the United States product which was being shipped into the country in considerable quantities in spite of a duty of 20 per cent., the manufacturers on the other side being anxious to accept almost any price while the depression obtained.

When the raw material, wages, etc., were cheap the conditions were onerous enough, but they became more so when the raw material and wages both appreciated. To such a situation had affairs arrived that one of the manufacturers, and the largest, seriously contemplated shutting down his factory until better prices obtained.

In view of this the surprise is not that prices have advanced 5 per cent., but that they did not advance more: An increase of from 10 to 15 per cent. would have only brought prices to where they were before the decline. There is, therefore, some reason for the assertion that a further advance before long is probable.

There are at present only two manufacturers of woodenware in the country. More there were at one time, but, through senseless cutting, the number has been reduced to two. It is to be hoped that these will live and let live.

That all underhand work is not yet numbered with the past is evident from an incident of the day on which the recent advance took place. At the morning session, while it was practically agreed that there should be an advance, an adjournment was made for lunch before the agreement was formally consummated. In the meantime, however, the representatives of one concern in the different parts of the country became in some mysterious manner acquainted with the fact that an increase was practically certain; and they put their information to such good account that before they had been officially notified of the advance they had booked a number of orders at the old figure.

Stocks of woodenware in first and second hands appear to be light. At all events orders are already coming in to the manufacturers with increasing momentum.

MATCHES LIKELY TO BE DEARER.

Matches, HARDWARE AND METAL learns on pretty good authority, are likely to be advanced in price before long.

Some time ago, it will be remembered, a reduction was made, and the talk is now that not only may the old figures be replaced, but that an advance even exceeding these will be made.

CENTRAL PRISON BINDER TWINE.

P. L. CONNOR, of Brantford, Ont., has been named as the successful tenderer for the right to use Central Prison binder twine plant and free labor. A contract for a term of five years was awarded to him yesterday. As this move on the Ontario Government's part has been commented on in these columns from time to time the terms of the arrangement should prove interesting to our readers.

The agreement which goes into force Oct. 1 provides that the Government shall supply the plant and main line shafting in motion made equal to a capacity of four tons or over of twine per day, with prison labor to operate, while the contractor undertakes to keep all belting and machinery in repair, provide all expert labor and instructors with the proper supervising foremen. The contractor is to take over all material, raw and manufactured, now in stock at a valuation, provide all the material needed in the manufacturing process, and pay so much per cwt. on the gross weight of finished product for the use of plant and labor.

The clauses of the contract which deal with the prices to be charged for the binder twine provide that the said price shall not exceed the average cost price per pound of the fibre from which it is made, taking into accouunt the stock on hand at the beginning of the business year, and also that purchased during the year, or at the contractor's option, taking as a basis the average weekly price in the London (Eng.) market, worked out c.i.f. Toronto, for the year ending 31st day of May in each year; to which is added the ratio of cost per pound paid for manufacturing, and an allowance per pound for waste and other incidental cost in the business of manufacturing not elsewhere specified, as adjudged by the inspector to be reasonable, but from which the cost of selling and distributing shall be excluded. To all of which there shall further be added one and one-half cents per pound, and the aggregate shall be the maximum selling price of the twine to farmers for their own use with the cash accompanying the order delivered from the Central Prison in Toronto.

The contractor undertakes to advertise his price in at least six papers during the months of June, July and August in each year, and failure to do this may be made a cause for annulling the contract.

The inspector is to be given access to all the contractor's business books and papers, and may order and conduct such tests in the work of manufacturing binder twine under the contract as he may deem necessary to decide any matter in dispute, whereupon his decision thereon shall be final and conclusive.

The Government shall not be held responsible for damages in case of accident or deficiency in number of prisoners supplied, but a ratable rebate shall be allowed.

The contractor makes a deposit of $5,000 as guarantee of the performance of the contract, and the Government have the privilege of terminating the agreement on the 1st of November in any year after giving three months' notice of their intention to do so. The agreement as a whole is made and tentatively operated subject to ratification by the Local Legislature next session.

Mr. Connor, the new contractor, is a practical man, having been engaged in the cordage and twine business for over twenty years. He is a New Brunswicker by birth, and at one time had the management of the New Brunswick cordage factory at St. John, afterwards taking charge of the Consumers' Cordage Co.'s establishment in Quebec. Of late years he has had practical management and a business interest in the Brantford factory.

EXHIBITION VISITORS.

There was quite an influx of hardware dealers into Montreal during Exhibition week. They, of course, visited their friends in the wholesale trade, and, though the business that resulted from their visits could not be classed as extensive, it amounted to a fair turnover on the whole.

All the gentlemen spoken to were hopeful as to the outlook for fall trade. They were both from Eastern Ontario and the Province of Quebec, and considered the situation all right in both sections. The low price of cheese and butter had been a drawback, but there had been a splendid hay crop, for which good prices had been and were still being realized.

Among the gentlemen were the following leading merchants: S. Warner, Wallaceburg, Ont.; A. Messier, St. Valentine, Que.; T. P. Calkin, Kentville, N.S.; J. Leeson, of Asher & Leeson, Toronto; R. Worth, Bowmanville; J. T. Kerr, Sherbrooke, Que.; Mr Bradfield, Morrisburg, Ont.; J. Ducondu, Joliette, Que.; N. Langevin, Valleyfield, Que.; Thos. Ross, Hawkesbury, Ont; J. N. Laird, Foxboro', Ont.; Geo. Craig, Winnipeg, Man.; H. J. Giles, Lachute, Que; F. J. Wilson, of Wilson Bros., Danville, Que.; J. P. Bovin, St. Chrysostome, Que; J. G. Snetsinger, Moulinette, Ont.; A. C. Trempe, Sorel, Que., J. Reid, of Reid Bros., Portage du Fort; S. Bochon, Coaticooke, Que.; E. J. Wadburn, Richmond, Que.; A. Hore, of Hore & McGinnis, Iroquois.

PRICES OF STOVES.

In some parts of the United States manufacturers have withdrawn quotations on stoves and ranges, and advanced prices all along the line.

In Canada, however, the price of stoves rules very low, and is likely to throughout the whole season. This is partly due to excessive competition and partly to the fact that Canadian manufacturers took care to stock up with pig iron before this year's advances occurred.

PROSPECTS OF THE T. H. & B.

Some correspondence of importance regarding the future of the T. H. & B. Railway has just been made public.

Robert Henry, president of the South Ontario Pacific Railway, recently wrote Sir Wm. Van Horne, president of the C. P. R., saying that the city of Brantford, Ont., had been asked by the promoters of the T. H. & B. road to vote $70,000 towards the cost of building a line between Hamilton and Toronto, and asking if this line, if constructed, would help to afford Brantford any better facilities than she now possessed. Mr. Henry further enquired if the rumor was true that in case the T. H. & B. failed to build such a road the C. P. R. would undertake it.

In reply, Sir William Van Horne wrote, stating that the agreement between the New York Central, the Michigan Central and the C. P. R. on the one side, and the T. H. & B. on the other, executed some weeks ago, provides that the T. H. & B. Co. shall, in addition to its present line from Waterford to Hamilton, find the funds for and complete a line from Hamilton to Welland, and another from Hamilton to Toronto, the latter to be double tracked; that the four companies named are to have a majority of the T. H. & B. stock, and to be represented on the Board of Managers by a majority of directors; that the section between Hamilton and Toronto is to be leased to the C. P. R. and operated by that road as part of its system, and that the rest of the line will be operated by the T. H. & B. Co. under the direction of the four companies named.

The T. H. & B. Co., Sir William added, is alone responsible for raising construction funds, and the whole arrangement should prove very beneficial to Brantford indeed.

ALUMINUM AT NIAGARA.

The Pittsburg Reduction Co. has closed a contract with the Niagara Falls Hydraulic Power Manufacturing Co. for 3,000 horsepower, delivered in the shaft of the turbines to be placed under the high bank by the Hydraulic Power Co. It is said this power is to be furnished at a remarkably low figure. The Reduction Co. will instal upon these turbines direct current generators, the current from which will be used for the manufacture of aluminum. This is an important announcement for the Reduction Co., which has talked of using 25,000 horsepower at Niagara Falls for the manufacture of aluminum, because it gives them the practical control of all the present available cheap power, which might in the hands of a rival company be used in competition with their product. It is understood that the furnaces will be placed in a building under the high bank.

DROPS FROM THE EDITOR'S PEN.

The weather seems to have a penchant for summer.

* * *

Man may be a biped, but he is a hog sometimes.

* * *

Keep your store clean, if it is only for your customers' sake.

* * *

A man may be consumed by business and yet be in evidence.

* * *

Develop brains in business, even if it is but a teaspoonful.

* * *

People seem to be getting assorted on the mixed wheat question.

* * *

Persistent pegging away will build up a business as well as a boot.

* * *

An advertisement is like a trip hammer: wherever it hits it makes an impression.

* * *

The New Woman in business will need to be winsome if she is to win some bus ness.

* * *

He who is taxed for income should be thankful he has income enough to be taxed.

* * *

The United States is evidently bound to the bond system to keep gold in its treasury.

* * *

Honesty anchors more customers to your store than ever dishonesty can beguile into it.

* * *

A real estate boom has struck Harriston, Ont., and it is said Toronto trembles for her.

* * *

Taking "stock" in the stock exchanges frequently leads to depreciation in merchants' stocks.

* * *

It does not necessarily follow that the merchant should play the autocrat in order to act the master.

* *

Because business has its dull periods it does not follow that merchants should have periods of lethargy.

* * *

Fire-bugs are so numerous in Montreal that it looks as if it will require a trip hammer law to crush them.

* * *

There may not be a serpent in the wine cup, but there is foolishness in the young man who lingers at it.

* * *

The railroad companies have now been getting their heads together with a view to advancing rates. In spite of the good times it seems that neither rates nor prices can be advanced without an "understanding."

* * *

It is often because clerks lack interest in themselves that they have no interest in the affairs of their employer.

* * *

Perseverence and ingenuity are as essential in fishing for business as they are fishing for trout by shady streams.

* * *

"How to Crush Bones" is the subject of an article in a contemporary. How to crush competitors would be more popular.

* * *

"Heroic measures will win," remarks a contemporary. That is so. Bravery is as essential to success in business as it is to war.

* * *

A good many merchants are anxious to see China opened up to missionaries in order that they may follow with their merchandise.

* * *

The advertisement opens up the way for business, but if the merchant lags behind, lost may be the bus ness that should have been his.

* * *

It is better to be a crank in business than a cipher. Turn a crank and you can get some results, naught from naught is nothing, figure how you will.

* * *

Capt. Howard, of Batoche fame, is evidently finding it more difficult to perform his duties as a Customs official than he did as a manipulator of the Gatling gun which gave him notoriety. The trouble seems to be that the gallant captain has lost the head he had during the rebellion.

* * *

The members of the Montreal Trades and Labor Council who refused to invite Keir Hardie to address them are wiser in their generation than the Chicago Methodist ministers who did ask him and then went about sorrowing afterwards. Let me see, does it not say somewhere in Holy Writ that the children of darkness are wiser in their generation than the children of light?

WHY SO NAMED?

A correspondent of New York Hardware, who was much interested in the recent discussion over the derivation of the term "crowbar," writes asking why the following names are applied to the articles they represent: Spike, tack, saw, brad, razor, sledge, and axle. He also wants the following questions answers:

When a buyer declared that he "Paid cash right on the nail, and thereby nailed a great bargain," what kind of a nail did he refer to?

What is meant by a Door Nail, and the expression "Dead as a door nail?"

A NOVEL ADVERTISEMENT.

The following is an advertisement which has lately been appearing in an English daily newspaper in the interests of a furniture supply company, and is a good example of the manner in which attention can be specially directed to a trade announcement which is carefully covered in the first portion of the advertisement. "The Matrimonial Market and the Tin Plate Trade." This heading was in bold type. Then followed: "In consequence of the great depression in the tin plate industry, there is a glut in the market of marriageable young ladies. This statement may seem incredible, but it is nevertheless true. Work has been slack, and sensible young workmen have in consequence refrained from marrying, but things are looking up. Trade is undoubtedly reviving, and young ladies can now, with some degree of confidence, expect their young men to muster up courage to 'pop the question' they have been so anxiously waiting for. Should this meet the eye of any respectable young couple who want to marry and who have not the ready cash to furnish, but who are in a position to pay for furniture by easy instalments, don't put off the happy day and the joys of wedded life, but give us a call, select whatever furniture you may require to furnish one or more rooms, or a cottage, or a villa, and we will supply you on better terms than any firm in the town, taking quality and price into consideration. Most of our furniture is home made, and we guarantee it to give satisfaction."

CAPITAL AND INTEREST.

Speaking of the phenomenon of accumulating capital and low returns on investments, which has been recently the subject of serious discussion in Austria, The United States Investor says:

"Low rates of interest benefit the entire community in a multitude of ways. The fact that such accumulations of capital exist is proof of the saving power of the world at the present day, and of the increased aggregate of products available for distribution. It must reduce the price of the necessaries of life, other things being equal, because capital can be borrowed for industrial enterprises with greater economy, and smaller profits will be expected on capital already invested in such enterprises. The fall in the rate of interest on money implies the fall in the margin of profit on manufacturing and transportation, and any attempt to maintain profits will simply invite new competition. The world is not rich enough to boast of a real surplus of savings beyond her necessities, and ample use can be found in the long run for all the capital which is saved. The seeming glut and the fall in the rate of interest are only steps in the process of a more even distribution, towards which society seems sometimes to grope a little blindly, but nevertheless advances under the operation of fixed economic laws."

IRON IN ONTARIO.

MR. Archibald Blue, director of the Bureau of Mines of Ontario, who has just been on a trip through western Ontario, had this to say to a reporter about the iron ore of this part of the province. He said :

"I was never sure of there being a large supply of the red ore or iron in Ontario, but I have no doubts now. The range is said to extend from Hunter's Island to the Kaministiquia river, and beyond it, and is thought to be a continuation of the famous Vermilion range of Minnesota. We got upon it near Greenwater lake, south of Lake Shebandowan, where there is a deposit of solid ore of fine quality 50 feet wide. The northern exposure is a bluff 30 feet high, and Mr. Hammond told us that it has a length of nearly half a mile. Twelve or fifteen miles farther east, in the Mattawan valley, we came upon the range again. There it appears as a little mountain over 100 feet high, 400 to 450 feet wide, and about a quarter of a mile long. A mile eastward is another mountain, higher, wider, and longer, but showing more jasper, especially on the western slope. There are eight of these hills in succession down to and beyond the Mattawan river, and I do not believe that either the Vermilion or the Mesaba ranges of Minnesota can show any ore bodies larger or better.

"No, I have no fears now of a scarcity of hematite iron ores in Ontario," the director said, in his quiet way, "and 15 to 20 miles of the new railway would connect the locations with the C.P.R., or the Port Arthur, Duluth, and Western road. There are very large deposits of magnetic iron ore," he said, "on the Atik-okan river ; the largest, no doubt, that we possess in Ontario. But they are 50 miles from a railway and for some time to come it is hardly likely that the price of ores will warrant the cost of a railway to reach them. But they have kept a long time, and when wanted they will be there. Let the United States produce 15,000,000 tons of pig iron a year, and good authorities say they will begin to do so by the beginning of the twentieth century, and how long do you suppose it will be before necessity compels an opening of iron mines in Ontario ? For my own part, however, I should greatly prefer to see our ores smelted at home. With so much raw material we ought to have an iron industry of our own, instead of importing nine-tenths of all the iron and steel we require from Great Britain and the United States."

A NEW INDUSTRY.

There is every probability that a new industry will shortly open up, namely, the building of tricycles and carriages fitted with motors, either steam, oil, or electrical, and we notice, says an English trade paper, that one firm near Manchester has already produced a tricycle propelled by a petroleum engine. Self-propelling carriages and tricycles would have been introduced long ago were it not for the fact that it is illegal to use them faster than a slow walking pace on British roads, but there is now a prospect of the law being altered.

A HUGE STEEL ARCH BRIDGE.

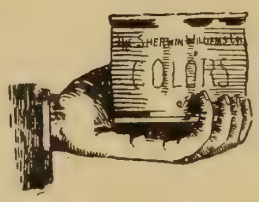
According to a despatch from Niagara Falls, the first step in the construction of the largest steel arch bridge in the world of single span was undertaken on Wednesday, when the contract was let for the construction of the foundations for the mammoth arch, which will be more than 850 feet across, besides the shore line parts. The bridge is to be constructed from the plans of Engineer E. C. Buck, who is the chief engineer of the new East River bridge. The contract for the foundations was awarded to Mr. B. P. Smith, of Rochester, a widely-known contractor, his bid being the lowest of quite a number. The figures of Mr. Smith's bid were not made public by the bridge company. Work is to commence immediately, and the stone structural work will be completed by winter. This will be left standing to see what effect the rise and fall in the river and the ice jams will have upon it. The contract for the iron and steel work will be let this winter, and the superstructure completed ready to put up early in the spring. This structure will supersede the present beautiful spider-like Suspension bridge, which has been the admired of thousands upon thousands of people for years past.

DECOMPOSITION OF GLASS BY WATER.

The decomposition of glass by water has been made the subject of a long series of experiments by Foerster, who finds that the weathering of glass is caused by the decomposing action of the atmospheric moisture, and that the carbonic anhydride of the air does not act directly on the glass, but only on the alkaline products of the aqueous decomposition. He further finds that dry carbonic anhydride is without action on dry glass, and there is no proof that water can be retained by glass except when it enters into chemical combination with the same. It appears, too, that the weathering of glass and the decomposition of glass by water are similar processes, both being preceded by the taking up of water into the glass molecule, but the surface changes caused by weathering are comparatively slight with good glass, and the action of water on weathered glass is only temporarily more rapid than it is on new glass ; lime glasses are more hygroscopic and weather more easily the more easily they are attacked by water, and, even after long action of water, glass is still capable of being weathered.

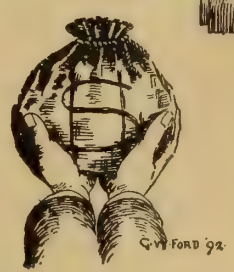
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MONTREAL

B. C. GOLD MINING.

W. C. PRESCOTT, writing to The London Times on the subject of British Columbia mines, says in part :

"However good and desirable may be the mining properties now eagerly sought by investors, if only they be located in Africa or in one of the favorite Australian colonies, it is beyond all question that the western coast of America, considering the extent of territory, has hitherto been, and probably is today, the most constant and certain source for supply of the precious metals.

"In the West Kootenay district, the War Eagle Mine, one year ago, could probably have been purchased for $75,000. Its value rapidly advanced during the winter months, and in February had reached $250,000. Since then $1,000,000 has been offered, followed still by another offer of $1,000,000 cash and half the shares of a company to be formed for working it. It is probable there is more than $1,000,000 worth of gold now in sight, and the mine has shown itself capable of paying handsome dividends on $2,000,000 or more.

"The Cliff Mine and the Northern Star are situated on one of the most remarkable fissure veins ever yet discovered in any country. Its walls are 300 feet apart, and the entire space between is filled with ore, in which are no waste streaks or dead workings. The two mines named are more than a mile apart, and the vein, called the Mammoth vein, has been developed for a distance of more than six miles in a straight line without apparent break. For strength it is unparalleled. On it lie the important new developments—the Nevada, the Mountain View, the St. Elmo and its extension, the Eddie J., the Monte Cristo and the Evening Star. The above-named may be considered as actual mines. The St. Elmo and the Mountain View cover between them the highest outcrops, and are practically prospected down the declivity at a perpendicular depth of 1,200 feet to 1,600 feet, by the work done on the Nevada Mine on one side, and especially by the work done on the Cliff Mine on the other side.

"Now, this almost unique gold-mining district, showing an average net yield from the entire contents of its lodes of more than $25 per ton over all expenses, is comparatively unknown in Great Britain.

"Rossland is about thirteen miles from the Columbia River by a good road, and a branch of the Spokane Falls and Northern Railway is being constructed from Northport, situated across the United States boundary line. From Northport to Spokane is only about eighty miles by rail, and at that point are met seven distributing lines of railway, giving connection with all parts of the United States.

"The vicinity to Spokane and other large towns in the northwestern portion of the United States, and especially to the great smelting centres of that country, has very naturally drawn attention to the new discoveries, and hence it is that the greater part of the best mines now belong to citizens of the United States, chiefly residents of Spokane or of the State of Washington and the adjoining states."

B. C. LUMBER FOR AFRICA.

The very large increase in shipments of lumber to South Africa from the mills of British Columbia and Puget Sound must indeed be gratifying to lumbermen. This new field for fir lumber promises to equal, if indeed it does not soon surpass, the demand for it in Australia. Within the last two or three months five large steamships and four sailing vessels have sailed for South Africa with cargoes of lumber, amounting in the aggregate to some 15,000,000 feet. Another steamship, the Yanariva, which recently arrived from the Orient, is now loading for South Africa. It is claimed that the steamships can carry lumber as cheaply as sailing vessels and make reasonable profits. The increasing demand for Douglas fir lumber in South Africa marks a new era in the trade, as it is an entirely new and promising field, which has formerly been supplied with lumber from the Baltic. Now that Douglas fir lumber has secured a firm hold in South Africa, there is every reason to believe that the demand will rapidly increase, and South Africa eventually will be one of the best markets for Douglas fir, as it is far superior to Baltic pine or any other lumber where size, strength and durability are required.—B. C. Commercial Journal.

B.C. FLAX SEED.

The Canadian Linseed Oil Mill Co., of British Columbia, which was recently incorporated, expect to have their mill erected at Mission City and ready for crushing in January next, so says The Commercial Bulletin. The necessary seed will be imported until a supply can be procured from local farmers.

The company will be in a position to enter into contracts by the 1st January for the product of 3,000 to 5,000 acres, for which 80c. a bushel of 60 lbs. will be paid for clean, well-matured seed, delivered at the mill. It is estimated that the crop will be greater in British Columbia than has been obtained in Manitoba, where the yield is from 20 to 30 bushels to the acre, when grown for seed only. In Ontario, when the flax is grown for fibre, the yield of seed is only 15 to 20 bushels and from 2 to 3 tons of fibre, which sells from $10 to $12 per ton for clean stock.

The company are now preparing a pamphlet to be distributed shortly, which will fully demonstrate the cultivation of flax both for seed and fibre, and at the same time show the great value of the linseed oil cake for feeding stock.

ARKANSAS ZINC.

Gov. Fishback says there are 216 square miles of zinc in the Arkansas field. The estimate is a modest one, says a correspondent of The Globe-Democrat. It takes into account only the actual discoveries. Occasionally a man will claim that the region has been well prospected. He means that the prospectors have walked over the mountain slopes and up and down the creeks, locating claims where they found ore sticking out of the ground and where the crack of the hammer on an outcrop exposed the mineral. Of prospecting in the sense that the word is used by the miners of Missouri and of other fields, this region knows nothing. In South-west Missouri thousands of experimental shafts have been sunk at a venture where there was nothing on the surface. Drills have bored the ground full of holes in the search of unseen ore bodies. No prospecting of this character has been done in the Arkansas field. Every opening that has been made has been suggested by surface indications and, it can almost be said, every opening has uncovered an ore body.

Mineral Surveyor Hamilton has not long ago made an examination of some of the principal prospects of this field. He found 75,000 tons of zinc ore out on the dumps and 220,000 tons uncovered, or, as he expressed it "in sight." The labor expended in producing this result represented but a small fraction of the value of the ore. Some of the people who live here have, within the past few years, come to recognize the Hilderberg and the dolomite. They have learned to notice the outcrops as they go up and down, looking for wandering stock and following the tinkling bells. In this haphazard way the zinc field of Arkansas has been prospected and outlined.

AN ELECTRIC TARGET.

An improved form of the electric target has, according to an exchange, been brought out by an Austrian officer. The target consists of small meshes of wire, which are painted a bright color. No matter how long the range may be, as soon as the surface of the wire is struck by the projectile, a signal, which passes along a connecting cable, is registered on an indicator placed near the stand. The impact of the bullet on the figure or wire rings that represent the upper part of the man's body closes the circuit and rings a bell, the ringing being simultaneous with the signaling of the indicator. The apparatus is placed under ground, and acts automatically, requiring no care whatever for maintenance. It has been well received by Austrian army experts, as it enables a man to be dispensed with in indicating the points, and so removes what has always been a more or less fruitful source of accident in military shooting drill.

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BENDING LARGE PIPE BY HAND.

THE difficulty of bending small pipe with only the appliances found in an ordinary blacksmith shop is well known and appreciated, says Metal Worker. With pipe of large diameter the operation of bending requires unusual care and skill. Our readers will be interested in the method of bending large pipe followed in the shop of George Franklin, New York, the work being done by the foreman, Oscar Wilson. The pipe bent in this case was 8 inches in diameter and 12 feet long, and was bent to an angle of 90 degrees without being filled with sand. In order to hold the pipe, a short length was screwed into a coupling placed on each end. One of these extra pieces was fastened rigidly to a brace at one end, while an adjustable strap secured to the wall just at the left of the forge encircled the pipe. These fixtures were so placed as to bring the pipe across the centre of the forge. A block and tackle was secured to the other end of the pipe.

A soft coal fire was built around and over the pipe so as to heat a length of about 2 feet. The side of the pipe which contained the seam or weld was placed so as to come on the inside of the curve. In order to prevent buckling a large adjustable clamp, made like a pair of tongs, was used to grip the pipe at the place being bent. To increase the leverage of the tongs one of the arms was about 2 feet long and had three links attached to its end, the other arm being about 7 feet long. A bar about 6 feet long was passed through one of these links and its end inserted in a loop secured to the long arm near the joint. The construction of the tongs and the method of their application are simple in the extreme. After the pipe had been heated to a bright red it was pulled through the fire to bring the heated sections within convenient reach. The tongs were then applied and the free end of the pipe was pulled so as to bend it slightly at the heated part. A templet was placed on the pipe to test the correctness of the curve. If found correct water was poured on the bend to cool and stiffen it so that the next bend would come at the proper place. So, little by little, the pipe was heated and bent. The work was accurately done, the curve was a true one and the circular section of the pipe was maintained at every point. Another feat of pipe bending accomplished in this shop was an offset of 23 inches from centre to centre in an 8-inch pipe.

TRIED TO "DO" A HARDWAREMAN.

The Sherbrooke, Que., correspondent of The Manitoba Star, says: Oscar Jones was arraigned for having on September 7 appropriated a bicycle from J. S. Mitchell's hardware store. He is said to have accosted a junior clerk and told him that he had made arrangements with Mr. Somers, the senior clerk, at that moment absent, to let him have a bicycle for an hour only. No such arrangement had been made and Jones did not show up. A detective was soon after him and on Saturday he was traced from Stanstead to Newport, Vt., where he was arrested with the bicycle in his possession and lodged in the Sherbrooke goal in the evening. He was committed to stand his trial.

MAKERS OF EDGED TOOLS.

The Bedford Manufacturing Co. is applying for a charter for the making of edge tools, with stock $65,000, in $100 shares. The petitioners are Edward Coslett, George Coslett, George Sydney Walsh, Frederick Charles Saunders, Marvin Smith, Peter McGary, Horatio Horskins, John Mullin, all of Bedford, Que., and Oscar Stephen Rixford, of East Highgate, Vermont. Bedford will be the chief place of business.

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PORTABLE ELECTRIC BATTERY.

THERE have been persons who doubted that electricity was going to have a successful career, remarks Ironmonger editorially. These doubts must be rapidly chasing one another away. So far from the possibilities of electricity being exhausted, it is certain they have scarcely been begun, and the revolution which its general use will ultimately accomplish is foreshadowed by some of the electrical views of the moment. We may be prepared at all times, indeed, for some new electrical power, which shall, in itself, effect a revolution in the commercial world.

We hear now of a new portable electric battery which may inaugurate an entirely new epoch in the influence of motive power on the life and work of the world. It is claimed in connection with the new battery, that what scientists have asserted to be impossible, has actually been accomplished. They are said to have found a zinc which only costs one-twentieth the price ; and by an automatic circulating battery they do away entirely with polarisation. By this means those responsible for it claim to be enabled to produce energy at a cost of only sixpence per Board of Trade unit, or fourpence per horse-power per hour. The effect of such an invention on trade can scarcely be estimated. It will be greater, probably, than the wonderful alteration seen in recent years in the manufacture and cost of aluminum.

The idea of providing for fourpence an hour a horse that can run for ten hours without refreshment, and then "take its meal in ten minutes," suggests unbounded possibilities in factories and public works. But the absence of the necessity for polarisation is even wider in the possibilities—and, in fact, probabilities—that it suggests. With such facilities the farmer could take his produce to market at a good speed at fourpence per hour per horse load ; the electric hansom —with a horse that only costs four pence per hour and no corn—will be able to run at abnormally small fares ; the rural residents can come to business at their own time and convenience cheaper than they can come by train ; the train itself will be able to run at a far less cost than to-day, and, in fact, he will be a very poor man indeed who will find it necessary to walk at all—save for physical exercise. In the matter of lighting, too, the invention promises a very considerable revolution.

Up till now electric lighting has, comparatively speaking, only been the luxury of the well-to-do, but the new power-producers undertake to supply a battery large enough to light a cathedral or small enough to carry in the hand as a bedroom candle. All this seems at first sight to be too good to be true, and the actual results of this new process will be watched with the keenest interest as knowledge of its actual work becomes familiar. But, as we have said, the possibilities of electricity are as yet only being partially discovered, and the advance of what we already know on what our grandfathers and our fathers, and we ourselves only a few years back, knew, is quite as wonderful, we think, as the new advance now foreshadowed.

BRITAIN'S CROPS.

The London Times publishes the third of its special crop reports for this season. The result of its investigations shows that during the past month the cereal crops of Great Britain have not in any way improved, but, on the other hand, that their condition has further deteriorated, wheat being 1.5 worse, barley 0.9 lower and oats 1.0 down. The following table gives the condition of the different crops in Great Britain on Sept. 1, with comparisons, 100 representing the condition of perfect healthfulness :

Crop.	Sept. 1895.	Aug. 1895.	Sept. 1894.	Sept. 1893.
Wheat	76.3	77.8	94.5	82.2
Barley	85.0	85.9	96.7	77.0
Oats	79.0	80.0	101.9	80.9
Beans	70.6	75.0	93.7	59.1
Peas	74.7	74.9	91.7	71.5
Roots	78 8	74.9	96.7	80.5
Potatoes	98.9	95.4	88.9	93.4
Grass	91.6	74.3	110.1	58.3
Hops	80.3	74.1	93.45	92.5

FIRM NAME CHANGED.

W. C. Rankine has been admitted as a partner in the firm of Josiah Fowler, St. John, N.B., which will in future be known as Fowler & Rankine. They manufacture a line of hammers, axes, chisels, drawing knives, hatchets, edge tools, and other products of steel that has made a good reputation for Mr. Fowler, not only in the Maritime Provinces, but in Western Canada as well. No doubt Mr. Rankine will look after the business end of the firm, leaving Mr. Fowler to superintend the manufacturing department, which has increased in output very materially.

WHY PITTSBURG WANTS A CANAL.

PITTSBURG wishes a canal to the lakes in order to get Lake Superior ore to her furnaces at less expense. She has made overtures to Cleveland for co-operation, suggesting the advantage it would be to Cleveland to get coal at less expense. The Lake City has received these coolly, and Pittsburg has at last come to realize, what was apparent enough to all outside of Pittsburg at the time the delegation from that city went to Cleveland to engage the support of the commercial bodies, that Cleveland does not wish the canal constructed, and not only will not co-operate with Pittsburg, but will oppose Pittsburg if it should be necessary, of which there is at present no prospect. Cleveland and Pittsburg are rivals. Each desires to be the capital of the iron and steel industry. There was a time when it was an axiom in that trade that the ore must go to the fuel, and then Pittsburg laughed at the idea of competition with her primacy. Cleveland was a mere port for Pittsburg; the place where ore was transhipped. After a time it was discovered that the coal could travel part way to meet the ore. Then Cleveland became the centre of an iron industry, still, however, distinctly subordinate to Pittsburg. The enlargement and improvement of furnaces and new methods of combustion gradually made it possible to reduce the amount of coal used in smelting a given quantity of ore. It became of much less importance then that the furnace should be near the fuel. Cleveland began to entertain visions of a great iron and steel future. Last year the Johnson Co. moved from Johnstown to a suburb of Cleveland, and the latter at once confessed her ambition to become the centre of the iron and steel trade of the country. She has just shipped rails to New York by all water for 85c. a ton less than the rail rate, and she is confirmed in her belief that she is to be not a western but a national iron centre.— N. Y. Journal of Commerce.



THE PRACTICAL MAN.

EVER again, by some striking proof of its truth, the superiority of the practical man over the man merely theoretical is brought home to our understandings. It is to him we turn in our difficulties ; it is he who sometimes in ignorance, sometimes wilfully transgressing the precepts of the theorists, accomplishes the work of the world, says The Michigan Tradesman. What trade, business or profession, what department of learning, does not teem with examples? The sciences which have been monopolized by men who by education, their profession and other circumstances, are notably impractical; what a web of useless, not to say childish, theories and metaphysical speculation has been woven around them. In recent years there is evident everywhere, even in our schools of higher education, a tendency toward the simplifying and making practical all knowledge and science. The most frequent and, indeed, the strongest objection urged against the trade school is that it lays too much importance on theoretical knowledge.

Theory, while a valuable adjunct to the practical mechanic, does not atone for a lack of acquired skill. In the decadence of the apprenticeship system, theory can never take the place of years of toil and self-denial in gaining practice. It is positively painful to contemplate how some man is almost useless to himself and to the world, who has an abundance of latent useful knowledge, which, if generously parceled out among his practical neighbors, would be of the greatest value. The successful man of to-day is the intensely practical man. His every suggestion has worth ; the speculative knowledge of the theorist is not brought down from the clouds to the earth. The theorist may for a time dazzle and bewilder the unwary with his airy speculations, but he soon comes to grief with all his glittering generalities. Less to be pitied is the bore who finds his theoretical knowledge invaluable for conversational purposes. The practical man needs no encomiums. Now and always he stands pre-eminent.

A NEW FAD.

"Er, that is a funny looking button you are wearing," said the man with the account. "I never saw an 'N. C.' button before. Do you belong to the Sons of North Carolina, or what?"

"Sons of nothing," replied the merchant. "That means 'No Credit.'"

The man walked out without swelling the account.

Leo Norman, Fred Masters and J. H. Clemes, three English gentlemen representing a number of syndicates with a large amount of British capital at their back, are en route for British Columbia. Their object is to look into the mining prospects of British Columbia and report upon them as possible fields for the investment of British capital.

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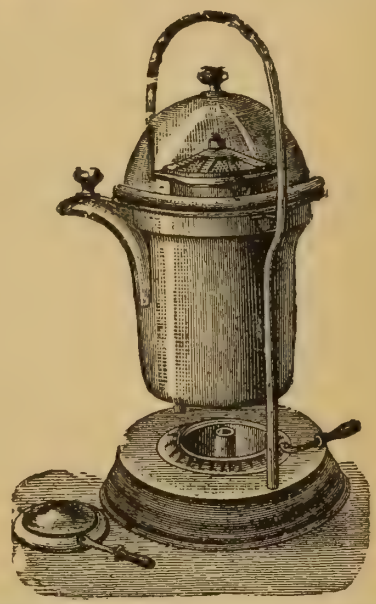
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WORKING DEPARTMENTS OF AN IRONMONGER'S SHOP.

AN English ironmonger writes as follows in Metal Worker: We will describe briefly the various branches of the working departments in connection with a hardware store. The tinsmith is the first on the list. Unfortunately the sale of home-made tin goods, formerly made up and sold in every ironmonger's shop, is becoming less and less, and the articles of tinware that are sold are of factory make, either of a "cheap and nasty" style, such as we find "given away" in our tea shops, or else made by machinery, of a better style and finish than our local tinsmith can turn out. The enameled goods and pulp ware have done much to decrease the sale of culinary and kitchen articles made of tin, so that we find the tinsmith is now employed chiefly in repairs and special work that has to be made up by hand at the moment.

In some of our manufacturing towns there is still a good trade to be done in tin cylinders and general machine work, and so on, in our mills and factories, but so many of the large firms employ their own men that the local artisan is not so frequently in request. In farming districts we have still a good demand for dairy utensils of various kinds, and where these are used there is work for the local ironmonger, for these dairy articles vary a great deal both in pattern and design in our several counties and agricultural centres.

The introduction of cream separators, butter machines and such like implements has again curtailed the use of tin dairy goods.

The bell-hanger and gas-fitter is one of our most useful workmen, and we find a good ironmongery store incomplete without one. Bells are a necessity; every new house must have them, whether they be old fashioned crank bells or the now more modern electric. It means not only time, but a large quantity of material to be used on the job.

Gas fittings also we cannot do without, and in a growing town we must be able without difficulty to find constant employment for one or more workmen. A stock of gas fittings without men to fix them would be useless, and here we find an interesting and profitable branch of trade.

In some of our towns electric lighting is becoming very general, and those of our ironmongers who have been first in the field in this work are making a good thing of it.

One great advantage may here be pointed out. In new houses or in transfers one of the first things a new tenant requires is the house made complete as regards bells and gas fittings. This often gives our ironmonger an entrance to the house and helps him materially toward an order for general furnishing requisites.

Next in order we will mention the plumber. Although this may be regarded as a branch seldom attached to an ironmonger's shop, still we find many ironmongers on the roll of authorized plumbers and employing competent workmen; a plumbing jobbing trade pays well, and our man uses a large quantity of expensive material, piping and fittings, and we get a profit on it all. New work, especially such as comes in connection with the erection of new houses, baths, lavatories, water closets and kitchen pumps, together with the hot water apparatus required in every kitchen, runs into money and means profits.

An ironmonger who can undertake a contract for the whole of the supplying of material and workmanship in his line throughout a house is more likely to keep together his connection as a builder's ironmonger, and cement together his trade in a more flourishing way. Jobbing, too, in all the branches we have mentioned pays well and ought to be better looked after and canvassed for.

Locks and keys are in universal use all over the world, and we are selling them in increasing quantities every year. Locks of American manufacture and patterns are being asked for more and more. Few country ironmongers can afford to keep a locksmith alone, although of course some do, but, as a general rule, he is combined in the tin-smith or gas-fitter, both of whom, if handy men, ought to be able to undertake most of the simple jobs of lock-fitting. Here and there we find an ironmonger who finds work enough for a competent locksmith, and where such is the case he is known for a long distance round, and sought when locks require picking and safes and doors opening. Simplicity and light workmanship have taken the place of heavy bolts and complicated locks. Some of the beautifully finished locks, with delicate levers and springs, form a contrast with some of the old forms of locks formerly used.

Smiths and workers in wrought iron are being employed more by ironmongers. The tendency of architects and designers of today is to introduce light wrought iron work for finials, crestings, gates and fencing instead of the clumsy cast iron paneling. In this the builders' ironmonger and merchant has the best chance. Buying his material at first cost, and employing good workmen, he is in a position to make up to plans and designs. An ironmonger's shop with a good general trade should be able to find plenty of jobbing work, too, for a smith.

Range work comes under this heading, and the outline of hot water work may be gathered in, and the limits it may reach can only be understood by those who have tried it. By all means, I say, try the English plan. Why not? It will pay!

Several firms that I know are able to employ marble masons and brick setters. Foreign marble chimney pieces are imported here from the Continent of Europe in large quantities, but many of the best goods can be produced in better finish and, taking into consideration the carriage, at a less cost on our own premises, having, too, the additional advantage of being able to work out architects' special designs under their own personal supervision. This is a good department and many orders are obtained for this class of marble work, slabs, curbs, lavatories, shelves, etc. The laying of tiles, pavements, mosaics and tiled hearths come under this heading. Masons and brick setters will chiefly be wanted for fixing ranges, stoves and grates and doing up jobs in connection with our hot water work. Ironmongers are doing just now a fair trade in horticultural matters.

Our more advanced ironmongers who have gone into the furniture trade have added a jobbing cabinet maker. He is a useful and necessary hand when cabinet furniture is sold, doing polishing, cleaning and finishing, besides odd jobs in household repairs.

Other workmen are employed and many may suggest themselves to our minds, but I have mentioned enough to give our friends an outline of the class of trade we endeavor to catch in connection with our retail ironmongery shops. I consider, from many years' experience and from general observation, that no shop is complete without a working department. We have been brought during the last few years to adopt many American schemes and ideas. Why not our American cousins take a leaf out of the book of the Old Country?

THE RIGHT KIND OF MINING.

A gold mine at Rat Portage which was bought some time ago for $100,000, is reported to have been sold to English investors for $500,000. This is a kind of mining business in which Canadians have frequently been successful and those who bought from them otherwise. "It is to be hoped," remarks The Gazette, Montreal, "that in the present instance the Englishmen will have as good reason to be satisfied as the vendor."

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Cow Ties



OPEN RING, CLOSED RING and WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. Prompt shipment of all sizes from stock.

Manufactured by

Write for Catalogue.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

A BIG TUNNEL.

THE Blackwall Tunnel, under the Thames, near London, is soon to be an accomplished fact, according to The London Daily News. Work is now proceeding very rapidly, that is to say, the human moles shut up in compressed air underneath the bed of the river are grubbing their way along at the rate of from 12 to 15 feet a week, and if they are able to maintain this rate of advance for the rest of the distance their tunnel will reach the first caisson on the Middlesex side of the Thames about the first week in October. If that should be achieved, then this subaqueous portion of the work, 1,212 feet in length, will have been got through within 12 months, a feat never before accomplished in that time. It has been a difficult and a dangerous task, and it is to be feared that the portion now remaining to be done, 100 or 125 feet, may prove the most troublesome of any. In evidence of this it may be stated that the contractors, Pearson & Son, have just purchased additional pumping machinery. They have applied for and have obtained from the Thames Conservancy permission to throw down into the river an additional covering of clay, and their men are actually working at this moment under an air pressure of 34 pounds to the square inch over and above the ordinary atmospheric pressure in caisson No. 2—considerably greater than they have ever had to resort to before.

The regulation of this air pressure is rather ticklish business. They are within 76 feet or so of the low water margin of the river, but the whole of the river bed at this point consists of loose porous shingle. Without great pressure below they would have the water in upon them by its sheer weight; on the other hand, if they overdo their pressure, it is liable to blow off through the bed of the earth and the water above them. Then, of course, the pressure has gone, and in would come the deluge. How real is the peril of this kind of work has just been illustrated by an accident near Melbourne, where a sewer is being constructed under the Yarra by the ordinary shield system. The water came in upon them, and the engineer of the work and five of his men were drowned together. This Blackwall tunnel is, of course, a much larger and more formidable undertaking.

MONTREAL BOARD OF TRADE.

At the meeting of the Montreal Board of Trade held on Tuesday, the new Italian Consul addressed the Board in reference to trade between Canada and Italy.

He explained that up to the present there had been no practical means of bringing to the knowledge of Italians what the resources of Canada were. It would be his duty to do so in order to induce an expansion of trade between the two countries; and he would be exceedingly glad if any of the mercantile community would favor him with suggestions as to how this could be done. He referred to the treaty which had been arranged between Canada and France, which had facilitated trade between the two countries in wines and fruits from France and produce from Canada. Italy desired closer business relations also and hoped that the result could be arrived at to the mutual advantage of both nations.

The Board some time ago wrote the Controller of Customs asking why duty had been collected on the tins, cans or packages in which canned fish were imported, pointing out that no such duties had been collected in the past. A reply was read from the Commissioner of Customs stating that Item No. 334 of the new tariff provided for a duty on packages made of tin or other material, and that the department had no option in the matter.

The secretary was instructed to reply, stating that the clause was practically a dead letter until very recently, and urging strongly that the practice of admitting such packages free be continued.

He was also instructed to forward the petition recently adopted by the Board in favor of free canals to Ottawa.

LEAMINGTON AND ITS NATURAL GAS.

EDITOR HARDWARE,—I noticed your article in last week's issue on "Ontario Natural Gas," in which you say that "Detroit, Kingsville, Leamington and Walkerville" are being supplied by the wells in Essex. This is quite true, indeed, but the town of Windsor (the largest place in this neighborhood) is now also fully supplied from the same source, as well as one or two smaller towns. Leamington's contract with the Ontario Natural Gas Company terminates on 30th inst., after which date they will be supplied from their own well.

By the enterprise and push of a few of the citizens this well was sunk, and a strong flow of gas secured in the neighborhood of 1,000 feet in depth, and to day is one of the strongest wells in Essex (400 lbs. to the square inch.)

The well was then passed over to the town, who now own it entirely, the stockholders being paid back for the money they risked in the first place to put down a test well.

In due course of time the town purchased the pipes as laid in the streets, and all other plant owned previously by the Ontario Natural Gas Company; laid down also extra piping where needed, and are now ready to connect with the town well, and supply the citizens direct themselves.

Apart from the advantages to be offered to factories to locate here, Leamington will become a very cheap place to live in, as we secure our gas at a reduced rate on former price, and all the money received goes into our town treasury, and after running expenses are paid, and our plant also paid for, it will considerably reduce taxation.

We have also a magnificent system of waterworks, supplying water of the purest quality, and being in the midst of the finest peach-growing district in Canada, and having first-class facilities for shipping by two railways, Leamington's future is as good, if not better, than any town in western Canada.

Yours, etc.,

LEAMINGTON.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Sept. 27, 1895.

HARDWARE.

THE volume of trade in general hardware has not been remarkably brisk this week, but travelers are again getting into swing after the fall fairs, and orders have commenced to expand. The busiest lines, and those which have maintained a reasonable degree of activity, have been sporting goods, especially guns and ammunition, shot, skates and cutlery. In others, demand has been of a more moderate character. The general tone of values continues firm, and the chief feature in this respect is the uncertainty regarding future values on cut and wire nails. The different bases of sale in respective provinces are, it is understood, causing confusion, and makers contemplate a change to a more uniform level. This matter, no doubt, will be considered at the coming quarterly meetings which are to be held in Montreal next week.

BARBED WIRE — Business quiet and prices unchanged. We quote as follows: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f.o.b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—A fair trade is doing in plain wire for stovepiping. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs. freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—There has been a fair jobbing demand for rope at the advance. We quote: Sisal, 6¾c. at the factory, and 7 to 7¼c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 9c. at the factory, and 9¼ to 9¾c. in a jobbing way.

CUT NAILS--Business in these has been fairly active, and some buyers are anxious regarding the future of values. We quote: $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are still delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There has been a good demand for these, as buyers are anxious to get orders booked in the expectation of a change in values. Discounts: 75 and 5 f.o.b. Montreal and Quebec, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A fair trade is doing in horse nails at quotations. The basis is the same, 55 off the list.

HORSESHOES—A fair volume of trade is to note in these. We quote: Iron, $3.50, and steel $4.75 to $5.75, as to brand.

TACKS—There is no change in these to report. We quote discounts: B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—A fair jobbing trade is doing in the different kinds of enameled and marbled goods.

TINWARE—All kinds of stove furnishings meet with a fair enquiry.

PLUMBERS' SUPPLIES--A moderate movement is to note in fittings.

SPORTING GOODS—Guns and ammunition are moving freely, and orders now coming in promise good business for the immediate future.

CUTLERY—The demand for all kinds of cutlery is briskly maintained.

LAMP GOODS—Furnishings of this nature meet with a moderately good enquiry.

SKATES—There are a good many orders coming in for skates.

SLEIGH BELLS—Orders are increasing for these from all sections.

BINDER TWINE—No change to note from previous prices at 6 to 6¾c.

SHOT—An active demand is experienced for shot at the old basis of 17½ off the list.

CEMENT—There is no change in cement, which we quote steady $1.95 to $2.05 for English, and $1.80 to $1.90 for Belgian.

FIREBRICKS—In fair enquiry at steady prices, viz., $15 to $21 per 1,000, as to brand.

METALS.

The general tendency of all heavy iron and metals is firmer than it was last week. This is only in line with the disposition that



We have new stoves and changes on old ones

WATCH THIS SPACE EACH WEEK

BOSS

Cone Heater for Hard or Soft Coal or Coke.

A Very Powerful Heater.

Time Tried and Fire Tested

The McCLARY MFG. CO.

London. Toronto. Montreal. Winnipeg. Vancouver.

sellers have shown for some time back. Rather better prices have been made on pig iron, and all other lines have ruled steady to firm.

PIG IRON—A firmer tone prevails in this market. No Scotch iron can now be had under $20, and we quote $20 to $20.50 for Summerlee and equal brands. In domestic pig holders are firm, and some round lots have been placed during the week with manufacturers both here and at western points at firm rates. We quote the range on it firm at the advance noted last week, viz., $17.50 to $17.75.

BAR IRON—The feeling on bar iron is firm, but no change in values is noted, and we quote $1.60 to $1.65.

SHEET STEEL—There is a fairly good trade in sheet steel at steady prices, ranging from $2.25 to $2.30.

PIG LEAD—A firmer tone is noted in this, and the inside price now is 3⅛ to 3¼c., as to quantity.

LEAD PIPE—Makers note a fair enquiry for lead pipe, but the jobbing demand is quiet. We quote 7c., with 30 off the list.

GALVANIZED IRON—The firm feeling in this line is maintained, and a fair demand is noted, with stocks light. We quote 4¼ to 4½c. as a range for No. 28.

INGOT TIN—There is a moderate demand, with no large lots moving. We quote 17 to 18c., as to quantity.

INGOT COPPER—There is no change on spot, which rules quiet at 12c. for jobbing lots. In the case of a round lot this would be shaded, possibly ¼ to ½c.

SHEET COPPER—Business continues fairly active at 14 to 20c.

IRON PIPE—Makers report a fair demand, and jobbers are receiving quite a few orders also. We quote: Black pipe, 67½ to 70c., and galvanized, 40 to 47½ per cent. off the list.

SHEET ZINC—A fair business is doing at steady prices, 4½ to 5c.

SHEET IRON—The feeling on sheet iron is firmer, and the range on staple gauges may be quoted at $2.10 to $3.

BOILER PLATES—A rather firmer tone is noticeable in these also, and 3-16 is now held at $2.25 and ¼ at $1.90.

CANADA PLATES—These continue quiet and unchanged at $2.10 to $2.20.

TIN PLATE—No change is to note in these, business ruling quiet. Cable advices are firm, but buyers do not seem to be very anxious about supplies. We quote: $2.75 for cokes and $3.25 to $3.75 for charcoal.

TERNE PLATES—Quiet as before at $5.75 to $6.25 as to brand.

HOOPS AND BANDS—A fair movement is passing in hoop and band iron in a small way. We quote $2 to $2.20.

SPELTER—Quiet and unchanged at $4.25 $4.75.

ANTIMONY—No change from a week ago. We quote 10c.

PAINTS AND OILS.

There has been a fair business doing in paints and oils during the week and values generally are firm. Cables on castor oil are higher by £1 per ton. Turpentine also has a stronger tone and higher prices are looked for. Cables on white lead are also firmer.

LEAD—White lead is much firmer in England and there is a better feeling here. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—No change to note. We quote 90c. to $1.

PUTTY—A steady demand is experienced for putty at $1.85 in bulk.

LINSEED OIL—Continues steady and unchanged. We quote: 58 to 59c. for raw, and 60 to 61c. for boiled.

CASTOR OIL—This oil is cabled £1 higher from England, and the market here has a norvous tendency.

TURPENTINE—Has a stronger tone and higher prices are looked for in the near future. Values range from 44 to 45c.

RESINS—Are steady and unchanged. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

Glass at primary markets continues very strong, and makers say they cannot fill orders. We quote the basis here unchanged at $1.15 to $1.20 for first and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

The chemical market is firm but quiet as follows: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

There is a good demand for petroleum at steady prices. We quote as follows: Canadian refined, 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

There is no change in hides. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins, 35c., with 35c. for clips, and sheepskins, 75c. to $1 each.

WOOL.

The wool market is quiet and steady. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra 23 to 26c.; Northwest wool, 14 to 16c.; B.C. 9 to 11c.

TALLOW.

Tallow is featureless and unchanged at 5 to 6½c., as to quality and quantity.

ASHES.

The ashes market is quiet and unchanged. We quote: Firsts, $4.05 to $4.15; seconds, $3.80 to $3.85; pearls, $4.80 to $4 85.

MONTREAL NOTES.

Cable advices to McArthur, Corneille & Co. state that castor oil has been advanced £1 per ton this week.

Mr. Hardy, of Jenkins & Hardy, secretaries of the various iron associations, was in town this week.

W. H. Cottingham & Co. report stronger advices on turpentine this week, and look for higher prices in the near future.

Cable advices on glass continue strong, but there are no changes yet in spot quotations.

Large orders for rifles, shot guns, shot and ammunition generally were leading features of trade with Caverhill, Learmont & Co. and Lewis Bros. this week.

A. C. Leslie & Co. note a continued good enquiry for Scotch pig iron from the west. The are agents for the well-known carron brand.

Arrivals of cement this week are reported by Wm. McNally & Co. at 1,850 casks English and no Belgian, and 99,000 firebricks.

ONTARIO MARKETS.

TORONTO, Sept. 27, 1895.

HARDWARE.

BUSINESS continues to develop more satisfactory conditions. During the past week orders have been coming in freely for seasonable goods, and the merchants are in good spirits as a result thereof. In wire, the only feature to be noted is an improved demand for oiled and annealed wire. Rope is quiet at the recent advance. Business in nails is a little more satisfactory. In horse nails, quite a measure of activity has developed, and for horseshoes orders are coming in quite freely. In tacks, trade has fallen off materially during the past week or so. Enamelled ware is in exceedingly good demand. In tinware there is still a great deal of activity to be noted. The same

may be said of elbows. Plumbers' supplies are not generally as active as they were. Skates are not receiving much attention yet, but stocks are in shape now for the fall campaign. Activity is still the characteristic of sporting goods and cutlery. The season's demand for lamp goods is beginning to ease off. Payments appear to be fairly satisfactory.

WIRE—The demand for oiled and annealed wire is a little better than it was, but the larger proportion of the business is still shared by stovepipe and hay-baling wire Discounts are still 22½ off the list four months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton ; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—There is still but little doing in this line. Occasional orders are being received for 500 and 1,000 lb. lots. Sales of larger lots have not been reported for some time. We quote 3½c. per lb. Terms and deliveries as before. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms : 60 days, or 2 per cent. off 30 days.

ROPE—There is very little doing outside plough line rope of the different kinds. We last week quoted sisal on the basis of 6¾c., instead of 7c. The former figure is the basis at Montreal. We quote : Sisal, 7-16 in. and larger, 7c.; ¼,5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made ; hemp, 7 to 9c.

CUT NAILS—A slight improvement is to be noted in price. We quote : Base price, $2.50, Montreal, Toronto, Hamilton and London ; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

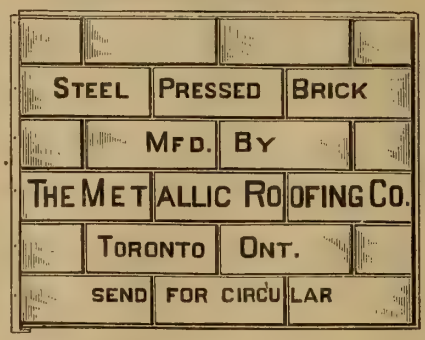
WIRE NAILS—Trade is looking better in this line also, stocks laid in some time since by retailers being apparently pretty well exhausted. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A fair measure of activity has developed during the past week, and quite a number of orders have been booked for shipment the early part of next month. Discount unchanged at 55 per cent.

HORSESHOES.—Orders are coming in freely both for iron and steel, although the former are receiving the most attention. Stocks of steel shoes on the Toronto market are low. We quote f. o. b. Toronto : Iron $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—The trade has fallen off considerably during the past week, except in shoe

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

finders' supplies, for which there is a good demand. We quote discounts as follows : Leather carpet, 30 per cent ; B. B. B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B. B. B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list ; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

WARE—Trade is exceedingly good in this line.

TINWARE—Trade continues good, particularly in fall specialties. Quite a demand has developed for coal oil cans of all descriptions, from half to five gallons. The regular pressed tinware is experiencing a fair share of the trade. Prices, it appears, are more satisfactory than for some time.

ELBOWS—Are going out freely, both for immediate and future delivery. We quote : C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright ; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal ; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright ; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

PLUMBERS' SUPPLIES—Trade is not quite as good as it has been, but there is a better feeling in regard to prices. Prices in brass goods have advanced, and malleable and cast goods are firm.

LEATHER BELTING—Business continues quiet at unchanged prices. Discounts : Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

CLOTHES WRINGERS—Trade is quiet at $26 50 to $27.

SPORTING GOODS—Shot is in good demand, and in powder increased activity is reported. Cartridges, loaded shells, guns and rifles continue in good request.

CUTLERY—Business is being well maintained, with the demand a little more active than it was for carvers.

SKATES—Jobbers are now in a position to supply most of the orders they have on their books and further shipments are arriving.

LAMP GOODS—Trade in this line exhibits a falling off tendency, although there is still a nice sorting up business being done.

PLASTER PARIS—Trade is fair. Prices are : New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2 ; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote : Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins ; pine pitch, $2.75 per bbl.

METALS.

Import orders in a good many lines are being freely booked for delivery in December and January. Prices are, on the whole, steady, with business fairly good.

PIG IRON—There does not appear to be much business passing, the foundries being pretty well supplied. We quote nominally as before : American, four months' time, No. 1 foundry, $22; No. 2, $21.50; No. 3, $21; Nova Scotia, $20.

BAR IRON—While there is no extra rush on this article, trade is certainly better than it has been for some time. The base price is unchanged at $1.70 to $1.75 f. o. b. Toronto.

SHEET STEEL—Trade is increasing both in the ordinary and in the dead flat quality. We quote : 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61 ; 22 to 24, $2.85 ; 26, $3.10.

BLACK IRON—There has been an exceptionally strong demand for all gauges from 20 to 28. Stocks are rather low in the city, with prices firm. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2 15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40 ; 28 gauge, $2.50 to $2.60.

TINNED IRON—Business continues dull. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Is still quiet and featureless, at $3.35 to $3.50 per 100 lbs.

LEAD PIPE—Much as before. Discounts both east and west, 30 per cent. for any quantity. We quote: Water pipe, 7c.; waste pipe, 7½c.

GALVANIZED IRON—Stocks are still low, with the demand rather in excess of the supply, and merchants throughout the country are waiting for advices of their lots. It will only be a matter of a week or so before jobbers will be in a position to supply the demand. We quote ordinary $4.25 for prompt shipment and $4.35 for fall delivery.

INGOT TIN—Trade is not nearly so good as it was, small quantities only going out. Prices are being firmly held on the spot at 17 to 17½c.

INGOT COPPER—Local quotations are ½c. higher than a week ago, nothing better than 12¼ to 12½c. being now obtainable.

SHEATHING COPPER—There is not a great deal doing outside braziers', for which the demand is good, both in plain and tinned. The base price quoted last week only referred to case lots. Small lots are 1c per lb. higher. Base price 14½ to 15½c. for 16 oz.; inside figure for case lots.

IRON PIPE—Trade has been fairly good in black and galvanized, some large orders having been received during the past week.

HOT WATER BOILERS—Local manufacturers are still behind in their orders, owing to the scarcity of raw material. In spite of this, however, prices are being shaded somewhat, but it is only owing to the competition among the different jobbers. The discount on copper boilers has been changed, being now 20 per cent. instead of 25 per cent. as formerly. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATE—Supplies in the hands of jobbers are light, manufacturers, owing to low water, being behind with their orders. Quite a number of orders are being received for all bright (Alaska) brand. We quote: $2.30 to $2.35 for 52 sheets, according to brand and quantity; 60 sheets, $2.35 to $2.45; 75 sheets, $2.50 to $2.60; Alaska, $2.90 to $3.

TIN PLATES—Trade is rather quiet and orders are only for immediate requirements. We quote: $3.25 to $3.65, according to quantity, on basis of "I C" 14 by 20.

SOIL PIPE—Demand continues fair at unchanged prices. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes, 60 and 10 off the list.

SHEET BRASS—Much as before at 20 to 30c.

TERNE PLATES—Are exceedingly quiet with prices unchanged at $6 for the best brands.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—The market is active both in standard and strictly half and half. We quote: 12½ to 13c. for half and half, and 11½ to 12c for standard.

SHEET ZINC—Is going out fairly well at quotations. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ANTIMONY—There is scarcely anything doing. We still quote 10 to 12½c., according to quantity.

GLASS.

The glass business is better than last week, but no supplies are yet to hand. One feature of the demand is the large quantity of second break sizes asked for. These generally sell late in the fall for storm sashes, but are now being used for school houses and large factories throughout the country. Quotations still place first breaks in fifties at $1.15. Plate and fancy glass are both fairly brisk. For a change in the discount on plate glass see article in editorial columns.

OLD MATERIAL.

A very fair business in scrap is being done. Prices are unchanged. We quote: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—The market for white lead is still quiet, but somewhat better than last week. Quotations vary from 4½ to 5c., according to quality and quantity.

PUTTY—Unchanged at $1.85.

PREPARED PAINTS—Business is quiet, $1 still being quoted for pure.

TURPENTINE—Is still in a rather uncertain state. White reported firm in the south, and the local demand is good; 38 to 41c. are the figures quoted, some being sold at 37 to 40c.

LINSEED OIL—The demand is still light, but somewhat improved over last week. The reported surplus of stocks of flax seed has not had a lowering effect on prices, as recent quotations show an advance on present cost. Ruling quotations are 54 and 57c., while 55 and 58c. are figures not unheard of.

CASTOR OIL—Is higher again in Europe, but still quoted here at 6½c.

SEEDS.

The timothy season is about over, and it looks as if the bulk of the alsike crop had been marketed. Alsike runs in price from $3 to $4.50.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Have recovered a little owing to more favorable reports from Chicago, and dealers are now asking 8¾ to 9c.; for green 8c. and 7c. for Nos. 1 and 2 is paid.

SHEEPSKINS—Have put on another 5c.; lambskins and shearlings being quoted at 60c.

WOOL—For fleece, prices are nominal, there being none in the market. Pulled are firmer and higher. We quote: Fleece combings, 24 to 25c.; rejections, 17½ to 18½c.; unwashed, 14 to 15c. In pulled wools supers are quoted at 21 to 23c., and extras at 23 to 24c.

PETROLEUM.

There is no change in the situation. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

MARKET NOTES.

The discount on coppered boilers has been reduced to 20 per cent.

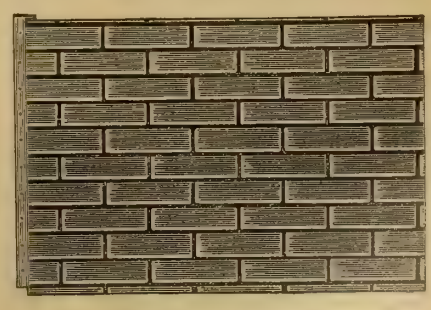
Sanderson Pearcy & Co. are asking dealers to place orders with them for imports of plate glass at once.

M. & L. Samuel, Benjamin & Co. are making shipments of Mann's axes, for which they are agents in Ontario.

The Toronto Steel Clad Bath and Metal Co. are this week moving into their new and commodious quarters at 125 to 127 Queen street east.

The B. Greening Wire Co., Ltd., advise us that by working overtime and increasing their staff they have overtaken their orders

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

for cow ties, and can ship promptly from stock any further orders entrusted to them. Their sales of cow ties have far exceeded their anticipations.

The Macdonald Manufacturing Co., of Toronto, have leased the Upper Canada College buildings on King street west as a factory.

The Metallic Roofing Co. have supplied the Eastlake steel shingles for the Kemp Manufacturing Co.'s new enamelled ware factory on River street.

The nail manufacturers will meet in Montreal on Tuesday next, when it is expected the price of nails will be placed on a uniform basis for all the provinces.

M. & L. Samuel, Benjamin & Co., agents for the Kearney & Foot files, are distributing a neat little souvenir to purchasers of these files. It is a small mirror and calendar combined.

"Snap Shot" powder is reported by M. & L. Samuel, Benjamin & Co. to be in good demand. "We have sold a great deal more than we anticipated we would," said a representative.

UNITED STATES MARKETS.

NEW YORK, Sept. 27, 1895.

PIG TIN—The market was very quiet, and nothing came to notice in the way of distinctly new features. Speculative sentiment was practically as it has been for several days, business otherwise was only fair, and London advices were very tame. Values remained stationary at 14.30 to 14.35c. net cash for early deliveries, and 14.40c. for the remote futures. The arrivals were 175 tons, making a total of 1,430 tons thus far this month.

COPPER—A quiet market is still to be reported. Sales are confined almost wholly to small lots, and the demand reveals a general tendency among buyers to purchase in a hand-to-mouth way only. Prices are without change. The mining companies still quote 15¼c. for Lake Superior ingot, but outside lots were again offered at as low as 12c. Electrolytic remains at 11¾ to 11⅞c., and casting stock at 11⅜ to 11⅝c., as to brand.

PIG LEAD—Demand somewhat better, and the market had a steadier appearance, with offerings less urgent than they have been of late. However, there was not business enough to bring about any decided change in values, and 3.35c. remained as the top price for common domestic. London cable to the Exchange quoted £10 17s. 6d. for soft Spanish.

SPELTER — Buyers' operations in this quarter were on a very moderate scale, and inquiries were few also, with the call rarely for more than single carloads. Western brands are quoted at 4.30 to 4.35c. delivered here or at common point. London cable to the Exchange quoted £15 7s. 6d. for good merchant brands.

ANTIMONY—About the usual distribution is going on, and prices keep quite steady at 8 to 8½c. for Cookson's; 7⅛ to 7¼c. for Hallett's, and 6⅞ to 7c. for Japanese.

TIN PLATE—Prices for all descriptions of plate remain very firm, but the market does not show the animation that might reasonably be looked for in view of the strong position here and in Europe. For that matter the hand-to-mouth policy seems to be favored by all but a few large consumers who have placed orders for coke plates to be delivered during the first quarter of next year.

IRON AND STEEL—In prices of crude material there was no further change, and the tone remains very firm. A fair amount of business is being effected, mainly in small lots for early delivery, but otherwise dealings are light.

Steel rails, track supplies and the general line of manufactured steel and iron are firm at unchanged prices, but no unusual orders are being placed in any department.

PERSONAL MENTION.

Mr. V. E. Ashdown, who for a number of years traveled for H. S. Howland, Sons & Co., is now representing Geo. H. Hees, Son & Co., Toronto, and also Hees, McFarlane & Co., of Detroit, window shade manufacturers.

S. H. Thompson, of B. & S. H. Thompson, Birmingham, Eng., is visiting the trade in Toronto this week

LATE BUSINESS CHANGES.

John Dovey's shingle mill at Lindsay, Ont., was burned.——Wm. Clark, tile and brick maker, Logan Township, Ont., has assigned to John Hossie.——Benj. Dion, Antoine Poitras, Sr., and Alf. Larin, are proprietors of the plumbing business of Dion, Poitras & Larin, Montreal. A. Poitras & Fils having dissolved.——Joseph Martin's carriage stock at St. David, Que., was sold at 40c. on the dollar.——Josiah Fowler, spring, axle and edge tool maker, St. John, N.B., has admitted as partner Wm. C. Rankine.——Joseph Emile Naud and E. F. Valiquette are partners as Naud & Valiquette, machinery commission dealers, Montreal——Pendrigh & Crawford, brass founders, Yarmouth, N.S., have dissolved.——D. M. Jackson's saw mill at Tidnish, N.S., has been destroyed by fire.

BINDER TWINE.

A Kingston, Ont., despatch says: The output of the binder-twine factory at the Kingston Penitentiary has been disposed of, and the operatives are now working for next year's sales. They will make 620 tons.

TO BEAT EIFFEL'S TOWER.

IF the mammoth tower which a local company wants to build in one of the Chicago parks is ever completed it will surpass even the great Eiffel Tower of Paris.

At the last meeting of the West Park Board, says Metal Worker, the tower company, in the person of D. R. Proctor, the president, proposed to erect the structure in one of the West Side parks, preferably in the trotting circle at Garfield Park, just south of Madison street. The company asked a ten-year lease of the premises, expecting their remuneration from the crowd of sightseers. The proposition was referred to the Committee on Improvements, and will be acted upon at the next meeting of the board.

The proposed tower is to have a base 450 feet square. It resembles the Eiffel Tower in general appearance, standing on four widely separated legs. The total height to the top of the iron work will be 1,150 feet. The plans call for seven landings, with a total capacity for holding 40,000 people. Fourteen elevators are to be used to the fourth landing, the three remaining point of view being reached by stairways. The first landing is planned to be 225 feet from the ground and 225 feet square. The second landing, reached by four elevators from the first, will be 450 feet high and 125 feet square. The third landing will also have four elevators running, and will be 75 feet square, 675 feet from the ground. The last main landing, reached by two elevators, is to be 1,000 feet from the ground and 50 feet square. The last point of view is to be 1,060 feet from the ground and 25 feet square.

At the top of the tower are to be placed powerful search lights and a telescope. On the various floors will be restaurants and theatres, with a variety of amusements. The machinery connected with the tower is to be run by electricity. D. R. Proctor is the designer of the tower as well as president of the company proposing to build it. The cost is estimated to be $600,000.

The Ferris wheel has been re-erected on the north side of the city, a short distance north of Lincoln Park, but will probably not be formally opened to the public until next spring.

INCREASED RAILWAY EARNINGS.

The traffic returns on the Canadian Pacific Railway for the week ended September 21st, 1895, amounted to $422,000, for the corresponding week of last year $410,000, showing an increase of $12,000. C. P. R. stock has advanced in London sharply, selling up to 61½.

The traffic returns of the G. T. R. for the corresponding weeks were $416,506 and $404,948, showing an increase of $11,558 for 1895.

FALL GOODS

Stove Pokers
Dripping Pans
Lanterns
Coal Hods
Elbows
Stove Boards
Stove Shovels

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

NOTES FROM HALIFAX.

HALIFAX, Sept. 27, 1895.

TRADE is looking up throughout the province, and, although no advance has taken place, except in cordage, such may be looked for in the near future.

A number of our prominent hardware merchants, members of the Halifax Hardware Association, are now in St. John, in conference with members of the Hardware Association of that city. The deliberations are over the advisibility of forming a maritime association. It is more than likely that the end will be attained.

Mr. Frank Cragg has resigned the secretaryship of the Halifax Hardware Association. His successor has not yet been appointed, but it is likely Mr. Geo. J. Metzler (of Stairs, Son & Morrow) will be his successor.

Mr. J. H. Ives Munro, of Munro Bros, wire manufacturers, New Glasgow, was in the city this week. He reports the wire trade booming, the firm being kept very busy.

Major A. G. Campbell, of HARDWARE AND METAL, was in the city last week and called on the trade. He is putting that journal in the hands of the trade in every nook and corner of the Maritime Provinces.

The People's Light and Heat Co., incorporated by Art of Parliament, has received permission from the City Council to open the streets of the city and lay gas pipes. The company will compete with the Halifax Gas Co., and propose reducing prices. Mr. Geoffrey Morrow, of Stairs, Son & Morrow, is president of the company.

TAUNTON.

DISCOVERIES OF COAL.

It is said that a vein of hard coal has been discovered on the farm of Phidime Pichette, at St. Pierre, Island of Orleans, Que. Mr. Globenski, Provincial Inspector of Mines, it is stated, expressed his opinion that the discovery is a good one, and that should it prove to be a large mine it would create a revolution in commerce there.

A St. John's, Newfoundland, despatch says: Good news has been received from the western end of the railway, which has now reached the Bay of Islands. A discovery of what promises to be a very valuable seam of coal has been made near Grand Lake, quite close to the railway track. Other seams in the vicinity are also announced. The largest seam has, as yet, been opened only to the depth of a few feet, but the quality is excellent—hard, bright and solid, approaching the nature of anthracite, and appears to improve as the depth increases. Of course it would be premature to pronounce a decided opinion regarding it at the present stage, but good judges are very hopeful. It is needless to remark that should it turn out as expected it would be of immense value to the country at large, and to the railway in particular. Borings are now going on.

SOLD FOR OLD IRON.

Beached upon the Beauport shoals, near Quebec, lies the old steamship Alert, which in 1875-76 was moored nearer to the North Pole than any other vessel has ever been.

She was the flag-ship of the Nares Arctic expedition, and lay all winter at Floeberg Beach, 82 deg. 14 min. north latitude. In 1883 she was presented by the British Government to our Government to take part in the Greely Relief Expedition, and after that successful enterprise she was returned with thanks to the British.

In 1885 she was loaned to the Canadian Government to investigate the navigability of Hudson Straits, and to bring back the party of explorers left upon its banks in 1884 by the Neptune.

On this trip the Alert was commanded by Capt. Gordon, and for three weeks was jammed in a field of ice. It was her last northern trip.

The Imperial authorities presented her to the Canadian Government, and the latter, finding her at last unseaworthy, after employing her for some time in the buoy and lighthouse service, sold her at auction several days ago.

She was bought for $4,000 by a shipbuilder of St. John, N.B., for the sake of her old metal and other material.

LARGE CONSIGNMENT OF . . . NITRO POWDER Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

TRADE CHAT.

THE contract for a new parsonage for St. John's English church, St. Thomas, to cost $2,000, has been let.

James L. Winters, a prominent citizen of Lindsay, is dead.

Robertson & Foster are putting up a new nail factory at St. John, N.B., to employ 35 hands.

John Montgomery, an old and respected citizen of Brantford, died in that city a few days ago, aged 78.

J. C. Panter, of Norwich, Ont., has stated his intention of starting into business again as soon as possible.

The R. & O. Navigation Company have commenced to construct their workshops at Sorel, Que. The building will be 180x40.

Mr. Strum, of Mahone Bay, has been awarded the contract for the construction of a lighthouse at Westhaver Island, Lunenburg county, N.S.

The International Electric Railway has asked East Flamboro' for a bonus of $20,000. The Flamborians have taken it into their serious consideration.

The Vancouver Board of Trade has reduced its individual membership fee to $5 per member. Heretofore it was $25 for each firm and $5 per member.

The Robin Hood smokeless powder mill at Winnipeg was fired by an explosion and John Morris was burned to death. Another employe was seriously injured.

Samuel Edger, secretary for the Owen Sound Portland Cement Co., Ltd., died at the Owen Sound General and Marine Hospital on Sept. 23, of typhoid fever.

O. A. Rogers, traveler for A. M. Bell, wholesale and retail hardware, Halifax, N.S., and Miss Hattie Nicely, of Nictaux, N.S., were married the other day at Nictaux.

The Board of Directors of the Elgin Fair Association have decided to hold no more fairs. At the recent show there was a deficit of $170.44 and the prize winners will receive only 70 per cent. of their winnings.

Milwaukee capitalists have communicated with the Interior Department asking for information in reference to a desirable location for iron smelting works in Canada.

The best way to buy anything on the instalment plan is to put your spare money by in instalments of a dollar or so a week until you have enough saved up to buy what you want at the lowest price for cash.—Boston Globe.

From Chicago comes the announcement of the formation of a company, with a capital of no less than $150,000,000, for the purpose of floating an electric motor, which, it is claimed, will send a steamship across the Atlantic at a cost of only $200.

Last week 750,000 bushels of grain were shipped out of Manitoba for Fort William elevators. A careful calculation of the amount of wheat and flour exported from the Canadian west last season by the C.P.R. and Northern Pacific places it at 16,000,000 bushels.

The store of L. Charbonneau in Plantagenet, Ont., was burglarized on the 20th inst., the job evidently being done by experienced hands. Entrance was effected by the back door. A hole was drilled through the door of the safe, some explosive placed therein, and the front completely shattered About $100 was secured.

An officer of the Customs Department is investigating the charge made in the House last session that a rebate of 90 per cent. had been obtained by certain millers on corn ground for fodder, under the false pretext that it is being ground for human food, to which alone the rebate applies.

The eleventh annual report of the Royal Electric Co., which was issued Tuesday, shows that the net gain on the fifteen months' operations was $106,209.14, out of which five quarterly dividends of 2 per cent. each, amounting to $99,900.10, have been declared, the remainder going to the balance of $308,758.98.

The Truro Sun announces the death of John Miller, of Tatamagouche, N.S., in his 74th year. He came to Tatamagouche in 1837, and a few years afterwards entered into partnership with his uncle, the late Hon. Alexander Campbell, under the name and firm of Alex. Campbell & Co. The old firm of Alex. Campbell & Co. did undoubtedly the largest shipbuilding and lumbering business in Colchester county, and their extensive operations will long be remembered. Since he retired from the above named firm, and up to the date of his death, he quietly engaged in mercantile pursuits.

DUTY ON SCRAP IRON.

According to HARDWARE AND METAL of this date, the duty on scrap iron is having a prejudicial effect on Canadian rolling mills. The duty is $4 a ton, to which it was increased on January 1, 1895, making it equal to the duty on pig iron, but so long as times were dull in the States, even this rate was not a serious bar to importation. Now, however, the Americans are using all their home product in this line, and Canadian mills have to pay famine prices for the little scrap to be had here.

John H. Tilden, president of the Hamilton Iron & Steel Co., with whom I had a talk on this subject to-day, says the situation in Canada is correctly set forth in the statement of facts of which the above is a condensation. Rolling mill proprietors doubtless would like the duty removed, but they have been able to make large profits for years owing to the duty on merchant bar iron, and it is only fair the others interested should have a chance. The Ontario Rolling Mills have a small puddling plant, and the smelting works will also likely add a puddling plant, so that the dearth of scrap or its increased price will have less effect than otherwise would be the case.—Herald, Hamilton, 21st inst.

A CANADIAN IN AUSTRALIA.

Mr. H. Andrews, who is interested with Mr. M. B. Church in the Alabastine Co., of Sydney, N.S.W., writes some very interesting letters to the Alabastine Co., of Paris, Ontario, who are now supplying that market with Alabastine, from which we are permitted to make a few extracts. Under date of August 9th he writes:

"I have just completed a letter to Mr. Church in London, and think it well to let you know something of my voyage to Sydney, where I arrived July 27—forty-nine days from London to Colombo. The first twenty-five days were very pleasant, though quite warm coming through the canal and Red Sea. The rest of the voyage to Melbourne was as rough as I ever experienced on any of my trips across the Atlantic. We are quite comfortably situated in so far as our residence in North Sydney is concerned. We take a 1d. ferry boat across the bay (that is, one of the bays), about a mile across, and this lands us within five minutes' walk of the post-office or business centre. From our balcony we have one of the grandest bay views in the world. In fact, while I find Sydney a fairly well-built city of about quarter of a million people, the bay is the only grand thing about it. The city is much scattered about the numerous bays which make this grand harbor. August is the last of the winter months here, and it is also the rain month. The whole country is perishing for want of rain, and, so far, but little has come. December, January and February are the summer or hot months.

"Native birds here have very fine plumage but no song. Flowers are beautiful, but have no fragrance. The men are a bad average of the white races of the world; women and children are to the manner born, especially the young girls, who, while not pretty, are healthy and robust. Food is cheap. The finest quality of beef here, choice parts, 4d. per lb., and mutton 1½d. per lb. retail; half a dressed sheep, 1s.; potatoes, 3s. per 112 lbs. The duty on dry colors here is 30s. per ton of 2,240 lbs.; freight from London 30s. per ton. It is thought that the duties will be removed within a year."

A NEW FACTORY BUILDING.

On Monday the Toronto City Council passed a by-law granting the Metallic Roofing Co. a twenty-one years' lease of the property at the corner of King and Dufferin streets, and exemption from taxation on the same premises for a period of ten years. The company, whose business has greatly outgrown their present facilities, will forthwith start building operations. Their factory, office and warehouse will altogether have a frontage of about 300 feet, being among the most important in the city.

STRENGTH OF RIVETED JOINTS.

At the meeting of the American Railroad Master Mechanics' Association a committee on riveted joints made a report, giving the result of their investigation on the form, dimensions and efficiency of various kinds of joints, according to an exchange. Tables were submitted embodying the results of their calculations for different thicknesses of plates, which are of interest not only to railway men, but to all engineers who have to deal with steam boilers. We quote from these tables a few of the principal results, applying to plates which are most largely in use for stationary boilers. By the term "efficiency" is meant the per centage which the strength of the joints bears to the strength of a plate having a solid section.

In a single riveted lap joint with plates ⅜ inch thick and ¾ inch rivets pitched 1 9-16 inches from centre to centre, the efficiency given is 52 per cent. For the same thickness of material with 1-inch rivets pitched to 2 7-16 inches, the efficiency is 58.9 per cent. In the case of ½-inch plates with ⅞-inch rivets pitched 1¾ inches the efficiency is 47.4 per cent., while with 1 3-16-inch rivets, 2¾-inch pitch, the amount is 55.6 per cent.

Double riveted lap joints made with ⅜-inch plates in which rivets are used ¾ inch in diameter, pitched 2⅜ inches centre to centre, the efficiency is 68.4 per cent. This is increased to 74.1 per cent. when the rivets are 1 inch in diameter and the pitch 3⅞ inches. For ½ inch plates with ⅞-inch rivets 2 9-16 inch pitch, the efficiency is 64 8 per cent. increasing to 72 per cent. where the rivets are 1 3-16 inch diameter and the pitch 4¼ inches.

A lap joint double-riveted with inside welt, made from ⅜-inch plate, has an efficiency of 84.9 per cent. with rivets 13-16-inch diameter pitched 2 13-16 inches, and 87.6 per cent. efficiency with rivets 1 inch diameter, pitch 4⅛ inches ; with ½-inch plates the efficiencies are practically the same.

In the case of butt joints with two welts, one above and one below, the efficiencies given are nearly constant for all thicknesses and all the proportions given. Here the figures vary from 86.1 to 86.3 per cent.

These quantities have been deduced using for a basis steel plate having a tensile strength of 56,000 pounds iron rivets with a shearing strength of 38,000 pounds and a factor of safety of 10.

IS A TON OF COAL 20 CWTS.?

An interesting and most unusual case is now on trial in England. The case involves the right of the railway companies to alter the mode of charging for coal freight, by reckoning a ton as 20 cwts., instead of as 21 cwts. as formerly. When the railway companies' rates were revised in 1892 a change was made in the mode of charging for the carriage of coal. Prior to that time the consignee got his coal carried at the rate of 21 cwts. to the ton ; but the railway companies then proposed to treat the extra hundredweight as an allowance for wastage between consignor and consignee, and to charge for the coal delivered at per ton of 20 cwts. By-and-bye the proposal was developed into one to charge the ton as 20 cwts., and to allow 2 cwts. per truck as wastage. Against this method of charging the suit has been brought on the ground that the change in the method of charging "constitutes an indirect increase of rate which is unreasonable." The London coal merchants object to the allowance of 2 cwts. per truck for wastage, considering that if the principle of wastage were once recognized in theory it would very soon become an accomplished fact in practice. The merchants also object to an allowance per truck, instead of per ton, as giving rise to serious inequalities in charge. Merchants have noticed this, and are commencing to order consignments of four or five tons, instead of eight or ten tons as formerly.

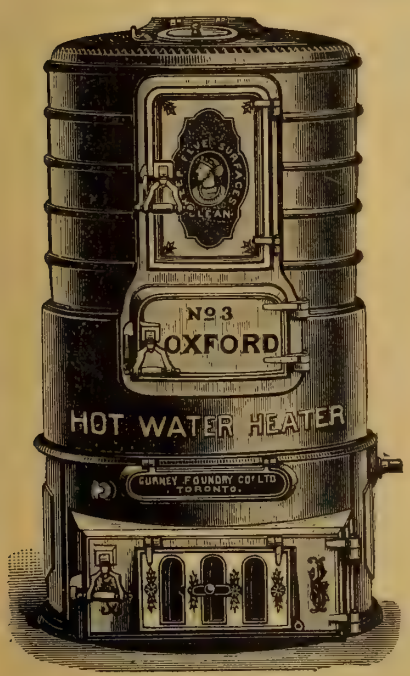
The position which the railway company takes up is that the altered method is justified by the smaller wastage now going on and to increased working expenses. The company's general manager calculates that the new mode of computation of weight would add about 1¼d. per ton to the average rates throughout the whole system.

HOT . . .
WATER . .
BOILERS .

"OXFORD"

QUINTET . . .
QUARTET . . .
DUET and RUGBY
RADIATORS . .

THE MOST MODERN, EFFICIENT, AND ECONOMICAL



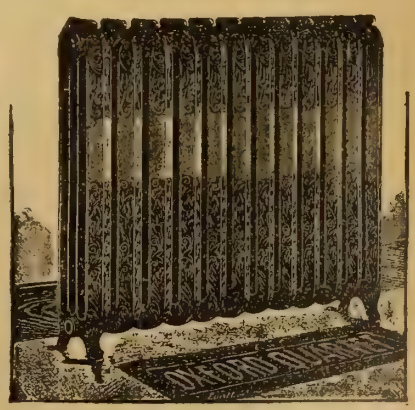
Boilers AND Radiators

EVER PRODUCED

Our **Radiators** have the only perfect

IRON TO IRON JOINT

(Never a leaky joint)



OXFORD WARM AIR FURNACES

For all sizes of Buildings

Manufactured by . . The Gurney Foundry Co. Ltd., Toronto
The Gurney Massey Co. Ltd., Montreal

KEEP HUSTLING.

NOW, my young friend, writes "Hop" in N. Y. Hardware, if you have definitely made up your mind that you would like the hardware business well enough to make of it a life's vocation, let me have a word or two with you, so that you will not waste the best years of your life simply flirting with an elegant business, for which you may not have a single qualification to be of any use to you.

Are you fond of hard work? Sure? I know you say "Yes" when asked any such question, and you may think that it's only asked "just for the fun of it." Well, this time it isn't. Unless you are fond of work, and plenty of it, let me beg of you to select some other business. In the hardware business a man may eventually achieve success if he will metaphorically "take off his coat and roll up his sleeves," and tackle the labor which is always before him; but if he expects a short cut to the inner sanctorium of this complex trade, a royal road to the stores of various information to fully equip him and make him a power in the business, he will come to grief as sure as twice two equal four. There is no royal road. Contact with the labor; a love to perform it; willingness to meet it half way; and the possession of a desire to even hunt for it, for fear somebody else may have it to do and not you—these are the pre-requisites for the formation of a character destined to make a record in the hardware world.

This may be equally a desirable element of success in any business, but in the hardware busines it is a prime essential.

A young man to-day can go into any one of the training schools, formed by the jobbing and commission houses of these hustling times, and ride rough-shod over one-half the force there employed, if he is only possessed of the willingness and indefatigability connected with a love of work. One-half of the young men to-day in this important trade avoid doing anything they think someone else would do if they didn't; and one-half of the remainder attempt to do their palpable duty in such a half-hearted, slovenly manner, that someone higher in authority has to follow them up, and see if it is done at all. Don't be afraid to take a little trouble. You may save tenfold the amount of time all the way along the line, if you will only do your part of the work, in that perfect and systematic manner which carries a conviction of completeness. That which is worth doing at all, is surely worth doing well, and as an old quaint writer expresses it:

> "It isn't wealth, or rank, or state,
> But 'git up and git' that makes man great."

And this is a homely method of expressing a great truth. It's the "git-up-and-git," the vitality, the push, vim, ambition, love of work for the sake of work, which forms a proper discipline, and which completes the characteristics of a successful man in any business, but more especially the hardware.

Always keep busy, doing something or other continually. Don't say you can find nothing to do. That you have done everything you were told to do. Don't wait to be told about things which you know should be attended to by somebody. Why not by you? Suppose you are showing some samples to make a sale, and you find one or more so rusty and shopworn that you fail to impress the customer that the stock is any better. Are you one of those who would think it's too much trouble to get a new sample out of stock to disprove the supposition erroneously formed by the would-be customer; or do you put back the tough sample and pay no further attention to the matter? I tell you, young man, the ambitious junior who follows you and has sense enough to supply the deficiency, will reach you and pass you anon, while you are murmuring about unappreciated services that are counted by years and not by the mile stones of usefulness and indispensability. I was brought up under a disciplinarian to whom a short piece of twine neglected on the store floor would create a shiver. I was taught to pick them up and tie them together, and add the stock so formed to what was already on the reel. We threw nothing away in those frugal days; everything possessed a value.

Many of the millionaires of to-day received this sort of an education, and knew that this careful consideration for trifles eventuated in the formation of character on which to build business capacity, and without this important factor no man can achieve permanent success. Why, the American people of to-day are supporting in their midst whole nations of frugal foreigners who thrive on what we throw away as valueless. You may meet them daily on the thoroughfares, their bundles of wood on their heads; their baskets and bags of various kinds of truck upon their willing backs, while the American, whose ideas are wholesale and not retail, has no time for small detail. He wants greater results, and generally overestimates his limited business capacity and lands—nowhere!

Let me urge upon the rising young man in the hardware business always to be an understudy for the position above him. Familiarize yourself with its duties; know all its requirements. The time will come, sometimes soon and often late, when the question will be asked: "Do you think you can fill the position?" If you know you can, you will answer unhesitatingly, "Certainly!"

If I had my life to live over again I should devote some of the hours I wasted in useless desultory amusements to the acquisition of a working vocabulary of at lesst two or three languages besides my own.

Numbers of men possessing no other ability maybe to-day are starving themselves to death with several languages at their tongue's end; but no young man possessing the requisite ambition to become a hardwareman would ever find it disadvantageous to his advancement to be at least a linguist in a commercial sense, if his knowledge in continental tongues extended no further.

Don't roam around a store with your mouth and ears shut and be afraid to take in a grain or two of knowledge for fear it may extend your sphere of employment. Cultivate a gladness that exults in the opportunity of extending your usefulness. Try to absorb more positive knowledge than anyone else in the establishment. Be the reservoir of information to whom everybody has to come for quick returns. Let your heart rejoice to hear everyone echo the same sentiment, "Oh, ask Rutherford, he knows all about it."

When that's the case I'll tell you what Rutherford will become if he lives: An ornament to the business his character adorns.

CANADIANS WON THE PRIZES.

Two native Canadians have just distinguished themselves and their country by their success in the competition for prizes offered for the best plans for two bridges over important waterways in the United States. Mr. Charles Macdonald, son of W. S. Macdonald, Esq, of Gananoque, of which town the former is a native, has won the prize for a design for a great railway bridge across the Hudson, between New York and Jersey City, to cost in the neighborhood of $25,000,000. The bridge will be shorter than the Victoria bridge at Montreal, and others in Europe and America, but it will surpass them in that it will have a single span of 3,110 feet from one pier line to the other, which is nearly double the longest existing span in the world. It will be 125 feet wide, with six tracks, and is designed on the suspension plan, with steel towers 557 feet in height, and 12 cables supporting steel trusses, which rise 200 feet above the roadway. Mr. Andrew Onderdonk, the well-known contractor, is said to be associated with Mr. Macdonald in a company which will undertake the construction of the bridge, as soon as certain necessary preliminary arrangements are completed. Mr. Macdonald has already distinguished himself as a bridge engineer in Australia, and occupies the position of vice-president of the American Society of Civil Engineers. The other Canadian referred to is Prof. J. G. L. Waddell, a native of Port Hope, a noted bridge builder, and author of one of the best treatises on the subject. Some years ago he was appointed Professor of Engineering in the University of Tokio, Japan, but subsequently returned to the United States, where he now practises his profession. The bridge for which he has prepared the successful plans is to cross the Missouri river.—Canadian Architect and Builder.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.
HAMILTON, ONTARIO
EASTERN AGENTS
W. L. HALDIMAND & SON, - Montreal

THE PEOPLE'S
Building and Loan Association
(INCORPORATED)

Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most $3 deposited monthly is estimated to mature a $500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.

Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

WESTERN
Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital - - -	$2,000,000.00
Assets, over - -	2,375,000.00
Annual Income -	2,200,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President.
C. C. FOSTER, Secretary.

FOR
BRASS SPRAY PUMPS AND SYRINGES

WRITE . . .
Stevens Manufacturing Company
LONDON

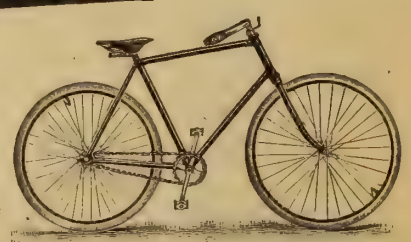


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CATALOGUE UPON APPLICATION

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CUSHION TIRES FROM £5 8 0
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At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,
Steam Cycle Works
BLOOMSBURY, London, W.C

Beware of Counterfeits

Get the old and original and only reliable

JOHN LUCAS & CO.'S
IMPERIAL FRENCH GREENS

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TRADE throughout the country, though not brisk, is generally speaking in good condition and most plumbers are busy with jobbing work. Im St. Thomas, Stratford, and Sarnia, there is quite a boom in the building line, and plumbers are accordingly happy.

* * *

Brass goods have advanced in nearly every line and manufacturers are firm in their quotations, as the copper market is still firm and advancing.

* * *

Brass manufacturers are busy, although the orders coming in at present are not as numerous as might be expected. Manufacturers have contracts on hand which will keep them busy for some time.

* * *

Considerable of Peck Bros.' Fuller work is being imported into this country this season.

* * *

American boilers have advanced about 35c. and in all probability will make a still further advance, as steel sheets have risen in price, and it is understood to be a difficult matter to get orders for sheets filled.

* * *

BUSINESS ITEMS.

Cote & Blouin have started a plumbing business at Montreal.

McRae & Watson, plumbers, Montreal, were served with a demand of assignment at the instance of J. R. Wilson et al. They commenced in '88 with a small capital, and made little headway, possibly taking contracts at too low a figure. In January, '95, they compromised at 50c., spreading over 12 months. This settlement they have been unable to carry through.

* * *

CONTRACTS OPEN AND CLOSED.

The Metallic Roofing Co. are about to erect a huge factory at King and Dufferin streets, Toronto. Plans and specifications are being drawn.

The Kemp Manufacturing Co., Toronto., are building a new factory on the Don river.

Purdy, Mansell and Mashinter, Toronto, have obtained the contracts for the plumbing and heating of the new Globe building, the big Simpson departmental store, and the huge Melinda street warehouse of S. F. McKinnon & Co.

Tenders have been called for the heating and plumbing of the new T. H. & B. railway station at Hamilton.

F. A. Lallimand, Montreal, is building three residences, two to cost $8,000 each and the third $30,000.

Tenders for the various trades required in the erection of St. Peter's Church, Goderich, will be received up to 5 p.m. on the 10th day of October. Plans and specifications can be seen at the Presbytery, Goderich, Ont., and at the office of Post & Holmes, architects, Manning Arcade, Toronto.

Nanaimo, B.C., is building a school at an expense of $15,000.

Tenders are invited until the 30th inst., addressed to Thos. McKee, county clerk, for remodelling the court house and gaol in Sandwich, Ont.; for the erection of a gaoler's residence, and for steam-heating apparatus for the court house and gaol, registry office, county treasurer's office and gaoler's residence. Plans may be seen at the county clerk's office and at the office of Mason & Rice, architects, 80 Griswold street, Detroit.

* * *

OF INTEREST TO CANADA.

The Sanitary Plumber, in an editorial note, calls attention to the twenty-third annual meeting of the American Public Health Association, comprising the United States, Canada and Mexico, to be held in Denver, Col., the first four days in October. Among the topics which have been selected for consideration are a number that are of interest to plumbers and sanitary engineers. Among these are the following: The Pollution of Water Supplies, the Disposal of Garbage and Refuse, Health Legislation, Steamship and Steamboat Sanitation and Car Sanitation. The discussion will no doubt bring out many points which are of special importance to the practical sanitarians of the country. A very large meeting is anticipated, and adequate arrangements have been made with reference to railroad fare, hotel accommodations, etc.

CHEQUES FOR SEVEN CENTS.

Of the many schemes employed by advertisers to attract and retain the attention of the public, the one employed by a prominent down-town haberdasher is certainly as novel as any conceived, says a Chicago paper. He got up an elaborate envelope with a crest upon it and inclosed a short and well-worded note, asking the attention of the reader for two minutes to his notice of his goods, and inclosed also a cheque regularly signed, for seven cents, as the value of the time requested.

The advertisement was sent to Board of Trade men, bankers and the better class of business men throughout the city.

The haberdasher hardly thought that any one would take the trouble to cash the cheques, but some bright and kind-hearted wit conceived the idea of collecting these cheques and using them for a worthy object. Accordingly the cheques were gradually gathered in, all properly endorsed, and sent to the children's fresh air fund, and aggregated quite a comfortable sum.

While the advertiser was rather surprised at the novel use to which his advertising cheques were put, he is quite pleased to contribute thus indirectly, as it were, to such a worthy cause.—Chicago Times-Herald.

MR. M'KENNEY JOINS THE BENEDICTS.

Mr. A. G. McKenney, Ontario representative of the Gutta Percha & Rubber Manufacturing Co. of Toronto, Ltd., having recently joined the benedicts, the staff of the company felt that they could not allow the occasion to pass without expressing in some tangible manner their endorsation of Mr. McKenney's step, and therefore, on Friday afternoon last, Sept. 20th, presented Mr. McKenney with a handsome onyx clock, bearing a gold plate suitably inscribed. The presentation was humorously made by Mr. H. D. Warren, president of the company, and was responded to by Mr. McKenney in a few well chosen words. HARDWARE AND METAL joins the staff of the company in wishing Mr. and Mrs. McKenney every happiness.

SITUATION VACANT.

WANTED—Salesman calling on mills, factories, etc., in Toronto and vicinity to handle a first-class anti-friction metal on commission for an Eastern house. Address BOX E, HARDWARE Office. (39)

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.
110-120 Ann St. Montreal

MONTREAL SMELTING AND REFINING WORKS

THE Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
Leading Consumers use Langwell's Babbit.

WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON
Metallurgists and Manufacturers
10 Dorchester St., MONTREAL, QUE.

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

BICYCLE ...WANTED

SECOND-HAND

Address, giving lowest price, make and condition of wheel

Hardware and Metal
TORONTO.

EIGHT ESSENTIALS TO SUCCESS.

THERE are certain things every business man should know, and, therefore, every hardwareman, says a writer in a contemporary. In this article we are to deal with questions affecting the success of the hardware man as such. Many men have been successful in spite of their partial or total ignorance of those things ordinarily deemed essential to success. This country can point to many such men belonging to a past or retiring generation. But the opportunities that afford scope to the peculiar abilities of such men are fast disappearing. To-day special training and equipment are of rising importance. It is, then, with a view to these, apart from individual qualifications, that I will consider the question, and submit as essentials :

1. A good knowledge of English, spoken and written.

2. A thorough understanding of the term hardware in its comprehensive meaning, illustrating the whole range of articles embraced, and the ever-growing possibilities.

3. Some technical knowledge, sufficient to tell cast iron from wrought, iron from bronze, a tumbler lock from a plain lock, a right from a left hand door, etc.

4. A good knowledge of figures, that will stand the test of discount calculation, and readily get at net prices from the list.

5. The special or regular uses to which goods are put, to enable him more intelligently to fill or anticipate a want ; to more correctly estimate the merits of new tools and devices offering.

6. The principal manufacturers of leading articles and the best makes, as well as the most popular (not always identical).

7. A knowledge (the more he knows thereof the better is he off) of prices.

8. He should know how to read architects' specifications, and with the plans to make a bid therefrom.

With these, in my opinion, vital subjects well in hand, there is no limit to the special information for which they will have paved the way.

CEMENT FOR CYCLE TIRES.

This receipt for cementing bicycle tires is given by an exchange : Bisulphide of carbon, 160 parts; gutta percha, 20 parts; caoutchouc, 40 parts; isinglass, 10 parts. This cement is dropped into the crevices after they have been properly cleaned. If the rent is very big, apply the cement in layers. Bind up the rubber tire lightly with thread, let dry for twenty-four to thirty-six hours, cut off the thread, and remove the protruding cement with a sharp knife, which must previously have been dipped in water.

Herr P. Erbach, of the Grasserzogthum, Baden, is at the Manitoba on his annual trip to this country for the purpose of buying and shipping flax seed to Germany. There is at present no flax offering, but the market is expected to move shortly.—Free Press, Winnipeg.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

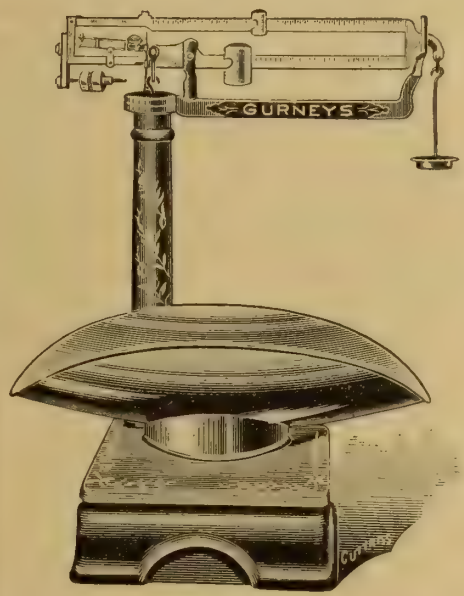
CUTLERY
Splendid value in all kinds for the Fall trade. See our samples. . . . . .

WIRE
Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
. . . MONTREAL

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

THE
Toronto Silver Plate Co.

Make a specialty of . . .

PRIZE CUPS
TROPHIES
and **MEDALS**

Suitable for any Athletic Competition.
Illustrated Catalogue mailed on Application.

FACTORIES AND SALESROOMS: **TORONTO, CANADA**

E. G. GOODERHAM, Manager and Sec.-Treas.



No. 1242 - Football Cup.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE creditors of C. J. Draper, general store, Waterville, Que., have been called together.

Frank Tyler, harness, Hastings, Ont., has assigned.

Cushing & Co., brush makers, Montreal, have assigned.

A. Miers & Co., general stors, Wentworth, N.S., has assigned.

Wm. H. Berry, general store, Newtown, N.B., has assigned.

Fortier & Co., furniture, Montreal, have compromised at 50c.

Robt. Cote, general store, St. Hilarion, Que., is offering to compromise.

Filion & Simard, general store, Chambord, Que., have called their creditors together.

The creditors of Cushing & Co., brush manufacturers, Montreal, have been called together.

W. M. Robson, general store, Plumper Pass, B.C., has assigned his personal effects to his wife.

There is a demand of assignment against Donat Brossard, general store, Riviere aux Sables, Que.

J. N. Graveline, general store, St. Francois Du Lac, Que., has assigned to A. Lamarche.

J. McD. Haines has been appointed curator of the general store of Wm. Wilson, Shawville, Que.

Grossman & Robitaille, pedlars' supplies, Montreal, have assigned on demand. Creditors meet October 1.

Lefebvre & Taschereau are appointed provisional guardians of the general store business of Wm. Howathson, of Black Cape, Que.

Manchee & Wilson, manufacturers' agents, Toronto, have called a meeting of their creditors, and Manchee, Wilson & Adamson, manufacturers of mouldings, Toronto, have done the same.

PARTNERSHIPS FORMED AND DISSOLVED.

The Irving Umbrella Co., Toronto, have obtained a charter.

N. Bloom & Co., general store, Cookshire, Que., have dissolved.

The Tricycle Manufacturing Co., Hamilton, Ont., have dissolved.

The Fraserville Electric Power Co., Fraserville, Que., ask incorporation.

The Tilbury Peninsular Oil & Gas Co., Ltd., Tilbury Centre, Ont., have obtained a charter.

Mary S. Williams and Fred. C. Wilson are proprietors of A. R. Williams & Co., machinery, Montreal.

Jas. and Edward J. Planche, and Jas. F. Wilson, have been registered proprietors of Planche, Wilson & Co., general store, East Angus, Que.

Hamilton & Jackson is the name of a new firm of general storekeepers at Brinston's Corners. Ont.

Mayhew & Harmer, general store and bankers, Thamesville, Ont., have been succeeded by Mayhew Bros.

Victor and Louis Portelance have gone into partnership as V. & L. Portelance, general store, Lachevrotiere, Que.

T. S. Simms & Co., manufacturers brushes, St. John, N.B., have been succeeded by T. S. Simms & Co., Ltd.

The Empire Tobacco Co., Montreal, has dissolved. John and Charles Edward Archibald have gone into partnership under same style.

William Wilson, George Palmer, Robert Hunter Hill and Henry A. King, all of Toronto; John S. Campbell, Lucius Sterne Oille and George E. Patterson, St. Catharines, Ont., are applying for incorporation as "The Lincoln Railway Traction and Light Co., Ltd.," with a capital of $90,000.

John Connor, St. John, New Brunswick, and Nicholas K. Connolly, Michael Connolly, Edward A. D. Morgan and John Ogilvie, Montreal, Que., are applying for incorporation as "The Continental Cordage Co.," to manufacture all kinds of rope and twine at Brantford, Ont., with a capital of $50,000.

Thos. McCraken and William Theophilus Stuart, both of Toronto; Harry Hedgley Powell and Robt. Notman Ball, Woodstock, and George Hutton Patterson, Denver, Colorado, are applying for incorporation as "The Patterson Gold and Silver Magnetic Separator Co., Ltd.," for the purpose of carrying on mining operations in Toronto and throughout Ontario, with a capital of $125,000.

SALES MADE AND PENDING.

T. Carbutt, crockery, Vancouver, B.C., is selling out.

Felix Cloutier, general store, Ste. Rose, Que., has sold out.

The assets of A. M. Featherston, pianos, Montreal, have been sold.

The assets of Jos. Martin, carriages, St. David, Que, are to be sold.

Shirley & Hay, stoves, New Westminster, B.C., have sold out to H. T. Kirk.

Wm. Banford, general store, Hanesville, Ont., was sold out to Geo. S. Coons.

The assets of Pierre Trepanier, general store, Louiseville, Que., have been sold.

Pednault & Tremblay's general stock at Chicoutimi, Que, has been sold at 51½c.

Wilfrid Perron's general stock, Chicoutimi, Que., has been disposed of for 52½c.

The balance of the assets of A. J. Gravel, general store, Louiseville, Que., have been sold.

Vermette & Goulett's general stock at Robertson's Station, Que., was sold at 56½c.

The general store stock of A. Vipond, Vars, Ont., is to be sold under chattel mortgage on Oct. 8.

The stock, etc., of S. C. Hunter, general store, Sweet's Corner, N.S., has been advertised for sale by auction.

CHANGES.

W. Chartrand is starting a general store at Ste. Rose.

W. D. Lamb has opened a general store at Solina, Ont.

Richard Collins, general store, West Hill, Ont., is giving up business.

Albert Shaver, harness, Iroquois, Ont., has retired from business.

Anderson & Co. have opened a stove and tinware store at Carberry, Man.

J. A. Lidgate is opening out a lumber business at Qu'Appelle, N.W.T.

The Edwards Trading Co., Thurso, Que., has opened a branch at Poltimore.

Joseph Symington, general store, Minnedosa, Man., is removing to Brandon.

F. Mettam, tinware, etc., Bismarck, Ont., has been succeeded by J. E. Westcott.

Schultz & Hausen, general store, Gretna, Man., have closed their Morden branch.

F. Hurtuboise has been registered proprietor of the hardware business of Hurtuboise & Co., Montreal.

FIRES.

Jas. Aitken & Sons, Alliston, Ont., foundry, has been damaged by fire.

Aquin & Itzweire's sash and door factory at St. Cunegonde, Que., has been damaged by fire.

Townsend Bros., general store, Woodstock, N. B., has been burned out. No insurance.

DEATHS.

Robt. Widdis, carriage maker, Lyn, Ont., is dead.

J. F. Miller, of J. F. Miller & Son, agricultural implement makers, Morrisburg, Ont., is dead.

W. F. Buchanan, of Buchanan & Gordon, commission merchants, Winnipeg, is dead.

The St. Johns News learns that negotiations are being conducted by Count de Bouthillier in Paris to effect a sale to a wealthy French syndicate of the St. Johns Stone Chinaware potteries, and are approaching a satisfactory conclusion. A representative of the syndicate is expected at an early date. The News says the booming of the pottery industry in St. Johns would be a big thing for the town. It would stand a little booming just now, for undoubtedly trade is very unsatisfactory, and many families are striking out for pastures new. This dullness of trade is, no doubt, due to many causes, but is chiefly attributable to the hard times which have been everywhere prevalent during the past two years, but accentuated recently by the collapse of the Banque du Peuple.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

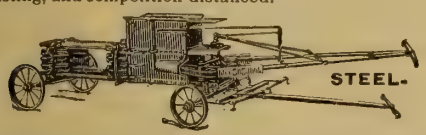
Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.



Meat Cutters

White enamelled inside and red japanned outside.

BEST SATISFACTION!!

Wood, Vallance & Co.

HAMILTON

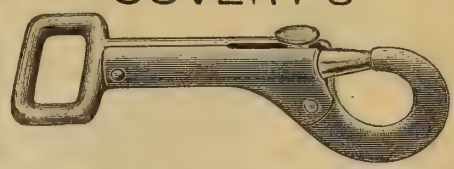
ENGLISH VIEW OF CANADIAN TRADE

Trade with Canada appears to be looking up, as several of the firms which have connections in that country are sending more goods now than for several years past. A cutlery manufacturer who caters especially for Canada states that it is still a valuable market, although the trade is confined to a comparatively small number of firms, and there is a prospect of expansion in the immediate future. It appears that the wheat crop in the great corn-growing province of Manitoba is one of the best on record, and if the weather is favorable during the ingathering of the harvest money will be more plentiful in the coming winter. The writer was informed that the inhabitants of the French portion of Canada use very cheap goods. In the agricultural provinces, which are largely peopled by Scotch, Norwegian and German colonists, good durable, but plain cutlery is preferred while the wealthy residents of Ontario buy far more costly goods than the people in a similar position in England. Orders frequently come for cutlery--both table knives and carvers—handled in pearl, mounted in silver, and having silver-plated blades. A dozen knives and forks of this class would cost in Canada something like £6, and a carving knife and fork £2 10s. Xylonite handles are in general use for all kinds of cutlery, being preferred to ivory even for best quality. One reason for this preference is that as a rule the stores in Canada are kept warmed to a rather higher temperature, and ivory, after leaving the stores and coming in contact with the keen air, is liable to crack. A small cutlery manufactory has recently been started in Manitoba, and is turning out considerable quantities of table knives of a common quality. About a year ago the duty on imported table knives was increased from 25 to 32½ per cent., admittedly to assist the new enterprise.—London (Eng) Ironmongery.

AN OILMAN WEDS.

An Ingersoll despatch says: "Thornbank," the residence of Mr. Thos. Hyslop, W. Oxford, was the scene of a very pretty wedding at half past one yesterday afternoon, when his youngest daughter, Miss Kate Hyslop, was married to W. C. Wilson, wholesale oil merchant, Toronto. The parlor, where the happy event took place, was beautifully decorated with various flowers, while a large roll of golden rod adorned the passage through which the bride passed after the ceremony. Rev. E. R. Hutt performed the ceremony in the presence of about thirty of the near relatives and friends of the contracting parties. Jas. W. Walker, of Rice Lewis & Sons, Toronto, acted as groomsman, and Miss Mattie Hyslop, sister of the bride, as bridesmaid. The presents were numerous and costly.

COVERT'S



Our Triumph Snap with flat spring, and Banner Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

FOWLER & RANKINE,

ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND.

OR



OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Sept. 27, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag – 56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.Xl	....	7 70
Raven & P. D. Grades –		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade –		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base	Price,
Common Bar, per 100 lbs	....	....	1 70
Refined " "	....	2 35	2 65
Horse Shoe "	....	2 60	2 75
Band " "	....	....	2 20
Hoop " "	....	....	2 20
Swedish " "	....	4 00	4 25
Sleigh Shoe Steel "	....	....	2 50
Tire Steel		3 00	3 25
Machinery		2 75	3 00
Cast Steel, per lb		0 10	0 14
Russian Sheet, per lb		0 10½	0 11
Tank Plates, 1-5 and thicker.		2 00	2 25
Boiler Rivets		4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	2 30	2 35
All bright	2 90	3 00

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	0 12¼	0 12½

Bolt or Bar.

Cut lengths, round, ½ to 7⁄8 in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 24

Wire.

Pure, in coils –		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	....	0 57
Boiled, per gal	....	0 60

Turpentine.

(In bbls,)

5-Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each —
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 2 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Heilers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 35	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 35
101 to 105	....	....	....	10 75
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto -Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge
6 to 10 in., per lb 0 04
12 in. up, per lb 0 03

	Per doz. set.	
Screw, Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		

	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Snow, " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F & L. screw, pe gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross.....	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   - Basis—50 to 60 dy..... 2 50
   - 40 dy..... 2 55
   - 30 dy..... 2 60
   - 20, 16, aud 12 dy..... 2 65
   - 10 dy..... 2 70
   - 8 and 9 dy..... 2 75
   - 6 and 7 dy..... 2 90
2. American pattern only—
   - From 4 to 5 dy..... 3 10
   - 3 dy (lath)..... 3 40
3. Canada pattern only—
   - From 4 to 5 dy..... 3 00
   - 3 dy (lath)..... 3 50
   - 3 dy, A.P. fine..... 4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz.....	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50
Malleable, dis. 25 per cent.		

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per 100 lbs.....	....	1 80
Tins, lbs.....	2 50	2 75

RAIL.

Barn door, per foot.....	0 03	0 03¾
Sliding door, "	0 03¼	0 03¾
Lanes, ...	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's, " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	00 8¾
¼, 5-16, ⅜ in.....	6¾	00 9
Cotton	11	12
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.....	0 65	1 00
" N.P., per set....	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... .... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70
"Empire," McMillan&Haynes, per ft.....	0 00	0 70
Hand, Disston's, dis. 10, 15 p.c.		
S. & D., 35 to 40 per cent.		
Crosscut, Disston's, per ft....	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.....	0 75	2 75
" frame only.....	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.....	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz.....	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.....	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.....	2 30	2 45
" black.....	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.		
Acme	3 00	5 00
Lock, Andrews'.....	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American.....	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03 0 03¼
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb.....	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb.....	0 09	0 09
Labrador..... "	0 00	0 13
" Axe, "	0 00	0 15
Turkey .... "	0 00	0 50
Arkansas ..... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.....	3 50	5 00
Grind. per ton.....	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz.....	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon.....	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....	.....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz 4 60 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 12½ per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd....	0 03¼
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points	0 00
Steel Staples	0 00 0 2½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	



"Build to-day then, strong and sure,
With a firm and ample base."
—Longfellow.

DO YOU?

Wish thus to build an advertisement in the CONTRACT-RECORD, TORONTO will bring you tenders from the best contractors.

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THE BRADSTREET COMPANY,

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THOS. C. IRVING, Superintendent.

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188 and 190 McGill St.

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Essex Handle and Wood-Turning Works

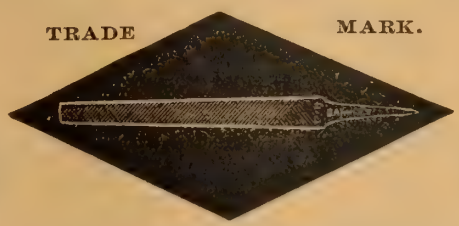


You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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Gulletting Sawfiles.
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JAMES ROBERTSON CO.

LIMITED

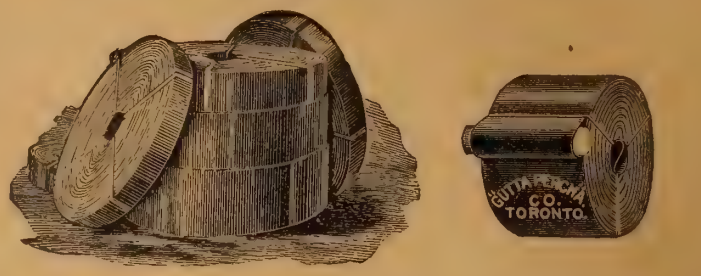
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Until the rush in height of season prevents prompt shipment.



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Best Brands

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"RED STRIP" Extra heavy.
"LION" Extra value.

Hard Rubber Suction, Spiral Suction, etc., etc.

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LTD.

61-63 FRONT STREET W. - - TORONTO.

Fall Specialties



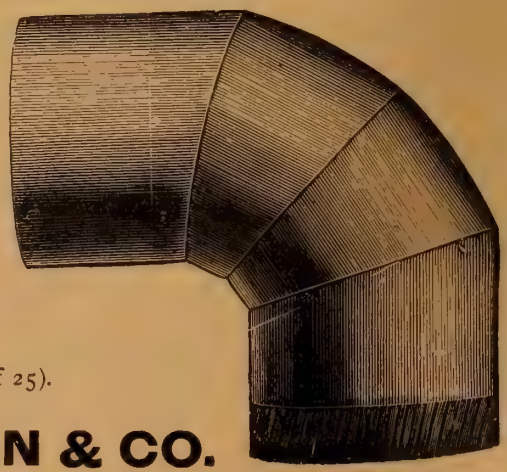
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Japanned and Galvanized.

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ONE AND FOUR PIECE



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PATENT STOVE PIPE, 6 and 7 in., (in crates of 25).

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Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

. . . TORONTO

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, OCTOBER 5, 1895. No. 40.

Magnolia Metal

— IN USE BY —

EIGHT LEADING GOVERNMENTS.

CORNELL UNIVERSITY.

ITHACA, N. Y., August 10, 1895.

TO WHOM IT MAY CONCERN:

I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

We have made some tests to determine accurately the friction-reducing qualities and durability of this metal. On account of an accident to our machine these tests are not all completed, and a full report cannot be given at the present time.

Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,

R. G. CARPENTER.

(Professor of Experimental Engineering, Sibley College, Cornell University, Member Society Mechanical Engineers, etc., etc., etc.)

MAGNOLIA METAL CO.

Owners and Sole manufacturers,

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London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
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"SAFFORD"

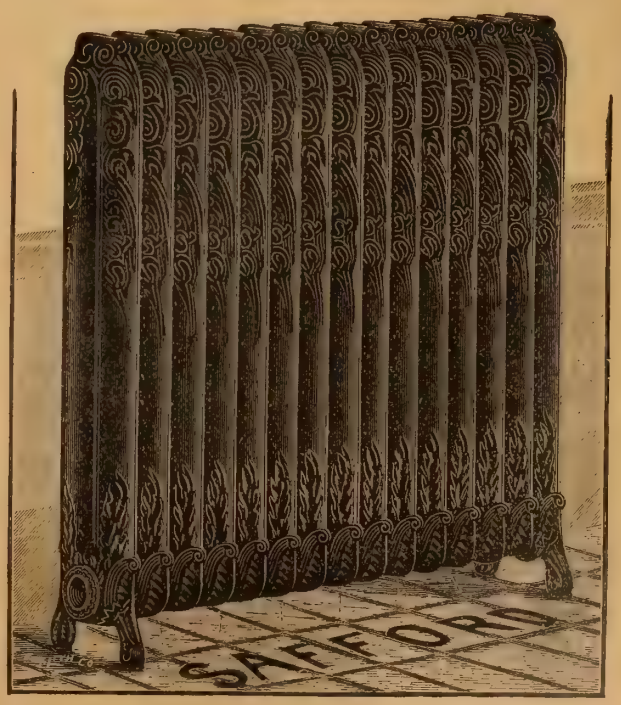
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NO LEAKS

The only . . Radiator made giving universal satisfaction.



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TORONTO, ONTARIO LIMITED

Smokeless Gunpowder

CURTIS'S & HARVEY

SOLE MANUFACTURERS OF . . . .

"Amberite"

Patent Smokeless Sporting and Rifle Gunpowders

The charge of "AMBERITE" for a 12-bore gun may be **varied from 38 to 45 grains** to suit the requirements of the shooter, and this charge may be measured in an **ordinary black powder measure,** and loaded into **an ordinary cartridge case.**

Also, their well-known **DIAMOND ◈ GRAIN,** Basket, Coarse and Medium, and Patent Brown Sporting Gunpowders.

RICE LEWIS & SON, Ltd.

Canadian Agents TORONTO

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TORONTO STEEL-CLAD BATH AND METAL CO. LTD.

123 QUEEN ST. EAST TORONTO, CAN.

ROYAL COPPER

Tea.. Kettles

NICKEL-PLATED



Each one in a cardboard box. None damaged in shipping. Sales never so large. Prices never so low.

Kemp Manufacturing Company

TORONTO, ONT.

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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

Vol. VII. TORONTO AND MONTREAL, OCTOBER 5, 1895 No. 40

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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Canadian Government Offices, 17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

COMBINE TO KEEP UP PRICES.

A COINCIDENCE that is causing speculation among the iron trade is the fact that while the quarterly sessions of the different associations are being held this week, President Park, of the American Tack Association, is registered at the Windsor, Montreal.

At the time the makers held their meeting in Boston this fall there were rumors, and these rumors are again revived.

It is a well-known fact that it is to the executive ability of President Park that the successful workings of the different American associations are due, and the outsiders are theorizing whether his visit has any direct connection with the meetings being held in Montreal.

Though no official confirmation of it can be had, it is stated that it has, and that there is an understanding between the American and Canadian makers, that neither will interfere with the other's territory.

It is argued in support of this that under ordinary circumstances American makers can and do ignore manufacturers in Canada. Just now, however, prices in the States on such lines as wire, wire nails, cut nails, etc, have advanced to such an extraordinary degree that it is worth their while to have an understanding with Canadian makers.

It is stated, though the parties interested deny it, that this agreement does exist, and that our makers have for a consideration agreed not to invade their American confreres' territory and prevent them from reaping to the full the golden harvest that is now almost within their grasp.

The profits mentioned in this connection, if correct, are certainly substantial enough to make them a serious consideration. As high as $1 per keg on wire nails was one of the instances advanced.

LOOKING AFTER AMERICAN MARKETS.

BRITISH ironmasters are, it appears, already beginning to take a lively interest in the next presidential election in the United States. Their interest is all the keener on account of the general opinion that the Republican nominee, whoever he may be, will be the successful candidate. And the recently developed interest is not without reason therefor.

The Wilson tariff has been more favorable to the British ironmaster than the measure it succeeded.

To-day in Great Britain the conditions in the iron and steel trades are a great deal more favorable than they have been, probably, for some years; and as exports to the United States have been much larger than for some time, John Bull no doubt recognizes that part at least of the activity he is now enjoying is due to the fact that Uncle Sam is a more liberal buyer of his products than he was a few months ago.

As it will be two or three years, in any event, before an ultra-protection tariff can again be put in operation in the States, the British ironmasters are disposed to push business in the States to their utmost. What they have already obtained in the way of increased trade has sharpened their appetites for more, and their motto now is: "Make hay while the sun shines."

It is gratifying to note that, although slower in appearing than in the United States and Canada, trade in the United Kingdom has developed to an appreciable extent, and to an extent that indicates permanency.

The manufacturing industries in the United Kingdom do not, as a rule, in periods of depression, sink to that low ebb that so characterizes the industries of other countries, the United States for example, their market being the world; but the Motherland was struck hard enough by the recent wave of depression.

EARLY CLOSING.

Over a hundred clerks assembled in St. Joseph Hall, Montreal, Sunday afternoon at the annual meeting of the Early-Closing Association. P. Macdonald, the president, was in the chair. Ald. Connaughton, who is an old time grocer, and very popular with the clerks, was on the platform, so was Ald. Brunet. Both are supporters of the early-closing movement, and the boys will not forget the assistance they are giving them in their fight. Speeches were made by Messrs. Gendron, of Gendron, Pigeon & Cie.; the the two aldermen; Huot, dry goods merchant, St. Lawrence street, Havard and Poirier protesting against the way in which a few members of the City Council were blocking the progress of the movement by leaving the meetings and breaking up the quorum.

It was decided to appoint committees in each ward to organize the friends of early closing so as to re-elect aldermen in favor of the movement and defeat those who are now opposing it.

The following officers were then elected: President, J. B. E. Poirier; vice-president, A. Macbeth; treasurer, O. Legendre; secretary, M. Havard; assistant secretary, J. A. Laughran; committee, D. Seguin, L. C. Langevin, A. Roy, L. P. Collette, P. Macdonald, G. N. Robert, J. P. Beauvais, J. A. E. Delausse, P. Ethier, E. Viau.

The association is composed chiefly of the dry goods and grocers' clerks, though there are representatives of the hardware and other businesses.

NEW HARDWARE STORE.

H. A. West, hardware merchant, Annapolis, N.S., is building a two-storey warehouse on St. George street, in that town. The dimensions of the structure are 30 x 60 feet. It will be completed and occupied about Oct. 15th, and will be a model hardware store.

SUGGESTION RE WINDOW GLASS LIST.

MR. W. SMAILL, manager of the Canada Horse Nail Co., Montreal, was in Toronto on Tuesday last. Knowing that he had some ideas regarding glass lists, I made it my special business to have a chat with him on the matter. I saw him at the Queen's Hotel just prior to his taking his departure for the "Commercial Metropolis" by the evening train, and he kindly submitted to be interviewed.

"What are your ideas regarding the glass list?" I ventured, when opportunity afforded.

"Well," he said, "I have noticed in your columns recently that a good many have thought that a standard glass list would be desirable, and that various opinions have been expressed as offering a solution to that end. Now, my idea as to a solution is this: Let the trade take the standard price list current gotten up by the manufacturers of glass in Belgium under date of October 1st, 1874. This list has been in force continuously since, and it is the only list recognized in the Belgian trade for sales made to people in all parts of the world. Those who are in the habit of importing will be familiar with the list I refer to."

Then he pulled the said list out of his pocket, and for the benefit of members of the trade who may not be familiar with it, I herewith, by the aid of the printer, reproduce it:

1re Qualite.		2e Qualite.		3e Qualite.		4e Qualite.	
Fr.	Cs.	Fr.	Cs.	Fr.	Cs.	Fr.	Cs.
42	....	36	...	33	....	29	....
48	....	42	....	36	....	30	....
60	....	51	....	40	....	32	....
75	....	61	....	44	....	33	....
84	....	72	...	48	...	34	....
90	....	78	....	54	....	36	....
100	...	85		60	....	42	....
110	....	95	..	75	....	50	....
120	....	110	....	90	....	65	....
145	....	125	...	110	...	80	....
180	....	150	....	125	....	....	....
220	....	185	....	155	....	....	....
250	....	225	....	185	....	....	....
280	....	250	....	220	....	....	....

En 1½ epaisseur les prix ci-haut sont augmentes de la moitie; en double epaisseur, ces prix sont doubles et en triple epaisseur ils sont quadruples.

Les dimensions au-dessus de 85 pouces reunis ne se livrent qu'en 1½ et double epaisseur.

"This list," explained Mr. Smaill, "is for four qualities. Up to 25 united inches, 29 francs; 26 to 40 united inches, 30 francs, 41 to 50 united inches, 32 francs; 51 to 60 united inches, 33 francs per 100 feet.

"As the franc may be represented in round numbers to be equivalent in our currency to 20c., I would suggest that the list be arranged on that basis, which would give a price list in dollars and cents for the sizes above given up to $5.90 for the first break, $6 for the second, $6.40 for the third, and $6.66 for the fourth break per 100 feet. As the fourth quality window glass, which is the one usually shipped to and mostly sold in this market, is packed in boxes of 50 feet each, the list could be easily divided in one half.

"This list would have the advantage of a permanent basis, as the Belgium list referred to has not changed for 21 years, and is recognized throughout the world as the standard basis. In like manner the alteration I propose of computing the sum in our currency based upon the simple method of exchanging the franc at the rate of 20c., would also give an easily remembered list, and from which the discount would, in the nature of things, vary according to the fluctuations in value of the article. This list would also admit of sufficient lattitude to allow for variety in discounts necessary by reason of the geographical position of the various selling points in Canada.

"No one," said Mr. Smaill "would think of going back to the system of selling screws and similar complicated lines on a net list. It would be too complicated. If a man desires a quotation he is quoted the discount off. What I propose is simply the application of this idea to window glass. The tendency of to day is to get everything in business down to as simple a system as possible, and the method I suggest in regard to window glass is along these lines."

Mr. Smaill has been making one of his periodical business tours of the country. He has covered the ground from Halifax to Sarnia, and when I saw him he was en route home. "The trade outlook," he said in reply to a query of mine, "has certainly improved, and there is a general opinion throughout the country that we have turned the lane. There is one thing," he added with a serious air, "the business men must be careful about giving credit. History repeats itself: In another five years or more we shall probably see another recurrence of low prices and dull times, and in the meantime if we have not been careful and made the best of the good times it may go hard with us."

FOR RETAILERS NOT CONSUMERS.

We have a letter from a subscriber in Western Ontario enclosing a gun advertisement of the Hobbs Hardware Co., London, from The Echo of that city—which is a daily advertising paper with a free circulation. The advertisement was cut from a special issue sent out at the time of the Western Fair. It quotes guns and rifles at very close prices.

As The Echo is generally intended for circulation among consumers our correspondent very naturally infers that the Hobbs Co. are offering these goods to consumers. This, however, is not the case. As they explain in a letter to HARDWARE AND METAL, the edition containing the advertisement was gotten up specially for circulation in the retail trade.

A strong point made by our correspondent is that the Hobbs Co. are quoting Marlin rifles below the prices quoted by jobbers to their customers. In reply to this Messrs. Hobbs Co. write: "Re quotations for Marlin rifles, we are glad to learn that these are low enough, and if your correspondents will send us their order for these we shall be more than pleased to fill it at the same figure."

ACTIVITY IN STOVES.

With the first indication of the approaching winter season the stove and furnace trade has developed marked activity, and as a result manufacturers and dealers in these lines in Toronto and other places are very busy.

So great has been the call for certain classes of stove furnishings that manufacturers have been overcrowded with work. Their inability to estimate beforehand the demand for these wares has thus led to considerable inconvenience, but it is hoped that those who are behind will soon catch up with their orders.

It is noted this year more than ever before that the trade in stoves is limited to kitchen ranges, there being comparatively little call for heating stoves.

In fact, so generally are furnaces replacing heaters that the latter are seldom called for. So many heaters have been replaced by furnaces that what trade is done in them is to a great extent confined to the numerous second-hand stoves thus thrown on the market.

TALKING RAILWAY AT NOBLETON.

Mr. J. W. Larkin, of Nobleton, paid Toronto a business visit last week. "The only thing new around Nobleton," he said in reply to a question, "is that they are talking railway there now. No railway touches there, you know, and so some people are agitating for a line from Kleinburg to Schomberg, touching at Nobleton. But, to tell you the truth, we do not want it. We take this view: A railway at a place so near to a large city as we are to Toronto would do more harm than good, as has been demonstrated in many instances. As long as we are without a railway the farmers will bring their produce to our store and make their purchases there. On the other hand, if there was a railway many of them would take their produce and business to Toronto."

"How did crops turn out in your neighborhood?"

"Well, we have one of the best wheat-growing districts in Canada," he replied. "From Nobleton south to Toronto, a distance of 28 miles, the straw was light. North of our village the yield in both straw and head was good. In the immediate vicinity of Nobleton both the cereal and fruit crops were light. But still," he concluded jocularly, "we are getting our porridge every morning."

POSITION GOING BEGGING.

OTTAWA, Oct. 3, 1895.—Mr. Kilvert is Acting Commissioner of Customs, but he will not retain the position. He prefers to live at Hamilton and a smaller salary to the worries of this high office. S. W. McMichael, of Toronto, the financial inspector of the Department, has been strongly urged to take the position. In fact, he was asked to go there before Mr. Kilvert, but he has private means, and the increased salary will not tempt him to accept a promotion. Meantime, Mr. Wallace has his weather eye open for a capable man. Some Montreal business men have been putting forward the name of a Mr. Douglass, who, I understand, is the hardware appraiser, but Mr. Wallace will not consider him. It appears he is too independent, and refuses to be made a tool of for political purposes. When the trouble arose on the over-valuation of scythes, and the question was being agitated in HARDWARE AND METAL, the Department insisted that Mr. Douglass should swear that he believed the prices, as prepared by Mr. Hawthorne, of the Welland Vale Manufacturing Co., were correct. Mr. Douglass refused, and said that the inquiries he made satisfied him that the valuations in the list sent out by the Department were very much higher than the actual values. The Department, therefore, after a long fight, and after using every effort to induce him to swear to their valuations, had to back down. It is said that had Mr. Douglass become a party to these over-valuations the Department would have allowed the case to go into court. They dared not do so with their most important witness against them. Mr. Wallace has not forgiven Mr. Douglass. I am even informed that Mr. Chaplin, the proprietor of the Canadian Scythe Combination, was present at the time influence was being brought to bear on Mr. Douglass.

* * *

I am not aware that your readers ever understood the real pull Mr. Hawthorne had with the Customs Department. Personally, he seems to be a friend and chum of Mr. Wallace. The real power was Mr. Chaplin himself. I was told by a man in the inner circle that Mr. Chaplin told the Government that unless they placed his valuations on imported scythes he would make all his employes—and they number 300 or 400 distributed among five factories—vote against the Government. They knew he meant it, and Mr. Wallace was told he must fix up things to suit him. Having failed in this I am told he has been promised a higher tariff when Parliament meets.

* * *

The appointment of Mr. Girouard, Q.C., M.P., to be a Judge of the Supreme Court of Canada, meets with general approval among business men. All through his parliamentary career he was recognized as not only a very able but as a just man, who would never stoop to anything unfair to make capital for his party. No man was more highly respected by his opponents. He has a good knowledge of business and will be able to deal intelligently with questions requiring an acquaintance with business as well as with law. The importance of appointing men to the Bench who have had some practical business as well as legal training has been urged on the Government on more than one occasion. Litigants with a good case have sometimes suffered from lack of such men. This is why so many questions are now submitted to arbitration committees by members of Boards of Trade.

R. M.

MONTREAL BOARD OF TRADE.

The Montreal Board of Trade at the meeting this week considered, among other matters, a communication from the Grocers' Guild, urging that the Customs Act should be amended with regard to the length of time that goods should remain in bond, and as to the number of transfers allowed in bond. The secretary forwarded the communication to the Controller of Customs.

A communication was also received from the Secretary of State stating that the Government had received the petition of the board urging the advisability of free canals, and that it would receive their consideration.

The board, in considering the recent disasters in the Straits of Belle Isle, decided to urge upon the Government the necessity of extending their telegraphic signal service to the Straits, so that prompter notice of wrecks could be received, and the necessary assistance rendered.

BRIMSTONE MINES SHUT DOWN.

The low prices that have for the past while ruled have caused nearly all the Sicilian brimstone mines to shut down. During the past month the best unmixed seconds sold as low as $14.75 per ton and the best unmixed thirds as low as $14.40 per ton.

Now, on account of the sudden large demand on the part of France and Italy, Sicilian stocks have been materially decreased, and, as a result, quotations have risen to $15 75 and $15.40. The recovery seems to have come too late, however, for the latest advices say that Sicilian mine owners have been already so badly bit, that they will have to let their mines stand idle, although prices have advanced.

To relieve the situation an effort is being made to have the Italian export duty on brimstone removed, and to have warehouses built on the coast where owners of the far-inland mines can store their output and receive funds on the strength of these deposits to carry on operations.

To show how prices have declined it need only be stated that several years ago brimstone brought $35 a ton. Until recently $18 to $21 was the quotation, but now the bottom has fallen out of the market.

ANOTHER NEW STEAMER.

THE Bertram Engine Works Co., Toronto, have taken the contract for a new palace lake steamer to replace the Niagara Navigation Co.'s vessel the Cibola, which was burned in the Niagara River last summer.

The new boat will be very much larger than the Cibola and will greatly resemble the Chippewa, the largest of the Niagara Navigation Co.'s fleet. She will be of the side-wheel passenger boat type, with three decks, and is intended for day service only. Her dimensions are: 277 feet over all; 269 feet on the water line; 32 feet beam, and 59 feet 2 inches over guards. Her hull will be built of steel throughout, and have a moulded depth of 13 feet 6 inches.

The engines will be compound condensing, of the inclined type, with cylinders 45 in. in diameter, and having a 5 ft. 6 in. stroke, turning paddle wheels 22 feet in diameter.

The boilers will be six in number, of the gunboat type, each 8 feet in diameter and 16 feet long, heated by two furnaces 37 feet in diameter. There will be two fire-holds and two smoke stacks.

The decks have been laid out by the designer to suit the particular work for which the steamer is being built, i.e., to ply by day between Toronto, Niagara and Lewiston.

The vessel, which will cost in the neighborhood of a quarter of a million dollars, will be launched in April, and be ready for service early next season.

The boat was designed by Mr. Arendt Angstrom, engineer and naval architect, and the general manager of the Bertram Engine Works Co. Mr. Angstrom has had considerable experience as a designer for the best types of steamers of this class. While engaged with the Fall River Line of Boston he designed the magnificent steamers, the Puritan and the Plymouth.

It is worthy of remark that the contract was given this company without any tenders being called for. A similar state of affairs existed in connection with the construction of two boats for the Ottawa Improvement Co., and exists to-day in regard to new steamers, 140 feet over all and 26 feet beam, now being built for the same line by the Bertrams.

Among the boats on Lake Ontario built by the Bertram Engine Works Co. are the Garden City, which plies between Toronto, Port Dalhousie and St. Catharines; the R.C.Y.C. steam-launch Hiawatha, and a number of Toronto Island ferry boats.

DROPS FROM THE EDITOR'S PEN.

Merchants in giving credit lose their own credit.

* * *

Clerks are usually a reflection of their employers.

* * *

Hard it is for a merchant to be a successful business man and a sport.

* * *

A criterion of what is its maker is the package which the clerk puts up.

* * *

Every duty shirked is a turn to the brake that retards a clerk's progress toward success.

* * *

A handsome clerk is a good thing, but much more to be desired is a handsome store.

* * *

The merchant who closely follows the seasons will not come out behind when the year closes.

* * *

He that advertiseth well and judiciously shall not be forgotten by the multitudes that consume his products.

* * *

There is one thing the "dead beat" has much to be thankful for: the law is full of tender mercy toward him.

* * *

A day in a store no more makes a young man a merchant than does being born in a church constitute a man a priest.

* * *

A mistake, indeed, is it for a merchant to sacrifice the quality of an article either to undersell or meet a competitor.

* * *

The daily paper is not a trade paper it is a news paper. This is a distinction that some merchants appear to overlook.

* * *

The merchant with ambition and an appreciation of advertising is the possessor of the two "A's" which head the alphabet of success.

* * *

The measure of a store's cleanliness is the gauge by which people estimate the cleanliness of the commodities the merchant has for sale.

* * *

Jurymen in Toronto appear to be affected with the same maudlin sympathy for burglars as some women in the United States are for murderers.

* * *

If the law courts of Toronto have no terors for the burglar, the merchants should devise ways and means of doing the terrorizing themselves.

* * *

A wise merchant will not look for business in the bar or billiard room any more than would a miner go up in a balloon in search of gold, or a sportsman descend into the bowels of the earth to shoot birds.

* * *

It is better to hoist a small sail than a large one which is safe only in light breezes. The moral to the merchant who is anxious to crowd on sail is obvious.

* * *

The narrow margin of to-day's profits demands merchants with broader grasp of business principles than in the days of long ago when margins were broad.

* * *

When Toronto's water pipes came up Toronto's citizens began to put down "soft drinks," much to the satisfaction of the manufacturers of these liquids.

* * *

Carefully ground between the upper and nether millstones of thought should ideas be before they are put into practice. Ideas that won't stand grinding won't stand practice.

* * *

Experience must be bought before it can be obtained, but the most of us pay more for our experience than we would have had we exercised as much common sense as we did nonsense.

* * *

Prospects for the winter's trade may be bright, but their realization will only be enjoyed by the merchant who carpets the way to his store. Good Times only enters where he is welcome.

COLLECTORS IN UNIFORM.

A New England judge has rendered a decision that is of interest to traders who have been tempted to place bills for settlement in the hands of collectors who wear uniforms when calling upon delinquents, thereby making the nature of their mission evident. Two of these professional men recently bothered a Somerville (Mass.) man by calling upon him dressed in a green outfit. He had them arrested and they were placed on trial. After evidence was taken, the judge found that there was probably cause for believing that the men complained of were guilty of conspiring to annoy, disgrace and to injure the character of the plaintiff by appearing at his residence at sundry times in conspicuous uniform and publicly dunning him for the payment of a bill of goods. He therefore held them in the sum of $300 for trial. There are various ways of collecting money, but it would seem that the green-coated way is hardly likely to result favorably in every case, adds Commercial Enquirer.

ORIGIN OF PUMICE-STONE.

PUMICE-STONE is the theme of Mr. Norman Douglas' report transmitted to the Foreign Office by our ambassador in Rome, and this important item in the Italian exports furnishes some interesting details, says The London Daily News. Pumice, as is well known, is of volcanic origin, being a trachytic lava which has been rendered light by the escape of gases when in a molten state. It is found on most of the shores of the Tyrrhenian Sea and elsewhere, but is at present almost exclusively obtained from the little island of Lipari. Most of the volcanoes of Lipari have ejected pumaceous rocks, but the best stone is all the product of one mountain, Monte Chirica, nearly 2,000 feet in height, with its two accessory craters. The district in which the pumice is excavated covers an area of three square miles. It has been calculated that about 1,000 hands are engaged in this industry, 600 of whom are employed in extracting the mineral. Pumice is brought to the surface in large blocks or in baskets, and is carried thus either to the neighboring village, or to the seashore, to be taken there in boats. The supply is said to be practically inexhaustible.

Pumice is used not merely for scouring and cleaning purposes, but also for polishing in numerous trades, hence the fact that the powdered pumice exported exceeds in weight the block pumice. Between twenty and thirty merchants are engaged in the pumice trade in the island. Prices rose considerably about seven years ago, when a syndicate with a capital of 500,000 lire (£20,000) rented the municipal pumice lands for an annual sum of 92,000 lire. The syndicate, however, failed through mismanagement, and since then, though the good qualities always command a high figure, the general tendency of prices has been to fall.

A WONDERFUL MACHINE.

From out the west come many wondrous tales, and most wonderful of all is the last we hear. The crops they grow in Manitoba are remarkable, but not more so than the machines they use to garner the grain. According to The Winnipeg Free Press, on the Lowe farm, fifty miles from Winnipeg on the Morris-Brandon branch of the N.P.R., there is seen at work a traction engine which sails jauntily through any field to which it is introduced, ploughing the land for the fall sowing, and at the same time threshing the grain as it stands in stacks in its path. This marvelous machine picks up the stubble and thus supplies itself with fuel as it goes along. The ground is nicely ploughed and the grain as it comes out of the separater is bagged and thrown to the ground to be picked up by wagons and carted off to market.

It is said that by means of this machine, wheat is threshed at a cost of 1½c. per bushel, and the ground ploughed at about 10c. an acre.

A number of machines to thrash flax and plough too are now being prepared.

CHEAP JOHN SALESMEN.

WE have time and again referred to the practice of some salesmen of appearing before the trade as a Cheap John, and have as frequently claimed that such practice is of incalculable injury to the salesman who indulges in it, writes Jacob Furth in Interstate Grocer. There are some who believe that every time they make a trip and call on their trade they must have some one article to use as a club with which to break the heads of rival salesmen. They believe that they must offer a snap of some kind to catch the attention of their customer and that the money which they sacrifice by thus selling some goods cheap comes back to them manifold by the increase of their business. We have contended and still contend that this practice, when extensively indulged in, ruins every salesman, and, for that matter, every house that may so indulge in it. We have yet to hear the first successful contradiction of our statement.

After an experience of more than a quarter of a century in this line of business, and after having watched the career of many salesmen and many houses, we have come to the conclusion that the practice above described is not conducive to prosperity or commercial longevity. We have seen salesmen go out bristling with enthusiasm, full of life and vigor, handling their snap shots with great dexterity, and dealing, as they thought, telling blows to their competitors. We have seen them grow in their own estimation until they thought but a little time would elapse when they would be masters of the situation: when they would command the trade of the section in which they traveled; when their customers would wait for them with outstretched arms and offer long and profitable orders to them on silver platters. The legitimate, hard-working, every-day, common-sense salesman was not in it with these bright luminaries. No one cared for any but the snap salesman. People watched his coming and his going, and listened with interest bordering on rapture to all the tales he told and all the wisdom that he constantly spouted. This lasted until the reputation of the snap salesman was thoroughly established as such. Whenever he came around people were accustomed to look for something new, something startling, something cheap, something being slaughtered. The novelty wore off when, after weeks and months, the predictions of large trade, that he was making to his employers, failed to materialize. Hope deferred made the heart of his employers sick, when, after seeing their goods slaughtered day after day, the returns which their salesman kept on promising to them did not show up.

Eventually the lines began to tighten on him; snaps, bargains, sacrifices were not so freely offered, and the courage of the salesman began to fail. His customers, too, began to notice that he was endeavoring to make up for lost time and lost money; they looked for snaps and would not buy goods at regular prices. It did not take long for the trade to fall back on the salesman who had treated them honestly and legitimately, and the snap salesman who had come on a mission of destruction soon found his career on the wane, his vocation unprofitable and his position in the mercantile community unenviable. Incalculable loss has been inflicted in every section covered by the snap salesman. Demoralization had taken the place of legitimate and intimate trade relations, but in the end the fittest would always survive, and the steady, sensible, competent and diligent salesman with his legitimate methods survived the windy, erratic and incompetent snap salesman.



IT IS A SURE SIGN

When you see painters and consumers using the products of The Sherwin-Williams Co. that they know what goods are best suited to the best work. Sound judgment is better than riches. With the former you can attain the latter, but with the latter the former does not always follow. Use the best materials, satisfy your customers and yourself, and win success.

Represented in Canada by

WALTER H. COTTINGHAM & CO.

Finest Paints and Varnishes

MONTREAL.

The Sherwin-Williams Co.

Paint Manufacturers

Cleveland

Chicago

New York.

CREDIT MEN ORGANIZE.

On Thursday one hundred business men met at the Broadway Central Hotel, New York, and formed a New York Credit Men's Association. The constitution adopted states that the association is organized for protective and educational purposes; to promote and combine the intelligence and influence of members for protection against imposition, injustice and fraud, to agitate and effect changes in the collection and bankruptcy laws of the various States and the protection of creditors against abuses now prevalent; to bring about mutual improvements, greater similarity and certainty in business customs and usages of trade, and to establish closer ties of business association to the end that the welfare of all may be the more highly conserved.

The membership of the association is to consist of credit men, representing firms, corporations or individuals engaged in any legitimate line of business where credits are given. The annual dues are placed at $15.

NEW THING IN THE PAINT TRADE.

The Canada Paint Co. are working a plan with which they hope to make a hit with the paint trade. The latter are generally opposed to ready mixed paints. They are too easy to handle, and anyone can apply them. To meet the demands of a large trade it is necessary to carry a heavy stock of them. By the plan referred to every painter or dealer can mix his own paints and need not carry as large a stock. The Canada Paint Co. have put up what they call "Triple Strength Tints" in one-lb. cans. By mixing the contents of any one of these cans with pure white lead a painter or dealer can get any of the colors to be found in ready-mixed paints. Each can will give two shades: added to 25 lbs. it gives one color, while added to 50 lbs. it gives a lighter shade. So far the firm has put up 20 different colors which will give 40 different shades. Samples of the colorings have been made up on cards and these cards are neatly packed in a small case. Sample cases will be sent free by mail to any subscriber of HARDWARE AND METAL who wishes them.

AT THE B. C. MINES.

HON. N. C. WALLACE has returned from British Columbia. The object of his visit to the west was to inspect personally the arrangements for the collection of Customs in the Kootenay mining districts, which are rapidly filling up with miners, and to examine the mining machinery, which is being entered free of duty, as not manufactured in Canada. There are now 7,000 miners in a district which a few years ago was unworked; towns are springing up, and rapidly developing into large centres of population. The exports of the district will this year reach $3,000,000. At one point, Kaslo, which three years ago had scarcely an existence, the public revenue collected is $3,000 a month. Rossland was a wilderness six months ago, but now has 3,000 inhabitants. The wealth of the country is inconceivable. Mr. Wallace points out that wheat at 60c. a bushel yields $20 a ton, whereas miles of mountains in the Kootenay district yield from $25 to $60 a ton in gold, silver and lead. He predicts great strides in the near future. English capital is finding its way to the new Eldorado, and mining works are being undertaken on a great scale. One remarkable feature of the boom is the law and order that are maintained. Most of the miners are from the United States, where they have been notorious for their lawlessness, but under British institutions they respect the laws, and maintain the rights of property inviolate. Of smuggling there is practically none, and there is an absence of the mob rule that characterizes the mining centres of the United States.

CUT NAIL ASSOCIATION.

The Cut Nail Association has been in session at the Windsor Hotel, in Montreal, for the past three days. Much of the time has been spent in the discussion of minor details and of suggestions as to better methods of carrying on the work of the organization. No change was made in prices, and the list of rebates on quantities adopted in March will be continued to the end of this year, as arranged.

A despatch to The Toronto Globe from its Montreal correspondent in reference to this meeting says: "The Association of Nail Manufacturers of Canada have been in secret session in the Windsor Hotel here for a couple of days. The most important matter under consideration has been the formation of a giant combine with the nail manufacturers of the United States. Towards this end the United States manufacturers have been represented at the present gathering by one of the most expert men in his line that the trade has known. He it was who formed the big combines in the United States of the nail, wire and bolt industries, since the formation of which the prices to consumers have been largely increased, while many former manufacturers are drawing handsome allowances merely for keeping their factories shut down. Briefly, the proposition is that the United States and Canadian manufacturers shall agree to confine themselves respectively to their respective countries, neither doing any business in the other. This will enable both to agree on a scale of prices much larger than that at present in vogue, so that the consumers of nails may have the pleasure of adding much to the glory and honor of that infant industry—the nail business. There is every reason to expect that the deal will be carried to a successful conclusion, though there has been some trouble in settling it to the satisfaction of a local dealer, who has some 2,000 kegs now in stock, and who naturally hopes to reap the benefit of the higher prices."

STAR HEATER OIL STOVE.

It is said that good sales are being made of the improved Star Heater oil stove, which is being handled in Toronto by M. & L. Samuel, Benjamin & Co. This stove is very much larger and more complete in every way than the heater which was on the market last year.

Among the improvements for 1895 are: A door for lighting; a ratchet for raising wick; an improved deflector, to keep the reservoir



"STAR HEATER."

always cool, and a drip cup to catch any drip down the centre draft.

These stoves are made of polished brass, and nickel plated, with Russia iron cylinder; consequently there is no part of the metal that will discolor by heat. The combustion of the Star Heater is said to be perfect, and therefore absolutely free from the offensive odor and smoke of some heaters. It is claimed it will heat a room 15x20 feet to a temperature of 70 degrees in the coldest weather, at a cost of about one cent per hour.

NOTES FROM HALIFAX.

HALIFAX, Oct. 4, 1895.

BUSINESS shows decided signs of improvement, but it will not be as good as this time last year, as very little will be done in the outfitting line, on account of the low price of fish.

A brisk trade is being done in sheet iron. Sheet lead is worth $4 by the roll. Cut nails are now sold on a $2.10 base. There is nothing doing in linseeds.

The delegation from the Halifax Hardware Association—Messrs. Brine, Bell, Metzler, Cragg and Stairs—have returned from St. John, where a conference was held with the St. John Association in reference to the formation of a Maritime Association. A committee was appointed to draft by-laws, which will be submitted to both associations, and it is likely a Maritime Association will be the outcome.

The Robb Engineering Co., of Amherst, has received an order for a 60 horse power engine to operate the machinery in the new machine shops of the Dominion Coal Co. at Glace Bay.

Contracts were recently awarded by the Coast Railway Co. (now being constructed between Yarmouth and Shelburne) to the following:

Nova Scota Steel Co., New Glasgow—Angle bars, track bolts and spikes.

John Stewart, New Glasgow—Frogs.

Central Bridge and Engineering Co., Peterboro', Ont.—Switch stands, split switches, connections and turn tables.

TAUNTON.

LARGE DEMAND FOR IRON.

The Iron Age says the situation "in the steel market is puzzling. It has been difficult to understand where all the product turned out goes to in the absence of a good railroad demand, and yet the larger interests are scrambling for raw material. It can only be explained by assuming that important developments in steel rails are pending."

BARB WIRE MEN MEET.

The regular quarterly meeting of the Barb Wire Association was held in Montreal this week. A quantity of general business was disposed of, and it was finally decided to make no change in prices whatever.

A NEW JOURNAL.

Business is the title of a new Canadian office paper published in Toronto. It is a monthly journal, devoted to office management and the art and practice of advertising. The typographical "get-up" of the first issue, just to hand, is remarkably good, and it contains a number of articles of value to business men.

THE COAST RAILWAY.

The s.s. Loughrigg Holme has arrived at Yarmouth with 1,200 tons of steel for the Coast Railway Co. of Nova Scotia. The company have 26 miles graded, and tracklaying will commence at once. It is the intention to have the first 15 miles completed and in running order by the 15th of December, connecting Yarmouth and Belleville by rail.

GUNPOWDERS

American Dead Shot

If you want the best Black Powder order Dead Shot.

English Schultze Smokeless

If you want the best Smokeless Powder order Schultze.

H. S. HOWLAND, SONS & CO.

Sole Agents for Canada 37 Front St. West, Toronto.

The **Graham** Cut and Wire Nails are the best.

DANGEROUS OIL LAMPS.

THE London, Eng., Ironmonger has this to say concerning the dangers connected with the use of coal oil lamps in Britain: It is pretty obvious that something must be done before long in respect of the common mineral oil lamps which are the cause of all—or nearly all—the accidents which happen. The examiner for the London County Council at an inquest last week said these lamps caused 300 deaths per annum—a total which is, I may say, far in excess of those caused by the railways, the vehicles of the streets, or even our coal-mines.

The Home Secretary is evidently—and very properly—convinced that something must be done, for in reply to an inquiry by Mr. William Johnston, M.P., he says: "I am certainly favorable to the reappointment of a Select Committee on these dangerous oils and lamps, and hope it may be found practicable to start it again next session. Legislation without the advice of the committee is, I think, in this ca e well-nigh impossible."

When the new inquiry is instituted I have no doubt there will be something to be said about oils as well as lamps. If the views of some of our Scotch friends are correct, the flashing-point should be raised from 73 deg. to 100 deg., or thereabouts, so as to give the British public the same degree of safety as that which is enjoyed in many of the American States, in India, and in the Government stores. As to the very cheap lamps, it goes without saying that some reform is urgently needed.

THE LATE JOHN LYSAGHT.

Thirty years ago in an unpretentious building on a side street in the old city of Bristol a galvanizing works was started by the above gentleman. Fortune favored him from the outset. With a thorough knowledge of his business and a determination to give a good article at a moderate price, success was not surprising. The small works in a few years gave place to larger ones, and from being a buyer of black sheets he became a maker. As years rolled on the firm was changed into a company, mainly to ease in the management of the business, as capital was not required, and a favored few only became shareholders. No change was perceptible except in name. The once small works in black and galvanized sheets became the largest in the world, and were so powerful that in making prices in England competitors were always anxious to know what action Mr. Lysaght would take.

And now his work is ended. Early in the year an operation was performed for cancer in the throat, and for months he lingered on between life and death. On Monday the cable brought the news of the termination of the struggle.

Mr. Lysaght was a fine specimen of that sturdy British perseverance that laughs at obstacles. With him when they appeared it was only to be swept away. It was his boast that there was no branch of his business that he was not personally master of, and his workmen knew it, and knew, too, that skimped work would not be tolerated. His works are his best monument, and he leaves a blank that few can fill.

PERSONAL MENTION.

F. Mettam, hardware merchant, West Lorne, has sold out his business there to J. E. Westcott & Co., and has removed to Leamington, where he has purchased the hardware business of H. McSween.

W. H. Evans, of the Canada Paint Co., Toronto, left for Chicago on Thursday. He will be away a week on business in the "Windy City."

Plate Glass

Have you an order for PLATE GLASS?

Can you give us necessary time to import it? If so, we can deliver at your station at lowest possible price. It would be worth your while to remember this.

Sanderson Pearcy & Co., *61, 63, and 65 Adelaide St. West, TORONTO*

A BAD PRACTICE.

IT MAY seem very like a truism to call attention to the fact that this is an age of progress, but few men fully realize the extent to which old ideas are being superseded by new, and the demolition or remedying of trade abuses which is taking place from year to year and from month to month. One abuse which has permeated the branches of mercantile trade of the country, has been the habit of the retailers working the jobbers for favors in various ways, and which are not warranted by justice or legitimate trade use.

We refer particularly to the soliciting of subscriptions for various advertising and other schemes in which the retailers of a certain district may be interested, although the matter of advertisements for retail catalogues may also be cited. The practice is losing ground, not so much on account of complaint by the jobbers, but by a realization of its inconsistency and mercantile illegitimacy on the part of the retailers. An instance of this came under the observation of this paper the past week. A petition was being circulated among the stoves and hardware men, the jobbers and manufacturers, to subscribe liberally for a certain purpose which would only affect that particular section. The most prominent and progressive merchants refused flatly to do so. They were asked by the surprised solicitors as to the reason of their refusal. Their reply was that they could see no justice in asking the jobbers and manufacturers to bear a portion of the expense of their business, and that the project on foot properly came under that head, as it was in the main an advertising plan from which each merchant would reap a benefit. "We buy our goods from the house which gives us the best prices, or prices being equal, the one which gives us the best service," was the statement made by one man. "I see no reason," he continued, "why I should place myself under obligations to any of them by having my name appended to a request of this kind. Besides, such action on my part would be inconsistent. How can I justly go before the jobber with such a request and then refuse to patronize the multitudinous advertising, charitable and other schemes presented by my customers?" The answer was a just one, and the facts above stated are worthy the thoughtful consideration of the trade in general.—Hardware Reporter, St. Louis.

THE TREATMENT OF COPPER.

New discoveries in the treatment of copper have been the fashion of late. Some of these have been purely imaginary or of no real practical value, and others deserving of serious attention. Among the latter, according to The Railroad Gazette, a new process of treating copper has been devised by the which copper castings of a superior quality, solid, smooth and free from blow holes can be produced. It is also said to be susceptible of different degrees of hardness, and to be capable of being rolled into thin sheets, or drawn into fine wire when cold without annealing. The process is not stated, but from tests made of the treated metal in railway shops, in the Washington navy yard and in the construction of gasoline engines, the metal is all that is claimed for it It can be worked with the planer, lathe, dies and rolls, and for bearings for heavy engines, locomotives and cars is claimed to have no superior. Tests made in Chicago gave an ultimate breaking strengh between 36,000 and 38,000 pounds. This in ordinary cast copper is but 24,781 pounds. This discovery, if up to the statements made respecting its special qualities, is of more than ordinary value.

MEETING OF CREDITORS.

On Friday last the creditors of Manchee, Wilson & Adamson met at the chamber of Clute, Macdonald & Mills, Canada Life building, Toronto. Mr. W. H. Evans, of the Canada Paint Co., was elected to the chair, and amongst others present we noticed the following gentlemen: J. H. Morin (R. C. Jamieson & Co.), R. H. Saunderson (B. & S. H. Thompson), Montreal; P. J. McNally (Sanderson Pearcy & Co.), T. Sparrow (J. H. Farr & Co.) and A. A. McMichael (James Robertson & Co., Ltd.).

A deplorable state of affairs was shown as far as the unsecured creditors were concerned, and an offer of 15 cents on the dollar, made by the insolvents, was, upon motion, unanimously rejected.

Manchee, Wilson & Adamson were requested to assign forthwith, and a committee consisting of Messrs. Wilson, Rathbone, Mulholland and Farr were appointed to act in the interest of the unsecured creditors, and to take what steps they deem necessary to set aside certain chattel mortgages and other preferences.

BICYCLE IMPROVEMENTS.

THE bicycle industry is not only developing enormous proportions, but is actively and vigorously stimulating new forms of equipment and appliances, says Age of Steel. However much of a so-called craze there may be in the universal and unpredecented rush for the now ubiquitous wheel, with its certainty of a decadence when enthusiasm cools off, it is yet a fact that in a greater or lesser degree of importance the bicycle is here to stay. Ingenuity will continue to devise, and inventive genius to call on its resources, so long as they have a fair and remunerative scope of work in bicycle improvements. The evolution of the cycle has so far been a process of improvement on the original concept and that it will continue on the same lines is a foregone conclusion. In the details of its mechanism, in methods of propulsion, in its comfort and convenience, security, easy adjustment and in the necessary equipments for travel by day and night, the scope is yet broad for invention and experiment. Among other opportunities we note the need of a lamp, that while being light and portable is yet to be secure and reliable on rough roads and in all kinds of weather.

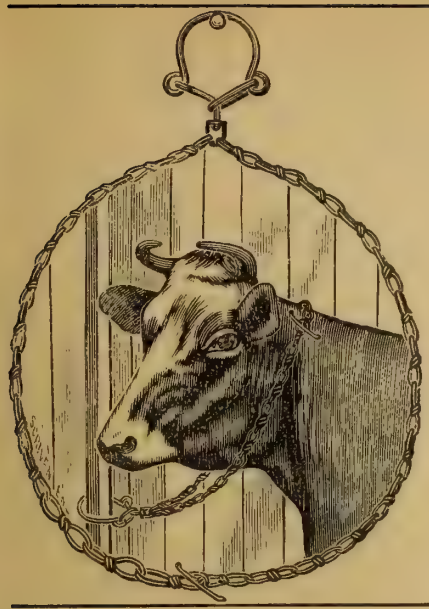
Experiments have been made in this direction with varying degrees of success, but the finality has not yet been reached. Oil lamps have been used, folded lamps to be illuminated with the inoffensive candle, and electricity has also been called into service. The electric lamp is said to combine the elements of compactness, simplicity and strength and it is possible that the problem may be solved on this line. As it is, a universal bicycle lamp is yet missing.

Devices for folding the bicycle so that it can be carried easily into offices and rooms and compactly stored till needed are already in the field, and it may be safely said that in many other ways there is room for the mechanic and the inventor.

"Clauss" Scissors

Are now to be found in almost every Hardware Store in Canada. As yet we have not heard a single complaint. Does this not mean something?

The Clauss Shear Co. 67 Adelaide East Toronto.



STEEL WIRE

Cow Ties

LIGHTEST
STRONGEST
BEST and
CHEAPEST
IN THE MARKET.

Manufactured in four sizes by . . .

The B. Greening Wire Co. Ltd., Hamilton

PROMPT SHIPMENT OF ALL NUMBERS FROM STOCK.

HAMILTON'S BLAST FURNACE.

AT last things have taken a business-like shape at the smelting works, and with about a hundred men employed the work of getting the plant ready for a start is going along merrily. B. Beisel, who is superintending the work of the Philadelphia Engineering Co., says the Hamilton reporters have applied a misnomer in referring to the plant as the smelting works. The proper name is the blast furnace plant. Smelting works, he says, are never built on such a large scale as the blast furnace plan now being erected, smelting works being used properly as the name of the plants in Colorado and other places for smelting silver and fine ores.

People who have not visited the scene recently will notice a big change, and a further change will be noticeable in a few weeks, for next week a night shift of bricklayers will be put to work to rush the bricklaying along. The bricklayers are laying firebrick in the three monster blast stoves. A force of fifteen boiler-makers are working every day, and the number will be increased as the material arrives. Every day from ten to fifteen cars of ironwork and firebrick are arriving, and in unloading the cars quite a gang of laborers are employed. The boiler-house walls are up and ready for the roof, and the engine-house building will be finished in about two weeks.

The big blowing engines, which will fill fourteen cars, are expected to arrive in a couple of weeks, and the boilers are expected here next week.

The principal work to be done is lining the hot-blast stoves with firebrick, and it is expected there will be about forty-five bricklayers on the works next week.

The steel and iron roof on the cast house is almost completed, and yesterday a number of men were engaged putting up the big bustle pipe around the furnace. All the work is of the most substantial character while a great amount of the heaviest of it—the masonry—is under ground. There is nearly an entire absence of wooden work about the premises, the plant consisting almost entirely of steel, stone and brick.

Ed. Dowd is superintending the work on behalf of the Hamilton Iron and Steel Co.

The contract for the erection of a blacksmith shop and store room in connection with the smelting works has been let. The building will be brick, with slate roof, 28 x 73 feet. P. McKay has the contract for the masonry, R. Press for the carpentering, James Findlay slating, and D. Kent painting.—Herald, Hamilton.

IMPROVED MINING METHODS.

A striking contrast between the old and the new mining and milling methods and conditions is afforded by the old bill in an Arizona mining camp and the report of the operations of the Alaska-Mexican Gold Mining Co. for the year 1894. Alaska is more remote than Arizona, yet last year that company worked 73,141 tons of low grade ore at an average cost per ton of $1.97½. This includes everything, and is illustrative of what skill and close management can do in a mine. Of that $1.97½, labor in the mine took less than 70c.; supplies, 32½c.; labor in the mill took less than 24¼c.; mill supplies, 33c.; chlorinaion of concentrates cost 17¾c.; general expenses, 7¾c.; the office expenses less than 1½c.; bullion charges, 4c. Of course such a result would not be possible, even at the present day, in Arizona; but it is worthy of note that in far off Alaska, so remote from supplies of all kinds, a corporation was able to work in one year 73,141 tons of ore that only yielded $2.79 per ton and yet made a profit of 81½c. on each ton. Of the $2.79, $2.11 was free gold, the 68c. coming from concentrated sulphurets. The year's profits were $59,640; the total receipts, $204,042.—Scientific American.

BRITISH RAILWAYS.

The British Board of Trade report for 1894 on the railways of the United Kingdom contrasts favorably with the report for the previous year. The net earnings of the railways in 1894 were larger than they have ever been. In 1889 they had reached an amount above that of any former year, and had fallen off regularly during the four succeeding years, and in 1893 the decline had been most considerable. The total loss in the course of those four years had been £1,994,000, of which £1,437,000 is debited to 1893. From this point of extreme depression the figures for 1894 show a recovery of no less than £2,166,000. The capital invested in 1889 stood at £876,600,000. In 1894 it had risen to £985,400,000, an increase of £108,000,000. The report shows that by passenger trains the number of miles run was 179,800,000, as against 177,400,000 in 1893; by freight trains it was 149,500,000, as against 141,800,000, and that the working expenses of the year rose from £45,700,000 in 1893 to £47,210,000 in 1894, an increase in round numbers of about a million and a half. But in the proportion of expenditure to receipts there was a slight falling off from the 57 per cent., at which it stood in 1893, to 56 per cent. in 1894.

THE LARGEST SAILING SHIP.

The Potosi, which is owned in Hamburg, has the distinction of being the largest sailing ship afloat. She has been built by a German firm, and exceeds the sailing ship La France, built on the Clyde for Bordeaux owners, which has hitherto held this position, in several points. The length of the Potosi is 394 feet over all, 362 feet between perpendiculars, while the extreme width is 49 feet 9 inches. The depth from keel to main deck is 31 feet 2½ inches. Her registered tonnage is 3,955 tons, and her net tonnage is 3,781 tons. The carrying capacity is 6,150 tons, whilst at 25 feet draught the displacement is 8,580 tons.

IRON IN WESTERN ALGOMA.

THAT there are great deposits of hematite in that part of the province of Ontario called Western Algoma, there is now no reason to doubt. The existence there of beds of magnetite of the greatest size has been believed, and indeed has been known for some time by the mining men of the Northwest, and considerable tracts on what has been christened the Atic-okan district, from the river flowing near by, have been secured by Americans, mostly men connected with the iron industry living in New York, Chicago, Duluth and vicinity. These Atic-okan deposits are situated about 100 miles west of Lake Superior at Port Arthur, where harbor is to be had, and are about midway between the Canadian Pacific Railway and the international boundary, nearly 40 miles from either. They lie along the river of the same name, one of the tributaries of the Seine, which has lately obtained some prominence because of the supposed valuable finds of gold along its shores. These ore beds were first discovered about nine years ago, and D. H. Bacon, now president of the Minnesota Iron Co., was sent to make examinations for Chicago and Cleveland parties, on the strength of which examinations property for some considerable distance was bonded. Because of the fact that nothing was then done and no developments were made, the finds attracted little or no attention, and it was five years before any additional interest was taken in the matter. Then more discoveries were made, and it was seen that the deposits were very extensive, and were of a uniformly high grade. Then a Belgian industrial corporation, called the Societe Generale pour favoriser l'Industrie Nationale, optioned many of the outcroppings, but for some reason allowed its contract to lapse. Since then there has been no exploration in the region, except cursorily, and nothing has been attempted in the way of connection with the world except a reconnoissance survey by the Canadian Pacific. On the Atic-okan there are numerous outcroppings of high grade magnetite that abundantly confirm the reports of the few explorers who have been in the country. These outcrops are in many cases from 10 to 50 feet in width, and bluff like in appearance.

But just at present there seems to be some awakening interest in new finds in a near by section, just to the south of the Atic-okan, and yet too new to be dignified by name, unless it may be called a Canadian Vermilion. The ore is a hematite, and while few assays have yet been made it is supposed by those who have seen it to be of excellent quality. It has been traced east from Hunter's Island, on the international boundry—where magnetite deposits of considerable magnitude were found about three years ago and were taken from the Canadian Government by parties in Duluth and elsewhere—to a point within 25 miles of the harbor of Port Arthur, on Lake Superior, south of Lake Shebandowan, where a large outcropping of the ore has been seen this summer by Archibald Blue, Director of Mines for Ontario. These deposits have been traced by the outcrops for a distance of not less than 30 miles, and in many cases there have been seen and measured surface deposits from fifty to several hundred feet in width. Mr. Blue is of the opinion that no iron range in America presents larger bodies of ore or better mining and shipping possibilities, and he says this, he claims, with a full realization of what such a broad statement may mean at this time.

It seems to be a fact that there are iron ore deposits of large size and good quality north of Minnesota in the province, and that these are intimately connected with the ore already discovered in the northern part of that state. Under present conditions it is not likely to be long before steps are taken to learn more accurately as to the facts of these deposits.—Iron Age.

AN ADVANCE IN MILL WAGES.

On the 12th inst., a conference held by President Garland, of the Amalgamated Association, and Secretary Nut, of the Western Bar Iron Association, with assistants from each side, resulted in an advance in mill wages. This rate will continue for the next 60 days. It was fixed according to the prices of bar iron during the months of July and August. It was found on examination by both sides that these prices justified an advance of the card rate to 1.2. As we have already stated, the scale this year is based on actual sales. The advance in puddling has been anticipated by the manufacturers, who voluntarily made a change some weeks ago. The present rates, with those paid during the last two months, in the principal branches of mill work are shown in the following table :

	Former rate. Per ton.	Present rate. Per ton.
Puddling	$4.00	$4.25
Scrapping and busheling	1.55	1.58
Knobbling	3.80	3.88
Shingling muck iron	.60.7	.62
Shingling charcoal iron	.66.6	.68.1
Heating and shingling slabs	.60.7	.62
Bar rolling and heating	.56.7	.57.9
Heating pipe iron	.51	.52
Rolling pipe iron	.51	.52
Rolling on plate and tank mills	.54	.55.2
Heating on plate and tank mills	.64.8	.66.2
Rolling pipe iron on sheet mills	2.75	2.82

On structural mills an advance of 2 per cent. is made in the wages of all. The new rates do not affect the sheet mills or the scale recognized in tin and black plate mills, as wages in these are arranged by a special conference, although in exactly the same manner. The rates as given are now in force in all mills recognizing Amalgamated Association rules.

TRAVELERS NOW AND THEN.

"DID you ever notice what a difference there is between the conduct of the commercial traveler of to-day and that of the one of twenty years ago?" was asked of the writer a few evenings since. Then the querist, who was comfortfortably seated in an arm chair in front of the Boody, went on: "Twenty years ago the drummer—it was not the commercial traveler then—was generally a young or youngish man, who talked loud and talked shop on the cars or in the stage coach. He had more or less swagger in his manner, was flippant in speech, and had a very high opinion of his own importance, which he was not chary of exhibiting. To a large number of his fellow travelers—unless they happened to be drummers also—his conduct was offensive. But he did not appear to care. He was not always a boor, but very many were the cases where the term was applicable to him. On arriving at his destination he was wont to hurry through with his business, and spend what time he had left over in visiting places of shady reputation, or playing cards in a saloon, filling up with 'budge' and telling 'risque' stories. Now it is entirely different. The 'commercial traveler' of to-day who is not gentle, manly in his conduct, and strictly attentive to business, is rare. If you will take a look at the crowd present you will find that the men with grey hairs are in the majority, that they are ever on the alert and ready for the business of the hour, that they waste no time, are not patrons of the bar to any extent, though most of them smoke; that, as a rule, they are careful about their expenses, though not penurious, that they are well informed on general subjects, but not given to talk, though they have a fund of anecdote, and can be particularly entertaining on proper occasion. In the main, they are of excellent reputation, thorough business men, with broad views and large experience, and are an important factor in the mercantile world. It will be hard to find a finer body of men in any calling, and the success of many a prosperous house is due in a great measure to the effort of its traveling men."—Business World.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

BASIC STEEL.

"THE basic steel process," writes Jacob Reese, "may be practised in different ways. When practised in a basic-lined Bessemer converter it is called the basic Bessemer process, and requires a metal containing not less than 2 per cent. of phosphorus, and less than 2 per cent. of silicon; preferably 3 per cent. of phosphorus and less than one-half per cent. of silicon. The time required in making a heat is 20 minutes. When the basic process is conducted in a basic-lined open-hearth furnace, it is called the basic open-hearth process, and may be used with metal containing phosphorus in all degrees and silicon in all degrees, preferably with 'phosphorus from 2 to 3 per cent., and silicon below one-half per cent. The open-hearth furnace requires from five to twelve hours' heat. The basic duplex process consists in blowing molten metal with an air-blast, while held in an acid-lined converter, until the silicon is eliminated, and the carbon is reduced to about one-half per cent.; then transferring the desiliconized metal (minus the slag) into a basic-lined open-hearth furnace, and there boiling out the carbon and dephosphorizing the metal in the presence of a basic slag. The process will work metal of any and every quality.

"The basic open-hearth process is now largely used in the United States. It is found to be the cheapest and best method of converting scrap into steel now known. The steel made by the basic open-hearth is soft, clean, homogeneous and tough, and is largely used for tin plate; indeed the high reputation already acquired by the American tin plate is largely due to the pure basic open-hearth material from which it is made. The great discovery of low phopshorus ore in the Lake Superior region, and the low price at which it can be mined and put on the market, has given a great advantage to the Bessemer acid process and kept the basic Bessemer back, but even that has not been sufficient to suppress the basic open-hearth, which is now threatening to drive the acid open-hearth out of use in this country."

WOOED AN' MARRIED AN' A'.

Mr. T. G. Dexter, the genial buyer for H. S. Howland, Sons & Co., wholesale hardware, was quietly married to Miss Lilly Foster on Saturday, the 28th ult., at the residence of the bride's parents. After the ceremony—which was performed by the Rev. Mr. Henderson—the company sat down to a sumptuous repast, spread in Harry Webb's own particular style. The presents to the bride were very many and valuable. The bride and bridegroom left on an extended tour through the States. HARDWARE AND METAL begs to extend to Mr. and Mrs. Dexter its most hearty congratulations and best wishes.

WE SUPPLY THE PLASTER
YOU FURNISH THE SAND.

PARISTONE WALL PLASTER

A Hard Wall Plaster at a Price within Reach of All.

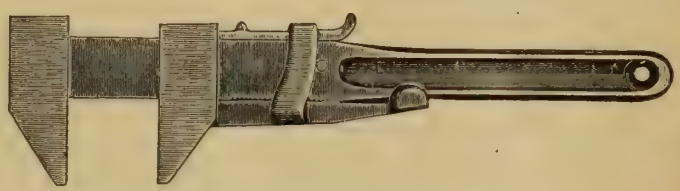
In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to increase the cost.

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THE ALABASTINE CO., LIMITED
Manufacturers of
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TORONTO SALT WORKS 128 Adelaide St. E.
Agents for TORONTO

The Houghton Patent Key Lock Wrench



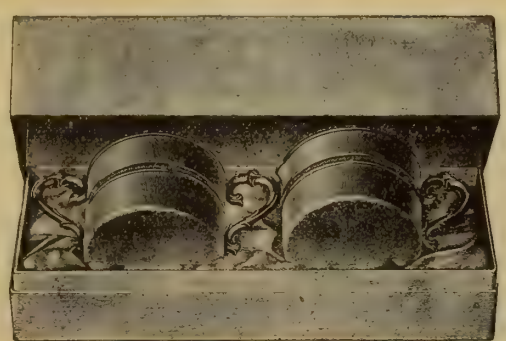
Combines strength, simplicity and durability, and is unequalled for ease and rapidity of adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

Reduced size illustrations of new lines particularly suitable for the season's trade.

Write for illustrated Catalogue, or wait until our traveller has called on you before placing your order for Silverware elsewhere.



No. 252—Child's Set, $2.50 list per set.



No. 1600—Sugar and Cream, $2.75 list per pair.



No. 351—Child's Cup, $1.25 list each.

Above list prices are subject to our usual Hollow Ware trade discount.

THE TORONTO SILVER PLATE CO.

Factories and Salesrooms
King St. West, TORONTO, CAN.

Designers and Manufacturers of Wares in Sterling Silver and Electro Silver Plate.

E. G. Gooderham, Manager and Sec.-Treas.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Oct. 4, 1895.

HARDWARE.

THE week has been an active one in many lines of shelf hardware, and the lull that prevailed while the different country fairs were at their height is working off as traders settle down to business once more. The chief activity for the week has centred in cutlery, ware and tin ware, while demand is increasing for winter goods, such as skates and sleigh-bells. There have been quite a few orders also received for wire and wire and cut nails, but there is no disposition to urge business in these lines this week, owing to the uncertainty regarding prices. The makers' associations are now holding their meetings here, and though no alterations in values have been made public at this writing, it is very probable that alterations may occur in wire, wire nails and cut nails before the week is out. In any event, a despatch will be found elsewhere giving the particulars of the quarterly meetings. There has been a good demand for lamp goods, and, in fact, this week as a whole has been a promising one.

BARBED WIRE—Business rules quiet and prices are unchanged at this writing. We quote as follows: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f.o.b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—The makers are meeting this week, and the future of prices is uncertain. The trade discount is 22½ off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Montreal, Toronto and Hamilton; lots of over 1,000 lbs freight paid to all railway stations in Ontario, where the rate does not exceed 25c. per 100 lbs.

ROPE—There has been a fair trade in rope at the advance. We quote: Sisal, 6¾c. at the factory, and 7 to 7¼c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 9c. at the factory, and 9¼ to 9¾c. in a jobbing way.

CUT NAILS—Orders have been received somewhat freely for these, but sellers are not urgent. Makers are meeting this week and a change in price may result from it. We quote: $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are still delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—A fair demand is noted for these, as the general expectation of the trade is for an advance in values as a result of the makers' meeting this week: Discounts: 75 and 5 f.o.b. Montreal and Quebec, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There has been fair enquiry for these during the week.

HORSESHOES—Orders are satisfactory and the volume of trade is on the increase. We quote: Iron, $3.50, and steel $4.75 to $5.75.

TACKS—Tacks continue quiet and unchanged. We quote discounts: B.B.B., iron, carpet blued (in dozens), 50 per cent.; do, tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—All kinds of ware have been enquired for this week, and business has been active.

TINWARE—Demand for stove furnishings this week has if anything increased. Stove boards, pipes and elbows, in fact, all such supplies have been moving.

PLUMBERS' SUPPLIES—There has been a moderate trade doing in plumbing supplies.

SPORTING GOODS—These continue in good demand, especially rifles, shot guns and ammunition.

CUTLERY—Demand both for table and pocket cutlery has been brisk.

LAMP GOODS—Continue in good enquiry as noted last week.

SKATES—Orders are on the increase for these on account of future shipment.

SLEIGH-BELLS—The same can be said of sleigh-bells.

SHOT—In active enquiry and steady at 17½c. off the list.

CEMENT—Prices remain unchanged, but stocks on hand are ample for all requirements. Round lots of Belgian have been placed at quotations. We quote: $1 95 to $2.05 for English, and $1.80 to $1.90 for Belgian.

FIREBRICKS—There is a fair enquiry for these, and prices are steady at $15 to $21 per thousand as to brand.

METALS.

The firm tone of all heavy iron and metals is fully maintained and a fair degree of activity is to note. No radical change is to note in quotations since last report.

PIG IRON—The tone is firm both on domestic and Scotch pig, and prices are held



We have new stoves and changes on old ones.
Watch this space each week.

Famous Active Cook

FOR COAL OR WOOD

Is complete with every modern idea for perfect and economical working. Four holes, 8-16, 9-16, 9-18. Similar in design to the Famous Active Range, making a grand line.

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver.

at $20 to $20.50 for Summerlee and equal brands, and $17 to $17.75 for domestic.

BAR IRON—Demand has been fair with prices steady at $1.60 to $1.65.

SHEET STEEL—Trade in this line continues fairly good and prices are the same at $2.25 to $2.30.

PIG LEAD—Some small lots were received during the week, but prices rule steady at 3¼c.

LEAD PIPE—Quotations can be repeated on lead pipe, which is in fair enquiry at 7c., with 30 off the list.

GALVANIZED IRON—A moderate demand is noted for sheets. Stocks are not large, but some arrived on Monday and quite a few lots are on the way. We quote 4¼ to 4½c. as a range for No. 28.

INGOT TIN—Small lots are moving fairly well at 17 to 18c., as to quantity.

INGOT COPPER—Quiet and unchanged at 12c. per lb.

SHEET COPPER—The supply of this is light and prices are steady, with a fair demand, at 14 to 20c.

IRON PIPE—It has been a quieter week than last, though makers still report good orders. We quote: Black pipe 67½ to 70, and galvanized 40 to 47½ per cent. off the list.

SHEET ZINC—Fairly active and steady at 4½ to 5c.

SHEET IRON—This line rules firm, as noted last week, at a range of $2.10 to $3 on staple sizes.

BOILER PLATES—Firm, with some enquiry, at $2.25 for 3-16 and $1.90 for ¼.

CANADA PLATES—There have been fair receipts of these during the week, but stocks are still light and prices firmly held at $2.10 to $2.20.

TIN PLATE—The steamers early this week added somewhat to the stocks of tin plate here, but only to a small extent. Demand is of a steady character, and prices are held at $2.75 for cokes and $3.25 to $3.75 for charcoal.

TERNE PLATES—Quiet and unchanged at $5.75 to $6.25.

HOOPS AND BANDS—A good jobbing demand has been experienced both for hoop and band iron, for which we quote $2 to $2.20.

SPELTED—No change to note from last week's range of $4.25 to $4.75.

ANTIMONY—Featureless at 10c.

PAINTS AND OILS.

September closed with an average business, but there is a good outlook for October now that the Exhibitions are over. Cable advices on Wednesday quoted continued firmness in lead products, but were weaker on linseed oil, and a reduction in the latter may be expected.

LEAD—Advices continue strong from England, and the tendency generally is to more firmness. Business has been of a steady character. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—No change; trade quiet at 90c. to $1.

PUTTY—Demand steady, and prices held at $1.85 in bulk.

LINSEED OIL—Quiet and unchanged at 58 to 59c. for raw and 60 to 61c. for boiled.

COD OIL—Supplies of Gaspe cod oil are going to be light.

COD LIVER OIL—A round lot of cod liver oil was sold here for shipment to New York at $1.35 per gallon.

TURPENTINE—Business quiet and prices steady at 44 to 45c., as to grade.

RESINS—Quiet and steady. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

Advices to houses here from travelers in the west state that supplies of window glass in the country are light. Demand, however, continues light and prices are steady. We quote the basis here unchanged at $1.15 to $1.20 for first and $1.25 to $1.30 for second break.

CHEMICALS AND DYESTUFFS.

The chemical market is quiet and unchanged: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

There is a good trade doing in petroleum at steady prices and enquiry is on the increase. We quote as follows: Canadian refined, 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

The feeling in beef hides is easier and lower prices are looked for in the near future. Stocks here are increasing daily. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9½c., 8½c. and 7½c. for Nos. 1, 2 and 3. Lambskins, 35c., with 35c. for clips, and sheepskins, 75c. to $1 each.

WOOL.

Wool is firm in tone, but not quotably changed. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

The tallow market is quiet and unchanged at 5 to 6½c., as to grade.

ASHES.

Ashes continue quiet and unchanged. We quote: Firsts, $4.05 to $4.15; and seconds $3.80 to $3.85 for pots; pearls, $4.80 to $4.85.

MONTREAL NOTES.

Jas. Robertson & Co. landed ex Memnon from Bristol 439 pigs of lead.

Western buyers took 1,000 casks of Belgian cement out of stock here at inside figures.

Thos. Robertson & Co. landed from Bristol on Saturday ex s.s. Memnon a shipment of linseed oil.

New York buyers took a round quantity of cod liver oil off this market Tuesday at $1.35 per gallon.

Wm. Park, president of the American Tack Association, is registered at the Windsor Hotel this week.

Painchaud, Squire & Co. landed this week a shipment of tools, consisting of shovels and picks, also a lot of forgings.

The Angloman from Liverpool last week landed 95 cases of plate and 30 cases of window glass for Pilkington Bros.

Arrivals of cement this week were reported by Wm. McNally & Co. at 2,950 casks English and 3,300 Belgian, and firebricks at 35,000.

B. & S. H. Thompson landed ex s.s. Austrian on Saturday last 850 casks of cement. W. & F. P. Currie landed from the same ship another round lot of 300 casks.

B. Greening, president of the B. Greening Wire Co., Hamilton, was in Montreal this week. Mr. Greening is returning from a visit to some of his agencies, and called on J. H. Hanson, his Montreal representative.

The greater portion of the cargo of the s.s. Memnon which arrived from Bristol consisted of tin and Canada plates, aggregating in the vicinity of 8,000 boxes. Crathern and Caverhill were the largest importers of the lots, but a good percentage went through.

ONTARIO MARKETS.

TORONTO, Oct. 4, 1895.

HARDWARE.

THE favorable conditions that have been noted in trade during the past few weeks still obtain. No striking features have developed during the week either in regard to prices or business. In wire, the only thing worthy of note is a

scarcity in stove pipe wire. Made up halters are in good demand. The demand for both cut and wire nails is this week reported to be fair, and the usual seasonable activity still obtains for horse nails. In tinware, fall specialties are still receiving the chief attention. Business in plumbers' supplies is, if anything, a little better than it was. Sporting goods are still moving briskly. Cutlery, while still moving in nice quantities, is not as active as it was. Much the same may be said of lamp goods. The factories throughout the country are fairly well employed on seasonable goods, and confidence in the situation is gathering rather than losing strength.

WIRE—Ordinary fence wire is still quiet, and there is a continued fair demand for hay-baling wire. Business, however, is principally centred in stovepipe wire, of which there is a scarcity on the market at the moment. Discounts are still 22½ off the list 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Is exceedingly quiet and prices are as before. We quote 3½c. per lb. Terms and deliveries as before. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—A good business is passing in rope halters, but rope proper is quiet. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—These are going out quite freely, quantities going out being much larger than for some time. No orders are, however, being booked ahead. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

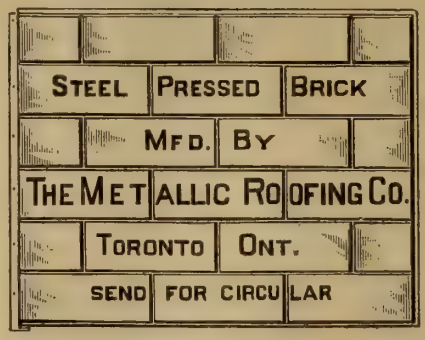
WIRE NAILS—There is a fair demand. In this line too no orders are being booked for future delivery. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The usual season activity still obtains, orders coming in freely for fair quantities. Discount is unchanged at 55 per cent.

HORSESHOES.—A nice seasonable trade is being done at unchanged prices. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Business is still largely confined to shoefinders' supplies, other lines are quiet. We quote discounts as follows: Leather carpet, 30 per cent; B. B. B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B. B. B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 50 to 55 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.
MANUFACTURERS
84 to 90 Yonge Street - TORONTO

WARE—The activity noted last week obtains in nearly all lines.

TINWARE—Business continues fairly good, fall specialties being notably active in such lines as stove boards and coal hods.

ELBOWS—Trade remains much about the same as last week and is fairly seasonable. Jobbers report that not so many orders have been booked for forward delivery as in former years. We quote: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f. o. b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

PLUMBERS' SUPPLIES—Business in the city is, if anything, better than a week ago, and the country trade remains steady.

LEATHER BELTING—Trade continues quiet at former prices. Discounts: Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

CLOTHES WRINGERS—There is no change to note, business remaining quiet at $26 50 to $27.

SPORTING GOODS—Trade in general, covering such lines as guns, rifles, ammunition of all kinds, is active. An increased demand is also to be noted for loaded shells.

CUTLERY—Trade this week exhibits a slight falling off, as is usual at this season. There is still, however, a nice business doing in all seasonable lines.

SKATES—Business is still without special features.

LAMP GOODS—While trade is not as good as it has been, still jobbers report being fairly busy.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Trade remains fairly good, although no special features have developed during the week.

BAR IRON—The improvement noted last week appears to have been about maintained, and that is all. We still quote the base price for small lots at $1.70 to $1 75 f. o. b. Toronto.

SHEET STEEL—Business continues to show an improvement both in the ordinary and dead flat quality. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Demand continues good for all gauges from 20 to 28. Stocks remain low. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2 15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge, $2.50 to $2.60.

TINNED IRON—There is nothing special to note, business still being dull. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—The market is a little easier in this line, prices now being quoted at $3.20 to $3.35, according to quantity. Trade has improved a little, but no large

quantities seem to be going out as yet. In view of that, we quote water pipe, 7c. Waste as before.

GALVANIZED IRON—Stocks are now arriving and sales are reported to be good. A large number of import orders have been booked for delivery in December and January. Prices are strong. We quote ordinary $4.25 for prompt shipment and $4.35 for fall delivery.

INGOT TIN—Trade has fallen off considerably during the past week, and no large orders appear to be going out. Prices are being firmly held on the spot at 17 to 17½c.

INGOT COPPER—A few good sales are reported at 12¼ to 12½c., but, in general, trade is quiet.

SHEATHING COPPER—Some good orders have been booked for import and a nice business is reported in braziers' copper from stock. Prices are held firm at last week's quotations. A good demand has also been experienced during the week for roofing copper. Base price, 14½ to 15½c. for 16 oz.; inside figure for case lots.

IRON PIPE—There is no reason to complain of business in this line. Stocks are in good shape and orders for good quantities are being received daily. Prices continue firm.

HOT WATER BOILERS—An advance of 25c. was announced on Tuesday in the price of the domestic article by the manufacturers, but jobbers' figures have not yet been changed, and our quotations are therefore the same as for some weeks past. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATE — Shipments are now arriving freely, putting the jobbers in a position to fill their orders promply. The direct imports are also coming in nicely, very few now being left unfilled. Prices are as before. We quote: $2.30 to $2.35 for 52 sheets, according to brand and quantity; 60 sheets, $2.35 to $2.45; 75 sheets, $2.50 to $2.60; Alaska, $2.90 to $3.

TIN PLATES—Trade is certainly better than it has been for some weeks. Quite a quantity of cokes, especially in the larger sizes, have been called for. They seem to be wanted particularly for furnace work. Prices on charcoal remain as before, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—While an advance has actually taken place in this line, jobbers have not yet all fallen into line. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes, 60 and 10 off the list.

SHEET BRASS—Much as before at 20 to 30c.

TERNE PLATES—Continues dull at $6 for the best brands.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—Standard and half and half continue in good demand. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Continues in fair demand. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ANTIMONY—The market is still dull at 10 to 12½c., according to quantity.

PIG IRON—The markets in the United States and Canada show a rising tendency, and an advance is looked for. Trade is not brisk. We quote: American, four months' time, No. 1 foundry, $22; No. 2, $21.50; No. 3, $21; Nova Scotia, $20.

GLASS.

The glass business is brisk. Double diamond is scarce, and no shipments seem to be arriving. Stocks are badly broken up. Prices, however, are no higher, some large orders having been recently placed without any advance. Quotations are kept low by what one jobber in conversation with HARDWARE AND METAL called "foolish competition." The plate glass trade is also very good, and fancy glass better than it was. The price of fancy glass at the last agreement still stands.

OLD MATERIAL.

A first-class business in scrap is being done. Prices are unchanged. We quote: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—The market for white lead is considerably improved over last week. Quotations still vary from 4½ to 5c.

PUTTY—Remains quiet at $1.85.

PREPARED PAINTS—Trade is dull at $1 for pure.

TURPENTINE—Is in good demand. Reports make it higher in the south, and an advance is talked of here. Quotations still run from 37 and 38c. to 40 and 41c.

LINSEED OIL—The demand is fairly good. Quotations are 55 and 58c., while 54 and 57c. are sometimes the figures.

CASTOR OIL—No change locally at 6½c.

SEEDS.

The demand for timothy seed for fall sowing is over, and all the early threshed alsike seems to have been marketed. Until cold weather comes in there will, therefore, likely be no revival of trade.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is a decided weakness in the price of hides. A decline of ½c. per lb. is noted, and another fall of the same extent is looked for. Dealers are now asking 8¼ to 8½c.; for green 7½ and 6½c. for Nos. 1 and 2 is paid.

SHEEPSKINS—Have advanced still another 5c., shearlings and lambskins being now quoted at 65c.

CALFSKINS—Have gone down from 8c. to 7c. In Chicago, New York and other large markets calfskins have gone down fully 4c. per pound.

WOOL—There has been more inquiry for wool this week, and large sales have been made at outside prices. Clothing wools are neglected and prices on this article are lower by 1c. a pound than some ten days ago. There have been large importations of foreign wools at prices that put it beyond the power of pullers and local wool dealers to compete in domestic wools. Current prices: Fleece combing, from 23½ to 25½c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

There is no change in the situation. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Arsenic has risen in price, and Paris green is expected to be higher next season.

The Metallic Roofing Co. is supplying the new hospital at Sarnia with Hayes' patent lathing.

M. & L. Samuel, Benjamin & Co. report a good trade in case goods including carvers, dessert knives and forks.

M. & L. Samuel, Benjamin & Co. report that they are now in a position to supply

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EQUAL TO ANY SUPERIOR TO MOST EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings **Corrugated Iron**
Metal Shingles **Metal Building Fronts**
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

plated hollow ware to the trade at manufacturers' prices.

The Metallic Roofing Co. will furnish embossed steel ceilings for Sheridan & Co.'s stores at Brockville, Ont.

UNITED STATES MARKETS.

NEW YORK, Oct. 4, 1895.

PIG TIN—London sent higher cables and prices moved up somewhat in this market also, despite statistics showing increase in the visible supply the past month, and in the face of heavy deliveries and estimated smaller consumption in this country. Little business was effected on the advance. The market, in fact, seemed to have gained strength more from lightness of offerings than from business or demand. The presumption from this is that a large portion of the unusually heavy supply is under close control. Prices here were up to the basis of 14.40 to 14.45c. net cash, for round lots, prompt or near future delivery. The visible supply for Europe and America on Oct. 1, was estimated at 27,238 tons, against 23,375 tons a year ago, 26,390 tons last month, and 26,374 tons on August 1. American consumption was estimated at 1,800 tons in September, against 2,000 tons in each of the preceding two months.

COPPER—The market for ingot is steadier. Outside lots that have been about for a fortnight past seem to have nearly all disappeared, and there is little stock on offer now at prices below those named by the mining companies. There is not a great deal of business passing, and the demand lacks spirit, but the market is doubtless relieved by the smaller weight of outside offerings. Fair quotations at present are 12¼c. for Lake Superior, 11¾ to 11⅞c. for electrolytic, and 11½ to 11¾c for casting copper. The European visible supply is now 52,880 tons, showing a reduction of 2,960 tons last month and 5,000 tons since August 1.

PIG LEAD—Values were somewhat firmer here, with 3.35c. the lowest price sellers would entertain for either carload or larger lots. No important business resulted, however, and inquiries afforded no indication of more liberal buying ideas on the part of eastern consumers. London advices were better, the cable to the Exchange quoting £11 for soft Spanish.

SPELTER—A slow market is still experienced here. Orders come in slowly, and are invariably for small lots. With this dullness there is still a weakish undertone, with 4.25 to 4.30c. full price for prime Western. London cable to the Exchange quoted £15 6s. 3d. for good merchant brands.

ANTIMONY—Jobbing business continues very fair and prices remain steady at 8c. for Cookson's, 7⅞c. for Hallet's and 6⅞ to 7c. for Japanese.

TIN PLATE—Business in this quarter remains quiet. The buying for both prompt and forward delivery is slow and not influenced perceptibly by the strong advices from Europe.

IRON AND STEEL — Firm prices and moderate volume of new business sums up the reports in the various branches of the trade. The general situation is practically the same as it has been for a month past.

U. S. CROP OF FLAXSEED.

It is said by The Orange Judd Farmer that the flaxseed crop will be the largest since 1891. It estimates the yield at 15,687,000 bushels from 1,578,000 acres, or 10 bushels to the acre. In 1894 the crop was 8,000,000 bushels from 1,452,000 acres, or about 5½ bushels to the acre. The largest increase in acreage was 75,000 acres in Minnesota. The crop is of importance only in six States, though the present investigation was framed so as to cover the five other States which a few years ago were important factors. The total estimated acreage and product, by States, for the crop year of 1895 is thus presented:

	Acres.	Bushels.
Ohio	4,750	52,000
Indiana	1,350	12,000
Illinois	750	14,500
Wisconsin	6,500	84,500
Minnesota	375,000	4,509,000
Iowa	245,250	2,343,000
Missouri	27,500	247,500
Kansas	151,200	1,209,500
Nebraska	220,000	2,200,000
North Dakota	150,000	1,650,000
South Dakota	396,000	2,772,000
Total	1,578,000	15,687,000

CATALOGUES RECEIVED.

YOUNG & BRO. CO., LTD.

We have before us a catalogue and price list gotten out by the Young & Bro. Co., Ltd., of Hamilton and Brampton, Ont. It contains cuts and descriptions of closet seats, tanks and tank fittings, manufactured and handled by this enterprising concern. Two of the special lines to which attention is called are the "Flushing Rim Washout Water Closet Range," with automatic or ready-supply cistern for use in schools, factories, railroad stations and other public places, and an "Automatic Flushing Urinal" for use in factories, schools and public buildings. In the latter the automatic cistern discharges its contents at desired intervals, flushing both front and back of urinal. Another special line is a "Sectional Cast Iron Wash Sink."

At the end of the catalogue the company presents two very clear and useful diagrams. The first shows the arrangement of the pipe and plumbing fixtures for a structure of one or one-and-a-half storeys, and the second the arrangement of pipe and plumbing fixtures for a structure of two or more storeys. To those whose knowledge of plumbing is limited these diagrams will prove particularly interesting.

THE OPENING-UP OF AFRICA.

NO MORE important announcement, from a commercial point of view, has been made for many years than that made to the House of Commons on Friday, August 30, by Mr. Curzon in relation to the Uganda Railway. Thus speaks Ironmonger: The Government have substantially adopted the recommendations of the Departmental Committee (including such experienced authorities on African matters as Sir John Kirk, Col. Colville, Sir Alexander Rendel, Sir Montagu Ommaney and Sir Percy Anderson), and have decided to construct a line of railway from the coast at Mombasa to Uganda, on the great Victoria Nyanza Lake. The line will be about 650 miles in length, and will cost something like £2,000,000 sterling. It was suggested that the line should be made up to a place called Kikuyu, a distance of about 300 miles from the coast, but the Government have wisely, as we think, decided to go right through to the lake, thus opening up to commerce an enormous area of East Central Africa, from the upper waters of the Nile, through the lakes, and for hundreds of miles around them. The exact gauge of the railway has not yet been settled, but it will probably be one of 3 feet 6 inches, similar to that of many thousands of miles in India. The Government have decided not to employ contractors, but will construct the line themselves, partly for the sake of economy, but chiefly in order to avoid friction and trouble with the natives during the period of construction. There is reason for believing that the general principles of construction will be on Indian lines, and it is probable that steel sleepers will be used on part, at all events, of the track. It is estimated that the line will speedily be on a paying basis, and, as Mr. Curzon thinks it can afford to carry for £17 a ton, goods which now cost £180 a ton by native porters, there should be the best prospects of success—indeed the estimate is that only 68 tons a week, or 3,500 tons a year, will give the £60,000 a year set down for the working expenses. The probability is that the receipts will greatly exceed the estimate, seeing that steamers will be placed upon the lake, and will be almost certain to create a big trade with the natives. Moreover, as part of the railway will pass over lands some 7,000 or 8,000 feet above sea-level, there is every likelihood of European or Hindoo settlers taking up such lands for tea, coffee, etc., growing purposes. The natives are said to be born traders on many parts of the route, and it is quite likely that the passenger traffic may become of considerable proportions. In any case, the opening of this line of railway through a district with a population of many millions, and influencing directly and indirectly an area with a population of some 40,000,000 to 60,000,000, must be of the highest possible importance to British trade. The construction of the line will be watched with the utmost interest, and the openings for trade given by it will need to be zealously and and carefully cultivated by our manufacturers and merchants.

FALL GOODS

Stove Pokers
Dripping Pans
Lanterns
Coal Hods
Elbows
Stove Boards
Stove Shovels

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

MAKING CLAY PIPES.

A FOREIGN newspaper thus describes the process of manufacturing clay pipes :

The clay is first cut into small pieces, and milled and softened and cleansed until it is of the consistency of putty, and very like putty, too, in appearance. That is the first stage. The next process is the fashioning of the rough outline of the clay pipe. A woman, sitting at a table with a sort of pasteboard in front of her, and a heap of the soft clay at her side, takes a handful of the stuff and deftly with her fingers rolls it out until the pipe stem and bowl are roughly shaped. The skill of these workers is very notable. The dexterity with which they work out even the largest shapes merely by the quick motions of the hand is something to be seen. When the shape is partly obtained, hard rolling under a board gives consistency to the clay, and the pipes are then passed on in dozens to the molders. These, again, are women. They take a pipe in one hand and pierce the narrow stem with a needle so skilfully that they rarely force the point outside the thin strip of clay. Then the pipe is laid in an iron mold of proper shape, and pressed ; a punch descends into the ball of clay and forms the hollow of the bowl, and a knife trims the rough edges of the bowl away. The press being unscrewed, then ejects a perfectly-shaped pipe, whether alderman or cutty, transformed in a few minutes from the rough heap of clay which left the mill.

After being dried awhile it passes to another girl, who trims it, makes sure that the bore in the stem is perfect and that it is a smokable pipe. The next process is the firing. In the early days twenty-four gross of pipes was the largest number fired in one kiln, and then there were 20 per cent. of breakages. Now 1,100 gross short pipes are fired in one kiln and the breakages amount to a small few per cent. indeed. The pipes are fired in "saggers," round dishes made of the local clay, and they are kept at a great heat for a number of hours before they are fit to be smoked.

Then they are taken to the factory again to be tipped, if tipping is included in their evolution. The stems are dipped in a glaze and are thrust into a strong fire for a few minutes till it is thoroughly burnt on. The pipes are then almost complete and after being sorted and packed in boxes they are ready for distribution to the clay-lovers awaiting them outside.

Remember, there is a school for business as well as for learning the three "R's," which he must pass through who would be something better than a know-nothing merchant. Its name is Experience.

"ENGLISH AS SHE IS WROTE."

The following, says The Boston Commercial Bulletin, is culled from the regular Fibre Report, published by the Chambers of Commerce of Bologna, Ferrara and Naples, Italy, and sent out as a part of a trade circular for foreign information :

"Old hemp is always very asked ; this encourage the few detainers to resistance and pretendes which put into irons the business ; and the negotiations d'ont want us want often the conclusion. That which result from the sales made, is that the article is in favor ; that of the good hemp one will and one shall obtain the it. Lire 88, 50, that the rest of middle goods had Lire 85, and the offer of Lire 80 is easy and current for the hemp salutary of hail.

"Naples market has not been of great moment the last week, that truly one is turn in an ambient saturaded of other efficacy, that not that commercial. One begins to open the heart at the hope, forseeing perhaps none atmospheric perturbation will have to deteriorate his good nature.

"These news, perhaps have not knowed to advise the foreing to purchaseds readies, as had made the last time ; and of this the deplored fault of business of the last week, in which the prices they are seen a little feeble, and with tendency to the deduction."

LARGE CONSIGNMENT OF . . . NITRO POWDER Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

TRADE CHAT.

JAMES A. BELL, of St. Thomas, is preparing plans for a new sixty-foot steel bridge to replace the bridge at Glencolin demolished by a traction engine.

London, Ont., gets the Grand Trunk shops.

Recently a Montreal Board of Trade certificate was sold for $3,300.

The corner stone of the Blenheim Presbyterian church has just been laid.

The Ingersoll Locked Wire Fence Co. has started a branch establishment of their business in Montreal.

Wm. Laurie, superintendent of the Canada Oil Company's refinery, has moved his family to Petrolea.

The Dominion Line steamer Mariposa, ashore at Forteau, on the Labrador coast, is reported to be a total wreck.

The man whose gate is off its hinges and whose garden is overrun with weeds, is always ready to talk about his bad luck.

The shareholders of the Union Furniture Co., Wingham, decided to re-build the factory at once, and excavation for the foundation has begun.

The McClary Manufacturing Co. have made arrangements to open their show rooms to the public every day and on Saturday evenings.

The London and Port Stanley Railway will build a steel bridge at St. Thomas, and the G.T.R. will build a new bridge at the Narrows, Orillia.

A. D. Aikenhead, who has managed T. A. Garland's store at Nelson, B.C., since it was first opened, is to be succeeded as manager by F. W. Swannell, of Portage la Prairie, Man.

The Early Closing Association, of London, Ont., will endeavor to have all employers pay their hands on days other than Saturday, and to induce customers to make their purchases before six p.m. on Saturday, in order to secure the earlier closing of stores on that evening for the benefit of clerks.

The Henderson Bicycle Co., which started in Brantford in a small way last season, has decided to remove to Goderich, where the town is giving them exemption from taxation and other privileges. A company of Goderich and Toronto men are interested, and a capital of $100,000 has been subscribed.

The following St. John, N.B., companies are asking for incorporation: G. F. Bond, James Manchester, R. C. Elkin, Joseph Allison, J. D. Hagen and Eben Perkins, as the Maritime Nail Co., Ltd., capital, $50,000. factory at St. John; Gilford, Edmund, Robt. and Samuel Flewwelling, and Geo. H.White, as the G. and G. Flewwelling Manufacturing Co., Ltd., $150,000 capital, and mills at Hampton; Thomas A. Kinnear, Bedford B. Teed, William C. Miner, Napoleon LeBlanc and Foster Richards, as the Northumberland Stove Co., capital, $10,000, place of business, Sackville.

Al the last meeting of the London, Ont., Board of Trade, every merchant present expressed strong dissatisfaction with the closing hours of certain mails at the local post-office. The afternoon mail for the east, which embraces such important business centres as Montreal, Toronto and New York, closes at 3.50 p.m., while the train does not leave until 4 30. The members cannot see any reason why the bag could not be kept open until 4.15. If this was to be done the business men say they would save a large amount of money spent on telegrams. It was also pointed out that English mails close one hour and a half and two hours before train time. The secretary was appointed to wait on the postmaster to find out why the mails cannot close at a later hour. If the local post office authorities will not remedy the matter it will be agitated and carried further.

The St. Thomas Gas Company has commenced the manufacture of gas with coal oil, and the experiment proved successful. The light supplied is now equal to 20 candle power. The consumption of gas in the west end has increased to such an extent that an additional pipe will be laid by the company to reduce the pressure. A 6-inch pipe will be laid from the gas works to East street, and will entail an expenditure of between $1,500 and $2,000. The work will be pushed rapidly forward, and until its completion the gas on Saturday night may be somewhat dim.

HANDICAPPING FOUNDRYMEN.

The advancing prices of iron, which are not yet represented in the prices of foundry products, are more or less handicapping foundrymen. This difference will sooner or later be adjusted to the new condition, but meanwhile the foundryman is at a disadvantage. The Boston Commercial Bulletin, in speaking of this one-sided state of affairs, says that the labor side of the question is likely to be a disturbing factor in the situation. While an advance in the price of castings must sooner or later keep step with advance costs of raw material, the change is not easily made, especially in foundries in close competition with others where fuel, etc., are cheaper. Labor as a rule makes no calculation on these different conditions, and is likely to think itself aggrieved or wronged in the matter of wages. Demand in some instances is already aggressive, and is more than likely to be troublesome. If it would be discreet and patient, and wait till diverging values were levelled up, labor would have its share in the betterment of trade. If on the other hand it chose to force matters it would seriously embarrass rather than straighten out the tangle.

FLAX CULTURE.

IT is authoritatively announced that the promoters of the townsite of Mission City have closed arrangements with Mr. Verbeist and his associates whereby a linseed mill of 20 tons daily capacity will be placed on their property, manufacturing linseed oil and oil cake, by the beginning of the year. It seems that the first cargo of linseed, amounting in value to about $50,000, will be brought up from South America, a return cargo of lumber being sent out from the Hastings saw mill. The factory will, it is estimated, consume the product of some 6,000 acres of land, which will mean considerable from an agricultural standpoint.

The company will, moreover, it is said, establish an experimental farm at Matsqui to show farmers how to sow and cultivate flax and also how to use oil cake in the feeding of stock. It is estimated that the linseed crop will give to the farmer something like $27 per acre, and that the pay roll of the mill will be about $25,000 per annum. It is also said that the company have already secured contracts to take all the oil they can make, without taking into account inquiries from Australia and elsewhere for both oil and cake.—B.C. Commercial Journal.

LONDONERS DEAD.

Two of London's old residents are dead—Mr. William Plewes, proprietor of the Meadow Lily Mills, aged 67 years, and Mr. Gaius Welford, aged 73, interested in the Glebe Street Rope Works. Mr. Plewes was one of the best-known millers in Western Ontario, having owned the Meadow Lily Mills for a quarter of a century. He was born in Yorkshire, Eng., and after coming to Canada engaged in the milling business in Dereham township, but subsequently settled in London. He leaves a family of ten children. Mr. Welford, who was born in Buckinghamshire, Eng., came to Canada in 1847. He lived in Paris for a time, then in Buffalo, but had been a resident of London ever since 1867, being engaged with his son in the rope-making business. Deceased was a regular attendant of Adelaide street Baptist church. He leaves a widow and five children, the latter being: Ex Ald. Jesse Welford, James, Gaius and Mrs. Charles Gould, in this city, and Mrs. Wm. Bunting, of Ann Arbor, Mich.

ADVANCE IN WOODBOARD.

Woodboard is advancing and the E. B. Eddy Co. have advised their agents that the following quotations now obtain:

$40 less 10 per cent. discount in full carloads, freight paid or allowed.

$40 less 5 per cent. in ton and up lots, l.c.l. freight paid or allowed.

$40 no discount in less than ton lots, no freight allowed.

A SOLVENT FOR ELECTRO-PLATING.

IN connection with a paper on the electrolytic deposition, for analytical purposes, of metals dissolved as lactates of glycolates, Dr. Jordis, of Munich, pointed out that lactic acid provides an excellent solvent for electro-plating. As yet, explains Kuhlow's Trade Review, experiments have only been made in the laboratory with plates of 30 square inches surface. The deposits form so uniformly and easily, however, and adhere so well, that there is great hope for technical processes based upon Dr. Jordis' researches. The expensive free lactic acid is not required. In Germany lactic acid is quoted at 590 mks.—as many shillings—per 100 kilogrammes (220 lbs.); a fairly pure acid can be obtained for 300 mks., while pure lactates of calcium and zinc, from which the acid is generally separated, cost 190 and 435 mks. Coatings of copper and brass of varying shades on iron, zinc or copper, of zinc on iron and copper, and of iron and of nickel, can be obtained without difficulty, without any special apparatus. Whether the latter point will be confirmed in operations on a larger scale remains, of course, to be seen. As to zinc, Dr. Jordis does not appear to have been particularly successful. In any case, the process has great interest for engravers, whose blocks are not as a rule of large dimensions, and particularly for the silver-plating industry. Amalgamated brass is, in a bath of lactate of silver, covered with a pure white coating of silver, which takes the highest polish. It would be a great boon if we could replace the dangerous cyanide of potassium by the harmless lactic acid. The connection with milk might suggest bacteria, as the decomposition of the lactic acid into carbonic acid and acetal aldehyde need not in the vat, proceed as certainly as it does in platinum dishes. But lactic acid is itself regarded as antiseptic, and the electric current, though perhaps not so fatal to micro-organisms as is often asserted, does not favor their development. The communication was brought before the second annual meeting of the German Electrochemical Society, which assembled at Frankfort-on-the Main in the first week of June, under the presidency of Professor Ostwald.

THE GEOLOGY OF HEARTS.

The heart of a good man, in its purest state, is beautifully crystalline, spangled with dust of gold, and containing rich veins of virgin silver.

The heart of a lawyer is of the trap formation, with strata much contorted and the surface of the rocks exceedingly slippery.

The heart of an habitual drunkard is entirely changed to quartz.

The heart of a policeman appears at first to consist entirely of flinty substances, but in the application of a gold test some particles of soft clay become perceptible.

THE SLOCAN MINES.

Fully five hundred men are now employed in and about the mines in Slocan district, and that number will be doubled when the railways now under construction to Sandon are completed. There are also a number of tramways talked of, and some of them are sure to be built. One concentrator is in operation, the site for another is being cleared, and others are likely to be built in the near future. The completion of railways and the building of tramways and concentrators will allow the entire output of the mines to be marketed ; as it is now, only about one ton in five mined can be shipped. The railway construction in the district has given a stimulus to mining and several new companies will ship this winter.—Statistical News Advertiser.

THE CORBY CUP.

Mr. H. Corby has received a letter from Lieut. Wood, of Thorold, winner of the handsome " Corby Cup," at the recent shooting matches at Ottawa. Lieut. Wood expressed himself as highly delighted at having won the much coveted " Corby Cup." It was conceded to be the handsomest cup in the competition. The winner says he only hopes that he may be its ultimate possessor.

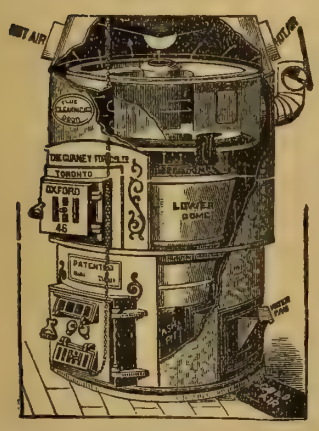
This cup was sold by J. W. Walker, hardware merchant, Belleville, and manufactured by the Toronto Silver Plate Co.

OXFORD FURNACES

WARM AIR OR COMBINATION WARM AIR AND HOT WATER

TRIED AND TESTED. NEVER HAS ONE FAILED.

FOR COAL. **ARE THE MOST MODERN FURNACES IN THE MARKET.** FOR WOOD.

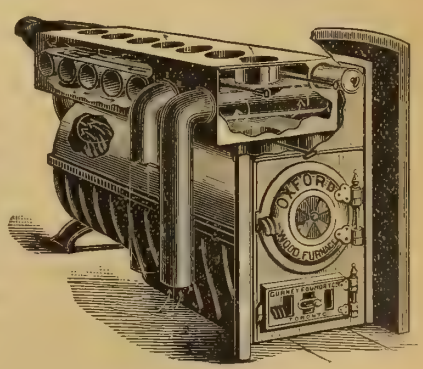


Coal Furnaces

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome, which heat quicker than Cast Iron.



GAS AND DUST TIGHT.

Cyclone Steel Radiator.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES.

WARRANTED THE BEST IN CANADA

SEND FOR CATALOGUE AND TESTIMONIAL BOOK.

MANUFACTURED BY

THE GURNEY FOUNDRY CO. LTD., TORONTO ONT. THE GURNEY-MASSEY CO. LTD., MONTREAL QUE.

NEW WAY TO MAKE GAS.

IT IS said that a Canadian syndicate is being formed to take out a charter at the next session of Parliament for a company to manufacture gas by a new process. The sum of $1,000,000 is said to have been already subscribed for the enterprise. Wm. F. Browne, of Boston, Mass., is the originator of the process, on which The Boston Journal recently published an article. The Journal says in part :

"The new process is a most interesting one, and produces gas for fuel, lighting and power purposes, from crude petroleum, water and peat, dispensing altogether with the use of coal in any form, and is the only process in use that has been able to convert all the petroleum into gas, as the residue, usually either cleaned oil or condensed hydrocarbons, has amounted to a practical loss of from 10 to 15 per cent.

"Mr. Browne has conceived and adopted a process and means whereby this great loss of fuel is saved, by converting the material which goes into the apparatus into simple gas. The fuel which he uses is peat, which is nothing more or less than a vegetable product which nature has produced in great abundance. It is found in Massachusetts in unlimited quantities, as well as in every State in the Union. The great Dismal Swamp of Virginia is an inexhaustible peat box which could not be burned up in generations. The process is as follows :

"Petroleum is emulsified with water by means of a newly constructed pump, also invented by Mr. Browne ; the emulsion, consisting of a mixture of about five or six volumes of oil to 94 or 95 volumes of water, is forced into a coil of pipe about 300 feet in length, under a pressure of about 100 pounds, the coil being kept at almost white heat. The result is the conversion of the water into steam, superheating of the steam, vaporization of the comminuted particles of oil held in mechanical suspension, and the final decomposition of the same by interaction on the superheated steam, whereby a fixed permanent gas of the requisite photometric value is produced, and which could be used with great economy. The process, however, does not stop here ; in fact, the gas issuing from the coil into the fire-box is burned, the heat units liberated keeping the coil heated to the required temperature, and the products of combustion passing through orifices into a cupola filled with peat heated to a state of incandescence, the result of which is that decomposition of the gases of the fire-box takes place, liberating free hydrogen and carbonic oxide, which mix with the normal amount of gas which the peat, by virtue of its own composition, is enabled to eliminate.

"The gas thus produced is then passed through a scrubber, and is ready for use as a fuel gas, possessing a high percentage of heat units. For illuminating gas, the photometric power is raised by the vaporization of a small percentage of crude petroleum in the cupola, and a fized gas is produced which will not condense in the coldest temperatue of the American climate.

"From all this it is clear that this process is capable of producing both fuel and illuminating gas at a price far less than any process in use. By it, it is possible to produce 4,000,000 feet of gas a day, and that, too, in a little plant situated in a building less than 80 feet square ; while, by the old process, it was but rarely possible to produce 1,000,000 and from a plant covering acres of land."

DEARTH OF GOOD PIG IRON.

We hear, says J. A. Allen, in Dixie, the constant moaning among iron workers, that the quality of pig iron is deteriorating, and that we cannot get the same fine grades that we once did. Of course the major portion of this belongs in the same category as the cold winters of an old man's boyhood and the luxuries of a back log as compared with a steam radiator ; but I think that there are few who will deny that the average run of the iron output has changed. "Increase the production," has been the cry, and everything that would do this has been welcomed with open arms. Hot blast iron with coke, or even cheaper fuels, drive the cold blast charcoal product out of the market. Tonnage counts. It does seem though that a small furnace using hardwood charcoal and a cold blast could be made to pay. There are certain things for which this grade of iron is particularly well adapted, and the consumer would willingly pay a higher price, if he could get what he wanted. At present I do not know of a single furnace in this country turning out this grade of product. Now, do not let the iron men rush in and ask why the present iron will not meet every qualification of the old. They know that it will not—just as a piece of steel has not the fine grain and temper to be found in an old cold chisel that has been carefully heated, dressed and tempered again and again. Chemical composition may be the same, but the quality is different ; just as it might puzzle a biologist to distinguish the blood corpuscles of a thoroughbred from a car horse, but no one would venture to argue that the nature of the two animals was the same.

"I AM A THIEF."

A Chicago firm have taken an unique way of punishing dishonest employes. Two young clerks in the employ of Hibbard, Spencer, Bartlett & Co., the wholesale hardware merchants, were caught stealing. Mr. Hibbard told them they could choose between gaol and wearing cards with the words "I am a thief" printed in large letters. They chose the placard punishment. Mr. Hibbard hung the two placards around the necks of the two young men and took them all over the establishment so that every employe in the large building might witness the disgrace into which his thieving fellow-workmen had fallen.

After this Mr. Hibbard called a large colored man in the employ of the firm and stood him between the two young men at the exit, where every man and woman in the store would see them when passing out at 6 o'clock. They were then discharged.

THE TRAVELER AT HOME.

MANY people who observe the C. T. on the road with his jolly ways and light heart may suppose he cares not for home or its sacred ties, or at least is indifferent to its pleasures, says a writer in Ohio Merchant. Such is not the case by a large majority. A careful analysis of their character, based on years of experience, leads to the conclusion that the C. T. loves his home as few men do, and it is the Mecca towards which his daily thoughts are directed, and to which he gladly returns at the first opportunity consistent with his business. The mere fact that he is away for a longer or shorter period from the home only adds zest to the idea of a return, and a better preparation for its fullest enjoyment. I once met a traveler who, by reason of extent of territory, could reach his home but once a year, and that a vacation of but a few days. When asked if it paid to keep up so great an expense for such a brief stay, his answer only emphasizes the foregoing, "that as the weary days rolled around he constantly kept in communication with his family, and looked forward with pleasant anticipation to even a remote return, that he knew if taken sick he had a place to go where loving hands would minister to his wants, and a haven to which he could at last retire and pass his declining years when worn out by the routine work of his calling."

Yes, the C.T.'s are seen in the hotel writing room each evening busily writing, and the early morning mail trains are freighted with messages to the ones at home, saying "I will be in Saturday night," and the faithful wife and eager little ones count the hours that intervene until papa appears.

What a well-earned rest it is to relax from the weekly grind of business and in the home circle once again forget cares, to renew social life for even a brief period, and "rest up over Sunday."

GOLD DEPOSITS IN QUEBEC.

The Montreal Herald says that L. J. Morkhill, a well-known civil engineer and miner of Lyster, Que., who is on his way to California to take a responsible position as superintendent of the Anaconda Mining Co., is of the opinion that there is as much gold within easy reach of Sherbrooke, Que., as there ever was in Australia or California. If, he said, his ventures out west succeeded as he expected, he would return to the Eastern Townships next spring and make an effort to develop the resources he was confident existed there. He exhibited nuggets found at Maynard Brook, Que., and along the Chaudiere, Gilbert and St. Francis Rivers.

No one seemed to know these gold prospects existed in Quebec, and, further than that, no one seemed to know how to work them. He was convinced of his ability to multiply their values and surprise Canadians.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

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See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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EASTERN AGENTS
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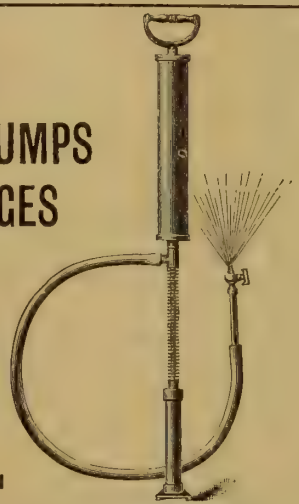
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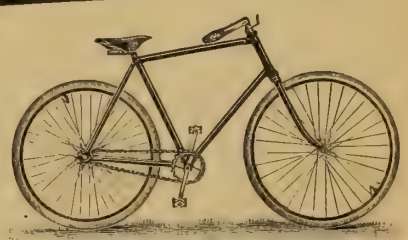


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BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

AS predicted by HARDWARE AND METAL in a recent issue, American galvanized boilers have advanced, and are now a scarce article in the market. During the past week there has been a very heavy demand for American boilers of almost every size, and it is expected that a further advance will take place at an early date.

* * *

We notice by yesterday's correspondence that all prices on iron pipes have been retired by American manufacturers, which means a still further advance in this article all along the line.

* * *

American closets have declined in price during the past two weeks, but all other country wares have advanced. Canadian manufacturers of wash bowls, urinals, etc., are again able to compete successfully with American prices.

* * *

Plumbers in Toronto appear fairly busy, principally with jobbing, and a few of the larger houses have contracts which will keep them busy for some time to come. According to advices, tradesmen in other towns and cities are pretty busy too, for, as usual at this time of the year, there is a little rush of work anticipatory of cold weather.

* * *

CONTRACTS OPEN AND CLOSED.

John Ritchie has secured the contract for the heating and plumbing of the Toronto Lithographing Co.'s new building.

The Bennett & Wright Co., Ltd., have secured the contract for the plumbing and heating of Philip Jamieson's new store at the corner of Queen and Yonge streets, Toronto. A high-class job has been specified for.

Lindsay, Ont., is to have a new hospital. Architect White has the plans in charge.

Rossland, B.C., asks tenders for a waterworks system, and North Bay, Ont., proposes extending its service.

The Contract Record notes the following contracts open and closed :

Woodstock will spend $16,000 on schools.

Carleton Place, Ont., will erect a new town and fire hall.

An operating theatre will likely be added to the Ottawa Protestant hospital.

Tenders are asked for the plumbing of Mulvey, Argyle and Dufferin schools at Winnipeg.

Architect Geo. Brown wants tenders for the steam heating and electric and gas fitting of the Masonic Temple at Winnipeg.

In London, Ont., Geo. T. Hiscox will erect a four-storey building at the corner of King and Richmond streets, and the G.T.R. will likely rebuild their car shops which were burned down.

Moncton, N.B., proposes to expend a large sum on waterworks improvements.

A new infirmary is being built at the Hamilton insane asylum, to cost $25,000.

Hamilton's City Council has contributed $50,000 towards a new Collegiate Institute and School of Pedagogy.

Kingston, Ont., is to build a new schoolhouse.

John Whertley, of Essex, Ont., will make improvements on the Essex county jail, to cost $18,340.

The tender of the Toronto Heating and Crematory Co. for heating the addition to the Lombard street fire hall and the Dundas street fire hall, has been accepted.

Jas. Ballantyne will do the plumbing and heating work in a new Presbyterian church at Point St. Charles, Quebec.

TRADE NOTES.

The credi ors of Edward Oui'ette, plumber, Montreal, have been called together. He offers to compromise at 25c. on the dollar.

F. W. Radford has been appointed curator of the plumbing business of McCrae & Watson, Montreal.

Adrien Blondin, Philomen Bergeron and Oscar Daoust have become partners in the plumbing business as A. Blondin, Bergeron & Daoust.

ELECTRICAL SOLDERING AND WELDING.

The Mechanical World of London describes a new electrical system of soldering and welding which has been devised by Dr. Zerener, of Berlin. As in the Benardos method the heat of the voltaic arc is utilized in the new system, the arc being produced not between the article to be treated and a carbon, but between two carbons as in an ordinary arc lamp. This source of heat is employed by being approached toward the surface to be worked. It is claimed that this system avoids the use of high intensities of current, allows of the consumption being readily regulated, and that it overcomes the disadvantages incidental to the Benardos system. As it is only with difficulty that an ordinary arc formed between two carbons can be utilized for heating, Dr. Zerener has surmounted this defect by arranging the two carbons in the shape of a V in such a manner that the arc is produced toward the point of the V in a magnetic field caused by an electro-magnet. This condition results in the arc flame taking the form of a dart. The flame has a temperature almost equal to the arc itself, and it can easily be used for soldering. For this purpose hand appliances have been constructed for hand regulation ; but larger apparatus are automatically regulated; and in either case direct or alternating currents may be employed. The system is applicable to a variety of purposes.

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MONTREAL SMELTING AND REFINING WORKS

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VANDUZEN STEAM JET PUMP
THE BEST IN THE WORLD.
Pumps Any Kind of Liquid.
Always in Order, never Clogs nor freezes. Every Pump Guaranteed.
10 SIZES.
200 to 12000 Gallons per Hour.
Cost $7 to $75 each. Address
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3 Nights commencing MONDAY, OCT. 7
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And an excellent Company in
"PINK DOMINOES"

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SUPERB PRODUCTIONS
Seats now on sale.

THE OAKVILLE BASKET CO.,



Manufacturers of
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AND
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BASKETS
THE OAKVILLE BASKET CO.

NEW BRUNSWICK LUMBER.

THE St. John, N.B., correspondent of The Northwestern Lumberman, sends an interesting letter to that journal containing the following valuable statistical and other information :

A. Cushing & Co. have ordered for their new mill two Star band mills, feeds, carriages, niggers, loaders and haul-up chain. George Cushing, head of the firm, tells me they expect to have the new mill built and ready for work by the first of March. Work has already begun. Since their mill was burned last spring they have had between 7,000,000 and 8,000,000 feet of lumber cut in over half a dozen different mills, and they will have about 6,000,000 ready for the new mill when it starts. They dropped out of the United States market when the price weakened during the summer, and have been shipping to South America, West Indies and Canary Islands. Two barques are now loading for South America, and two more are to load. Mr. Cushing says the southern market has been better this season than for years.

A. F. Randolph, of Fredericton, was in the city Saturday. He tells me there are between 20,000,000 and 30,000,000 feet of logs scattered along the St. John river between Fredericton and Andover, which will require very heavy rain to move, as the water is lower than for years.

An important sale was made last week involving the mill and stores and other property at Bathurst, with 240 square miles of timber limits and 6,000 acres of wilderness land in that vicinity, forming part of the property of the St. Lawrence Lumber Co., that failed last year. R. L. Allport, of London, England, representing the trustee of the English bondholders, who has been in Canada a couple of months, effected the sale, the purchaser being the Sumner Company, of Moncton, N. B., who have been large shippers of railway ties and small lumber to the United States, but did not control any large mills. The price paid was $29,000. This does not include the mill at Burnsville and timber lands along the Caraquet Railway, which also formed part of the property of the St. Lawrence Lumber Company, but was not bonded in England.

Work was begun in James F. Hamilton's new mill last week. The mill is fitted with an Allis band mill from the Waterous Engine Works Co., of Brantford, Ont., whose representative, A. A. Benson, drew the plans of the mill. The structure is 150 x 50 feet, with full modern equipment. This is the second Allis mill in the province, and the Waterous Co. is now constructing one for T. G. McMullen, of Truro, N.S.

Advices received from the English market show that spruce is in moderate supply, with good demand and prices firm. If, as is anticipated, receipts continue moderate for the balance of the shipping season, that market is expected to be in better shape next spring than for several years. Although brokers here are not paying any more for deals than in the spring, they are able to dispose of their stock on the other side and make returns, which is very important to the operators here.

The cut of shingles in Restigouche county has been small this year compared with last. The unprofitable state of the American market for shingles led the operators to turn their attention to deals for the British market, and they have found it much more satisfactory. Several mills took out the shingle machines and put in gang saws. What shingles were cut, and also the small lumber, have been sent to the United States as usual.

A large number of men are already in the woods on the head of the Miramichi. W. J. Noble sent a crew of 30 from Fredericton last week to his camp near St. Jean Port Joli, in Quebec.

There is still competition for timber limits on Crown lands. Hilyard Bros., of St. John, at a recent sale paid from $42 to $80 a mile for eight new berths on a tributary of the Tobique. E. Hutchinson paid $80 a mile for a six-mile berth on the southwest Miramichi, and John D. Young put up $44 a mile for a two-mile block in Sunbury county.

Large shipments of pulp wood are being made this fall from Bear River, N.S., to Baltimore. Several cargoes of lumber have been shipped from there during the last week or two for Buenos Ayres and the West Indies.

A schooner has just been chartered to load here for Rosario at $7.50, and another St. John schooner, the Arthur M. Gibson, will load at Portland, Me., for Bahia at $9.50. A barque has just been fixed to load at Quebec for Buenos Ayres at $7.75, and one at Yarmouth, N.S., for the same port at $7.75, or $8.25 if further up river. Also one at Miramichi for Buenos Ayres at $7.50, and one for Cardiff, Wales, at 36s. 3d.

Two very large steamer cargoes of deals cleared lately at Parrsboro', N.S., for British ports. One took 2,060,075 feet, and the other 2,200,353 feet.

During the last fortnight over 3,500,000 feet of deals, etc., cleared at St. John for British ports, and for United States ports 4,250,000 feet of long lumber, over 10,000,000 lath, 2,000,000 shingles, 2,000 cords of wood and a cargo of piling.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc.

MONTREAL

CUTLERY Splendid value in all kinds for the Fall trade. See our samples. . . . . .

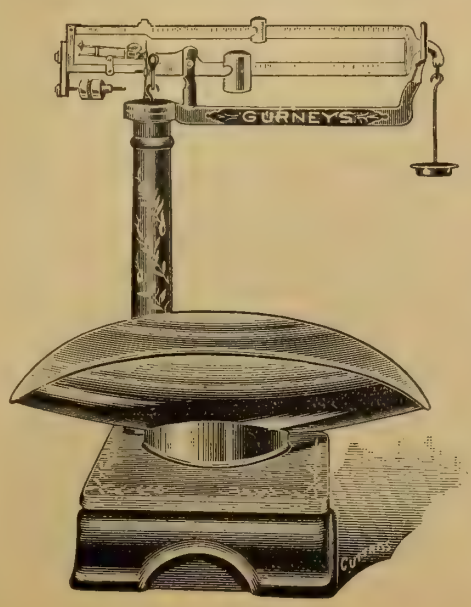
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DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.

Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by

THE GURNEY SCALE CO.

Hamilton, Ont., Can.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

AN insolvency declaration has been asked for in the case of Pittman & Geary, traders, St. John's, Nfld.

S. H. Webb, gunsmith, New Westminster, B.C., has assigned.

Filion & Simard, general store, Chambord, Que., have assigned.

Wm. Wilson, general store, Shawville, Que., wants to settle at 40c.

The Canadian Oil Co., Sarnia, Ont., have assigned to G. F. Williamson.

Alex. Guay, merchant, Maxville, Ont., has assigned to Geo. T. Copeland.

B. Loisel, trader, St. Angele De Monnois, Que., wants to compromise at 40c.

S. Valiquette, general store, St. Adele, Que., has assigned to A. Lamarche.

Jos. E. Boulais, general store, St. Angele De Monnoir, Que., wants to compromise.

The general store of Z. Beauregard, St. Guillaume D'Upton, Que., is under seizure.

D. Arcand is curator of Leon Larochelle's general stock at St. Henri, Levis Co., Que.

The creditors of Wm. Howatson, general store, Black Cape, Que, will meet on October 12.

Geo. Lebebvre has been appointed provisional guardian of Douat Brossard's general store at Riviere au Sables, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Chaplin & Prieux, grain, Montreal, have dissolved.

Jos. Prevost, undertaker, Montreal, has sold out to Eucharistе Laclair.

The stock of E. L. Kraft & Co., harness, Hamilton, Ont., has been sold.

The John O'Flaherty Co., harness machines, Montreal, have dissolved.

Choquet & Toisignant, carriage makers, St. Hyacinthe, Que., have dissolved.

The balance of the assets of F. X. Mercier, lumber, Que., are to be sold by auction on Oct. 15.

The assets of Leon Larochelle, general store, St. Henri de Levis, Que., are to be sold on Oct. 10.

S. Alonzo and Fortunat Langlois are proprietors of the iron and wood works of Langlois & Frere, Montreal.

Allan Austin and Leonidas Lefebvre have become partners as Austin & Lefebvre, woodenware, Montreal.

Wm. True and Edwin C. Blanchard are proprietors of the Rock Island Hardware Co., of Rock Island, Que.

Leopold Girard and Hector L. Godin are proprietors of the coffin factory of Girard & Godin, Three Rivers, Que.

The assets of J. N. Graveline, general store, St. Francois du Lac, Que., are to be sold by public auction on Oct. 9.

M. E. Hunter, general store, Morewood, Ont., has admitted W. Stewart to partnership under style of Hunter & Co.

The effects of J. Groesbeck & Co., stave mills, Wanstead, Ont., are to be sold by auction under chattel mortgage on Nov. 14.

Wm. Yuile, John Winer Wardrope, David George Wardrope, Wm. Frederic Thomas Story, all of Montreal, and Wm. Lough, of Ottawa, are asking for incorporation as "The New Richmond Lumber Co., Ltd.," with $10,000 capital, and the village of New Richmond, Que., as headquarters.

Application will be made for Act to incorporate "The Ramsay Paint Company," for the purpose of carrying on the business of manufacturing, buying and selling paints, varnishes and all manner of manufactured goods, and for carrying on the business of general merchants, manufacturers and traders in the Dominion, with head office at Montreal.

Robert Carroll, John Benjamin Vick, John Henry McKnight, and Frederick John Bebarriell, all of Toronto, are applying for incorporation by letters patent as "The Credit Forks Mining and Manufacturing Co., Ltd.," to acquire and carry on the business of Carroll & Vick, quarrymen, etc., and to deal in and manufacture brick, lime, cement, terra cotta, pottery, etc., with a capital of $200,000. The chief place of business of the company will be at Toronto, but the operations of the company are to be carried on at The Credit Forks, Ont.

SALES MADE AND PENDING.

Premont & Collins' general store stock at St. Felicite, Que., has been sold at 37½c.

CHANGES.

John Bond, general store, Aurora, Ont., has been succeeded by Margaret Bond.

G. F. Williamson, lumber and produce, Princeton, Ont., has been succeeded by Fred. Vickert.

James F. Walker, trader, Gay's River, N.S., has consented that his wife do business in her own name.

The Burrard Inlet Red Cedar Lumber Co. have leased their Port Moody (B.C.), mill to W. Marriott & Co.

J. V. Plamondon is the registered proprietor of J. V. Plamondon & Co., leather and boots and shoes, Quebec city.

FIRES.

Thos. Johnson, foundry, Kemptville, Ont., has been burned out.

A fire in H. Hopper's seat factory, Hamilton, Ont., did $500 damage.

The saw mill of J. B. Smith & Sons, at Callender, Ont., has been burned.

A. M. Aubin, general store, and A. Duplois, grocer, Comber, Ont., have been burned out.

Patrick Conroy, broom manufacturer, St. John's, Newfoundland, has been burned out.

Hiram Scott's general store at North Gower has been damaged by fire; partly insured.

A fire in the tannery at Joliette, Que., belonging to Mr. Henrichon at an early hour on Sunday morning totally destroyed that large establishment, together with the Henrichon residence adjoining, both valuable pieces of property. The loss will be between $15,000 and $17,000. There is some insurance. An electric wire was broken by the firemen, and the wires were hanging down into the street. August Lanctot unthinkingly grasped the wires to place them out of the way, and was instantly killed. The deceased leaves a large family in destitute circumstances.

DEATHS.

John Miller, general store, Tatamagouche, N.S., is dead.

Octave Brochu, general store, St. Gervais, Que., is dead.

THE SAME OLD TUNE.

Since the successful production of basic open-hearth pig iron in the Birmingham district points clearly to steel-making in that quarter, the scantily veiled derision of the sectional group of the iron and steel press has given way to labored efforts to show that, in any event, the future for steel manufacture at the south isn't particularly promising. First, it is doubted if southern territory can supply a sufficient quantity of scrap at reasonable prices to be used with the pig at steel plants. Second, evidence is called for as to the extent of the demand for steel rolling mill products in the territory naturally tributary to southern steel works. Third, the present lack of large consuming plants of the rolling mill variety in controllable territory is an immediate bar to any large and expansive production of basic open-hearth pig iron for the home markets.

Nor is it believed that the furnace product can be shipped into northern markets extensively, as are the ordinary grades of Southern foundry and mill irons. Under normal conditions, we are told, this same grade of iron can be made more cheaply in the central west, from lake ores and Connellsville coke, than it can be laid down in the buyer's yard from Birmingham. It is only by reason of the fact that in the districts closer to the buyers the productive capacity of the furnaces is exhausted, that southern iron of the character refered to is given the opportunity to reach northern steel works. So, the most gratifying thing connected with this latest phase of southern metallurgical development is the improved furnace practice which it indicates.

Southern iron makers will, no doubt, extend a vote of thanks for this last patronizing expression of satisfaction with their efforts in a new direction.—Age of Steel.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

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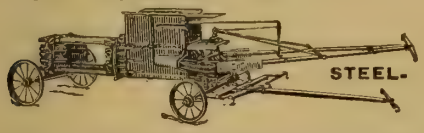
Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everasting, and competition distanced.



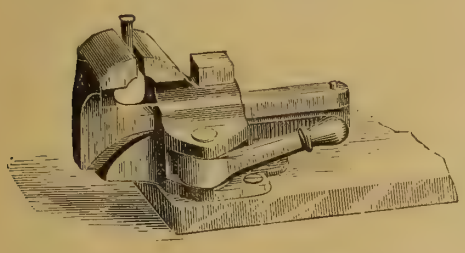
Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

ARE AHEAD



STEPHENS' PATENT TOGGLE-JOINT VISES

Stationary or Patent Swivel Bases. Incomparable for Strength, Durability, Firm Hold and Quick Work.

DORKEN BROS. & CO., MONTREAL

WESTERN SCRAP IRON TRADE.

IRON Age : One of the results of the late depression is the increased number of western scrap iron dealers who have become manufacturers of iron. Not many years since the sale of old material was a branch of business conducted by men who had no connection whatever with its consumption. Great houses were built up in this line, whose transactions were heavy, and whose operations were far-reaching. The important firms still exist, but it would be difficult to find one whose members are not interested to some extent in a rolling mill having a voracious appetite for scrap. It was a natural outgrowth of the situation. During the depth of the depression scrap accumulated in great quantities, and the ordinary channels of distribution were glutted. Dealers' yards were filled to overflowing, and they ceased to take up stocks from the railroads. Railroad managers were then almost forced to introduce the scheme of exchanging old material for such new finished iron as they were obliged to purchase. Dealers in scrap made such arrangements wherever they could, but in the majority of transactions the railroads and the mills effected direct exchanges. Enterprising scrap iron merchants were then almost forced to secure an interest in a rolling mill if they wished to continue in business. Some of them, however, were drawn into the ranks of manufacturers in another way, through the failure of rolling mill companies owing them large amounts for material furnished. In subsequent reorganizations the scrap iron merchants became stock-holders. This intermingling of interest is expected to turn more to the advantage of these merchants than the rolling mill companies in general. With his finger on the pulse of the manufactured iron trade the merchant is no longer dependent upon others for his information of its condition and prospects, but is in a position to operate very effectively for his own profit.

ART OF RETAINING CUSTOMERS.

Art, for it is really an art, in retaining customers may be summed up in two words : Tact—service. These two qualities cannot be too highly prized or esteemed, as the possession of them will also embrace all the other constituents which go to make a good salesman—courtesy, knowledge of the goods handled, and honesty of purpose. These, as a matter of course, says The Industrial World, are part of the education of a clerk or proprietor, and while the first and last named should be inherent, the second one is of necessity acquired only by experience—the growth of time. If to the foregoing are added a clean, bright, well-lighted store, a reputable house doing business in a straightforward manner, there is little fear that confidence will be felt by all customers and their patronage retained. This, too, it may be said, almost irrespective of prices.

COVERT'S



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

FOWLER & RANKINE, ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & CO.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Oct. 4, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes		$5 25
I.X., "		6 50
I.X.X., "		7 75
J. R. & Co.—		
I.C		5 25
I.X		6 50
I.X.Xl		7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs, 14x60, " , 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	
28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price.
Common Bar, per 100 lbs		1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "		2 20
Hoop " "		2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch		0 10½
3-inch		0 13½

Steel Boiler Plate.

¼ inch		2 45
⅜ "		2 35
¾ " and thicker		2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 15
Half polished	2 30	2 35
All bright	2 90	3 00

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p. c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs		5 00
" ¼ " "		4 38
" 5-16 " "		3 50
" ⅜ " "		
" 7-16 " "		3 15
" ½ " "		3 00
" 9-16 " "		2 90
" ⅝ " "		2 85
" ¾ " "		2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	0 12¼	0 12½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb		0 21
Spun, per lb		0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb		0 03
Bar, 1 lb		0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon		0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt		2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb		
" " 100 lb. drums		
Burnt Sienna, pure, per lb		0 10
" Umber, " "		0 10
do. aw		0 09
Drop Black, pure		0 09
Chrome Yellows, pure		0 18
Chrome Greens, pure, per lb.		0 12
Golden Ochre		0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine, p.g	0 85
No. 1 Carriage, per gal	1 30
Gold Size Japan, "	1 20
Pure Orange Shellac	2 15
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 57
Boiled, per gal	0 60

Turpentine.

(In bbls,)

5-Barrel lots	0 39
" "	0 40

Castor Oil.

Best, per lb	0 06½ 0 07½

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue.

(In bbls.)

Common	0 07¾ 0 08
French Medal	0 10 0 10½
Cabinet, sheet	0 11 0 12
White, extra	0 16 0 18
Gelatine	0 20 0 30
Strip	0 16 0 18
Coopers	0 19 0 20
A1 clear	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 25	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 35
101 to 105	....	....	....	10 75
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. 25 to 27½ per cent. Can., dis.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N[illegible] per doz. 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	2 90	7 50

Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy	2 50
40 dy	2 55
30 dy	2 60
20, 16, and 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90
2. American pattern only—	
From 4 to 5 dy	3 10
3 dy (lath)	3 50
3. Canada pattern only—	
From 4 to 5 dy	3 00
3 dy (lath)	3 40
3 dy, A.P. fine	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	....	1 80
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, "	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7	00 9¼
¼, 5-16, ⅜ in	7½	00 9½
Cotton		11 12
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c, Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	....	0 03½

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 "		4 80

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails, dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison	....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 15 per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06

Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points	0 00
Steel Staples	0 00 0 07½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

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Essex Handle and Wood-Turning Works



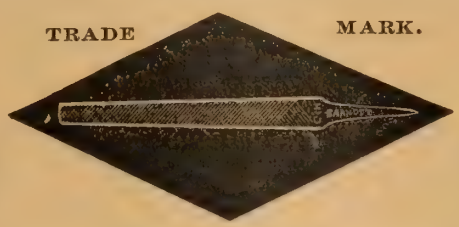
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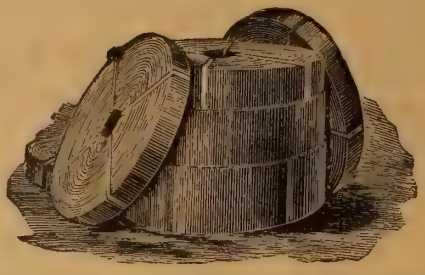
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OF TORONTO, LTD.

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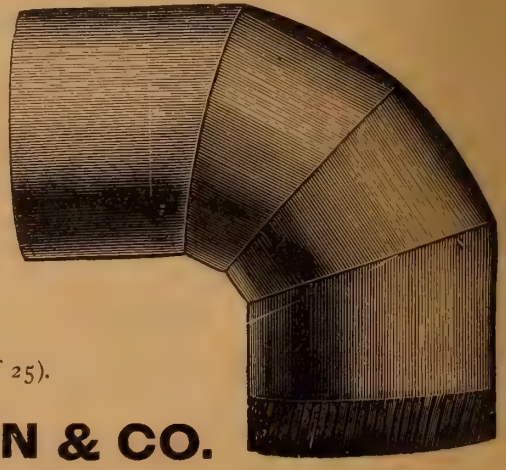
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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, OCTOBER 12, 1895. No. 41.

Magnolia Metal

— IN USE BY —

EIGHT LEADING GOVERNMENTS.

CORNELL UNIVERSITY.

ITHACA, N. Y., August 10, 1895.

TO WHOM IT MAY CONCERN:

I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

We have made some tests to determine accurately the friction-reducing qualities and durability of this metal. On account of an accident to our machine these tests are not all completed, and a full report cannot be given at the present time.

Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,

R. G. CARPENTER.

(Professor of Experimental Engineering, Sibley College, Cornell University, Member Society Mechanical Engineers, etc., etc., etc.)

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Owners and Sole manufacturers,

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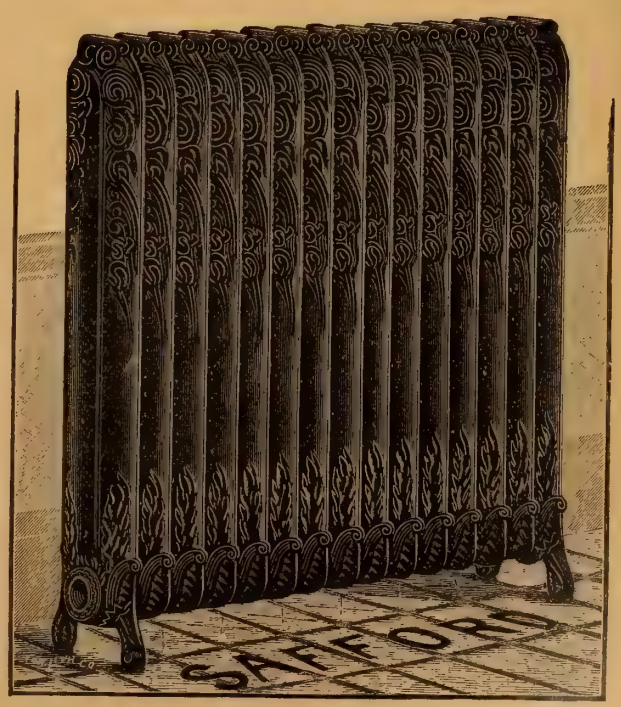
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Hardware Merchants — Toronto.

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The trade like Diamond Ware because it is first-class, light-colored, durable.

- **Diamond Ware is well coated**
- **Diamond Ware is full weight**
- **Diamond Ware has given good satisfaction**
- **Diamond Ware is guaranteed**

DIAMOND
COST SELL
TRADE MARK
ENAMELED WARE

Our new works for making Diamond Ware are about completed. Orders will have prompt attention.

Kemp Manufacturing Company

TORONTO, ONT.

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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

Vol. VII. TORONTO AND MONTREAL, OCTOBER 12, 1895 No. 41

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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CANADIAN PIG HAS THE FIELD.

SINCE the return of better times in the United States pig iron made in that country has been gradually forced backward in Canada toward the boundary line.

It will be remembered that, to the surprise of everyone, the American article penetrated as far east as Montreal, scattering to the winds all confidence in the impregnability of the east against the product of United States blast furnaces.

On the return of prosperity in the United States, pig iron from there was gradually pushed out of Montreal, and to-day it may be said to be without a foothold, even in Western Ontario, where before it monopolized everything.

Doubtless there is some American iron coming in, but it appears to be merely arriving to fill orders placed some months ago, and when prices ruled low.

Users of pig iron in Toronto, and as far west as at least London, who had not bought domestic pig iron for several months, within the last few weeks have been taking nothing else, and they have been making some good purchases.

There are two reasons for the practical absence of American pig iron as a factor on the Canadian market. One, and the one which first asserted itself, is the activity of the home demand. The other reason is that the price of Canadian pig iron has not advanced as rapidly as that of the United States article.

To-day Nova Scotia iron No. 2 can be laid down in Toronto and the west at about $17.50 per ton, while a similar iron is quoted at from $14.25 to $14.50 in Pittsburg. To lay this down in Ontario would entail an addition of from $7 to $9 per ton to the cost, duty and freight considered.

As far as the price of the Canadian product is concerned, the competition among the Nova Scotia blast furnaces appears to be able to keep it in a normal condition.

The outlook for the blast furnaces in Canada is now more favorable than it has been for a long time, notwithstanding that the rebate of 99 per cent. on the imported article subsequently exported in a finished state, must necessarily cause them some concern.

WIRE THE ONLY CHANGE.

THE quarterly meetings of the different associations have been in session in Montreal for ten days now, and the results of the deliberations that have been made public are few and, except in one instance, unimportant.

Plain wire has afforded the instance, its price having been advanced 2½ per cent. all round, the trade discount now being 20 per cent. off the list. This is exactly where it stood ten months ago, when the price was lowered to meet keen American competition resulting from the extraordinary condition of the iron industry generally in the States previous to the improvement.

The terms are still the same: 4 months or 3 per cent. off 30 days. The delivery conditions are unchanged, viz., lots of less than 100 lbs. are sold f.o.b. Montreal, Toronto and Hamilton.

Barbed wire, as already noted, was not touched.

The basis on wire nails, in which most of the trade expected an alteration, remains unaltered. This is a surprise, for it will be remembered that the jobbing trade were notified a fortnight ago previous to the meetings that the old basis was withdrawn.

Makers evidently decided that they could not afford to make an advance in view of complications that might arise with the Government should any further advance transpire.

Horsenails remain unaltered, and so do cut nails, while at this writing tacks, horseshoes, iron pipe, etc., have not been disposed of.

GLASS HIGHER.

For over a month past the jobbing trade in Montreal have been working for an advance in the price of window glass.

The attitude of one leading firm, however, that probably has the largest turnover in the article in the Dominion, was a stumbling-block, and the old prices had to be maintained.

This week, however, foreign advices have been of such a nature, coupled with the excited condition of the plate glass market, that the advance had to come.

Accordingly, prices have been marked up 5c. per box in 50 feet and 10c. per box in 100 feet, and sellers are firm at the advance.

It may be interesting to note in this connection that cables from abroad to Montreal importers on Monday cited continued excitement in window glass, which was much higher, and also that mirror plate had been advanced 15 per cent.

CUTLERY TRADE OUTLOOK.

The outlook for the cutlery season in Canada is more promising than it has been for some years.

True, in some portions of the east, where the crops failed last year, substantial stocks are held, yet, taken as a whole, cutlery stocks are such that fair purchases will have to be made in order to put them in a normal condition.

So far, this season, there has been a nice trade doing, and, in comparison to last year, is better. A fair quantity of case goods has been ordered, but the demand appears to be chiefly for the medium and cheap lines of cutlery.

The explanation of this is probably that, owing to the recent dull times, a good many case goods are yet on retailers' shelves.

There is one thing about cutlery: when it begins to exhibit more life it can usually be taken as a barometer whereby the general condition of trade may be read.

DOMINION INSOLVENCY LAW.

THE main reason advanced why the Senate, at its last session, should not adopt the Bankruptcy bill introduced by the Premier was that there was no memorial before the House asking for the passage of such a measure.

Everybody knows that the argument in question was a mere subterfuge which the opponents of the measure had taken refuge behind in order to hide the real cause of their opposition.

Lame as the argument was, it was made to do successful service. The burden is now upon the business men and boards of trade of the country to take steps to deprive the opponents of an insolvency measure of the opportunity of trotting out the cripple to again do duty.

The advocates of an insolvency measure for the Dominion are no doubt discouraged by the dilly dallying which has so characterized our Parliamentarians in their relation therewith. But faint heart never induced reforms any more than it ever won fair lady.

This country needs a bankruptcy law that will apply to British Columbia as well as to Prince Edward Island, and it will get it if the business men of the country will only keep agitating for it.

If anything is to be done at the next session it is time the agitation was begun. There are only about three months to prepare; soon it will be too late.

LINSEED OIL HIGHER.

A cable from England on Wednesday stated that English oil, laid down in Montreal, will cost hereafter 54c. raw, and laid down in Toronto, 55½c.

This, if the Baden people follow suit, would seem to point to higher prices in Canada.

MERCHANTS AND THE MUNICIPALITY.

IF merchants only had more time to devote to municipal affairs there would be less debt, less extravagance and less dishonesty in the administration of all our urban communities. Just as the cash system is infinitely preferable to credit in business, so is avoidance of debt a far wiser course for a municipality than a career of big loans and profuse expenditures.

Governor Macintosh, in his recent speech to the newly-assembled Legislature of the Western Territories, laid stress upon this. He pointed out that a new district like our Territories, which are trying to secure new settlers, is more attractive to an in-coming population if its debt is small and its taxes light. "The Canadian Northwest Territories," he said, "should be made a cheap country to live in." This is equally true of older Canada. Merchants naturally favor a town being made attractive by well-paved streets and good drains, because it promotes growth and increases their trade. But let them take care that the municipal policy is conducted on the same lines as they apply in their own business. See that the town's debt does not run ahead of the people's ability to pay. Be sure that no local work is scamped or that ratepayers' money is not leaking into contractors' pockets. In other words, it pays the merchant to keep a watchful eye on the municipal finances, and to have someone in the Council who holds a brief for the business men.

A clean street and a good sidewalk may contribute to increased sales, but, in the long run, a municipality that lives beyond its means is on the down grade, and all the new fangled luxuries of asphalt, telephone or electric light will not put the local trade on a better basis.

ADVANCE IN TRUNK AND CLOUT NAILS.

Makers got through with the tack list on Thursday. The only change was an advance of 5 per cent. in some sizes of trunk and clout nails. The discount is now uniform at 50 per cent., the old discounts being 50 and 55.

MONTREAL BOARD OF TRADE.

AT the meeting of the Montreal Board of Trade on Tuesday, the Board was informed that H. Labelle was appointed hay inspector for the Montreal district.

The Calgary Board of Trade acknowledged the Council's letter regarding careless handling of cattle and the injury resulting to hides from the practice, stating that the matter was receiving consideration.

Regarding the contemplated petition to the Government for an extension of the Gulf telegraphic service to the Straits of Belle Isle, two proposed routes were discussed. One was from Esquimalt Point by a series of cables along the north shore, with landings thirty miles apart, an aggregate distance of 350 miles. The other was the present line via Anticosti, thence via cables to Cap Whittle, to Cap Macadina islands; Point Amour, etc., to Belle Isle light, a distance of 280 miles. It was decided that it was inexpedient to advise any particular route, and that the Board confine itself to strongly urging the Government to make the desired connection as it thought fit.

Attention was called to the fact that no mails leave Winnipeg on Fridays for Montreal, nor were any sent from Montreal on Tuesdays, whereas letters were mailed and received from Toronto every day by the Great Northern Railway. It was decided to communicate with the post office authorities and ascertain whether mails could not be handled from Montreal on the days in question via the same route.

It was decided to communicate with the Provincial Government, asking for power for the Board to appoint Boards of Arbitration similar to those enjoyed by Boards of Trade in Ontario.

THE TRADE SITUATION.

TRADE so far this fall has not been up to the expectations of a good many people; probably the majority of the people. There is no question about this.

A careful analysis of the situation, however, fails to reveal a good and sufficient reason for this.

Trade is infinitely better than it was a year ago at this time: There is a greater volume of business passing, and money is circulating more freely.

What, then, is the trouble? The fact of the matter is that a great many people expected trade would immediately assume enormous proportions when they descried better times peeping above the clouds of depression. It is those who are in the main disappointed.

Those who looked at the situation in the natural light are in the main satisfied. They expected a gradual improvement, and they have not been disappointed.

Oceans do not assume their normal condition immediately on the subsidence of a prolonged storm; neither does trade and commerce after passing through a financial storm of some years.

Trade in Canada has improved materially. Let any one who is inclined to take a pessimistic view glance back to the opening of the year and compare the conditions then obtaining with those of to day, and he must be pessimist indeed if he fails to discover a satisfying portion in the comparison.

What are termed trade barometers indicate favorable conditions: Two of them, the railway and clearing house returns, show steady improvement. Turning to the foreign trade of the country, here, too, more satisfactory conditions are in evidence. For the nine months of the year the total number of failures in the Dominion aggregated 175 less than for the same time a year ago and the liabilities $9,928,203, against $13,109,716, or over $3,000,000 less. Mining operations are attracting and receiving more attention than ever before, especially in the Kootenay district. And although in the east the lumber trade is quiet, there have been some large exports from British Columbia, which province has also been blessed with a good salmon pack. Regarding the crops nothing need be said, other than that the deliveries of wheat in Manitoba are, so far, larger than a year ago, and that notwithstanding that the maximum is usually reached about this time, such is not the case in the present instance, clearly indicating that, although the farmers have sold more wheat than a year ago, there is still more to follow. Then, not only has Manitoba more wheat to sell, but she has more cattle, more cheese, more butter, more flax, in fact, more of everything to turn into cash.

There is not much in the situation for the pessimist to feed upon, but there is enough and to spare for the fattening of the optimist.

LONDON TRADE GOSSIP.

THERE is a fairly good trade doing in nails, especially the wire kind, although no lots larger than ten kegs are, as a rule, going out. Of the total nail output probably 80 per cent. are cut nails.

In skates there is an active demand for future delivery, but scarcely anything has yet been done in the way of immediate shipment.

Trade in all kinds of sporting goods has improved materially, and compared with last year business is much better. "In the west," explained one wholesaler, "quail are again becoming plentiful, and dealers in sporting goods are feeling better in consequence."

The Welland Vale Manufacturing Co. has issued a new list on harvest tools. The discount to the retail trade is 50 and 10 per cent., instead of 60 per cent., as per old list.

The McClary Manufacturing Co. inform me that in spite of the rapid increase in the sale of their furnaces, their stove trade generally is much better than this time last year. "Our new coal range, six and four holes, we are selling large quantities of," said a member of the firm.

Some fair-sized lots of Ferrona pig iron have been laid down here within the last week or two, but at what prices I have been unable to ascertain.

The McClary Manufacturing Co. is just putting on the market a new enameled tea pot. It is in lilac with gold decorations.

All the trolley cars in London were called in on Wednesday, and the old horse cars substituted. The Council passed a clause forbidding the company to operate trolley cars until the Engineer had given them written permission. This the Engineer is prevented from doing under the by-law, which says that permission cannot be granted until the electric system is complete, and in first-class condition. It is only partially finished yet.

Speaking to a wholesaler the other day regarding the influx of customers during the Fair, he said: "From the north we had a large number of customers, but from the west there were not nearly as many. They appear to have gone to Toronto. The people from the north came in great shape," he concluded, with an air of satisfaction.

The movement to close the retail stores of the city at 9 o'clock on Saturday evenings is growing apace. A peculiar feature of the movement is that it began with the workingmen's organizations. Then the churches took it up, local preachers waxing eloquent over it. "You know," said a friend of mine, "the congregations in our churches on Sunday mornings are small. The preachers when calling on their flock have found that one of the causes was that merchants and clerks worked so late on Saturday nights that they were not in a condition to attend church the following morning, hence their interest in the movement. Among the retailers the grocers are the most active in agitating for a shorter day on Saturday, but the others are gradually wheeling into line.

London, like most places, is enjoying a fairly good trade at the moment. Payments are fair and the outlook is reassuring.

W. L. E.

	Oct. 1 1890	Oct. 1 1892	July 1 1893	July 1 1894	Mar. 1 1895	Sept. 1 1895	Oct. 1 1895
Phil., Anthracite	$17.50	$15 00	$14.50	$12.50	$12.00	$13.75	$13.75
" Bar refined	1.85	1.70	1.55	1 30	1.15	1.50	1.45
" Plate, tank steel	2 40	1.90	1.70	1.35	1.25	1.90	2.00
" Steel Rails	31.00	30.00	29.00	24 80	22.75	24.75	28.75
Pitts. Bessemer	17 50	13.65	13 15	11 75	10.15	17.25	16.00
" Grey Forge	14 75	12.50	12 00	9 85	9 00	13 00	13 25
" Bar	1.85	1.70	1.50	1 15	.95	1.35	1.40
" Beams	3 10	1 95	1.55	1.25	1 20	1.60	1 60
" Angles	2.25	1.85	1 60	1.20	1 05	1 50	1 50
" Nails, wire	2 35	1.50	1 35	1.15	.90	2.25	2 25
" Nails, cut	1.85	1 50	1 05	.95	.80	1 80	1.80

A STRANGE CONTRAST.

ONE striking feature of the past quarter is that it has witnessed, about the first of September, the worst general range of prices ever known in this country, in spite of remarkable advances in cotton and cotton goods, great advances in iron and steel products, and in boots and shoes, leather and hides. So great was the fall in many other articles, including some of much greater relative importance, that prices of breadstuffs declined over 20 per cent. from the end of May to the end of August, prices of meats 10 per cent., prices of dairy products, fruit and vegetables, 23 per cent., and other food, including sugar, tea and coffee, liquors, fish and spices, only about 2 per cent. Meanwhile all clothing rose over 10 per cent., including boots and shoes over 10 per cent., and iron and steel products about 32 per cent. Very rarely has there occurred within a few months so great and so unequally balanced a change in the prices of products. In breadstuffs, meats, dairy and garden products, vegetables and fruits taken together, there has been a surprising decline, which may best be represented by percentages, treating the aggregate for October, 1890, in each class as 100, and representing the aggregate of quotations at succeeding dates by proportions to the figures of that period.

There is more history in these few figures than may be found in many big volumes. Space may be found for some explanations and comments at another time, but it suffices here to call especial attention to the general advance in prices of the manufactured products at a time when farm products as a whole are remarkably declining. But, on the whole, the prices of such articles range lower than at any other period for many years.—Dun's Review.

In another part of the same issue The Review also publishes the following interesting table:

	Food Products.	Cotton Goods.	Woolen Goods.	Iron Products.	Boots & Shoes.	Total Products.
October, 1890	100.0	100 0	100.0	100 0	100.0	100.0
October, 1892	94.9	91.9	99 4	82 6	93.1	93.7
July 1st, 1893	94.4	92.7	95.3	74.0	92.5	92 4
July, 1894	89.2	80.7	84.2	61.3	88 7	86.9
January, 1895	89.3	74.8	78.2	54.8	73 9	85.1
March 1st, 1895	96.2	72.5	76.3	54 7	74.7	86.2
July 1st, 1895	85.7	81.4	75.7	66.1	96.0	84.2
Sept. 1st, 1895	77.0	84.3	76 9	79.9	104 6	81.6
Oct 1st, 1895	76.8	87.5	77.5	83.6	104.6	82.4

ROOFING COPPER FOR CORNICES.

Most of the large buildings now being erected in Toronto are using roofing copper instead of galvanized iron for cornice work. This has had the effect of considerably stimulating the demand for the former article.

As roofing copper is something like three times as dear as galvanized iron, it obviously materially increases the cost of cornice work.

The Newfoundland Government admits that the revenue for three months ending September 30 is very disappointing. The receipts for the month of September were considerably below last year. Calculations on the basis of the quarter just ended indicate that the revenue for the fiscal year will fall 30 per cent. below the estimate, which will result in the colony being in financial difficulties again in December, or in June next at the farthest.

DROPS FROM THE EDITOR'S PEN.

He who robs is, as a rule, afterwards robed in stripes.

* * *

In trade as well as in religion you should not wait for "feeling." Wade in.

* * *

It is not a worthless check when a man is jailed for passing a worthless cheque.

* * *

Do not embrace a new thing until you are assured that it is worthy of your affection.

* * *

The advertisement does not take the place of the traveler: it blazes the pathway for him.

* * *

Without civility no clerk can see success. He will never get out of the wilderness of Obscurity.

* * *

Vain is it for a man to attempt to straighten a financial difficulty by a crooked transaction.

* * *

Revolution in business methods is much to be desired when revolution means improvement.

* * *

It would be a good thing for commerce as well as for religion if the civilized powers would carve up Turkey.

* * *

Every merchant should possess two hearts: One for his business and another for the rights of his customers.

* * *

If we were all as perfect as the standard we hold up for our neighbors to walk by, the angels would blush with jealousy.

* * *

When a business man begins to think he knows everything, then it is that he has begun to tread the pathway to Knownothing.

* * *

The agricultural papers in England are now agitating for the exclusion of live sheep from Canada and the United States. Ba-a-a.

* * *

A merchant may boast of his independence; but he must depend upon the confidence of his customers in order to win success.

* * *

While the British Government is taking the initiative in bringing John Chinaman to his senses, the British merchant is taking the initiative in securing John Chinaman's trade. John Bull is proficient in the art of peace as well as in the art of war.

* * *

Competition must be keen in the accident insurance business when some companies will resort to giving jewellery, etc., for applications. The North American, of Chicago, offers a gold tipped fountain pen to any policy holder who will send them a new application that will be accepted.

* * *

Toronto has plenty of water in sight, but the trouble is, there is a "sight" in the water. Take a microscope and make an examination.

* * *

As to whether a merchant is right or wrong in sapping the life of a competitor depends upon the manner in which the sapping is done.

* * *

He who hits Canadian products below the belt has to count upon the costs of eating crow on his hands and knees. Vide North British Agriculturist's apology.

* * *

It is settled beyond peradventure that the Canadian Northwest is a great wheat-growing country, and all that is now wanted is settlers to make it the great centre of population that it should be.

ACTIVITY AT ST. MAURICE.

THE Quebec correspondent of The Montreal Gazette says: "Rapid development of the rich St. Maurice district of this province is reported. Messrs. Drummond, of the Radnor Forges, are employing a very large number of men, not only in the making of their now celebrated brand of iron at the forges, but in the manufacture of immense quantities of cordwood, to be converted into charcoal for their smelting operations. A large proportion of this wood is made at different points on the River St. Maurice, loaded into scows and brought down the river to the Grandes Piles, where it is converted into charcoal, the company having built at this point quite a village of charcoal kilns, which are kept running night and day. The business has become so extensive as to necessitate putting a special steamer on the river to tow these scows, and within the last few days a handsome steam yacht named the Voyageur has been put on the route and is now running between the Piles and the Tuque, a distance of 70 miles. Quite a large number of settlers have recently taken up lands on the banks of the river between the Piles and the Tuque, fully a hundred in all. The lumbering operations of the St. Maurice valley afford employment in winter to about five thousand men and the transportation of these and of their supplies has become quite a business in itself, the Messrs. Ritchie Bros., of Three Rivers, having two steamers engaged in it. Unfortunately there are several shallows and sand bars upon which the steamers occasionally ground, and influence is being brought to bear upon the Public Works Department with a view to the construction of a small dredge for use upon the river."

A GOOD BED TO DIE ON.

COMMERCIAL travelers, says a writer in Ironmonger, see a good deal of life, and have many strange experiences, which, it is to be regretted, they do not place on record in your columns. I was conversing with one of the craft recently, who told me an amusing story of an old Yorkshireman whom he met in a shop at Leeds some years ago. The old man was anxious to buy a bedstead, and the upholsterer showed him several which he thought would suit his means, for the old fellow was shabbily dressed, and it was concluded he wanted a cheap line. However, he would not have anything in the shop, declaring they were not good enough. At length the tradesman approached the commercial, who represented a well-known bedstead firm, and told him of his difficulty. Now, the firm in question had just executed an order for a massive brass bedstead, for which they were paid a trifle over £100, and, fortunately, the traveler had the drawings with him. These were shown to the old man, who said, "Ah, that's summat loike," and finally he gave an order for a similar bedstead, the cost, with fittings, to be £75. The tradesman hesitated to book the order, for no one would have suspected by his clothes that the customer was worth as many shillings. The old man, noticing the shopman's demeanor, said to him, "Ah, noa, what yor thinking abaat; yor think ah hoven't got th' brass. Here's fifty pund to goa on with," at the same time producing a bank note for that amount. The order was duly executed, and the bedstead, which was magnificent enough for a king, was in due course delivered to a humble cottage, one of a row, in which the old man dwelt, and for some days he held a levee of his neighbors, to whom he confided the fact that he had "allus wanted to dee in a good bed."

WINDOW GLASS MEN MEET.

The biggest meeting of window glass men ever held in the United States convened at the Hollender, Cleveland, O., on Monday. Nearly every State in the Union was represented.

Heretofore the jobbers and manufacturers have acted independently. The latter have succeeded in forming strong associations in the Indiana, Pittsburg and Eastern districts. Some of the jobbers declare that the manufacturers have cut down commissions to an unreasonably low figure, and they want an advance.

Three weeks ago a committee of the manufacturers met the jobbers in Chicago, but they did not agree.

Then a joint meeting in Cleveland was called. Several of those present said that the main question to be decided was the amount of commissions to be paid jobbers, and they were hopeful of reaching an agreement.

A WORD FOR CAST IRON.

AMID all the whirling changes of the times, especially in the engineering world, cast iron is still cast iron and still the dominant element in machine construction, with apparently every prospect of unbroken continuance of employment, says American Machinist. This stability and permanence in the midst of the sweeping tide of progress is only a manifestation of the sterling qualities of the material. It is pre-eminently conservative and reliable, and nothing could be more characteristic than its staying quality.

There are in these days those who would discredit and belittle cast iron, but they should know what they are at. If cast iron is not to be trusted where, indeed, are we safe. What is called treachery and unreliability in cast iron is in fact only its honesty and a proof of its reliability. Its weakness, if we may call it so, is to its credit. It promptly repudiates the task to which it is not adapted, and snaps at once if its load is improperly applied. You may push it and pile your weight upon it, but you may not pull it with impunity. The recent collapse of a building nearing completion in this city where cast iron columns and steel beams were used for all the interior work showed indisputably that the fault was not due to the material but to defective foundations. The columns used in the building were many of them imperfect castings, with numerous blow holes and eccentric cores, showing that the old standards of inspection, even if honestly and thoroughly applied, are inadequate and often entirely inapplicable to the modern and advanced methods and materials of construction. The only danger in the use of cast iron for structural purposes is from imperfect castings, and imperfect castings may be detected by competent inspection and testing.

The use of cast iron for fly wheels is evidently wrong, especially for high speeds, or for situtations where high speeds may be possible at times from the racing of steam engines or similar conditions. The temptation to use cast iron for fly wheels is great and likely to continue, although it is diminishing, evidently in view of the frequent failures of such wheels. Methods are advancing for the construction of wheels with rims and arms of steel that must be much safer and more reliable. A rim entirely of wire would seem to be the ideal for strength, but it must always be a costly style of construction.

The ideal wearing surface is the unwearing surface, and for rubbing or sliding surfaces cast iron is still one of the best materials known, if not the best. Its adaptability for slides and journal bearings is probably largely an expression of its ability to withstand crushing. It is also unique among the metals in that it works well upon itself. Careful lubrication at the beginning and a little reliable lubrication all the while in connection with cast iron bearings gives wonderful longevity. It is doubtful if the possibilities of cast iron as anti-friction metal are to this day appreciated.



IT IS A SURE SIGN

When you see painters and consumers using the products of The Sherwin-Williams Co. that they know what goods are best suited to the best work. Sound judgment is better than riches. With the former you can attain the latter, but with the latter the former does not always follow. Use the best materials, satisfy your customers and yourself, and win success.

Represented in Canada by
WALTER H. COTTINGHAM & CO.
Finest Paints and Varnishes
MONTREAL.

The Sherwin-Williams Co.
Paint Manufacturers
Cleveland
Chicago
New York.

LARGE ORDERS FOR STEEL RAILS.

ORDERS have been placed in the United States recently for the best part of 150,000 tons of steel rails, for delivery from December next well into the year 1896. The Pennsylvania Railroad Company placed its annual order for 40,000 tons, dividing the same between the Carnegie, Illinois, Cambria and Pennsylvania companies. The Baltimore & Ohio contracted for 20,000 tons, and one southern order for 25,000 tons was also placed, besides a number for smaller quantities. The prices paid, it is understood, were on the basis of $28 per ton, f. o. b. Pennsylvania mills, and $29 f. o. b. Chicago, or the rates adopted at a recent meeting of the association. This is accepted as evidence that the leading railroad companies have abandoned all hope of securing rails for next year's use at less than current prices, and now that the deadlock has been broken, much deferred business will, it is believed, be closed at an early date. Some authorities intimated that orders will not be taken at existing rates after winter work has been secured for the mills, and that the price is likely to be raised to $30 next spring, unless a radical change takes place in the market for crude materials.

The association have renewed their compact, to extend over the coming year, on practically the same lines as those now in force. Production will be regulated in a degree, work allotted at certain ratios to the various mills and prices kept uniform. At the last meeting several members of the association worked earnestly to have the price fixed at $30, but the majority were firm against the proposition, as far as the immediate future is concerned. The higher price would attract foreign competition, but the possibilities in that direction do not appear to be feared, since one or more companies identified with the association would doubtless be authorized to meet foreign prices at the joint expense of the combine.

PROCURED SAMPLES OF ORE.

Mr. Moorehouse, manager of the Hamilton roller mills, arrived back from Bedford to-day, where he went to procure samples of iron ore from the Glendower mine. If the samples prove, on analysis, to be as good as American ore, Mr. Moorehouse will contract for sufficient to supply the mills under his control. He will be back in the city in the course of ten days and will report as to the quality of the ore. He was accompanied on his trip by John Donnelly, who says Mr. Moorehouse expressed himself as very well pleased with the samples of ore procured, and is in hopes the analysis will prove them of sufficient richness for his use.—Whig, Kingston.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

AS USUAL at this time of year, business in the plumbing line is rushing. All plumbers are busy, and steamfitters can't be had for love or money in some quarters.

* * *

A further advance in American boilers has taken place, and they are now scarce in the market, being quoted as follows: Thirty-gallon, $6.75; 35-gallon, $7.75; 40-gallon, $8.75.

* * *

W. J. Whittock, Walkerton, Ont., was the successful tenderer for a $900 plumbing contract in the public buildings of the county of Bruce last week.

* * *

Edmund Oullette, plumber, Montreal, has assigned. Creditors will meet.

Jos. Sequin and Chas. Martineau have gone into a plumbing partnership at Montreal, as Seguin & Martineau.

Cote & Blouin are partners in the plumbing business as Cote & Blouin at Montreal.

* * *

A Winnipeg despatch says: John Burns, a retired Glasgow merchant, passed through the city on his way to Vancouver. Mr. Burns has a son there a member of the firm of John Boyd & Co., wholesale plumbers, and he was accompanied by another son, whom he will start in business on the Coast.

* * *

HOUSE HEATING.

This subject confronts every prospective builder, and is usually a hard question to decide. The accepted plan now is to have one fire to heat the entire house or building, to have a system that is healthful, economical and lasting. To accomplish these results, says a writer in American Homes, there are two systems to choose from—the hot air, and the steam and hot water; the two latter we class as one for the present. A hot air furnace is placed in the basement with galvanized pipes radiating from it to the different apartments to be heated; through these the hot air is conducted. A pipe run from the heater to an opening in the wall brings the fresh air supply to the heater. This fresh air passes around the heater and into the ducts, being heated in the process. The surface (cast iron) of the heater is, of course, hot, otherwise it would not heat the air, and the air in passing over this hot surface is robbed of its oxygen, becomes dry and is unfit to breathe.

Nearly all of us have had some experience with hot stoves, and have noticed that the hotter the fire the drier the air, and a bad headache the result. The oxygen is taken out of the air as it touches the stove, and the constant circulation brings all the air in contact with this heated surface in time. The effect and the action are the same in a hot air furnace. What did you do when you found a room getting "too close?" Put a can of water on the stove, and as the water evaporated it moistened the air. You did not get the effect of the water direct, but the vapor from it, and that is what you get in a steam heating apparatus. In a steam heating apparatus we have a boiler instead of a furnace, and the steam is conducted through wrought iron pipes to radiators in the several rooms to be heated. The water of condensation is returned to the boiler, so there is very little loss, and a well-regulated system will probably not require more than a bucket or two of water added in a week. If we have decided on a steam apparatus, our first move is to select the boiler.

There are hundreds of these on the market made specially for house heating purposes, and not all are good. We would recommend a steel brick-set boiler. There is an expansion and contraction in a boiler with the different degrees of heat, and this is very likely to crack the sections of a cast iron boiler sooner or later. With the automatic devices, damper regulators, safety valves, etc., a low pressure boiler is as safe as a cook stove, and can be run with less attention and about as little experience. Anyone that is old enough to throw the coal in should be able to run a heating apparatus for a residence. There are many boilers made with the magazine feature, and it is very desirable to get one with that feature, as they practically require attention but twice a day.

On the line of economy, a steam or hot water heating apparatus will pay for itself in fuel over any other system in a few years, and the fuel should be considered in selecting a system.

Some boilers require only about half as much fuel as others, and it is desirable to get the most economical.

We recommend a brick-set boiler. The brickwork keeps the heat in the boiler where it is most wanted and does not waste it by heating the cellar, where it is not wanted.

Hot water is different from steam in that the entire system, boiler, pipes and radiators, is filled with water and no steam is generated. As the water heats in the boiler it passes on through the supply pipes to the radiators, and is replaced by the cooler water in the returns, making a constant circulation through the boiler and the entire apparatus. This is usually considered the most temperate heat that can be obtained, the nearest to a natural heat, as there is no dryness whatever. But it is not desirable where heat is wanted at certain times only, as the water should all be drawn if the fire is allowed to go out, otherwise the water in the pipes may freeze and burst them. Select a first-class boiler, and contract with a steam-fitter who is thoroughly competent, and you will have an apparatus that will last longer than a dozen of any other kind, and no money spent for repairs.

CHICAGO NOTES.

FROM AN OCCASIONAL CORRESPONDENT.

IT is understood that if your neighbor is doing well it should not be long before the good feeling strikes you, otherwise there is something radically wrong. At the suggestion of HARDWARE AND METAL I called upon several firms who are well calculated to speak of prospects in the west.

Messrs. Peabody, Houteling & Co., the widely known investment agents, a firm who have the handling of immense investment sums for eastern capitalists and others, informed me that their operations were confined strictly to Chicago city property, and that there was a marked change for the better and an undercurrent of strength noticeable in all city securities which had the stamp of honesty and genuineness about them. From February last there had been a gradual appreciation of values.

Next proceeding to Messrs. Pearson & Taft, who are concerned chiefly in farm lands, it was refreshing to learn that after a downward tendency for the last ten or eleven years sales were now being made at much better figures than were obtainable at the same time last year, and payments were improving all round.

On one of the lines of railroads leading westward I came across a smart young traveler for the Simmons Hardware Co., St. Louis. He formerly worked for Messrs. Kyle & Barnett, Mitchell, and latterly for Messrs. Samuel, Benjamin & Co. of your own city. He is one of 200 salesmen, he informed me, a veritable army of travelers! Business in his specialty, cutlery, was decidedly brisk, and all the departments were doing well, and, what is more, getting profits.

"There's the rub." The policy in the States now is "how much can we make?" I'm afraid in Canada it has been "how little can we take." No credit is given to a traveler who sells large lots of staples upon which there is no margin, and if he is looking for an advance in salary it will be given when the order book yields a nice percentage of goods which show a margin above everything of 20 to 25 per cent.

The building and cabinet branches of hardware seem to be slowly but firmly improving.

By one of the trade papers I notice that "Autocrat Carnegie" has contracts for over one million tons of structural material. Nowadays, as you are aware, iron holds the bricks, not the bricks the iron. A capital instance of this is in your Simpson building, which showed up strikingly when I was in Toronto at the time of the Fair.

GRAPHO.

GUNPOWDERS

American Dead Shot

If you want the best Black Powder order Dead Shot.

English Schultze Smokeless

If you want the best Smokeless Powder order Schultze.

H. S. HOWLAND, SONS & CO.

Sole Agents for Canada 37 Front St. West, Toronto.

The **Graham** Cut and Wire Nails are the best.

TORONTO IMPORTS AND EXPORTS.

THE imports for the port of Toronto during the month of September just past totalled in value $1,979,224, and the exports $375,596. The figures for the corresponding month last year were $1,437,381 and $286,972. Thus it will be seen that the imports increased more than 25 per cent., and the exports about 33⅓ per cent., in September, 1895. This state of affairs is very encouraging, as it certainly indicates a growing activity in trade circles.

Marked increases are noticed in the imports of brass, earthen and stone ware, iron and steel, lead, metals, oils, drugs and fruits, while in breadstuffs and glass the receipts have fallen off considerably. Following is a comparative statement of the imports during September, 1894, and September, 1895, particularly affecting hardware men :

	Sept., 1895	Sept. 1894.
Brass, and manufactures of	$ 8,283	$ 5,756
Bicycles, etc	2,825	825
Copper, manufactures of	365	438
Earthenware, stone and chinaware	23,605	17,714
Glassware, window glass, etc	20,326	32,538
Gunpowder and other explosives	2,778	2,659
Gutta percha, manufactures of	4,530	6,357
Iron and steel, and manufactures of	99,176	80,746
Lead, and manufactures of	5,136	1,826
Metals, and manufactures of	10,007	6,894
Oil, mineral, linseed, etc	15,579	9,849
Paints and colors	9,923	6,373
Metals, undutiable	27,785	12,484

The increases in the exports were found in the products of the mine and forest, and particularly in those of the factory, while a falling off in the exports of agricultural products and animals and their produce is to be noted. We subjoin a comparative list for 1894 and 1895 :

	Sept., 1895.	Sept., 1894.
The mine	$ 4,730	$ 304
Fisheries	....	....
Forest	31,602	24,934
Animals and their produce	141,018	151,514
Agricultural products	28,930	42,339
Manufactures	168,525	66,052
Miscellaneous	91	1,829
Totals	$375,596	$286,972

OCEAN FREIGHTS AND HIGHER PRICES.

Importers in Montreal were notified this week that steamer freights had been advanced 1s. to 1s. 6d., as is usual toward the close of navigation.

This advance will have a direct bearing on future importations of heavy material, such as iron, cement, etc. In fact, higher prices are already being asked for future shipment on pig iron, etc., and English makers of cement demand an advance of 2d. to 2½d. per cask on cement, while Belgian makers are refusing orders as they cannot secure the freight space.

AUSTRALIAN TRADE.

Through the efforts of J. S. Larke, Canadian commercial agent in Australia, enquiries are from time to time received by the Department of Agriculture on trade matters with this country. A special enquiry has just been received from Sydney from a broker who is "anxious to do business with Canada in wool, sheepskin, hides, tallow, bark, hair, horns, bones, beeswax, marsupial skins, wheat, flour, preserved meats, leather, coal, etc." The writer of this letter also asks for a list of houses with whom to communicate and who are likely to do business in this connection.

Madill Bros.' general store at Lakefield, Ont., was entered by burglars on Thursday night, who carried off several overcoats, a number of suits of clothing, silk handkerchiefs, neckties, about half a dozen pairs of boots and about $3 in cash. They then broke open the Grand Trunk tool house and took the pumper to Peterboro', where it was found to-day by the section men.

Plate, Leaded, Sand Cut,

Wheel Cut, Cathedral, Muffled,

AND EVERY DESCRIPTION OF . . .

Window GLASS

Sanderson Pearcy & Co., *61, 63, and 65 Adelaide St. West, TORONTO*

DAMASCUS STEEL TEST.

A SHORT time since The American Manufacturer gave an account of the new product called "Damascus Steel," and published the statements made by its inventor. The Railway Age, of Chicago, in a recent issue, told of a test of this material as follows :

An interesting test was made on Tuesday of the present week at the locomotive shops of the Chicago and Northwestern Railroad in Chicago of a new kind of steel, otherwise known as tempered wrought iron. The process by which the metal is prepared is the invention or discovery of Mr. S. R. Dawson, of Des Moines, Ia., and is controlled by the Damascus Steel Co. of the same place. The metal possesses the peculiar properties of being capable of forging like ordinary wrought iron, after which it may be tempered to form tools for the working of the hardest steel. It is also suitable for casting for the same purposes. The process by which these results are obtained is a secret.

The test referred to was undertaken at the request of Mr. Dawson, the inventor, under the supervision of Mr. Robert Quayle, superintendent of motive power of the Northwestern road. Mr. R. Erskine, division master mechanic, and Mr. Frank Slater, general foreman locomotive repairs, were interested spectators. The piece of metal provided bore considerable resemblance to a piece of slag about the size of a man's two hands, one end of which had been drawn down into the form of a lathe tool and cut off in previous experiments. With several heatings the metal was folded over and welded and finally forged into the form of a tool for use in turning down driving wheel tires. It was then tempered by plunging into cold water, ground and put upon the lathe, in which were a pair of driving wheels undergoing turning. It was found at the first attempt that the tool was too soft to stand up to the work as long as desirable, owing to the fear of the workman who did the tempering lest he should destroy the piece by overheating. At the request of the inventor, however, it was reheated and again plunged into cold water, after which it was put in service on the hardest tire to be found in the shop. The work seemed eminently satisfactory. After some further work and regrinding it was put upon a crank pin of Krupp steel. This was a new pin to be reduced to a diameter of 4½ inches. The tool readily took off a 1-16 inch cut over a length of 5½ inches, the machine being run at double feed. The workman in charge stated his belief that this could not be done by any tool in the shop, Mushet steel or otherwise.

It is stated that the metal when cast direct from the crucible is equal to the finest tool steel, will stand the heaviest work at the greatest degree of hardness, has great malleability and ductility at a heat far above the working heat of ordinary steel, and cannot be injured by burning. It is claimed to be without carbon, and hence the name "Damascus" by which it is known. The results obtained are from chemical reaction of other elements at a heat not less than 4,000 degrees Fahrenheit.

GAS AND ELECTRICITY.

L'Energie Electrique says that taking the yield of a Welsbach burner at nine candles per cubic foot of gas used, the same light may be obtained by burning a cubic foot of gas in a gas motor used to drive a dynamo ; for with the motor 17·6 cubic feet of gas per horse-power per hour and an efficiency of 85 per cent. in the dynamo, while the lamp uses 3¾ watts per candle and lasts 800 hours, the quantity of power absorbed during the 800 hours is, for a 16 candle lamp, 48,000 watt-hours, or 64 horse-power-hours. This corresponds to 1,408 cubic feet of gas, 1.76 cubic foot per hour for 16 candles, or 0.99 cubic foot per hour for 9 candles, the same as the figure above given for the Welsbach. Forcing the lamp so that it has a shorter life gives, at the present prices of lamps, still better results. But this is surely the barest and baldest way of stating the problem. It may be that the cost of lamps may be set against that of Welsbach hoods ; but there are other things to be considered besides the mere price of gas. And 9 candles per cubic foot of gas in the Welsbach takes the Welsbach at worse than its worst ; it is not even an average figure ; while a steady light-yield of 16 candles for 800 hours at 3¾ watts is not a well-known or common phenomenon. It may become so, possibly ; but we are not there yet. The article goes on to say that the results obtained in electric lighting by limiting the area of distribution from each electric-lighting station are much superior to those attained from central stations which attempt to supply larger areas. In fact, the French engineers seem to be coming to this conclusion with something approaching to unanimity.

TO COLOR IRON AND STEEL.

A French process, said to be successfully applied for coloring iron and steel a dead black, depends upon the employment of a particular description of fluid, the formula for which is thus given in a foreign exchange: One part bismuth chloride, six parts hydrochloric acid, five parts alcohol and 50 parts water, these being mixed together in a thorough manner. In order to secure the most satisfactory results—the article to be treated being first made clean in every respect and free from grease—the preparation is applied with a swab or brush, or better still, the object may be dipped into it, the liquid being allowed to dry on the metal and the latter then placed in boiling water and the temperature maintained for half an hour. If after this the color is not so dark as may be desired for the purpose, the operation is simply repeated, the required density being thus easily attained, and after obtaining the desired degree of color the latter is fixed as well as improved generally by placing for a few moments in a bath of boiling oil and heating the object until the oil is completely driven off.

OTTAWA RIVER LUMBER CUT.

The cut of the Chaudiere lumber mills will this season be about fifty million feet behind that of last year. There are many reasons given for this shortage. The delay of some firms in beginning the season's sawing on account of replacing old machinery with that of a new modern type, and a scarcity of logs is responsible for this. This year's cut will amount to about 265,000,000 feet, and will be divided as follows: J. R. Booth, 100,000,000 feet ; Buell, Orr & Co., 50,000,000 feet ; Bronson and Weston, 50,000,000 feet ; Gilmour and Hughson, 40,000,000 feet, and W. C. Edwards, 25,000,000 feet.



Cow Ties

OPEN RING, CLOSED RING and WALTON.



Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. Prompt shipment of all sizes from stock.

Manufactured by

Write for Catalogue.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

ALUMINUM WORKS IN BRITAIN.

ACCORDING to The London Engineer, since the letter by the Duke of Westminster, published about a fortnight ago in all the principal Scottish dailies, condemning as "an act of desecration" the utilization of the Falls of Foyers for the manufacture of aluminum, many letters have appeared on the subject, and the inevitable questions in Parliament have been put. The Duke wrote in virtue of his position as president of the National Trust for Places of Historic Interest or Natural Beauty, and most of the writers following him have written from the æsthetic standpoint naturally assumed by him, and have been equally denunciatory. Doubtless from one point of the view—that most strongly appealing to the more widespread circle of readers—it is very regretable that the Falls are to be impaired as a natural show-place, although from all accounts it has all along been only the enthusiastic few who have availed themselves of a visit to them, the fourpence for pier-dues and the stiff, hurried ascent and descent being effectual deterrents to most. From other and quite as forcible standpoints, however, the work now in progress at Foyers is not only excusable but desirable. This is the way in which all the people of the Foyers district, and of Invernesshire generally, with but few exceptions, regard it. It means employment, wages, and the promotion of trade, in the district where these are at present scanty. Probably, too, if all that is alleged as to the spoiling of the Falls and their surroundings were true, the local inhabitants themselves would have protested against the establishment of aluminum works. But the allegations of the Duke and others are mostly all groundless. For example, it is affirmed that the factory will "emit hydrofluoric acid gas, which will be most destructive to vegetation in the neighborhood." Now the Public Health Act provides against the liberation of any such gas, and apart from this repressive check the hydrofluoric gas given off in aluminum manufacture is now absorbed and rendered innocuous. Another objection is that the manufacture of aluminum will create "great spoil-banks which the company are under no obligation to remove should they at any time suspend operations." At the worst it would be doubtful whether the presence of any such banks, when properly treated with oversoil and grass seed, would spoil the scenic amenities of the place naturally so rough and rugged, but, as pointed out by Dr. Common, F. R. S., resident director of the British Aluminum Co., when showing a party over the site of operations, no solid debris of any kind would result from the company's doings at Foyers, all of the raw material being got from a distance—most of it in Ireland—and there treated. As to the utilization of the water which hitherto had gone to form the Falls, the material advantages far outbalance the poetic disadvantage. There seems no reason why Germany and the United States should have a monopoly in the manufacture of aluminum, which, all allow, is of incalculable importance as affecting the metallurgical possibilities of the future. To cope with the monopoly, the manufacture in this country must be carried on with cheap motive power, as at Schaffhausen, where the Falls of the Rhine are utilized, and at Niagara. As a matter of fact, however, the protests against the utilization of Foyers now being made all come too late in the day. The company has already acquired all the property necessary for establishing and carrying on the works, all that is now being asked by it from the county authorities of Inverness are powers to make various alterations in lines of roadway, water levels, calculated to improve the capabilities of the site, etc. Operations are well under way. The conduit to carry the water from above the Falls to the factory is cut through solid rock for two-thirds of its length. It measures 6 feet by 6 feet and it runs parallel with the river at the Falls, but 20 feet underground. This overflow of the reservoir will pass into the gorge of the Falls.

NEWEST THING IN BOILERS.

A sectional marine boiler of somewhat novel design, says Machinery Market, has recently been provisionally protected by a South London gentleman, of which more may be heard in the future. This generator, we understand, combines the system of water tubes arranged either in sinuous coils or gridiron pattern over an ordinary furnace, and a cylinder through which a number of fire tubes are passed. Automatic closing valves are provided for the ends of the several sections of water tubes, so that any one of them may be ruptured without much escape of steam or loss of pressure. Also, when several boilers are connected to one main steam pipe, the connections may be formed by special self-closing steam valves, so that if the pressure is suddenly lowered in any boiler it would be shut off from the others. The products of combustion first circulate between the rows of water tubes, and the partly-cooled gases then pass through the smoke tubes in the cylinder, which abstract the remaining effective heat. This plan is expected to make the boiler one of the most economical in fuel yet brought out, and to obviate over-heated fire tube ends. There is also a large water surface and steam space; and, being in sectional parts, the cylinder and other sections can be passed through hatchways for erection in the hold of a vessel without trouble.

GOOD ROADS CONVENTION.

Canadians who are connected with the "good roads" movement should be interested in the road parliament which is to be held at Atlanta, Ga., October 17, 18 and 19, and promises to be very largely attended. The Department of Agriculture at Washington is doing everything in its power to make the parliament a success. It has given the parliament its official sanction, approval and support. Not only has it issued official invitations to all authorized organizations of officials and of private individuals to attend, but it has also taken steps to secure the free mailing of small samples of road material for exhibition at the Atlanta Exposition, where the parliament will be held. Blanks and directions for free mailing can be obtained by application at the office of Road Inquiry of the Department of Agriculture at Washington.

ENGLISH TOOLS SUPERIOR.

THE admitted ingenuity of inventors on the other side of the Atlantic, says an English exchange, and a certain showiness of appearance, together with clever business pushing, have succeeded in introducing into this country from time to time specimens of American tools, the American lathe in particular being fairly well known amongst us. Time, however, is a necessary element in deciding the real merits of tools, and the result of extended experience is to overwhelmingly prove the superiority of the English-made tool. Proof of this is incidentally forthcoming in a communication recently published in The American Machinist, from which we extract the following paragraphs. A correspondent to that journal writes :

"It is true that our lathes (viz., American) are sold in England ; it is true that they are used in bicycle, sewing machine, and other shops where light work is done. It is also true that many of the machine tool and engine buyers buy one to see what they are like, but it proves to be the idle machine in the works, for the simple reason that the workmen, who generally work by the piece, will not use them because they do not turn out the work.

"I visited an engine works where one of my own workmen has been employed for some time, and in speaking of the hardness of the iron they (the English) put in their cylinders, piston rings, and working parts, he said : 'It is three times as hard as the iron used in America,' and our machines, that is, the American, 'simply would not work it.' The same tool that would cut iron at 40 feet a minute in the English lathe could not be made to cut the iron in the American lathe, of the same size, at all at any speed. Now this relates to the thousands of lathes built by the twenty-five or thirty builders who have furnished their machines for our workshops during the last thirty or forty years, but not to the tens of lathes built by a few of the lathe builders who are following closely on the heels of European designers, though without comprehending the English idea, and which are being used by workmen who will not follow the English practice, the English lathe-builders and workmen starting out on a different conception of the problem from our own. To put it as stated by Mr. George Richards, "If a 2-inch round bar be given to the American lathe-builder or workman to be operated upon, the idea is that it is the function of the lathe and the business of the turner to make that bar straight, round, and parallel. On the other hand, if the same problem be given to the Englishman, his conception of the job is that there is a surplus of metal on the piece, and it is the business of the lathe and the duty of the workman to remove it.' Naturally, this leads the lathe-builder to make his machine as rigid as he knows how, and the workman (if he is at work by the piece) to take all the cut the lathe will stand. If the lathe is true, then the piece can as well be made true on the strong lathe as on the frail one."

The correspondent of the paper referred to, however, goes on to comment in terms flattering to the English tool-maker on the relative merits of the compound rest and other details of the English lathe as compared with its American rival.

What has been conclusively proved to be the case with English and American machine tools may be taken to be correct with regard to other classes of machinery. Our British engineers have undoubtedly something to learn from the quickness with which the American people adapt themselves to the special requirements of foreign buyers. But when the durability and efficiency of the machinery comes to be taken into account, it is always the same tale. American machinery cannot hold a candle by the side of the British-made article.

A NEW FRENCH GAS BURNER.

L'Eclairage prints in its last number, under the heading "Le bei National," (the national burner) an article in which it says that a chemist at Lille will soon have completed a new gas lighting apparatus, from which great things are expected. M. Ladureau, a prominent chemist and well known to the industrial world, has made an invention which will create a stir in gas and electric light circles. He has found that incandescence can be applied to the so-called "moth" burner—what has been attempted for years by many but without satisfactory result. By means of a burner of his own invention Ladureau has produced incandescence upon a body resembling a bottle-brush, which he calls "le Herisson," (hedgehog). The latter consists of organic threads, which are impregnated with light-giving oxides. The light radiating apparatus consists of a centre axle composed of two platinum wires around which the illuminating threads are wrapped in such a manner as to stand upon the wire like hair in a brush. The latter are flexible and not fragile, which quality permits their handling without danger of breaking. When put into use, that is, glowed on the burner itself, they become more friable, all the organic matter having disappeared, but they remain solid enough to resist trepidations, shocks or wind and become more durable the longer they burn. With this apparatus M. Ladureau has obtained on a single one of those threads a light effect of 1½ centimetre width and 7 to 8 centimetre length ; this bar of light looks like a long electric light. The consumption of gas is considerably lessened, as is the case with all incandescent burners. At last, the price of the new burner is very small.

SITUATION IN ORE.

The ore situation in the United States is decidedly clearer, as least so far as foreign supplies are concerned. A large steel works in central Pennsylvania has purchased through importers and direct in Europe about 200,000 tons of ore during the past few days, the purchases including Seriphos, Elba, Tafna, Mokta, Porman and Bilbao calcined spathic ore. A part of the purchases were made on the basis of 8½c. per unit, delivered, the purchaser taking the risk of freights. It is believed that these purchases were influenced to a considerable extent by the desire to hedge against a total suspension of shipments from Cuba. It will be noted that these purchases take up pretty well the possible supply of foreign ore referred to in a recent report as being available in the European markets.

The flurry in Bessemer pig in Pittsburgh is now pretty well over. The impression was created that the purchases of pig made from foreign ores, which cost delivered about $16.75, could be multiplied, and on the strength of it considerable blocks of pig were secured from Pittsburgh producers, the Valley furnaces declining to be frightened. One of the Eastern Pennsylvania steel companies have succeeded in contracting for about 25,000 tons of Bessemer, including 10,000 tons from a Lehigh Valley furnace.

NEW NAIL FACTORY IN ST. JOHN.

The Gazette, St. John, N.B., announces new manufacturing enterprises are to be established there. One of these is the nail factory, in which Geo. F. Baird, Jas. Manchester, R. C. Elkin, J. Douglas Hazen, M.P., and other prominent and wealthy men are identified. "In former years," says The Gazette, "these gentlemen would have invested their surplus earnings in shipping, but as they are amongst the most far sighted of shipping owners they have recognized that the present is an unpropitious time for investing in this class of property, and their surplus goes into the industrial development of St. John instead. It is this class of men whom we wish to interest in manufacturing here."

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

WHAT IS A LETTER?

MOST people have supposed that anything sealed against inspection and delivered to the post office constituted in effect a "letter," which, at the regulation rate of two-cent postage per ounce the mail service would be obliged to forward to its destination. So far as the domestic service is concerned, this supposition may be correct, and would seem to be implied by the wording of official decisions, which declare that "all matter, sealed or otherwise, closed against inspection is also of the first class." But with the foreign mail service, at least, the condition is different. A provision in the postal treaty specifies that letters "in their usual and ordinary form" are to be forwarded at a given rate. Just what constituted the "usual and ordinary form" has not till now been defined and officially declared, and this is the way in which the definition was brought out:

A Boston architect offered at the post-office in that city a sealed roll addressed to the Commissioner of Patents at Ottawa, Canada, on which the proper amount of postage, at letter rates, had been paid. The clerk in charge of the window declined to receive the roll as a letter, and, on the matter being referred to him, Postmaster Coveney decided that the term letter is to be construed to mean and embrace sealed packages consisting of an envelope of any size, but flat, as is the usual letter. The objector did not think that this ruling and definition of a letter was correct, and gave his opinion that a letter "was a package containing personal matter of no saleable value."

The matter being referred to the authorities at Washington for decision, the Superintendent of Foreign Mails, in due time, forwarded a decision embodying the joint opinions of Canadian and American postal authorities, to the effect that "the term letter, in its usual and ordinary form, is to be construed to embrace sealed packages consisting of an envelope of any size, but of the usual letter shape, and its contents; but that rolls or a package not enclosed in an 'envelope,' as the word envelope is generally used, cannot be considered to be 'a letter in its usual and ordinary form.' A sealed package in the form of a roll is, therefore, not entitled to transmission in the mails, exchanged between the United States and Canada, and your office was correct in declining to receive the sealed roll mentioned." This would seem to settle the matter as to what constitutes a letter within the meaning of our postal treaties.—Paper World.

The Retail Clerks' Association is not as strong as it should be. No doubt the early-closing movement may be the means of adding new life to the organization.—London Advertiser.

The crops in the neighborhood of Seaforth were away above the average this year, and retailers are looking for a good fall trade. They have had a large increase during September over August, and the amount of business done in many cases surpasses that of same month in 1894.

WE SUPPLY THE PLASTER
YOU FURNISH THE SAND.

PARISTONE WALL PLASTER

A Hard Wall Plaster at a Price within Reach of All.

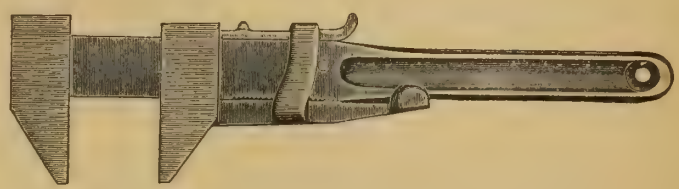
In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to increase the cost.

Write for Circulars, Prices and Freight Rates.

Made by . . .
THE ALABASTINE CO., LIMITED
Manufacturers of
Land and Calcined Plaster
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TORONTO SALT WORKS 128 Adelaide St. E. Agents for TORONTO

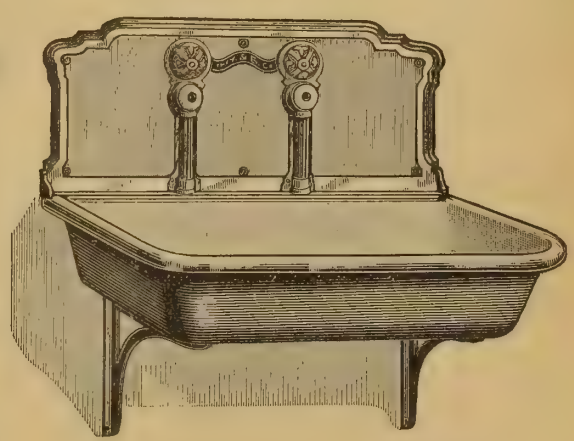
The Houghton Patent Key Lock Wrench



Combines strength, simplicity and durability, and is unequalled for ease and rapidity or adjustment. Manufactured in all sizes by THE PARIS TOOL MFG. CO., LTD., PARIS, ONT.

THE YOUNG & BRO. CO. Ltd.

HAMILTON



OUR NEW ROLL RIM SINK FILLS THE BILL

MANUFACTURERS OF

Plumbers' Supplies

SOIL PIPE, FITTINGS and SINKS
. . . Specialties. . . .

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Oct. 11, 1895.

HARDWARE.

BUSINESS in general hardware has been fairly active during the week, and with few exceptions there are few changes to note. The makers who have been in session in Montreal are now almost through their deliberations, and have disappointed the trade as a whole, for the majority expected a change in the basis on wire nails. It has not come, however, the discounts and lists, etc., remaining as they were. In fact, the only change to date of any importance has been a reduction of 2½ per cent. in the trade discount on plain wire of all kinds, the discount now being 20 per cent. instead of 22½. Horsenails are unchanged, and so are cut nails, while tacks and horseshoes have yet to be considered, but no change is expected. Demand for all kinds of hardware is good. Cut and wire nails show a fair degree of life, and the same can be said of horseshoes and horse nails. In tinware an active demand for stove furnishings of all kinds is the leading feature, while in plumbing and steam fitting quite a few hot air furnaces have been moving. Sporting goods and cutlery continue active, and skates and sleigh bells are increasing their movement.

BARBED WIRE—Continues quiet and unchanged. We quote as follows: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f.o.b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—Business is fairly active, and the makers at their quarterly meeting this week advanced prices 2½ per cent. all round. The trade discount now is 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 lbs.

ROPE—Business rules quiet on the whole. We quote: Sisal, 6¾c. at the factory, and 7 to 7¼c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 9c. at the factory, and 9¼ to 9¾c. in a jobbing way.

CUT NAILS—These are moving well for actual wants in a jobbing way. Otherwise the market is quiet. We quote: $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The generally expected change in these did not come, and the makers at their meeting decided to continue the old terms. Business is of fair proportions in a jobbing sense. Discounts: 75 and 5 f.o.b. Montreal and Quebec, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Are moving freely in a jobbing way. The old discount rate of 55 per cent. has been continued.

HORSESHOES—These have not been altered at this writing, and it is not anticipated that they will be. We quote: Iron, $3.50, and steel $4.75 to $5.75.

TACKS—Business quiet and prices unchanged. We quote discounts: B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 55 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

WARE—There has been a good active trade doing in all kinds of ware.

TINWARE — Stove furnishings, such as stove boards, elbows, etc., have continued quite active.

PLUMBERS' SUPPLIES—There is a fair trade doing. A good movement in hot air furnaces is one of the features.

LEATHER BELTING—Quiet with prices unchanged.

SPORTING GOODS—Rifles, shotguns and ammunition of all sorts continue active.

CUTLERY—Trade in cutlery continues satisfactory on the whole.

SKATES—Orders have been booked for forward delivery to a considerable extent, and the actual movement is fair.

SLEIGH BELLS—Business fairly active for future shipment.

SHOT—There is no change in shot, which remains at 17½ off the list.

CEMENT—Business has been quiet and sales are principally in small lots. Freights have advanced 1s. to 1s. 6d. per ton, and this will be apt to influence prices. We quote: $1.95 to $2.05 for English, and $1.80 to $1.90 for Belgian.

FIREBRICKS—There is a fair trade doing in firebricks at $15 to $21 per 1,000 as to brands.

METALS.

There is a fair trade doing in metals of all sorts and the general tendency is firm. This disposition is apt to be strengthened also by the usual fall advance in ocean freights, which is certain to influence prices on future importations of heavy material.

PIG IRON—The firm feeling in Scotch pig iron is fully maintained, and a good volume of trade is being done both in it and Nova Scotian brands. We quote: Summerlee

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FOR COAL OR WOOD

Made in various styles, Nos. 8 and 9, four holes or six holes, square or with reservoir, high shelf and closets, broilers, **strictly up to date** and giving the highest satisfaction. . . . . .

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver.

and equal brands of Scotch pig, $20 to $20.50, and domestic brands $17.50 to $17.75.

SCRAP IRON—Sales of No. 1 wrought scrap were made this week at $15.

BAR IRON—There is a fair business doing in bar iron at a range of $1.60 to $1.65, according to quantity.

PIG LEAD—There is no change in lead, which we quote at a range of $3 to $3.25.

LEAD PIPE—Business fairly good, and the discount unchanged at 30 off the list.

GALVANIZED IRON—There is a fair trade doing in galvanized iron, and prices are steady, while advices from primary markets are firm in their tenor.

INGOT TIN—Business quiet and values unchanged at 17 to 18c., as to quality.

INGOT COPPER—Nothing special to report aside from a jobbing demand, at 11½ to 12c.

SHEET COPPER—There is little doing in this line, and the range is unchanged at 14 to 20c.

IRON PIPE—There is no change in iron pipe. A fair demand is noted and prices are steady.

SHEET ZINC—Moderately brisk at unchanged prices, viz., 4½ to 5c.

SHEET IRON—There is no change in this line. Business is good at $2.10 to $3 for staple sizes.

BOILER PLATES—Firm and unchanged at $2.25 for 3-16 and $1.90 for ¼.

CANADA PLATES—Stocks of these have been replenished to a certain extent, but the feeling is firm, and round lots of 500 boxes have been cleared out here at $2.10, and we quote prices firm at $2.15 to $2.20.

TIN PLATE—There are ample supplies of tin plate here, and quite a lot now on the way. In sympathy with firm advices from primary markets, however, values have a higher tendency, and no cokes can now be had under $2.75, while we quote the jobbing range $2.75 to $3, as to brand. Charcoals are held firm at $3.25 to $3.75.

TERNE PLATES—Continue dull and unchanged at $5.75 to $6.25, as to brand.

HOOPS AND BANDS—There is a fair demand for hoop and band iron at firmer prices—$2 to $2.20.

SPELTER—Quiet at the former range—$4 25 to $4.75.

ANTIMONY—No change from 10c.

PAINTS AND OILS.

Trade has shown considerable improvement during the past week, and staples are in fair demand. White lead is without alteration, while linseed oil, which last week was weak, is again firm, in sympathy with a cabled advance of 10s. per ton in England. Canadian oil is still very scarce, the cause not being easily ascertainable.

LEADS — These are without alteration. We quote as follows: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—A limited business is passing at previous quotations—90c. to $1.

PUTTY—Firm and unchanged at $1.85 in bulk.

LINSEED OIL—Shows a firmer tendency, but prices are not quotably changed, viz. 58 to 59c. for raw and 61 to 62c. for boiled.

TURPENTINE—There is an active demand for turpentine, round lots changing hands at 42c., but we quote 43 to 45c. in a jobbing way.

RESINS—Quiet and unchanged. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The long expected advance in window glass here has materialized, and prices were this week advanced 5c. per box for 50 feet and 10c. for 100 feet. We now quote first break, $1.20 to $1.25, and second, $1.30 to $1.35.

CHEMICALS AND DYESTUFFS.

The chemical market is firm all round but prices are unchanged: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

A good active trade is doing in petroleum at steady prices. We quote as follows: Canadian refined, 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

The hide market is fairly steady. Butchers' prices are unchanged, but dealers are selling for rather less money. Dealers are paying 8½c. for No. 1, 7½c. for No. 2, and 6½c. for No. 3, and they are selling at 9¼c., 8¼c. and 7¼c. for Nos. 1, 2 and 3. Lambskins, 50 to 55c.

WOOL.

The wool market rules firm and unchanged. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

There is no change in tallow, and we quote 5 to 6½c., as to grade.

ASHES.

There is a fair trade in ashes. Prices are steady. We quote: Firsts, $4.05 to $4.15; and seconds $3.80 to $3.85 for pots; pearls, $4.80 to $4.85.

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MONTREAL NOTES.

Plain wire has been advanced all round 2½ per cent.

Cables to A. C. Leslie & Co. on galvanized tin and Canada plates are all firm in their tenor, in fact, ask for an advance for future shipment.

The Canada Paint Company are notified by cable this week that linseed oil is 10s. per ton higher in England.

Mr. Brown, of the McClary Manufacturing Company, states that the firm have been doing a big business in hot-air furnaces during the past ten days.

The price of window glass was advanced here 5 to 10c. on Tuesday. This has been long looked for.

Mr. Loughman, ship chandler, Custom House square, has assigned at the demand of W. Sclater. The liabilities are small, $1,000, and it is expected an arrangement we be arrived at.

Cable advices to Pilkington & Sons, Montreal, advise an advance of 15 per cent in the price of mirror plate. The condition of the plate glass market is reported as very excited also, more so than in years past.

ONTARIO MARKETS.

TORONTO, Oct. 11, 1895.

HARDWARE.

THE feature of trade this week is an advance of 2½ per cent. in the price of bright, annealed, oiled and annealed, galvanized and coppered wire. Trade generally has continued fairly good. The orders cover a nice assortment, and are fully up to the average of former years. The principal demand is, of course, for fall specialties, such as axes, cross-cut saws, files, cow ties, rope halters, plough lines, etc. In tinware, elbows, stove boards and coal hods are the most wanted. The travelers have had samples of sleigh bells out during the past week, and they have been sending in some nice orders. Barb wire is still in an uninteresting condition. Cut nails show an appreciable improvement in the demand, and wire nails continue fairly active. Horse nails have become quite active and a further improvement is to be noted in horseshoes. There is also a better demand for plumbers' supplies. A few skates have been shipped

during the week, but there is not much movement in this line yet.

WIRE—There has been a further advance in the price of bright, annealed, oiled and annealed, galvanized and coppered wires. The discount is now 20 per cent off the list. Terms are as before, namely, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs. Orders have been brisker for oiled and annealed and galvanized than for some time. Stove pipe wire is still scarce.

BARB WIRE—Orders are still small and prices are unchanged. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—Business continues quiet. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Orders are more numerous, but very few carload lots are wanted. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

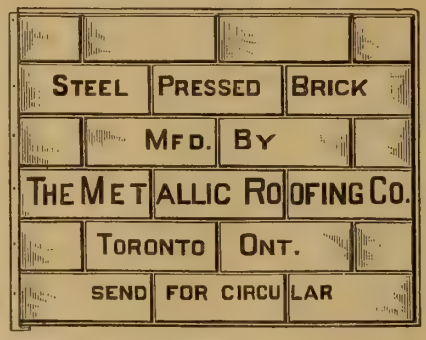
WIRE NAILS—The market is still fairly active. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Are active. A number of orders are being received for 30-lb. boxes containing six 5-lb. packages, at the same price as the 25-lb. boxes. Discounts unchanged at 55 per cent.

HORSESHOES—Orders are numerous, especially for iron shoes. We quote f. o. b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—The manufacturers, at a meeting held on Thursday, decided to advance the price of trunk and clout nails 5 per cent. We quote discounts as follows: Leather carpet, 30 per cent; B. B. B. carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B. B. B. cut tacks, 45 per cent.; Swedes' iron blued or tinned, 50 per cent.; upholsterers', 50 per cent.; copper nails, 50 per cent.; copper tacks, 45 per cent.; clout nails, 50 to 55 per cent.; patent brads, 50 per cent.; finishing nails, 45 per cent.; trunk nails, 55 to 60 per cent.; gimp tacks, 35 per cent.; trunk tacks, 57½ per cent.; channel nails, 5c. per lb. off list; trunk nails, tinned, 62½ per cent.; cigar box nails, 45 per cent.; shoe finders' tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.

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The "Owl" brand is the only original.

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Quality and Fit Unequalled

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MANUFACTURERS

84 to 90 Yonge Street - TORONTO

TINWARE—Some of the goods which were taken off the Association list have been replaced at the usual discount of 80 per cent. Trade remains active.

ELBOWS—Trade continues fairly seasonable. We quote: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f. o. b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

PLUMBERS' SUPPLIES—Trade on country account has increased materially during the past week, especially in fittings and one or two other lines. Prices are being firmly held.

SKATES—A few shipments have been made but there are a number of orders on the books which will not be filled for some time yet.

SLEIGH BELLS—The travelers took out their samples of sleigh bells a week ago, and they have been sending in some nice orders.

LAMP GOODS—Trade continues fair for the season.

CUTLERY—Table cutlery is active, and there is a fair quantity of case goods going out, particularly in the cheap lines.

SPORTING GOODS—The demand for rifles has been very good, and in shot guns there has been a fair trade doing. Ammunition is still going out in nice quantities.

LEATHER BELTING—Trade continues quiet at former prices. Discounts: Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

CLOTHES WRINGERS—Are quiet and unchanged at $26.50 to $27 per doz.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Galvanized iron is a little dearer, but otherwise the trade conditions are much the same as a week ago.

PIG IRON—We hear of a little Nova Scotia pig changing hands at about $17.50, but stocks in founders' hands preclude much business yet.

BAR IRON—Further improvement is to be noted this week, the orders being on a large scale. Prices are firm and unchanged on the basis of $1.70 to $1.75 f.o.b. Toronto.

SHEET STEEL—Slight further improvement is to be noted. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Some very large sales have been reported during the week, principally in the 24, 26 and 28 gauges. There have also been a number of enquiries for the heavier gauges in the larger sizes, which stocks are unfortunately low at the momoment. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2 15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge, $2.50 to $2.60.

TINNED IRON—Business is still du'l at unchanged prices. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Trade is quiet and prices unchanged at last week's decline, viz., $3.20 to $3.25.

GALVANIZED IRON—While shipments are arriving weekly the quantities are small. As a consequence jobbers are unable to supply any large orders from stock. Prices have again advanced, 28-gauge in either "Gordon Crown" or "Queen's Head" brands now being held at $4.35.

INGOT TIN—Trade has improved a little during the past week, with prices as before, namely, 17 to 17½c.

INGOT COPPER—Business continues to be of a limited character. We quote 12¼ to 12½c.

SHEATHING COPPER—In ordinary, a few case lots have gone forward during the week. The principal demand, however, has been for braziers' and roofing copper. Base price, 14½ to 15½c. for 16 oz.; inside figure for case lots.

IRON PIPE—An improved demand is to be noted for iron pipe at former quotations.

HOT WATER BOILERS—There is nothing special to note since the advance noted last week. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATE—With the exception of 20 x 28 and all bright, stocks are in pretty good shape. In the kinds excepted there is a scarcity, and it will be some time before fresh lots arrive. Prices have again advanced, being now held at $2.35 for half-polished, and other kinds are in proportion.

TIN PLATES—There has not been such a very strong demand during the week, but dealers throughout the country are suffering for the want of some of the better grades that they had ordered on import some time ago. The manufacturers appear to be considerably behind in their orders, but judging from letters which have been received by importers it will only be a short time before all orders are completed. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—Trade continues quiet. We quote: 4 inch light, 15c.; 4 inch medium, 18½c.; other sizes, 60 and 10 off the list.

SHEET BRASS—Much as before at 20 to 30c.

TERNE PLATES—Continue dull at $6 for the best brands.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—Standard and half and half continue in good demand. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Continues in fair demand. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ANTIMONY—The market is still dull at 10 to 12½c., according to quantity.

GLASS.

The glass business continues good but no shipments are yet to hand. Orders seem to be fairly well filled, but the cold weather is likely to increase the demand, and it is hard to say how the price will stand. Plate and fancy glass are also selling well.

OLD MATERIAL.

Trade is good. Prices are unchanged. We quote: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

PAINTS AND OILS.

WHITE LEAD—There is a fair demand for white lead, and quotations are still ranging from 4½ to 5c.

PUTTY—Unchanged at $1.85.

PREPARED PAINTS—Not much doing, at $1 for pure.

TURPENTINE—Is easier, but in view of the recent decline here no further reduction in price is likely. Quotations vary from 37 and 38c. to 40 and 41c., net 30 days.

LINSEED OIL—The demand is fairly good. Quotations are 55 and 58c., while 54 and 57c. are sometimes the figures at 30 days net.

CASTOR OIL—No change locally at 6½c.

SEEDS.

Nothing doing just now worth recording.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are still weak. Dealers asking 8¼ to 8½c.; for green 7½ and 6½c. for Nos. 1 and 2 is paid.

SHEEPSKINS—Lambskins and shearlings have risen to 70c.

WOOL—Nothing is doing in fleece, the bulk of it having gone into consumption. Pulled is quiet. We quote: Fleece combing, from 23½ to 25½c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

Trade is improving as the nights grow longer. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

There has been an advance of 5 per cent. in some sizes of trunk and clout nails, the discount now being uniform at 50 per cent.

Canada plates are dearer at $2.35 for half-polished.

Galvanized iron has been advanced to $4.35 in case lots.

Advices to hand announce an advance in the prices of woodenware and matches in the United States. The rise in quotations is consequent on the increased cost of sulphur and other material.

H. S. Howland, Sons & Co. are in receipt of another shipment of table cutlery, razors and butchers' knives, all "CxC" brand.

Burtt, Lee & Hale are opening a general hardware and agricultural implement store in Woodstock, N.B., on or about Nov. 1st. They ask the trade to send catalogues and quotations regarding hardware.

UNITED STATES MARKETS.

NEW YORK, Oct. 11, 1895.

PIG TIN.—The record for the day was small business and lower prices here, and large business at 5s. decline in London. There was no distinctly new feature otherwise, the contending interests in the speculative branch of the market maintaining their former attitude, yet showing no really aggressive tendency at the moment, while business otherwise is of ordinary character and not above the late average in volume. Prices here settled at about 14.55 to 14.60c. net cash for round lots, spot delivery. On 'Change there were sales of 25 tons, November delivery, at 14.55c.

COPPER—Business was rather quiet, and inquiries, while fair, did not appear to be as numerous as they were a week ago. Prices are without change, but slightly irregular. Some brands of Lake Superior ingot are held at 12½c. and wire-bars would probably realize that rate, but 12 to 12⅛c. is nearer to the trading basis for ordinary Lake ingot. Electrolytic sorts remain at about 11⅝ to 11⅞c., and casting stock at 11⅜ to 11⅝c., with moderate business.

PIG LEAD—In tone the market remains quite firm, but business is still of rather moderate volume and the demand is only fair. Probably 400 tons have been sold the past few days. The apparent firmness of the market seemed to be due chiefly to reserved offering. For common domestic 3.35 to 3.37½c. was quoted. London cable to the Exchange quoted £11 2s. 6d. for soft Spanish.

SPELTER—Light business here and irregular weakish advices from the west are still the main features of the market. Values are variable here, with the range of 4.20 to 4.30c. quoted for western, as to brand. Lon-

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Metal Shingles **Metal Building Fronts**
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THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

don cable to the Exchange was £15 6s. 3d. for good merchant brands.

ANTIMONY—A moderate business only is passing, but prices remain steady at 8c. for Cookson's, 7 to 7⅛c. for Hallett's and 6⅞c. for Japanese.

TIN PLATE—Orders were, to all accounts, generally for small lots of plate and moderate all told, while the volume of business did not exceed the late average. Prices are held firmer, however, since foreign markets remain firm and other conditions more or less in buyers' favor.

IRON AND STEEL—There was no new feature in any branch of the market. New business is of moderate volume throughout and chiefly of hand-to-mouth character. Inquiries are also rather light. In some directions there are indications of slight softening of values, more particularly on crude material, but no radical change in prices has taken place latterly.

NOTES FROM HALIFAX.

HALIFAX, Oct. 11, 1895.

GRAHAM FRASER, manager of the New Glasgow Iron, Steel, and Forge Works, is in the city on his way to Newfoundland, to superintend the shipment of the first cargo of Newfoundland iron ore to the Ferrona Smelting Works. His company has a valuable iron property in the ancient colony, and he calculates they have enough ore there to keep their works running for 500 years. He is therefore very little troubled about the future, so far as iron ore is concerned.

There were recently sold at auction at New Glasgow 21 shares of ordinary and 18 shares of preferred stock of the Nova Scotia Steel Co. These shares represented the aggregate of the fractional parts of the remaining unadjusted, the property of the shareholders in the steel company. The common stock sold at $33 per share and the preferred at $84.

The hardware trade throughout the province shows decided signs of improvement.

R. L. Strathy & Co., Montreal, have been awarded the contract for erecting 27 miles of wire fence for the Coast Railway Co.

The Central Bridge and Engineering Co., of Peterboro', Ont., are building two bridges for the Coast railway. One is 206 feet in length and costs $10,000, including abutments. The other is 338 feet long, a three-span deck plate girder, with two spans of lattice truss of 103 feet each. This bridge, with abutments, costs $16,000. The first is on its way to Yarmouth, and the second is expected by the last of the month.

TAUNTON.

Perhaps the most wonderful specimen of cutler's craft in the world is a knife to be seen in the showrooms of Joseph Rodgers & Sons, Sheffield, England. This extraordinary knife is provided with one blade for every year since the commencement of the Christian era, the number of blades, of course, now being 1895.

THE STRIKING FEATURE.

Probably the most striking fact which may account for the wide diversity of opinion in the iron trade is the very unequal distribution of profits, both territorially and with reference to the different branches of the industry. The iron ore miners, who sold by far the greater part of their season's product at unquestionably unremunerative rates, have certainly not had much cause for rejoicing. The coke manufacturers did better, but on the whole will not count 1895 among their most profitable years. The pig iron manufacturers of the Central West and in the South are credited with having obtained the lion's share of the good things which came to the trade this year. In the steel trade some of the billet mills which did not load up with cheap contracts early in the year have done very well. All of them, however, are still delivering on contracts at prices far below those recently ruling. The rolling mills which depend upon outside sources for their supply of steel have had a fairly profitable year thus far. Many of them were not believers in the rise in its earlier stages, and they have suffered for their lack of faith in the improvement. On the whole, too, the market prices for finished material dragged behind the rising value of their raw material, so that in many cases the trend of affairs was rather against them than with them. Next year will probably bring an adjustment all along the line. From present indications the iron ore companies will come in for a goodly share of the aggregate price, of which a part may be drawn from the returns of the pig iron makers of the Central West.—Iron Age.

A TINSMITH MARRIES.

Wilson Sheridan, of the firm of Sheridan Bros., tinsmiths, Brockville, Ont., was married on Tuesday to Miss Annie Williams, the Rev. Dr. Griffith officiating. Mr. and Mrs. Sheridan left on a trip to New York and other American cities.

HALIFAX HARDWARE FIRM FAILS.

The old-established hardware firm of John Stairs & Co., Halifax, assigned on Wednesday. The liabilities are not stated, but there are preferences for $50,000, of which $40,000 is to the John Stairs estate, and the assignment was forced by pressure from the executors of the estate.

A PROGRESSIVE HARDWAREMAN.

William Dimick, hardware merchant, Windsor, N.S., is making extensive improvements to his establishment. He has raised the building and put in a new foundation; also raised and decorated the ceiling and has added about one-third more space to wareroom. The most prominent improvement is the new plate glass windows 10 x 9½ feet. When the improvements are completed Mr. Dimick will have an establishment worthy of the progressive town of Windsor.

LATE BUSINESS CHANGES.

John Stairs & Co., hardware, Halifax, N.S., have assigned.——C. A. Raymond, tinsmith, Morrisburg, Ont., has removed to South Finch.——W. N. Clark's shingle mill at Parkerville, Ont., has been burned.

A FOUNDRY 65 YEARS OLD.

In an article on the early days of the foundry industries in Pittsburg, The Machinery Moulders' Journal has the following about a pioneer institution that has made a specialty of rolling mill machinery: In 1836 Abraham Garrison, nephew of Lawrence Kingsland, who had served an apprenticeship at the Jackson foundry ten years before, and from 1833 to 1836 had been employed as manager of the Pittsburg foundry, bought the interest of William Cuddy in the latter concern. Subsequently H. L. Bollman and A. Garrison purchased the interests of the other partners, and associated with them H. F. Bollman. The firm became known as Bollman & Garrison, remaining thus until 1851, when H. F. Bollman withdrew. In 1852 the foundry was removed from the original site to the present location of the A. Garrison Foundry Co., corner of Ninth and Bingham streets. For 65 years this foundry has made a specialty of chill rolls and heavy rolling mill machinery.

HAMILTON TRADE GOSSIP.

"There is increased discontent," said a business man to me the other day, "at the neglect of the T. H. & B. railway people to carry out the promises made at Ottawa to pay the indebtedness of their contractors. In the meantime there are merchants in Dundas and other near-by towns who are really in need of the money that is due them. I think it is a shame that people should be thus compelled to wait for their money."

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Kettles . .
in Brass
Nickeled
Copper
in a variety of patterns
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59 St. Sulpice Street
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FALL GOODS

Stove Pokers
Dripping Pans
Lanterns
Coal Hods
Elbows
Stove Boards
Stove Shovels

THE THOS. DAVIDSON MFG. CO. LTD. MONTREAL

BURGLAR TOOL MAKERS.

WHEN Dutch Gus, one of the most expert and dangerous bank burglars, was captured a few years ago, the most complete set of burglars' tools ever made was found in his possession and it now lends added interest to the collection of burglars' implements on exhibition at police headquarters.

Dutch Gus said he made his tools himself and could rival any tool-maker in the country. In following up the suggestion given by him when he was put through the third degree, made famous by former Chief of of Police Byrnes, the police learned that all the cracksmen of the higher class depend entirely upon themselves for tools they require in cracking safes.

The police were for many years at a loss to learn where burglars secured the tools so necessary to their trade. Although complete sets of tools were repeatedly captured when a noted safe worker was arrested, the next arrest would be followed by the discovery of an equally valuable set of tools. It was not long before Steve O'Brien, Phil Reilly, Jake Von Gerichten and Charles Heidelberg discovered, quite by accident, a small cellar shop in Bleecker street, wherein an old German tool-maker ground out the finest implements of the burglars' stock-in-trade.

Down in a basement near the corner of Mott street, and within a stone's throw of police headquarters, this German tool-maker conducted a small and apparently unprofitable business. Finally the headquarters detectives, whose duties took them down around headquarters at night, noticed that the old German had many customers after the tenement house dwellers had forsaken the sidewalks and sought their hard and uncomfortable couches for the night.

The detectives made a quiet investigation and reported their discoveries to former Chief of Police Byrnes, who was then making the record for the detective bureau of the New York police force which has made it famous the world over. Byrnes was not slow to realize what was going on, and although the law gave the chief of the detective bureau no right to interfere with the old man's business, moral suasion was used and the trade pursued by the German tool-maker was broken up and nobody has since tried to build up a business in that particular line.

George McCluskey said, when I asked him where the burglars of the higher class secured their tools a few days ago: "The burglars make their tools now, although formerly they were made by various tool-makers about the city. The tools in use today are far different from those which were used to crack a safe 20 years ago. Then it would almost take a truck to carry the assortment of tools, but now the bank burglar can stow away in a corner of his pocket tools enough to crack any safe in the country.

"Of course, when they require some tool of intricate design, they go to a tool-maker, but the general run of tools they are thoroughly capable of making themselves. Most of the fine work on safes now is done with the diamond drill and dynamite. A hole is drilled in the safe door, just above the combination lock, a charge of dynamite is inserted and then the combination is blown apart and the door opens. The diamond drill and dynamite can be carried in a man's pocket. Safe burglaries and vault robberies have been few and far between of late years, as most of the really clever workers are in state prison, where they are out of the way of temptation."—New York Herald.

Beginning with November 2, The Age of Steel will be issued in two separate and distinct editions, alternating weekly with each other, one of which will be a "Mechanical Edition" and the other a "Hardware Edition." The mechanical edition will be issued on the 1st and the 3rd Saturday of each month, and when there are five Saturdays in a month, on the 5th Saturday also.

LARGE CONSIGNMENT OF . . . NITRO POWDER Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

TRADE CHAT.

THE coal output at the Lethbridge mines for this month promises to exceed the record for many months past.

The matter of a "commercial form" is being discussed by Brantford's School Board.

Hamilton steamboat owners are applying to have the Beach canal deepened to 14 feet.

The steamer Athabasca recently took 36 cars of binder twine on her outward trip, valued at $45,000.

Two hundred men are employed in erecting the smelting works at Hamilton, and gangs are at work all night.

Miss Emma Ross, general store, Batteau, has sold out to Miss Susan M. Jackson, who will continue the business in the old stand.

The commercial treaty between France and Great Britain, relating to trade between France and the Dominion of Canada, was ratified on Saturday.

Authority has been conferred upon the Hamilton Bridge Company by supplementary letters patent to increase its capital stock from $100,000 to $150,000.

The council of the Welsh tin plate workers has decided to make a formal request of the employers that they refuse to sell black plates for tinning in other countries.

The Dominion Steamship Co. have acquired the steamer Rugia from the Hamburg-American line, and she will take the place of the Mariposa in the fleet of the Canadian company.

The Canadian Pacific Railway will open an office in Calcutta, India. Sydney Haywood, who has been with the company in Canada for eight years, left last week to take charge.

The Robin Hood Powder Co. have secured a plot of ground across Louisa bridge, Winnipeg, on which they have erected a new building and are now manufacturing powder.

From 12,000 to 15,000 tons of ore are being shipped daily from the Ishpeming (Mich.) mines. Nearly 850,000 tons of ore have already gone forward by lake and rail this season.

A Duluth despatch says work is to be resumed in the French river copper district, after a lapse of some 25 years. The Standard Oil Company and Cleveland parties are back of the deal.

The T. H. & B. are rushing the construction of the line between Welland and Hamilton, which is to be operated by the M. C. R. on completion. Three new engines from the Baldwin Locomotive Works arrived at Welland last week. Train loads of ties and rails arrive daily. It is expected that the road will be ready for use about Christmas.

Mr. Owen McKay, assistant engineer, L. E. & D. R. R., and assistants have reached St. Thomas with the survey of the extension of the road from Ridgetown to connect with the L. & P. S. R. division. Two lines are being surveyed, one to strike the Port Stanley north, the other south, of St. Thomas.

The report that the Grand Trunk shops are to be rebuilt in London has already caused a boom in real estate in the east end of the city. Rents have already jumped up $3. One real estate man holding property in the east end says the return of the car shops means $1,000 in his pocket.

A despatch from Winnipeg says: Tenders have been called for by the Department of Public Works for the drainage of St. Andrew's marsh. The work is an immense undertaking, requiring the excavation of 800,000 cubic yards, redeeming the swamp and useless land to the extent of 100,000 acres.

The Essex Standard Oil and Gas Co. has struck another gusher at Union in South Essex. Its estimated capacity is 5,000,000 feet a day. This is the third good well the company has struck, and now the company will try to induce manufacturers to locate in the gas region, and will also negotiate to pipe the gas to cities.

It is understood to be definitely settled that the Bain Wagon Co., of Brantford, will remove to Woodstock. That is, a new company will be formed by the amalgamation of this firm with the Massey-Harris Co., and the business of the new and enlarged concern will be carried on in the Massey-Harris works, better known as the Patterson works.

Portions of a warehouse on the C. P. R. track, situated several streets east of the depot, and in which Merrick, Anderson & Co.. had stored about 30 tons of binder twine, collapsed on Saturday. The twine was stored on a floor which is raised several feet above the ground, and the weight was too much for the support. The damage will cause a loss of several hundred dollars.—Free Press, Winnipeg.

At a meeting of the Waterworks Committee of the Hamilton City Council the tender of the Bushnell Oil Co. to supply the city with oil, cylinder at 50 cents per gallon, engine 33 cents per gallon, was accepted. The committee granted the T., H. & B. Co. the right to use about three-quarters of an acre of the city's land at the foot of the mountain at the reservoir for its track, the question of compensation being left to a subcommittee to report on.

A short time ago the United States Customs authorities issued an order prohibiting hand baggage being sent through Canada in bond. Since 1869 Customs officers would put a piece of sticker on each piece of through baggage, and it would go through without further examination either by Canadian or United States Customs officials. The new order required the baggage being twice examined, by United States and Canadian Customs officials, and caused delays to trains and annoyance to passengers. Assistant Superintendent L'Hommedieu, Division Superintendent Morford and Deputy Collector Smith, of Detroit, were in Buffalo the other day, and had a conference with Gen. P. H. Doyle, collector of Customs at Buffalo, and an arrangement has been arrived at whereby all annoyance to passengers and delay will be obviated. The M. C. R. will pay five United States Customs officers, one of whom will go through on each express train, examine baggage where necessary, at leisure, and the passengers' convenience en route, and see that there is no smuggling done.

POINTS FOR CLERKS.

JUSEPE RIBERA, a celebrated painter of the seventeenth century, was an example of genius which succeeds through infinite perseverance and tireless industry, remarks an exchange. When he was at the height of his success and popularity he never gave up his habits of close application.

Ribera gave brilliant social entertainments, which were attended by the aristocracy of Naples. He was present at these parties, but he seldom did the honors. He would walk about by himself, or sit looking on for hours, and no one ventured to disturb his meditations.

It often happened that, struck by the face of some guest, he would sketch it then and there, and no one thought of resenting this somewhat eccentric proceeding for a host.

The story of his experience with two amateur alchemists is more or less familiar, but will bear repetition. Two Spanish officers called upon him, and, as his compatriots, he welcomed them cordially. The men tried to engage him in a speculation.

They told him that for years they had been studying alchemy, that costly experiments had exhausted their funds, and that to utilize their wonderful discoveries they were now in need of a large loan of money to buy apparatus.

"Then, gentlemen, you have discovered the famous philosopher's stone? You possess the secret of making gold?" asked Ribera.

"We will prove it to you," they replied. "If you will assist us we shall all be rich."

"I thank you," said the artist, "but I, too, have the secret of making gold. I will show you. But first allow me to finish the picture I was at work on when you came."

The men waited, much mystified, and Ribera finished his picture and sent it away to a dealer. Presently the messenger returned and handed him the price of the picture, 400 ducats. "What did I tell you, gentlemen? Here is the kind of gold that I can make. Isn't it the best kind?"

There was nothing more to say to a man who was willing to work for his money, and could show such tangible proof of the excellence of his methods.

THE ENGLISH MARKETS.

REPORTS from the English markets indicate that the southern yellow pine trade is improving in that country as well as at home, so says The North-western Lumberman. Prices on sawed timbers have advanced to a point covering the very low cost of importation, and as shippers continue to restrict the supplies further improvement may be confidently looked for. Hewed timbers are in light request, but deals are in better demand than for some time. An inquiry for 5,000 loads of sawed pitch pine is reported from London, the stock to be used in dock work in England. As this means something like 3,000,000 feet the inquiry has created quite a stir, but as it is understood that delivery will extend over two or three years the bill is not likely to have the effect upon price that it otherwise would.

In the Canadian woods pine deals are in good demand with prices steady. The demand for spruce deals is also good, with light stocks and limited imports, but prices remain unchanged. Canadian oak, elm and ash show a slight improvement.

The feeling in regard to United States hardwood is slightly better, though there is still plenty of room for improvement. There is no improvement on small and inferior quality walnut logs, but prime large logs are in better demand, and stocks are not heavy. Walnut planks and boards of the poorer qualities are plentiful and only salable at very low prices; medium to prime qualities are in steady request.

Quartered oak is in limited demand, but plain oak is rather slow of sale. The stock of oak logs is not excessive but more than sufficient to supply the moderate demand which exists.

Demand for California redwood is rather quiet, but prices are well maintained, and are more likely to advance than decline.

Large whitewood logs of good quality bring fair prices, but prices are weaker on the poorer grades. Planks and boards continue in steady demand at firmer prices.

Stocks of staves are heavy and the demand continues dull. There have been recent heavy imports from New Orleans, shippers availing themselves of the low freights offered, but the bulk of arrivals have been stored for shippers' account.

AMERICAN WINDOW GLASS.

The American window glass factories during the year which began with September, 1894, and concluded in July, 1895, made a total output of about 4,325,250 boxes, each containing 50 feet of glass. Of this amount 2,984,422 boxes were single strength and 1,340,828 boxes were double strengh. The 64 plants in operation during the year had a total capacity of 1582 pots, but at no one time during the season were there more than 1520 pots or their equivalent in tanks in operation. The total number of pot furnaces which operated partly or all of the time was 70 with a capacity of 614 pots, and the total number of tanks which operated during part or all of the season was 22, having a capacity equal to 968 pots.

The average number of pots operated weekly was 503, while the average number of tanks was 780. The average weekly production per blower was 78 boxes of 50 feet each.

The entire production of the year's fire was the largest of any year with one exception, and that was 1892-93. During the entire year the factories were kept up remarkably close to full capacity, as prices were low, and producers had to turn out everything they could. Moreover, the men were not inclined to lose much time, as their rates had been reduced, and they strained every nerve to make up the deficiency by increased production. Another feature of the year's work was the large proportion of double thick glass made. For some years past the proportion of double thick produced has not been greater than 25 per cent. of the total product, and has more often been below that figure. Last year, however, the proportion was 31 per cent., thus showing an increased demand for that kind of glass. The quality of the glass produced in American factories during the past year was considerably better than that of former years.

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QUARTET . . .
DUET and RUGBY
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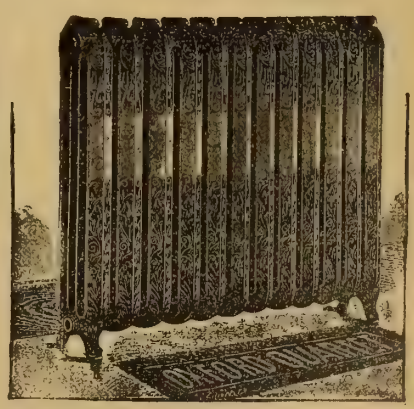
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The Gurney Massey Co. Ltd., Montreal

THE OUTLOOK FOR TRADE.

From The Dry Goods Review.

MANY readers have sent to The Review brief but interesting reports on present trade prospects throughout Canada. From these the following have been selected as coming from representative and important centres :

ONTARIO.

Stratford.—The crops in this section have been very good. All classes of grain have averaged well, the hay crop about half and roots of all kinds excellent, the potatoes being unusually productive. The outlook is good and the tone hopeful. The G.T.R. shops are an important factor in the business of our city, and the staff at present is quite full, some 600; besides, a large force of train men centring here adds to the pay roll, which runs as high as some $45,000 per month.—W. J. Ferguson.

Tara.—The hay crop was a failure and it does not average half a crop. Fall wheat was harvested in good condition and farmers do not murmur at the return. Spring wheat, oats, barley and peas, while thin on the ground, the grain is as a rule plump and of a good quality. The yield is variable, but taken altogether will be about an average one. There is no fruit of any kind, and it will need to be imported to supply the demand. The outlook for a good fall and winter trade is not very promising. The butter and egg trade this summer was very much smaller than usual, and cheese being so low not much money is being obtained by the farmers' wives from this source, and we believe collections will be hard to make. Last season thousands of dollars was left through this section from the sale of fruit alone. The money obtained from the sale of grain, cattle, etc., usually goes to pay taxes, rent or interest.—H. A. Vandusen.

Oak Lake.—Seventy-five per cent. of the wheat was frozen here, and there is very little No. 1 wheat in this section. Crops are threshing out well; wheat, 25 to 35 to the acre, and oats as high as 100 bushels to the acre. Fall trade up to date is very slow. On account of small prices not much grain is being sold. Farmers are building granaries and storing wheat for higher prices. This will have a tendency to have a more evenly distributed business during fall and winter. Prices to-day run from 20 to 45c. for wheat. Collections up to date are nil.—A. Cameron.

Woodstock.—In parts of our county the crops are exceptionally good, while in other parts they are quite the reverse. Our farming community seems to be depending more upon the raising of stock and of dairy products. The prospects at present for these interests are not of the brightest character. So far there are little of what we might class as actual or winter purchases taking place. Our town trade is moving steadily among the moneyed class, but, as ours is a manufacturing centre, the general stagnation has affected our interests in this respect with a large portion of the community—the mechanic class. Houses which do a credit business will be better able to speak of collections and how they are being made.—T. A. Forman.

Lindsay. — Crops in our county are generally a good average, with very short straw and very little hay. Cattle, hogs and cheese, with peas and oats, are now the staple articles in our county. Trade outlook is fair. Our own business so far this fall is ahead of the past two years, but we doubt if this is general in our town. It is too soon to speak of collections, as they seldom come before October and November.—Dundas & Flavelle Bros.

Windsor.—Crops in the county of Essex have never been better; 70 to 80 bushels of oats and 100 bushels of corn to the acre; wheat and fruits good; hay only a light crop. Other matters that effect trade are in good condition. The dry goods business is slightly better than a year ago, notwithstanding the unusually warm weather for September. From the prosperity of the farmer the outlook for trade is good. Collections are fairly good and up to the average.—Bartlet & Macdonald.

Chatham.—Wheat turned out well. Oats, a magnificent crop. Corn never was such a good crop in Kent county. Beans, a good crop, and mostly all harvested in good condition. Apples, none. Peaches, scarce. The outlook is good and not so much grumbling among the farmers. Collections are slow. The weather is too warm for business, farmers all busy seeding and cutting corn. Not much grain selling since the drop in price.—H. K. Ridley.

Barrie.—This is a purely agricultural district, well adapted and given to mixed farming and stock raising. The crops this season are well in advance of the average. The transactions in grain so far are limited, and collections are consequently slow. A strong feeling of expectation of a good fall and winter trade prevails among our local tradespeople. A healthy feeling of carefulness is at the same time observable, awaiting the establishment of prices of farm products.—Frawley & Devlin.

Almonte.—Crop returns in this immediate vicinity are good—ahead of last year—though on the high and hilly lands of Lanark township and a few other localities the drouth affected farmers, whose yield in some cases is much smaller than last year. This being a manufacturing town, the condition of the market for tweeds, flannels, knitted goods, files, etc., affects the prosperity of Almonte, which, however, has come through the depression wonderfully well. Farmers are greatly helped by the score or more cheese factories that are established within the county, which have been the means of circulating a large amount of cash at a time when the agriculturists need it most. Mixed farming is the rule here, but many farmers make a specialty of stock raising, and are making a success of that branch of farm work. Judging from present indications, the outlook for fall and winter trade is much better than it has been for years, as our factories are running steadily, which they have not been doing for some time; and this alone has the tendency to create confidence, and the working classes will in consequence buy more freely. We think we are quite safe in saying that the farmers will do more buying this fall and winter, as they have been purchasing very sparingly during the past two years. Re collections: we cannot say for ourselves, as we virtually do a cash business; but we were speaking to a business man here a short time since, and he said that he had some accounts that he would have accepted 10c. on the dollar for, and they were all paid recently. Generally speaking, we understand collections are good. Almonte being a manufacturing town, merchants who do a credit business find it necessary to do it on a 30-days basis, and do not lose a great deal in consequence.—Wilson & Wilson.

Cornwall.—Crops of all kinds are good. Not much for export, except oats. The principal product through this section of country is cheese, price of which has ruled low so far, averaging about 7 to 7½c. As there is a large quantity held in cold storage prospects are not bright for much higher price for balance of season. The outlook for fall and winter trade is brighter, and we look for slow but steady improvement. The sharp advance in nearly all raw material we consider one of the best signs of better times.—McIntyre & Campbell.

Owen Sound.— The present outlook favors the belief that, with the exception of hay, the crops in this immediate vicinity are, perhaps, the finest for years. Fall wheat, peas and oats show an abundant yield, the latter in some instances reaching 60 bushels per acre. More particularly in the south of the county the continued drouth ruined pastures and reduced the hay crop to about 25 per cent. of an average; on this account much young stock was sold at a sacrifice. Late corn, planted to supply the deficiency in fodder, is doing well, and there is now an abundance of after grass. Root crops are abundant; apples, pears and plums, almost nil. The outlook is not cheering. Any business doing is forced, partaking largely of the discount sale order, cut rates on even the staple lines being the rule rather than the exception. The public, as a body, are buying with extreme caution; while admitting that goods were never so cheap, they aver, with oft-recurring frequency, that never was money so scarce nor so unusually hard to get. Business people

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This is a new powder made with the greatest care, and specially suited for

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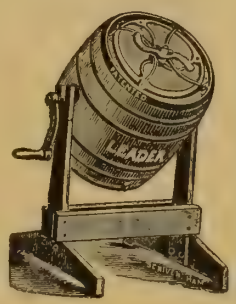


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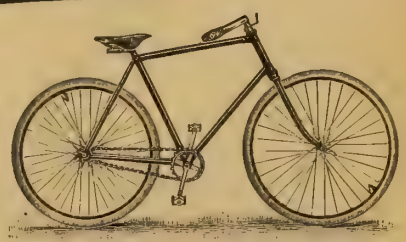
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Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS
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TORONTO, ONT.

are watching stocks closely, and sailing with a little more than the usual caution. Few claim sales quite up to last year; those doing credit trades report collections difficult. In no line is there yet any activity in new fall stock at remunerative prices; exceptionally warm weather, the Toronto Exhibition, coupled with county and township fairs, tend to unsettle trade and retard fall buying. With cooler, seasonable weather we anticipate a fair business.—McColl & Lee.

Renfrew.—The crops in this section are a good average, the principal of which are peas, wheat and oats; the hay crop is also very good. It is impossible to gauge the future correctly by the actual transactions in business in this section so far, because there has been very little threshing and practically no marketing done here yet, and owing to the unfavorable results of their operations for the past two years farmers are, as a rule, more careful than they would be under ordinary circumstances, considering that they have had good crops, yielding above their expectations, and the prospect of better prices than they have had for some time past. The prospects are bright, and a good fall and winter trade is looked for and expected. Collecting is a branch of business that I know practically nothing of, but in conversation with those of experience in that branch of the trade I find that these have been very satisfactory, which is attributed principally to the large amount of cash paid out monthly by the Renfrew Creamery Co., Limited (a new industry organized this year), for the milk received from their patrons. The high price (10 to 12c. above the ordinary dairy butter) realized by the company for their butter, the demand for which is far in excess of their output, enables them to pay an extra price for the milk.—Isaac E. Pedlow.

Brantford.—The aggregate yield of all crops is considerably below average in this section. The net money value to farmers, based upon present prices, is also considerably below average. The outlook for the fall, so far as country trade is concerned, is not bright, and collections will probably be unsatisfactory. As the productions of Brantford factories find a market in all sections of the country as well as abroad, city trade may reasonably be expected to be relatively better than country trade. On the whole, only a moderate business should be looked for, not in excess of last year. Prosperity, to be strong and permanent in this country, must begin with the farmer.—Frank Cockshutt & Co.

Bridgeburg (formerly International Bridge).—Hay was quite short, and is selling at $10 to $12. It is one of the principal crops, being marketed generally in Buffalo, N.Y. Wheat was average. Oats, extraordinarily good; 40 to 75 bush. to acre; 20 to 25c. Potatoes, very good. Corn, extra good; large acreage. Apples, very good close to water; also grapes; away from water nil. The outlook here is not gauged very strongly by crops, this being a frontier border village, and more essentially a railroad town. The outlook, however, is just fair, through freights not having assumed very large proportions. Payments are principally monthly, and are about as usual.—John T. James.

Walkerton.—Harvest home; threshing, pretty general; yield, nearly an average, with not more than one-third the crop of hay; no fruit in this locality; dairy revenue, reduced one-third on account of drouth. All the above affects our local trade, and must reduce the general volume of business accordingly. Up to this date all are practising caution. Farmers are buying with great care, and town purchases show the effects of smaller earnings during the past summer, and while our own trade is larger than last year, we attribute it to the cash system and extra pushing of trade. But there is nothing to hope for from collections except renewals for a larger percentage than usual.—T. Whitehead.

Goderich.—Crops throughout the country are a fair average, less hay and apples, which are a complete failure. The prospect for fall and winter trade is fair. Collections will be slow, as products are being held back very largely from sale on account of the present low prices.—W. Acheson & Son.

PROVINCE OF QUEBEC.

Quebec.—The crops in this section are slightly over the average, and have been well harvested. Principal products are hay, oats, butter and vegetables. The outlook for fall and winter trade is so far only moderate. Collections are slow, and merchants have bought carefully. So far low prices prevail for agricultural products, and the result of the fall trade will much depend on the manner in which farmers can realize.

Sherbrooke.—The crops in this section are excellent without any exception, hay and oats being the principal products. The outlook for trade is very encouraging just now, and collections are fairly good.—H. Samuel.

NEW BRUNSWICK.

St. Stephen.—Crops are only fair in this county. Potatoes are poor. Hay, only an average crop. Rain is very much needed here for fall feed for cattle. The outlook for trade is, on the whole, fair. So far trade has been equal to last year. We do not anticipate any great volume of business, but fully expect it to be as good as last year. The lumber market is very quiet, which will not help us any. Collections are only fair.

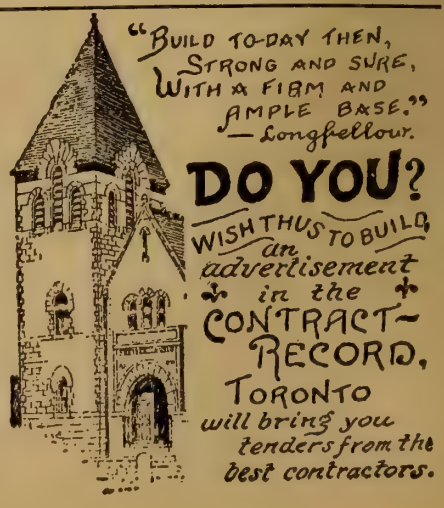
St. John.—From our experience so far this season, there is an easier feeling among buyers, and cash is being spent more freely than last year. Country buyers have the same old complaint, "hard times," but we

You can't burn them!

They are made to resist fire; and not only that, but also to save their contents from the effects of fire.

They do it too—

Taylor's Safes



notice they get about all they want, and in some cases are buying a better class of goods than formerly. Crops are excellent, but prices, of course, low, and the farmers' profits of the season will probably be an average. The lumber business (our principal source of distributing the dollars), is about as usual, with a firmer feeling, some new mills being erected in this vicinity, which means a larger employment of labor. Collections, a shade easier than last season. —DANIEL & ROBERTSON.

NOVA SCOTIA.

AMHERST.—The crop prospects are good. Local products cover hay, butter (potatoes and other roots only a small quantity), cattle, and quite an output of lumber. Trade is fair; collections not what they might be.

LIVERPOOL.—Hay, grain and vegetables are rather above the average. Apples and other fruit in our section are fair, but not up to the average. Lumber and fish are our staple exports, with production about an average, but both rule rather low at present, though we hope for an improvement. The outlook for fall and winter trade is very good, as owing to the late disastrous fire there will be quite a lot of building going on, which will put money in circulation and give employment to all who are able and willing to work. Trade generally, thus far, has been very good. Collections are rather slow, owing chiefly to the fact that our season's catch of fish has not yet been realized upon.—N. S. WETMORE.

PORT HOOD.—Crops are good in this section of country, grain and potatoes particularly. Hay is somewhat lighter than usual. The principal products that affect local trade are butter, cattle and sheep. Butter is low, but cattle and sheep bring fair prices. The outlook for fall and winter trade is very fair, fully up to the average. The prospects of making collections are about as usual, I would say as good as any time during the past five years.—D. F. MCLEAN.

TRURO.—The crops all round are good. Hay, potatoes and lumber, chief factors in local trade. Prospects for fall and winter trade are fairly good. Collections, fully up to the average, and the advancing prices on all kinds of staples seem to have been anticipated by the purchasing public.

PRINCE EDWARD ISLAND.

CHARLOTTETOWN.—The outlook for the fall season is regarded as fairly good. Hay, wheat and oat crops have been secured in good condition and are above the general average. The root crop is fast maturing, and will prove an exceedingly heavy and valuable one; with fair prices for export, trade should receive a marked impetus.—W. A. WEEKS & CO.

SUMMERSIDE—The crops are good in this part of the island, but prices are poor. The products which affect the trade are oats, potatoes, hay and eggs. They are all plentiful, but prices are very low. The outlook for trade during the coming winter is poor. The price of farm produce rules the trade, as this is purely an agricultural country, except for a little fishing, and that was not very good, either, last year. Collections have been poor.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

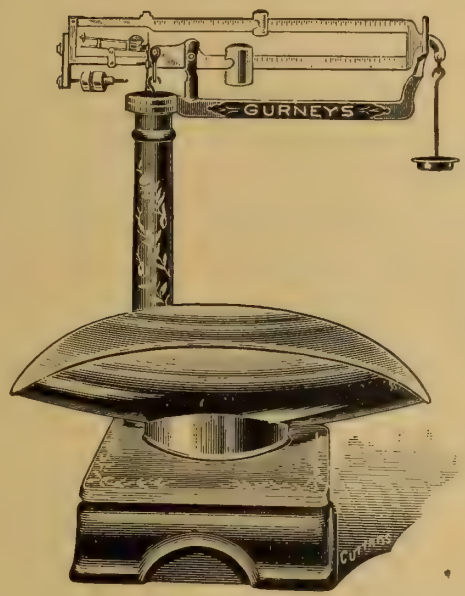
CUTLERY
Splendid value in all kinds for the Fall trade. See our samples. . . . . .

WIRE
Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
. . . MONTREAL

DOMINION COUNTER SCALE



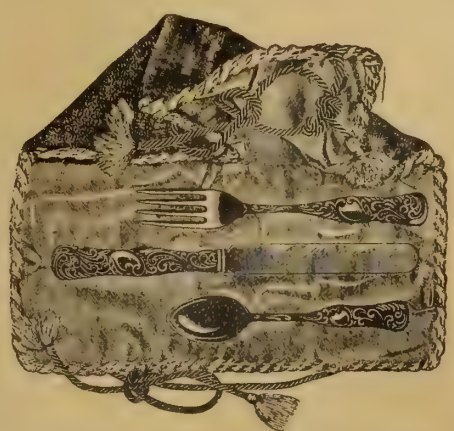
With Patent Automatic Scoop Balance

Simple in construction Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.



Rialto Pattern Child's Set, in Satin Lined Plush Pad, $3.75 list, less special discount.

OUR LINE OF
CHRISTMAS NOVELTIES
IS LARGER THAN EVER.

Write for Illustrated Catalogue just issued.

The Toronto Silver Plate Co.

Designers and Manufacturers of Wares in Sterling Silver and Electro Silver Plate.

Factories and Salesrooms:
King St. West, TORONTO, CANADA.

E. G. Gooderham, Manager and Sec.-Treas.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

F. M'GIBBON & SONS, lumber, Sarnia, Ont., have assigned to James Flintoft, sheriff.

T. Duphily, general store, Vercheres, Que., has assigned.

A. J. Dunlop, harness, Hamilton, Ont., has assigned to Geo. Coote.

J. Lavallee, general store, St. Aime, Que., has assigned to Kent & Turcotte.

Z. Bernier, general store, L'Islet, Que., wants to compromise at 65c. secured.

Theophile Dufilly, general store, Vercheres, Que., wants to compromise at 25c.

Octave Chandonnet, general store, St. Pierre les Becquets, Que., has assigned.

Louis St. Pierre, general store, Chateau Richer, Que., has assigned to Paradis & Wilson.

There is a demand of assignment against Arsene Prince, wagon maker, St. Angele de Laval, Que.

A. Lapointe and A. Genest, general storekeepers, at Chicoutimi and Gentilly, Que., respectively, have assigned.

Manchee, Wilson & Adamson, manufacturers mouldings, etc, Toronto, have assigned to Henry Barber & Co.

C. W. Laing & Co., general store and beading mill, Bright, Ont., have assigned to Henry Barber & Co., Toronto.

In the case of Grondin & Racicot's lumber and saw mills at Notre Dame de la Salette, Que., a judicial abandonment has been made.

PARTNERSHIPS FORMED AND DISSOLVED.

The Canada Piano Co., Montreal, have dissolved.

The Maple Leaf Rubber Co., of Toronto, wants a charter.

Nolin & Frere, wheelrights, St. Foye, Que., have dissolved.

The Henderson Bicycle Co., of Goderich, Ont., seeks incorporation.

The Pine and Hardwood Co. of Ontario, Toronto, wants a charter.

D'Aguin, Girouard & Proulx general store, St. Thomas, Que., have dissolved.

Dennis W. Karn and Henry Adams constitute D. W. Karn & Co., pianos, Montreal.

Smith & Godbout, furniture, St. Hyacinthe, Que., have dissolved. Alfred Godbout and Mrs. Chas. A. Simard are now proprietors of the business.

Carriere & Morrissette, general store, St. Charles, Que., have dissolved and a new firm has been formed, composed of Carriere & Drolet, who are seeking an extension of the liabilities of the late firm.

Charters have been granted by letters patent to the following companies: The Imperial Brush Manufacturing Co., the Shearer & Brown Co., the Crescent Watchcase Co., and the Britannia Mining Co.

SALES MADE AND PENDING.

L. Weber, general store, Hawkesville, Ont., will sell out.

Frank Tyler's harness stock, Hastings, Ont., is to be sold.

J. A. Squance's furniture stock at St. Thomas, Ont., has been sold.

Leon Boutin, tinsmith, Thetford Mines, Que., advertises business for sale.

C. J. Draper's assets at Waterville, Que., are to be sold by auction on October 14.

C. E. Boyd, hardware, Norwich, Ont., has sold out and gone to Sault Ste. Marie, Ont.

J. N. Graveline's assets have been sold at 71c. on the dollar at St. Francois du Lac, Que.

The assets of Aug. Lemay, general store, Warwick, Que., are to be sold on October 15.

The assets of the Waterloo Wood Manufacturing Co., Waterloo, Que., are for sale by tender.

CHANGES.

J. B. Bertram has started a general store at Lorette, Que.

Margaret Walter, tinware, etc., Galt, Ont., is giving up business.

Proster Cantin has started a general store at St. Augustin, Que.

R. S. Cline, general store, Cornwall, Ont., is going out of business.

Jean B. Gratton is proprietor of the Montreal Water Wheel Co.

The capital stock of the Hamilton Bridge Co. has been increased to $150,000.

The capital stock of the North Pacific Lumber Co. has been increased to $500,000.

L. J. M. Cloutier's wife is proprietress of the trading firm of Cloutier & Cie., Weedon, Que.

Alfred Woodgate, lumber, etc., Ripley, Ont., is commencing a lumber business there.

J. A. Martin's wife is proprietress of the general store of Martin & Co., at Nicolet, Que.

George Felker, wagon maker, Cheltenham, Ont., has been succeeded by N. S. Campbell.

The wife of Alexis Patenaude is proprietress of the trading business of A. Patenaude & Cie., Montreal.

DEATHS.

Narcisse Cote, cabinet maker, Quebec, is dead.

John M. Ross, general store, etc., Seagull, Ont., is dead.

Geo. S. Lacey, of R. F. Lacey & Co., leather findings, etc., London, Ont., is dead.

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St. Montreal

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL

BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets,

TORONTO, - ONTARIO.

Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

CHARLES H. RICHES

Solicitor of PATENTS

Canada Life Bldg., King St. W., Toronto

Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.



VANDUZEN STEAM JET PUMP

THE BEST IN THE WORLD.

Pumps Any Kind of Liquid.

Always in Order, never Clogs nor freezes. Every Pump Guaranteed.

10 SIZES.

200 to 12000 Gallons per Hour. Cost $7 to $75 each. Address

GARTH & CO.,

536 to 542 Craig St. MONTREAL

MONTREAL SMELTING AND REFINING WORKS

THE Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
Leading Consumers use Langwell's Babbit.

WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON

Metallurgists and Manufacturers

10 Dorchester St., MONTREAL, QUE.

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

NORTHERN ASSURANCE COMPANY

Established 1836. OF LONDON.

Capital and Funds, $36,465,000.
Revenue, $5,545,000.
Dominion Deposit, $200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

THE PEOPLE'S

Building and Loan Association

(INCORPORATED)

Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most $3 deposited monthly is estimated to mature a $500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.

Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

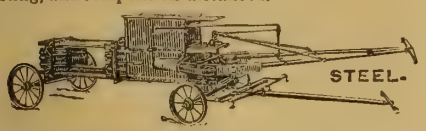
Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.



Meat Cutters

White enamelled inside and red japanned outside.

BEST SATISFACTION!!

Wood, Vallance & Co.

HAMILTON

WHERE ARE WE AT?

Under the above caption, The Petrolea Advertiser has this to say :

"Our oil producers are drifting back into the same old rut which has so often proved disastrous to their best interests in the past. We refer to the direct delivery system.

"The tanking companies were formed, with an investment of over $100,000, for the purpose of protecting the producer from any undue advantage which the refiner might take as occasion arose ; to promote an exchange where a healthy speculative market would ensure good prices for the raw material ; and to gain a fair remuneration for capital invested and brains and labor expended. These companies had a right to expect that their enterprise would be liberally patronized and their object appreciated. Has this been done? What are the producers doing to-day? Have they not already suffered enough from the insane system of direct delivery? It would seem not, for the exchange is practically dead, and direct delivery is once more the order of the day. Do they expect the refiners to pose as philanthropists? As a matter of fact, are they not rather playing with fire? Prices are all right now, and crude is as high as it is advisable to put it, but the time will come when there will be a surplus, and with the exchange abolished, may we not reasonably suppose that the refiners will put down the price to whatever figure they like? The tanking companies and the exchange are the only true safeguards for the producers, and they will some day bitterly regret having so ruthlessly thrown them away."

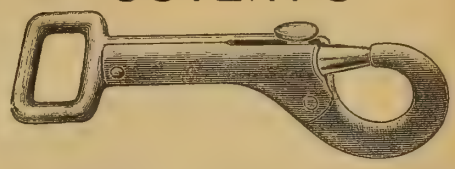
FORMING CHARACTERS.

No one can detach himself from his connection. There is no sequestered spot in the universe, no dark niche along the disk of non-existence, to which he can retreat from his relations to others, where he can withdraw the influence of his existence upon the moral destiny of the world ; everywhere his presence or his absence will be felt, everywhere he will have companions, who will be better or worse for his influence. It is an old saying, and one of fearful and fathomless import, that we are forming characters for eternity. Forming characters! Whose? Our own or others? Both—and in that momentous fact lies the peril and responsibility of our existence. Who is sufficient for the thought? Thousands of my fellow-beings will yearly enter eternity, with characters differing from those they would have carried thither had I never lived. The sunlight of that world will reveal my finger-marks in their primary formations, and in their successive strata of thought and life.—Elihu Burritt.

ADA REHAN COMING.

Ada Rehan, one of the greatest of living actresses, will appear at the Princess theatre in Toronto shortly. She plays in Shakesperian roles chiefly, and her coming engagement is regarded with little less interest than was that of Henry Irving and Ellen Terry. She is bound to be greeted with bumper houses while in the "Queen City."

COVERT'S



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

CHOPPING AXES

Patterns and Special Labels to suit the trade.

Prices Right

Write for fuller particulars.

FOWLER & RANKINE,

ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

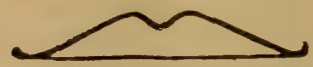
SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect *Extra Hollow Ground* Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Oct. 11, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire s to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb. ingots, per lb.	0 17 — 0 17½
Straits	0 17 — 0 17½

Tin Plates.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley.	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.X	7 70
Raven & P. D. Grades—	
I.C., usual sizes	3 75 — 4 00
I.X., "	4 75 — 5 00
I.X.X., "	5 75 — 6 00
I.XXX., "	6 75 — 7 00
D.C., 12½x17	3 50 — 3 75
D.X	4 50 — 4 75
D.X.X	5 75 — 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	2 90 — 3 10
I.C., special sizes	3 15 — 3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	6 00 — 6 25
I.X., Terne Tin	8 25 — 8 50

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	0 06 — 0 06¾
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	0 06 — 0 06
" 26 "	0 06 — ....
" 28 "	0 07¼ — 0 07½

Iron and Steel.

	Base — Price,
Common Bar, per 100 lbs	.... — 1 70
Refined "	.... — 2 35 — 2 65
Horse Shoe "	.... — 2 60 — 2 75
Band "	.... — .... — 2 20
Hoop "	.... — .... — 2 20
Swedish "	.... — 4 00 — 4 25
Sleigh Shoe Steel "	.... — .... — 2 50
Tire Steel	3 00 — 3 25
Machinery	2 75 — 3 00
Cast Steel, per lb	0 10 — 0 14
Russian Sheet, per lb	0 10½ — 0 11
Tank Plates, 1-5 and thicker.	2 00 — 2 25
Boiler Rivets	4 50 — 5 00

Boiler Tubes.

2-inch	.... — 0 10½
3-inch	.... — 0 13½

Steel Boiler Plate.

¼ inch	.... — 2 45
5/16 "	.... — 2 35
¾ " and thicker	.... — 2 25

Sheet Iron.

8 to 20 gauge	2 40 — 2 50
22 to 24 "	2 25 — 2 35
26 "	2 35 — 2 45
28 "	2 50 — 2 65

Canada Plates.

All dull	.... — 2 15
Half polished	2 30 — 2 35
All bright	2 90 — 3 00

Iron Pipe.

Wrought, ¼, ⅜, 37½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb. — Per lb.
16 to 24 gauge, per lb	0 04½ — 0 04¾
26 gauge, "	0 04¾ — 0 05
28 " "	0 05 — 0 05¼
16 to 24 gauge, per lb	0 04 — 0 04¼
26 gauge, "	0 04¼ — 0 04½
28 " "	0 04½ — 0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	.... — 5 00
" ¼ " "	.... — 4 38
" 5-16 " "	.... — 3 50
" ⅜ " "	.... — ....
" 7-16 " "	.... — 3 15
" ½ " "	.... — 3 00
" 9-16 " "	.... — 2 90
" ⅝ " "	.... — 2 85
" ¾ " "	.... — 2 75
Trace, per doz. pairs	3 60 — 5 90
German coil, per 100 ft	1 65 — 2 70
Jack chain, iron, single, per doz. yards	0 13 — 0 50
Jack chain, double, per doz. yards	0 15 — ....
Jack chain, brass, single, per doz. yards	0 20 — 10

Copper.

Ingot.

English B. S., ton lots	0 12¼ — 0 12½
Lake Superior	0 12¼ — 0 12½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20 — 0 22
" round and square 1 to 2 inches	0 18 — 0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½ — 0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15 — 0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26 — 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16 — 0 17
" 35 to 45 " "	0 15 — 0 15½
" 50 lb. and above, "	0 14½ — 0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	.... — 0 21
Spun, per lb	.... — 0 24

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 23 — 0 26
From 20 gauge up	0 26 — 0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20 — 0 22
" 27 to 30 "	0 21 — 0 23
" 30 and up	23 — 0 26
Sheets, hard-rolled, 2x4 ft	0 21 — 0 23

Zinc Spelter.

Foreign, per lb	0 04¼ — 0 04½
Domestic "	0 03¾ — 0 04

Zinc Sheet.

5 cwt. casks	.... — 0 04¾
Part casks	.... — 0 05

Lead.

Imported Pig, per lb	0 03⅜ — 0 03½
Domestic, per lb	.... — 0 03
Bar, 1 lb	.... — 0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½ — 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼ — 0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

	Per lb. — Per lb.
Bar half-and-half	0 12½ — 0 13
Standard	0 11½ — 0 12
Wire	0 17 — 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10 — 0 10½
Other makes, per lb	0 09½ — 0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00 — 1 05
Second qualities, per gallon	.... — 0 90
Barn (in bbls.)	0 70 — 0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35 — 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	.... — 2 75
Yellow Ochre (Royal), per cwt	1 10 — 1 15
Venetian Red (best), per cwt.	1 80 — 1 90
English Oxides, per cwt	3 00 — 3 25
American Oxides, per cwt	1 75 — 1 90
Canadian Oxides, per cwt	1 75 — 1 90
Paris Green, per lb	.... — ....
" " 100 lb. drums	.... — ....
Burnt Sienna, pure, per lb	.... — 0 10
" Umber, " "	.... — 0 10
do. raw	.... — 0 09
Drop Black, pure	.... — 0 09
Chrome Yellows, pure	.... — 0 18
Chrome Greens, pure, per lb.	.... — 0 12
Golden Ochre	.... — 0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	.... — .... — 0 69
Extra "	.... — .... — 0 90
Brown Japan "	.... — .... — 0 65
Brown Japan, Turpentine, p.g	.... — 0 85
No. 1 Carriage, per gal	.... — 1 30
Gold Size Japan, "	.... — 1 00 — 1 20
Pure Orange Shellac	2 10 — 2 15
Hard Oil Finish	.... — 1 30
Oil Shellac	.... — 1 40
White Shellac	.... — 2 40

Linseed Oil.

(In bbls.)

Raw, per gal	.... — 0 57
Boiled, per gal	.... — 0 60

Turpentine.

(In bbls,)

5-Barrel lots	.... — 0 39
" "	0 40 — 0 41

Castor Oil.

Best, per lb	0 06½ — 0 07½

Cod Oil.

Cod Oil, per gal	0 50 — 0 51

Glue.

(In bbls.)

Common	0 07¾ — 0 08
French Medal	0 10 — 0 10½
Cabinet, sheet	0 11 — 0 12
White, extra	0 16 — 0 18
Gelatine	0 20 — 0 30
Strip	0 16 — 0 18
Coopers	0 19 — 0 20
A1 clear	.... — 0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each — Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each —
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine. dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis.. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers.
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 35	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 35
101 to 105	....	....	....	10 75
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer. per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03

	Per doz. set.	
Screw. Eureka.....	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring.....	1 00	3 50
" Shepard's Samson.....	....	1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz..... 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz..... 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   Basis—50 to 60 dy..... 2 50
   40 dy..... 2 55
   30 dy..... 2 60
   20, 16, aud 12 dy..... 2 65
   10 dy..... 2 70
   8 and 9 dy..... 2 75
   6 and 7 dy..... 2 90
2. American pattern only—
   From 4 to 5 dy..... 3 10
   3 dy (lath)..... 3 50
3. Canada pattern only—
   From 4 to 5 dy..... 3 00
   3 dy (lath)..... 3 40
   3 dy, A.P. fine..... 4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal..... 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 67½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz..... 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle..... 0 22 0 33
Screw..... 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per 100 lbs..... .... 1 80
Tins, lbs..... ..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9¼
¼, 5-16, ⅜ in.....	7½ 00	9½
Cotton.....	11	12
Russia Deep Sea.....	00	13
Jute.....	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... ..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen..... 0 40 0 70
"Empire," McMillan&Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
" frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz..... 0 00 7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 0 00 9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme..... 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English..... 1 80 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross..... 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb..... 0 25 0 50
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... .... 3 50 5 00
Grind. per ton..... 15 00 18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 to 55 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 to 55 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb..... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55
Binding, Blue Ribbon.. ..... 0 06¾ 0 07¼
" Red Cap..... 0 06½ 0 06½
" Prison..... ..... 0 09
Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... ..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 15 per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 0 03½
Galvanized, 4 barb, 4 and 6 inches apart 0 03½
Galvanized, plain twist, all delv'd.... 0 03½
"Lock Barb," 4 point..... 0 00
" Glidden, 2 point 0 00
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 00
Steel Staples 0 00 0 03½
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
Pocket, per doz 1 25

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs or the woods, and very fond of the water.

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The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

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Essex Handle and Wood-Turning Works

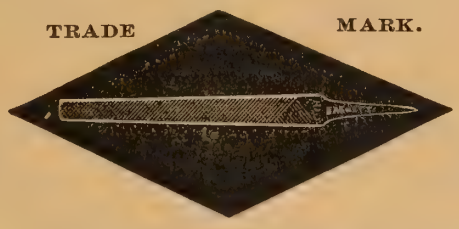
You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

BLACK DIAMOND

TRADE MARK.



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- Machine Band Sawfiles.
- Great American Cross-cut Sawfiles.
- Chisel Pointed Sawfiles.
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and
Pokers

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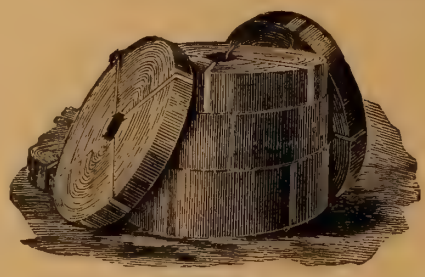
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THRESHING BELTS

Until the rush in height of season prevents prompt shipment.



ORDER NOW!

Best Brands

"MONARCH" Special, fine quality.
"RED STRIP" Extra heavy.
"LION" Extra value.

Hard Rubber Suction, Spiral Suction, etc., etc.

THE GUTTA PERCHA & RUBBER MFG. CO.

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" Leather, with Rope and Leather Chin.
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. . . TORONTO

CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, OCTOBER 19, 1895. No. 42.

Magnolia Metal

TRADE MARK.

— IN USE BY —

EIGHT LEADING GOVERNMENTS.

TRADE MARK.

CORNELL UNIVERSITY.

To Whom it May Concern: Ithaca, N. Y., August 10, 1895.

I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

We have made some tests to determine accurately the friction-reducing qualities and durability of this metal. On account of an accident to our machine these tests are not all completed, and a full report cannot be given at the present time.

Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,

R. G. Carpenter.

(Professor of Experimental Engineering, Sibley College, Cornell University; Member Society Mechanical Engineers, etc., etc., etc.)

MAGNOLIA METAL CO.

Owners and Sole manufacturers,

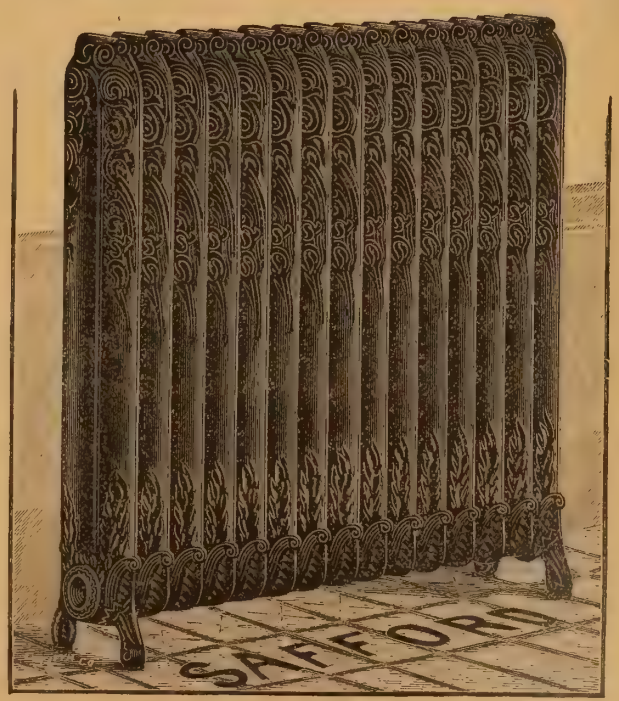
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The largest Radiator manufacturers under the British Flag.

The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO LIMITED

To the Trade

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Write for Price List and Discount Sheet.

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Hardware Merchants — Toronto.

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123 QUEEN ST. EAST — TORONTO, CAN.

Diamond Enameled Ware

The trade like Diamond Ware because it is first-class, light-colored, durable.

- **Diamond Ware is well coated**
- **Diamond Ware is full weight**
- **Diamond Ware has given good satisfaction**
- **Diamond Ware is guaranteed**



Our new works for making Diamond Ware are about completed. Orders will have prompt attention.

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

Vol. VII. TORONTO AND MONTREAL, OCTOBER 19, 1895 No. 42

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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and
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R. Hargreaves, Manager.
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ADVANCE IN SOIL PIPE.

AN advance of from 10 to 20 per cent. is announced in the price of soil pipe. The decision to make the advance was reached on Thursday at a meeting of the association held in Toronto.

The discount is now uniform at 60 per cent. off the list.

For some time the four-inch medium pipe has been used as a leader, and it was placed on the net list and the price cut to 18½c. per foot net. Hereafter it will be sold off the list, as the other sizes. With the discount of 60 per cent. off, therefore, the price of four-inch medium will be 22c. per foot, or an advance of about 20 per cent., against an advance of 10 per cent. on the other sizes; but as the price of this particular size was cut to a figure close to the cost mark, the reason is obvious.

"HARDWARE" PREDICTED IT.

In our issue of last week we pointed out that Canadian-made pig iron had crowded out of Western Ontario the American product.

In our issue of May 4 we predicted that such a condition of affairs was probable.

At that time, it will be remembered, American pig had not only driven the domestic product out of Western Ontario, but had chased it even out of Montreal.

Chafing under this humiliation, the Canadian pig iron men determined to make a bold effort to recover the lost territory.

Their first move was to make a big reduction in prices, with the result that Nova Scotia pig soon began to wend its way westward again, until to-day, as intimated last week, it practically has the field to itself.

CUTTING PRICES IN FURNACES, ETC.

It is a matter for wonder that the quotations on stoves, furnaces, radiators and heating apparatus generally have not been advanced. Pig iron has risen nearly $5 per ton within the past few months, and still these products of pig iron remain stationary in prices.

Of course, manufacturers are able to turn out goods without advancing prices simply because they had purchased big stocks of pig iron before the jumps in prices occurred.

But it is not necessary that they should do so. Surely the manufacturers who were long-headed enough to buy pig iron while it was cheap have the right to profit from their own shrewdness rather than the general heating-apparatus-buying public.

And the manufacturers would realize such profit if it were not the fact that a certain firm is cutting prices at a terrific rate in order to secure custom. In order to outbid its rivals this house quotes away below cost time after time. Several contracts secured in this way were instanced in the hearing of HARDWARE AND METAL.

There is enough trade in Canada to allow existing firms to make money if they would only agree to keep prices on a paying basis, instead of paring quotations on tenders down to the core.

CANADA PLATES HIGHER.

Cables this week, as noted elsewhere, quote Canada plates at primary markets £1 per ton higher.

The fact has led to an advance on spot prices at Montreal, holders now asking 15c. advance on last week's prices, or $2.25 as an inside figure. Even at this advance, spot prices in Montreal are not on a par with the cost in Great Britain, and for this reason further advances are looked for.

The present stocks of Canada plate in Montreal are light, and, as far as can be gathered, the same is the fact at other leading centres.

ADVANCE IN SCREWS.

The Screw Manufacturers' Association, at their meeting held in Montreal this week, decided on an advance in price equivalent to 2½ per cent. That is, they reduced the trade discount allowed off the price list to that extent.

The new discounts are as follows: Flat head, bright screws, 77½ off; round, bright, 72½ off; flat head, brass, 75 off, and round head, brass, 70 off.

LOTS OF GLASS NOW.

Dealers and contractors will be glad to learn that the tight season for glass is over, and that consignments to Toronto firms are arriving. Sanderson Pearcy & Co. received this week large shipments of Star and Double-Diamond glass. They have now a full stock of all lines and sizes, and are in a position to promptly fill all orders. There are shipments still on the way.

PAINT AND OIL SITUATION.

Quietness has characterized the paint and oil trade of Toronto for some time past.

Varnishes have, perhaps, been going off more freely than for some time, and there is a fair demand in the city for the best brands of white lead. Painters seem anxious to push forward all they can before bad weather sets in.

Linseed oil is in better supply, and quoted at 53 to 56c. for raw and 56 to 59c. for boiled, terms net 30 days.

Turpentine is moving steadily without any profit to the importers, at 39 and 40c. per gallon net. Less than barrel lots would be held at 5c. per gallon over these prices.

There is some talk of one firm of jobbers and manufacturers' agents dissolving partnership owing to disagreement, it being found that there is no money in taking orders for import at a bare commission and then running the risk of having the goods thrown on your hands upon one excuse or another. When the balance sheet is on the wrong side harmony, like love, flies out of the window.

In view of approaching winter freights the color stocks of the several large firms

are well assorted and amp'e for all demands.

A great improvement in the matter of packages is noticeable, neat tins superseding paper bags; kegs and barrels being also well coopered.

OPPORTUNITY FOR EXTENDING TRADE.

NOW that the treaty between Canada and the French Republic has at last become operative, it is to be hoped that manufacturers and merchants in this country will not be as long in trying to reap advantages therefrom as has been the case with the legislators in setting the treaty in motion.

The delays have been vexatious, and, in many instances, quite unnecessary. Nearly three years have passed since the instrument first received the attention of the Canadian Parliament, and even with the delays that may be termed necessary, the treaty should have been in operation at least eighteen months ago. But the trouble is that both in the Cabinet and in the House there is wanting not only statesmanship but ordinary business common sense. If a merchant were to carry on his business after the same fashion as our legislators have this French treaty, he would be bankrupt in a short time.

Let us for goodness sake show the French people that the business acumen in Parliament is not representative of the business acumen of the merchants and manufacturers of the country.

The goods of Canadian manufacture which have access to the French market under the minimum tariff are: Canned meats, condensed milk, fresh water fish, eels, fish preserved in their natural form, lobsters, apples and pears, fresh, dried or pressed; preserved fruit, building timber, rough or sawn; wood pavement, staves, wood pulp, machine-made common paper, prepared skins, boots and shoes, furniture of common wood, flooring in pine or soft wood, wooden sea-going ships.

Not only are several of these lines among our staple manufactures, but France is an importer of them. Here, for instance, are France's imports in some of the lines enumerated in the treaty: Timber, $40,000,000; furniture and staves $4,000,000; lobsters, $1,000,000; salmon and other canned fish, $1,000,000; canned meats, $2,000,000 to $4,000,000; apples, $1,000,000; condensed milk, $400,000; wood pulp, $4,000,000; paper, $1,000,000.

To France and her colonies we last year sent about $125,000 worth of timber and lumber. St. Pierre and the French West Indies took $4,216 worth of Canadian staves. Of canned lobsters France took 1,032,850 pounds, valued at $200,062, and St. Pierre, 11,788 pounds, valued at $1,054. Practically no canned salmon went from this country to France. Dried apples we sent to the va'ue of $3 662; but of green apples the returns show we only sent three barrels va'ued at $7. St. Pierre, however, was a better customer than the parent state in this respect, taking 282 barrels valued at $782. Wood pulp we do not appear to have shipped a dollar's worth to France.

Under the new order of things, with a minimum instead of a maximum tariff applying to the Canadian goods stipulated in the treaty, an enlarged trade should be possible in the articles we already send to France, while an entrance into that country ought to be effected for some of the articles we do not now send there.

TRADE IN CANADA AND THE STATES

IT is a common thing these days to hear people complain that there has not been that marked recovery in trade in Canada that there has been in the United States during the last three months.

This contention is not without reason: There has not been that marked recovery.

But those who take the pessimistic view overlook the fact that trade in Canada had not so much to recover.

During the recent period of depression, trade in Canada, at its worst, was not at as low an ebb as it was in the United States.

At no time was there anything ever approaching a panic. There was perfect confidence in our banks; at no time did the people take their money out of the banks and put it for safe keeping in their stockings. There was perfect confidence in our currency. At no time was there any difficulty experienced in getting money from the banks to cash drafts, cheques, etc. No artificial means did we have to devise in order to keep our heads above water. Neither did our foreign trade show a marked decline. Nor did one of our railways pass into the hands of receivers.

How different in all these particulars it was in the United States is known to all men.

And, notwithstanding that the recovery in trade across the borders has been so marked as to elicit the admiration of the world, still to materialize have the normal conditions obtaining before the period of depression set in.

A substance that has shrunk abnormally will naturally have to expand more in order that the normal condition may again obtain than will that which has shrunk but little. And what is true of substances is equally true of trade.

JOS. W. TAYLOR HEARD FROM.

Jos. W. Taylor, formerly of the Toronto Radiator Manufacturing Co., and brother of John W. Taylor, manager of that well-known concern, has arrived safe and sound in South Africa. His numerous friends throughout the whole of Canada will be glad to learn that he is doing well, being superintendent of the drilling at one of the coal mines in the Kaffir region near Johannesburg.

This Johannesburg is a curious mushroom city of 80,000 inhabitants, and upon it to-day the attention of financial Europe is breathlessly fixed, for the speculation in South African gold mine stocks has set the old world crazy.

DESIRES EXTENDED TRADE WITH CANADA.

THE commercial treaty entered into between Canada and the French Republic has created a desire on the part of at least one other country to negotiate a similar treaty with the Dominion. That country is Italy.

At present our aggregate trade with Italy only amounts to a little over half a million dollars per annum. According to the Trade and Navigation Returns of 1894 we exported $109,188 worth of goods to Italy, and imported therefrom $402,443 worth.

Our exports to Italy consisted nearly altogether of products of the fisheries, out of the total $101,682 being thereof. Products of the forest we sold them to the value of $7,506. Of products of the mine or field we sold Italy nothing. And the same is to be said of animals and their products and manufactured articles.

If there is any mutual advantage to be gained by a commercial treaty between Canada and Italy, by all means let it be negotiated. Let us grasp every opportunity of extending our foreign trade. But it is to be hoped that if such a treaty is negotiated it will not require nearly three years to ratify and put it into operation, as it was in the case of the French treaty.

Italy's desire to negotiate a treaty with the Dominion probably had its origin in the fact that that country has not a favored nation treaty with Great Britain, and consequently cannot share with those countries that have the benefits that may be derived from trading with Canada under it.

THEIR NEW FACTORY.

The Metallic Roofing Co., Toronto, have let the contract for their new factory at King and Dufferin streets, to cost $10,000. The new building will be 150 feet long by 50 deep, with an office wing 40 feet by 40 feet. The structure will be two storeys high and of solid brick. The new building, together with the old one now standing, will give the company's factory a frontage of 300 feet by a depth of 50 feet, not considering the wing mentioned above. The company hope to be in their new premises early the coming year.

ON THE ROAD.

By Scott McKerrow.

"READING your articles on Retail Hardware Associations," said one of the traveling fraternity to me the other day, "reminds me of a scheme I organized when at business in Port Perry. It had been the habit for some years not to follow closely the prices at which produce taken in trade could be resold, but if there was likely to be a fair bill of requirements behind the exchange, pretty tall prices were allowed for produce. Consequently, one never knew what to allow for goods; and not wishing to lose trade, one would often have to offer, in trade, more than the produce was worth.

"I concluded this would never do, and, calling on the trade, advised them of a meeting to be held in the Town Hall, at which I explained later that I wished to form an association or Board of Trade for the regulation and maintenance of prices. My efforts met with success. The association was formed, and we met for an hour every Monday night, when pricesfor produce were arranged for the current week. Lists were printed, with all lines of produce in detail, and space was left for price. These lists were posted in a prominent place, so that farmers could see what price goods were worth anywhere.

"We also had made up a list of the dead beats and had it deposited with one of the jewelers in town, who was a disinterested party, and to which each dealer had free access. If a man wished to open an account, of whose standing the dealer was doubtful, he would look up the list, and if he found the prospective customer owed elsewhere, he was politely told to pay up Mr. So-and-So first. The thing worked pleasantly and well till the fire swept Port Perry, and for a year or two trade was so demoralized that we could not find time to discuss the matter, and my health shortly compelled me to look for outside employment."

"How is the cash business working?" I asked, as I strolled into J. W. Redfern's new store in Owen Sound.

"Works all right," said Mr. Redfern. I was surprised. "When you get an old stager, who is slow but 'as good as the wheat,' and wants a stove on time, what do you do?" "Well, I get him at times, but if he happens to be one who has not heard of the change, I do not mention terms till he has made his choice and says: 'Half in six months and the balance in a year.' I reply: 'Well, my son, we killed the credit horse the other day, and could only get a cash animal in his place, so that goods are sold for cash only.' The reply generally is: 'I suppose I must go elsewhere;' and I say: 'Please yourself about that, but before you do so, let's figure this thing out. I am selling you that stove complete for $28, and you cannot possibly get its equal on time for less than $32. Now, Mr. ——, of the Farmers' Bank opposite, will give you all the money you want at 6 per cent. per annum and be glad to get the chance. Now, I want to do a hardware business, so that if you get him to advance the money on your note he will do business, I will do a strictly hardware business, and you will save over $2.'" "And," continued Mr. R., with a satisfied smile, "I cannot tell you how many have gone across and brought me back the money. Now that the cash business is pretty well known, I have little or no trouble along this line. Of course, boat and mill accounts are thirty days, as it would not be convenient for owners to send the cash with mill hands every time goods were required, nor would it be judicious."

About a year ago, Mason, Miller & Co., general merchants, Shelburne, adopted the cash system as the basis on which they would do business. They had some hard fighting to introduce the system, but so successful have they been that on the first of this month E. Berwick & Co., grocers, etc., G. R. Hannah, and A. B. Noble & Co., of the same town, decided to adopt the same system, and will in future sell for trade or cash only.

This will practically revolutionize business in this town, and the eyes of the trade in all western Ontario will be turned in its direction, and the results of this new move will be watched with interest. If the same success crowns the efforts of the last three mentioned firms as it has the efforts of the "pioneer firm," it will be the deciding point of many who have for some time given this matter most serious and careful consideration, and who have been anxious to adopt it, but have been fearful of the result. That four stores in Shelburne have adopted the "cash system," almost insures its complete success, and it is simply a matter of a short time when all the stores will do likewise. That it is a benefit goes without saying, as merchants will be able to do business on closer margins, and thus attract the better class of trade to the town. Nevertheless, in these times, old accounts will be difficult to collect, as paying cash for immediate requirements will make it a double "pull" on the farmer who is behind. There are several other merchants throughout the province who are doing a cash business. It is my intention to interview them, and return to this subject latter.

I read of a firm in Port Arthur, who have had their books enclosed in a coffin in the store, having the superscription "Sacred to the Dead." This does not go far enough. Why not have a funeral and have them properly buried. Coronors have not always enough to occupy their time, and unless the demise of the "system" has been long expected, the coronor may become suspicious, order an inquest, and find it is not dead, but merely in a "trance." Friends in Port Arthur, it's high time you buried your dead.

W. H. COTTINGHAM & CO.

THE work on Messrs. Walter H. Cottingham & Co.'s new factory and warehouse, 21 and 23 St. Antoine street, and 1, 3, 5, 7, and 9 St. Genevieve street, being about completed, they are moving over from their old stand, on Notre Dame street, this week. They have disposed of the retail branch of their business to Mr. D. P. Cottingham, who for the past seven years has been with them. He will continue in the old and well-established stand, corner Notre Dame and St. Helen streets, and it is his intention to enlarge and improve the facilities for doing business there.

Messrs. Walter H. Cottingham & Co. will devote all their attention to the manufacturing and importing business. Their new premises have been a busy scene for the past month. Their machinery, made at the principal works of the Sherwin-Williams Co., at Cleveland, is being installed by mechanics from headquarters, and is all of the latest and most improved kind. Goldie & McCulloch, of Galt, have completed the work of placing the two large boilers and engines.

Patrons of the firm will find it worth their while to visit their handsome new offices. They are finished in beautifully polished cherry. The partitions throughout the building are of British boiler plate. It is quite safe to say that the offices, warehouse, and factory throughout are the handsomest and best equipped of any of the kind in the country, and it is very evident that, not only a great deal of money, but also a great deal of thought, has been expended in their production. They foreshadow the high reputation of the goods to be produced by this firm here. Mr. Cottingham informs us that the varnish factory they are building on St. Patrick street, for the manufacture of Pratt & Lambert's varnish, is well on the way and they hope to be in operation next month.

ASBESTOS TOWELS.

The possibilities of asbestos seem unlimited. The latest form in which this fluffy mineral is used is towelling. It is amusing to think that one may wipe his face with the same substance of which car wheels can be made.

To "wash" an asbestos towel, you throw it in the fire and leave it there for a few minutes, or hours or days. When you take it out it is clean and ready for the roller.

Thirty-five additional locomotives have been ordered for the C. P. R. freight service between Winnipeg and Fort William. Wheat shipments are going out at the rate of three hundred cars daily.

THE ART OF SELLING.

IN a retail business, or indeed in a business of any kind, says a writer in Iron Age, selling is one of the most important parts of a tradesman's career. Buying, stock-keeping, and in fact all other distinct branches of mercantile life, are important factors in bringing to a successful issue our business enterprise. The section with which we have to do now, however, is equally, if not more, important, and one in which we are all interested.

ITS DIFFICULTIES.

Unless we sell it is useless to buy, or in fact to carry on our trading at all. It is surprising how little paid help realize how very necessary it is for them to study the art of selling, for it is an art and a very fine one too.

The man whom we should consider a good salesman is very different from the careless and indifferent young man whom we see at times standing behind the counter waiting for customers. It is said that any fool can sell what they are asked for, but it requires a clever man to sell what is not required. We want our young men trained in the art of selling more every year. Competition increases instead of decreases, and consequently our difficulties increase and the question of selling becomes keener, and all our efforts must be centred on the best way to accomplish it.

We need, of course, to use all help toward it in the way of window dressing and such outside inducements, also in attractive stock-keeping, but all this does not actually do the selling. We may sell a few goods as a result of ticketing in the windows, but after all they are comparatively few. It is quite true that good window dressing brings in many passers by and causes a goodly number of enquiries.

We have automatic machines for many different uses; what we may arrive at we cannot tell, but at present we have not reached penny-in-the-slot automaton salesmen. When enquiries are induced, then is the time for our expert salesman to show his qualifications, seize the opportunity and use all persuasive powers to induce a sale.

BUSINESS AT THE DOOR.

In regard to this dropping in and making enquiries, a hint may be worth notice. Never do your business at the door. For a double reason this should be avoided. It not only allows passers-by and neighbors to see and know too much of your business, but it also gives the customer an opportunity of eluding your grasp and escaping without buying. Always by some device or other get your would-be client inside. Indeed the further from the door the better. I always think one can do better with a customer upstairs, or in a showroom where all is quiet, than in the hurry of a front store and among other buyers.

To interest your customer in your stock and in yourself is a good first step. Next you may begin gradually to instil into their minds the necessity for the goods you are showing them. Once create a need for your wares, whether it be real or imaginary, and another step is gained toward securing your end. Having established the interest and wish for the article, and also the feeling of necessity for it, it becomes only a matter of price and a question of ways and means of meeting it. Now comes the real difficulty of selling an article the purchase of which has not been previously decided on.

There are a great many things that we must all be willing to admit we would gladly buy were we able to do so, and although the pushing salesman and the enthusiastic seller has so played his cards as to succeed in climbing the first two rungs of the ladder, no amount of persuasion can find the needful if it is not there.

READING CHARACTER.

Now we are able to display our tact and show that we have learned our lesson well and understand our trade. Reading of character is a fine accomplishment, and a busy salesman may often with advantage use his perceptive faculties. As we tighten the screw by a few words of praise, a few more qualities noted, or a little more pressure brought to bear, we are, imperceptibly at first, sometimes slowly, yet we trust surely, drawing the network round our customer.

We must endeavor to find out first if he has got the money to pay with if we succeed in making the sale; if so will he pay, or are we safe in giving him credit? If we can settle these points satisfactorily to ourselves we may concentrate our efforts on the sale.

Nothing but experience and practice can make us proficient in the art of selling, and we must have a large stock of patience ready, sometimes to run out in whole reels before it is exhausted. It is like fishing. We may have nibbles and even bites all day without result, but when we least expect it we may in a few moments land a good fish. It is wonderful how suddenly after a weary time of endeavor we conclude the bargain, and we can sometimes scarcely believe our own eyes when the dollars roll out.

TO OVERCOME DIFFICULTIES.

The difficulties we meet with, then, in a general way can be overcome, and we may sum up the methods of doing it briefly. First, have your stock all at hand, clean and bright, not only ready to show to the customer, but in condition fit for dispatch at a moment's notice. Have no bad or damaged goods mixed with the new and salable stock. If any of such goods are to be sold let them have a separate department.

Be always at hand to secure chance passers by and inquirers.

Be well posted up in the prices and values of all articles exposed for sale. Be ready to quote a price when asked, and a good salesman should have a fair idea of the cost, so that in the case of competition bottom prices may be quoted rather than miss an order.

Describe well all the uses and advantages of the article you are selling, set forth in a persuasive manner its utility, and use just as much pressure as the tact that you must possess enables you to estimate is necessary and advisable. Keep the customer well engrossed, secure his attention and don't let him wander. Concentrate all your energies on one sale; don't leave it to allow your customer to drift into other channels; secure the sale of one thing before recommending another.

Do not frighten away your customers by too much talk. When once the order is secured, book it; seal it, so to speak, as a compact, and do not give your friend any opportunity to rescind the order or withdraw it.

When the order is entered never consider this as a final line; remember, there are other goods in the store and let this order be a stepping stone to others. Observe these rules and the difficulties will soon vanish.

THE PLEASURES OF SELLING.

Its pleasures and how they may be realized may seem to some young salesmen as given in irony, but it is not, and I can assure my young friends that a good sale, a successful line, and one that shows a good margin of profit, affords a keen delight. There is a wonderful fascination in selling, and every sale made may be one of pleasure, and special ones may afford us rare moments of gratification.

In the ordinary grooves we are apt to get tired and regard sales, whether good or bad, as only a part of our daily routine. Have you ever noticed the glee and pleasure with which every good sale is regarded by many young ladies who are playing at shop at some bazaar or fancy fair? They realize fully these pleasures, their heart and soul is in the work, and perhaps it is enjoyed the more because of its novelty. Well, we must try and keep up the freshness too.

FOR THE EMPLOYER'S INTEREST.

If our interest is in our business, and our employer's profit is studied by us, we too shall experience what this is, and although familiarity may take some of it away, we should find greater pleasure in our work in proportion to its success.

Although our trade is dry, still there is an element of fun in it.

We have some curious enquiries at times, and many a smile and a good laugh, too, are elicited at our customers' expense, although, of course, we must be careful to reserve the fun until they are out of hearing.

It would be well for all if our young men would take a greater interest in their trade, as well as in their work and duty, making it one of pleasure and profit.

WESTWARD MARCH OF IRON PRODUCTION.

IN urging upon the late Deep Waterways Convention the importance of a deep canal from the lakes to the seaboard, Mr. Moxham, of the Johnson Iron and Steel Company, contrasted the stationary cost of producing iron and steel in England with the rapid reduction in this country, and based thereon predictions, which we believe to be quite justified, of still further reductions which shall have the effect of making this country a great exporter of iron and steel, taking the place in the world at large that England now occupies. To hasten this period in the development of our iron industry, he urged the cheapening of transportation from the lakes to the ocean, because the iron and steel business is moving from the Eastern to the Central and Western States. Mr. Moxham's own company has lately moved from Johnstown, Pa., to the neighborhood of Cleveland, Ohio, and is now in a position to benefit directly by the cheapening of water transportation.

This westward movement of the industry led The Iron Age to some reflections upon the reason for it, and it concludes that two changes have occurred in iron and steel making that account for the movement of production from the coal mines toward the ore mines, a movement the opposite of that which of old was regarded as a sort of natural law. One of these is the very general substitution of steel for iron. The Eastern makers generally had the advantage of lower wages, and this was important while wages occupied a leading place in the list of expenses. The substitut on of steel for iron has reduced the importance of wages relatively to other elements of cost, and this, of cou se, has reduced the advantage of having lower wages to pay. "Where the puddler and the roller," says The Iron Age, "received $6 per ton for converting mill iron into muck bar, the steel worker did the work of converting Bessemer pig into billets for only $3 in the aggregate." With this reduction in the labor cost per ton of material, small differences in the rates of wages lost their importance, and the Eastern iron maker was not so well able to offset advantages in other directions possessed by the Western iron maker.

But a not less, and perhaps a more, potent reason for the westward movement of furnaces and rolling mills is the reduction in the amount of fuel used in producing a ton of iron or steel. The amount of iron ore that must be hau'ed to make a ton of iron varies within very narrow limits; the amount of fuel that must be hauled has been greatly reduced. Of course, the development of natural gas as a fuel gave a great impetus to the westward movement of the iron industry, but the change from puddling to Bessemerizing, and improvements in blast furnace practice and in steam raising and in heating furnaces in the finishing mills, have all tended to reduce the amount of fuel used in producing a given quantity of finished iron. The Iron Age estimates that the amount of fuel has fallen from four or five times the weight of product to a little more than weight for weight. It is possible, therefore, to move the furnaces and the mills from the vicinity of the coal mines to the shores of the lakes, where they can most economically receive the ores of Lake Superior.

Furnaces near the seaboard have already found themselves dependent upon imported ore, and the Pennsylvania Steel Company, moving in a direction opposite to the Johnson Company, established a very extensive plant adjacent to Baltimore, which has been idle most of the time since its erection, because, with the low rates that have prevailed for Lake Superior ores, even the reduced duty of 40 cents a ton on foreign ore has been prohibitory much of the time. Pennsylvania mills have this season contracted for 250,000 tons of foreign ore, and Pennsylvania may be clamoring before long for the entire removal of the ore duty.—N. Y. Journal of Commerce.

APPROPRIATE PUNISHMENT.

In the window of a drug store on the north side of the town, says The San Francisco Call, a number of sharp, heavy, dangerous looking tacks are exposed, with a placard stating that they were picked up on the San Mateo road, where they were found scattered along the highway. This form of malicious mischief is so mean, and can yield so little in the way of fun even for the mischiefmaker, that it would seem to be the freak of some idiot without a mate in the world. And yet it is not so. From every part of the Union come reports of similar offences. In some parts of Connecticut it is said tack sprinkling on the highways has become so common that bicycle riding is almost impossible. The evil has, in fact, become so widespread there is a growing demand for an adequate punishment of it, and the bicyle men would have the full sympathy of the public if they should devise some way of making the tack scatterers sit down on their little game, and sit down hard.

NEW BICYCLE INVENTED.

A machinist of Jefferson, Ia., named John B. Cline has designed a bicycle which has no sprockets, chain, crank hanger, axle or crank having a circular motion. Propulsive power is obtained by means of two levers, with a stroke of fourteen inches. One hundred and eighty strokes of the pedals are sufficient to carry a rider a mile. The machine weighs nineteen pounds. The principal feature of the invention is that a large amount of power, lost by the use of the machine now in general use, is utilized in Cline's invention.



YOU'LL MISS A GOOD THING—

—A chance to make a name for yourself in Paints, if you miss obtaining these goods.

WALTER H. COTTINGHAM & CO.

MFRS. - MONTREAL

INTER-COLONIAL TREATY.

IN the course of his budget speech the Hon. J. G. Ward, colonial treasurer for New Zealand, quoted the memorandum drawn up and signed jointly by himself, on behalf of the New Zealand Government, and Sir Mackenzie Bowell and the Hon. G. E. Foster, on behalf of the Canadian Government, respecting the trade relations of the two colonies. Mr. Ward spoke highly of the possibilities of trade under this agreement, which only now awaits the sanction of the Legislatures of each colony. It is styled a "Memorandum respecting improved commercial relations and reciprocal tariff regulations, as agreed upon in conference, held informally in Ottawa, 10th June, 1895, between Sir Mackenzie Bowell, premier, etc., and the Hon. George E. Foster, finance minister, etc., as representing Canadian interests, and the Hon. J. G. Ward, treasurer, postmaster-general, etc., as representing New Zealand interests—subject to the approval of the Governments and Legislatures of Canada and New Zealand respectively," and runs thus :

The following named articles, when the produce or manufacture of New Zealand and imported direct therefrom into Canada, and when the produce or manufacture of Canada and imported direct therefrom into New Zealand, to be admitted in both cases free of Customs duties, viz. :

1. Animals (live) excepting hogs.
2. Frozen or fresh meats.
3. Bacons and hams.
4. Fish.
5. Hides.
6. Milk (condensed or preserved).
7. Wool, and manufactures composed wholly or in part thereof—viz., blankets, flannels, tweeds and rugs.
8. Flax (Phormium).
9. Barley.
10. Oats.
11. Wheat and wheat flour.
12. Seeds.
13. Coal.
14. Kerosene oil (petroleum).
15. Safes.
16. Organs and pianofortes.
17. Tallow.
18. Lumber and timber, planks, boards, and dimension stuffs, rough or manufactured, including doors, sashes and blinds.

The following articles, when imported under like conditions and in like manner, to receive in both countries preferential tariff treatment as follows, viz. :

(1) Agricultural implements, including also axes, hatchets, scythes, forks, rakes, hoes, shovels and spades, if made dutiable under New Zealand general tariff, to be free.

(2) Twines of all kinds, ropes and cordage, a rate equal to 2½ per cent. ad valorem less than the general tariff rates current at date of importation.

(3) Leather, a rate equal to 10 per cent. off the rate current at date of importation.

(4) Boots and shoes, harness and saddlery, at 17½ per cent., ad valorem, or, in case the general tariff rate in both countries be 25 per cent., the preferential rate to be 20 per cent.

(5) Furniture at 20 per cent., ad valorem.

HOW NOT TO USE A COMPASS.

Mr. C. E. Finlason, in his "Nobody in Mashonaland," gives an account of how he and his friends got lost in the bush, and shows what precious little use a compass is to travelers who have not thoroughly mastered that simple-looking instrument. Mr. Finlason's landmark was certain telegraph poles, and when he and his comrades lost sight of them they had to fall back on the compass, having had no sun that day to serve as guide.

"In taking my observations I had carefully noted that the needle pointed dead at the camp, but I did not turn the compass so as to bring the needle over the 'N.' So it transpired that my observation was only useful in indicating the whereabouts of the camp when we got to the poles. Another little thing which added to the confusion was the fact that I did not know for certain whether the black or the white half of the needle pointed to the north, and I had also forgotten which end pointed to the camp. And let me add that this little difficulty of the black and white needle is not at all an uncommon one with novices. They know all about it, of course, before they are lost, and would be indignant if anyone should inter (sic) that they were ever likely to be in doubt on the point. But when once they are lost, and the fact, at first resisted, is slowly and surely borne in upon them, it is surprising how speedily and completely their heads follow the way of their bodies."

Mr. Finlason and his two friends eventually found their way by tree-climbing and the activity of anxious friends.

STREET CARS FOR LONDON.

The St. Catharines Journal has this to say : "Two of the 25 magnificent electric cars which Patterson & Corbin are making for the London Street Railway are about finished, and are the finest yet turned out from their works. They are 25 feet long, with the seats cross-wise, running over two-thirds the width of the car, leaving a passage at the side on which, besides the end doors, there is also a large door for speedy exit. The exteriors are finished in fine grained cherry, with birdseye maple, and decorated ceilings and very handsome lamps. The motor ends are inclosed, and the vestibules very large. The exteriors are finished in orange chrome and pale yellow, which, with the gilding and striping, has a fine effect. They are heavily brass-railed outside, and to each seat is attached a push button for ringing an electric bell, with all other appliances for making them perfect."

QUEER TIMEPIECES.

Of the various examples that have been given of early specimens of the clockmaker's art, not the least interesting are several types of lamp-clocks. One of these was of a kind quite common in the seventeenth century, and consisted of a lamp burner placed at the base of a glass oil receptacle mounted vertically upon a suitable standard. The oil reservoir had attached to it a scale, facing the burner, and showing the hours, beginning at 4 o'clock in the afternoon, at which time the lamp was to be lighted in winter, and ending 7 o'clock in the morning. The lamp being lighted, the gradually descending level of the oil, as combustion proceeded, marked the hours. The other device—of later origin, dating back to the beginning of the present century—utilized the same principle. It consisted of two communicating oil chambers, superposed by a clock dial. In one of the chambers was placed a night lamp to illuminate this dial, and in the other was suspended a float from a cord which passed around a small pulley. The latter was mounted on a horizontal axis ending in the centre of the dial. The float, of course, descended as the oil was consumed, and carried the index and hand along with it, thus marking the hours precisely as in the case already cited. At their best, these timepieces could have had only an indifferent degree of accuracy ; yet they probably served their purpose well, and certainly are interesting at the present time as illustrating some of the expedients adopted by mechanicians of an earlier period.

NO DUTY ON "BIKES."

A New York advice says : "Oswald N. Cammann, vice-president of the Chesebrough Manufacturing Co., while on a trip through Canada recently bought a bicycle. Dressed in a new bicycle suit, he started across the bridge at Niagara on his wheel. Just as he was about to enter the United States a Custom house official demanded 33 per cent. duty on the wheel. Rather than pay what he thought to be an unjust exaction, Mr. Cammann allowed the bicycle to be confiscated. Upon his return to this city Mr. Cammann wrote to the Secretary of the Treasury, protesting against the ruling of the collector. Mr. Cammann yesterday received a letter from Assistant Secretary Hamlin, saying that the bicycle would be admitted free of duty. This decision is important, both to bicycle riders and manufacturers, since wheels are cheaper in Canada than here."

GUNPOWDERS

American Dead Shot

If you want the best Black Powder order Dead Shot.

English Schultze Smokeless

If you want the best Smokeless Powder order Schultze.

H. S. HOWLAND, SONS & CO.

Sole Agents for Canada 37 Front St. West, Toronto.

The **Graham** Cut and Wire Nails are the best.

PROSPECTIVE ADVANCES.

JOBBERS and retailers, in placing orders at this time and from now up to the first of next year, would do well to scrutinize general catalogues carefully and find out on what lines of goods advances have not taken place, why this is so, and discover, if possible, what the chaaces of an advance are. The great majority of the advances which have been made are on articles which are "closest to the raw material," as the current trade phrase runs. Those artticles into which iron and metal enter to the greatest extent, and which require the least skill in designing and construction, naturally first feel the impetus toward higher prices, caused by advancing raw materials. The last to feel it are those in which the metal plays a part subsidiary to that of skill and labor.

Manufacturers who use vast quantities of iron and steel and the other metals, are generally not in as good position to contract for raw materials for, say a year, ahead, as those who use small quantities. The reason of this is plain. The mills and furnaces do not care to take long time contracts from large consumers, for fear of heavy advances occurring in the meantime. This was true the first of the present year. The raw material men felt that this would likely be a year of heavy advances, although the upward tendency had not then made itself manifest and they had no conception of the extent to which it would develop. They were more than usually chary of making large contracts at the then very low prices, and have been so ever since. Consequently, the makers of goods closest to the material have had a legitimate excuse for advancing prices that the makers of other grades who were able to contract for the entire calendar year have not.

There is every reason to suppose that prices of raw material will pass from 1895 into 1896 substantially as they are now. In that case, there will be a perfect avalanche of advanced prices on January 1. Everything into which metal enters will come in for a share, and many articles which have advanced somewhat will go a step higher.—Hardware Reporter.

LONG-LIVED STEEL ROPE.

The following instances of longevity of steel ropes are given by an English trade journal. A rope of Craddock's improved crucible steel, an inch in diameter, after 14 years' constant use, during which it was never repaired, though it has hauled 1,500,000 tons, has been taken out of a Nottingham colliery; another steel rope, 3,400 yards long and 2½ inches in circumference, was continuously used in a Sheffield colliery for 11 years and 8 months; a third rope, 392 yards long and 5 inches round, was used on the under side of a drum, near Barnsley, for three years and ten months, lifting 735,679 tons of coal in that time.

MICA FOR GUNS.

The latest development in the use of mica is distinctly unique. An ingenious Australian has invented and introduced a mica cartridge for sporting and military guns The filling inside the cartridge is visible, and a further advantage is that instead of the usual wad of felt a mica wad is used. This substance, being a non-conductor unaffected by acids or fumes, acts as a lubricant. Where smokeless powders, such as cordite or other nitro-glycerine compounds are used, mica has a distinct advantage over every other material used in cartridge manufacture. Being transparent, any chemical change in the explosive can be at once detected. The peculiar property it has of withstanding intense heat is here utilized, the breech and barrel being kept constantly cool. The fouling of the rifle is also avoided, the wad actually cleaning the barrel.

We are now receiving a complete stock of

STAR AND DOUBLE DIAMOND **Window Glass**

Sanderson Pearcy & Co., *61, 63, and 65 Adelaide St. West, TORONTO*

A PECULIAR CONDITION.

ONE of the peculiar conditions connected with the present state of the ore trade in the Lake Superior region is that of freights and prices. Vessels lie at the same docks at the same time taking cargoes, perhaps from the same mines, and the freights earned by one may be 80 cents and by the other $1.25 to $1.40. Many vesselmen were tied up at the beginning of the season with contracts to late in the year, at the rates that were current at the opening of navigation, while others held off or chartered but a few of their boats, preferring to take the chances of betterment, believing that affairs could scarcely go worse. These latter have been in a position to take advantage of the unprecedented rise in rates already referred to in The Iron Age. The ore men are in the same position. Their divergent conditions are exemplified at one little Mesaba town almost to perfection. At this town there are three mines, one of them milling and the others underground. Two of them are under the control of the two big mining corporations, the Minnesota Mining Company and the Lake Superior Consolidated. One of the underground mines, the property of the Minnesota Iron Company, is selling an ore guaranteed at 64 iron and better than 0.03 phosphorus at $2.25, while the other, operated by the Consolidated, is selling an ore that is not quite so good at about $1.25 better price. The mines are almost alongside. Close by the latter is a third, underground, which was started up late in the season, and has sold a large block of ore at a price still better by 25 cents. It will probably be a long time before any of the great mining corporations, which have a finger on the market from start to finish and should be able to judge of the future as well as any other concerns in existence, will tie themselves up in a bag by an early season agreement on both price and production, so as to be utterly unable to take advantage of any betterment that may come. It is not out of the way to say that the agreement of the early spring has cost one of the most important companies operating in the Lake Superior country quite a respectable percentage on its entire capital stock this season.—Iron Age.

AN ELECTRICAL HEATING PLANT.

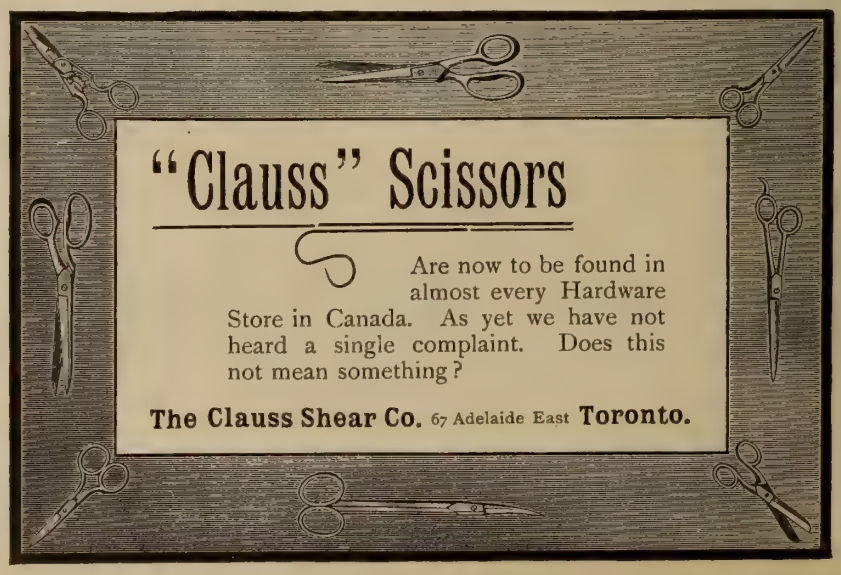
The Carmelite Monastery at Niagara Falls, Ont., is to be heated by electricity. It is not intended that the entire institution shall be heated by electricity ; but as a fixed amount of electric power has been arranged for by the institution the surplus will be used for heating a portion of their building. Electricity will be used entirely for cooking and for all power purposes, and also for laundry work. The cost of heating buildings by electricity has not as yet reached figures which will make it an every day competitor in the heating world, consequently the operation of the heating system in this monastery will be closely watched by all who are interested in the electrical field. While electricity has been used for heating street cars, it is because it presents so many advantages over any of the systems which have been in use in the past and not because it is economical.

EMPLOYERS AND ASSISTANTS.

I THINK that a good many employers, says a writer in Hardwareman, forget that the way they treat their assistants goes a long way towards a successful business. Let an employer treat his assistants with kindness and encouragement and they will, depend up it, look after his interests far more than the men who are treated like so many machines to come and go just as they are ordered, something to be grumbled at when business is slack or anything goes wrong, when often they are not altogether to blame, and the master ought himself to take a share of it. As to letting an assistant follow his own ideas in anything that he is set to do, or consulting him on anything in connection with his business—why, some old-fashioned employers would think that things were coming to a pretty pass. But not so the up-to-date ironmonger. He knows that his assistants are necessary helps for him in building up a sound business ; therefore he encourages them to think out new ideas, something novel, something that will make people buy his goods ; and should the assistant be successful, and try his best, he is, at least, encouraged. Not only in this way but many others, such as taking an interest in an assistant's private life, in helping him to be well informed on every subject in connection with the trade, in giving him insights into how and where to buy correctly. In these and many other ways the master can help his employes, and stir in them that enthusiasm for their trade that will lead them and himself to the top of the ladder of success. I know one employer who was very fond of saying to his assistants, "I will tell you how I got on, I kept my eyes and ears open, and made my master's interests my own." But he never troubled to think whether he helped his assistants to keep their eyes or ears open, or whether he encouraged them to study his interests ; as a matter of fact, he did the very opposite. That man will look after his master's interests who knows his master is looking after his. Some masters make their assistants directly interested in their business by giving them a bonus, or a small commission, but this way is open to many objections. However, I think the assistant that sells any articles that are especially marked as old stock is worthy of a little extra in addition to his usual salary ; this will also tend to encourage the sale of this, especially to some, troublesome stock.

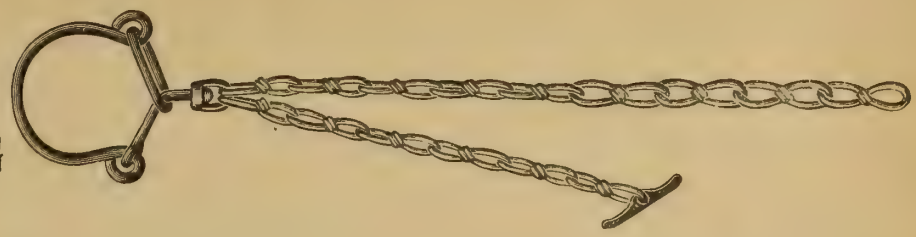
GAS TO LIGHT ITSELF.

How gas is to be made to light itself is the question which is reported to have been solved in England. The invention, like many other great discoveries, is exceedingly simple. The self-lighting gas burner is simply an ordinary gas burner with a small tube at the side. This is screwed into the bracket or other fitting, the gas is turned on, and in from 6 to 10 seconds the gas lights itself. This is how it is done: The gas in issuing from the burner passes over a small knob of porous material impregnated with a rare and indestructible metal, which as soon as the gas passes over it becomes red hot; this red heat is communicated to a small piece of platinum wire, which immediately becomes incandescent and lights the gas. This little black knob is practically indestructible, as is also the platinum wire. Therefore, as long as the burner exists, the gas on being turned on will light itself. The burner and lighter is of the ordinary size, and is made to fit any existing fitting.



Cow Ties

OPEN RING, CLOSED RING and WALTON.



Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Prompt shipment of all sizes from stock.**

Manufactured by Write for Catalogue.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

TIME SLIPS AND THEIR VALUE.

I WISH to make a few remarks in the direction of time slips or time-saving systems, which are so rarely taken into consideration by the majority of manufacturers. There seems to be a universal desire to keep posted on up-to-date economical machinery and tools for economizing in the manufacture of product, yet a valuable feature involved in the keeping and recording of the workmen's time seems to be frequently overlooked. A man may be engaged in the manufacture of certain lines of goods with the latest and best improved machinery and facilities for turning out work at a good profit, but if he does not scrutinize the deceptions which are very frequently practised in the recording of the labor among his workmen, he will sadly realize the loss which he has suffered from this piece of negligence.

I will endeavor to give your readers the advantage of some of the experience which I have had in the direction of devising time slips and time-saving devices.

The use of some form of time slip forces the workman to be more attentive to his duties and compels him to record the amount of work done each day and the amount of hours expended on each job of work. The accompanying time slip I arranged and used in the forge department for my own personal satisfaction and convenience in keeping a close record of all the details of the different classes of work represented in the management of a forge shop. This slip is arranged for four workman, three that work steady and an extra column to be used in case of extra help. The slips can be arranged for one or as many more employes as may be desired. I thing it would be desirable to have the slips condensed a little more and compel every individual workman to use a separate slip. The workman should stop and record his labor every time he changes off from one job of work to another, and not let it go for ten hours before he makes a note of his time, as this is liable to lead to difficulties and dissatisfaction. When evening comes he should be ready to hand the slip to the time keeper, or deposit it for inspection by the manager at the check window at his departure. If there be any error on the workman's part, or if he has not performed his duty as an honest workman, the manager should be in a position to put a stop to any unprofitable practice, which might have been continued for months if it had not been for the use of the time slips which were forced to be deposited at the check window every day. If the manager is familiar with the work which the workman has been engaged in, he should see at first sight of the slip if the employe has done an honest or average day's work.

It is interesting to be employed in some shops and see the habitual loafing which is practised every day by worthless employes. I do not mean to say that all workmen, or the majority of them, are liable to intentional errors in the workshop, but I do say there are some workmen who put in the greater part of their time in strolling about the factory, killing time in a thousand ways,

DAILY TIME SLIP OF FORGING DEPARTMENT.

January 2, 1895.

DESCRIPTION OF LABOR	No. of Forging, etc.	Size of Forging	A. L. Kern Hours	R. E. Hulley Hours	J. T. Schulter Hours	Hours
Forging bridge irons	25	1	2½	2½	2½	
" " "	"	2	1½	1½	1	
" leavers	40	6	3	3	...	
Bending	"	"	...	...	4	
Hot punching spring hangers	4	2	1½	1½	1½	
Detail work on dies	19	...	1½	...	...	
Repair work on heating forge	...	...	...	1½	1	
Number of hours expended this day...			10	10	10	

DESCRIPTION OF FORGING	No. of Forg.	Size of Forg.	No. of Pieces.	No. of Sets.
Bridge irons finished	25	1	...	6
Gate leavers. "	40	2	75	
Spring hangers "	4	2	250	

and when evening comes they have no record of their day's work, and are very thankful for it. They are happy that they are once more free from bondage and able to pull from their pockets their little memoranda books and credit themselves with ten hours' labor, which they demand to be paid for in full at the end of every week. But they never think of how wilfully they have wronged and robbed their employer of a large portion of the dividends which are looked for at the end of each year to help make up the funds which are to be used in the direction of improvements, etc.

The time slips should be printed on both sides and should contain two days' work. The slips should be kept clean, and at the end of the year should be bound up in book form, which makes a very complete record and reference of each and every man's labor which has been expended during the preceding year. This enables the manager to make a careful examination of every workman's time and prove if it has been expended at a profitable figure.—A. L. K. in Iron Age.

IRON TUBES FOR UMBRELLAS.

Another has been added to the already multifarious uses to which wrought-iron tubing is being put, by the substitution of light iron tubes for the old umbrella-sticks of wood or cane. The handles are still of wood or ivory as heretofore, but the tubular stick—which is coated with enamel—is not only lighter but stronger than the old material. Sample lots of umbrellas on this new principle have been favorably reported upon by Birmingham and Manchester retailers, and a large sale is expected. Unfortunately, English makers will not long have precedence in the market for these new articles, for Germany is well to the fore in their production, and a commercial letter just received from the Fatherland predicts that "England will soon be flooded with cheap German-made umbrellas with tubular iron or steel sticks."—Ironmonger.

BICYCLES IN 1896.

A question addressed to the leading bicycle makers of the United States has elicited the reply that from a third to a half more wheels will be made in the Republic next year than in 1895. It is further stated that about 20 per cent. of the wheels disposed of in the States last year were sold by hardware merchants.

PRACTICAL TALKS.

WEBSTER'S definition of the word "shelve" is: "To place on a shelf, hence to lay on a shelf, or put aside with a view to prevent reappearance.'

In arranging his stock the retailer will do well to bear in mind this definition. If he has a class of goods he does not want to sell, let him "shelve" them, and thus prevent their reappearance. If his desire is to sell goods, let him show them :

The more goods shelved
The more goods held,
The more displayed
Means money made.

Shelves have their uses, of which uses one is to hold surplus stock. The problem to solve is how to display the greatest variety of goods in the smallest space.

The solu ion is found in the show case; not, however, the kinds usually seen in hardware stores, which are very shallow, with either flat or oval tops. But the modern show case, three feet deep, capable of displaying on its three tiers of glass shelves, in full view, five times as much as the conventional case.

The improved case is about the same as the old respecting length and width, the departure being in the depth. Instead of resting on the regula'ion counter, the new case comes within a foot of the floor, with just sufficient wood work at the base to protect the glass from the customers' feet.

An eastern retailer, who was one of the first to adopt the new style, said the idea was not original with him, but like many progressive ideas, was taken from the dry goods merchant. Such a case nine or ten feet long, made of oak and filled with plate glass, costs in the neighborhood of a hundred dollars, yet his experience was that in less than six months the increased sales had more than paid for the cost of the case.

MULTUM IN PARVO.

If any motto has been abused, "Multum in Parvo" is surely one. How an advertiser succeeded who desired to put a very big ad. in a very little space, is shown in the following. The article to be advertised was a spray pump. Into a space one inch long by four and a half wide, he desired to put two cuts, a description, direction for using and price ; in fact, enough matter to fill half a page. In order to get a striking effect the words "Spray fast as you walk" were placed in large type across the top, with a cut at each end. The first cut separated the letter "S" from the balance of the word "Spray," and just over the second cut, at the right of the ad., the words "when full" were printed in small type, evidently intended to call attention to the appearance of the pump when filled. The separation of the letters in "Spray" and the running together of the words in the sentence made a reading very different from the one intended by the advertiser. It read :

"Pray fast as you walk when full."

As many are aware who have been under the "influence," speed aids wonderfully in maintaining an erect position. The admonition of our advertiser gives to the disciples of Bacchus a warning that may be useful to them. To know that to "Pray fast when full" will enable one to maintain a progressive perpendicular, must surely be to them a welcome bit of news.

SHOP TALK.

The conversation, this Saturday night, turned upon the misunderstandings caused between customer and clerk by a similarity of sounds. It was told of the tool man that in response to an enquiry for yard sticks, he brought the customer carpet tacks. A more excusable case occurred with the shipping clerk, who came to one of the regular clerks to find out what "kill oil" was, and where he would find the best kind. Upon interrogating the customer, who was an Irishman, he said, "It's best kill oil I'm wantin'," which was his way of pronouncing bicycle oil.—By Shop Man, in Hardware.

THE FIRST CASTING OF IRON.

Cast iron did not come into commercial use before 1700, when Abraham Darby, an intelligent mechanic, who had taken some Dutch workmen to establish a brass foundry in Bristol, England, conceived the idea that iron might be substituted for brass. This his workmen did not succeed in doing, being probably too much prejudiced in favor of the metal with which they were best acquainted. A Welsh shepherd boy, John Thomas, had some time previous to that been received by Abraham Darby into his workshop on the recommendation of a distant relative. While looking on during the experiments of the Dutch workmen, he said to Darby that he thought he "saw where they had missed it." He begged to be allowed to try, and he and Darby remained alone in the workshop all night, struggling with the refractory metal and imperfect molds. The hours passed on and daylight appeared, but neither would leave his task. Just as morning dawned they succeeded in casting an iron pot complete. The boy entered into an agreement with Darby to serve him and keep the secret. Although enticed by offers of higher wages to leave his master, he continued faithful, and from 1709 to 1828 the family of Thomas were the confidential and valued agents of the descendants of Abraham Darby. For more than a hundred years after that night, in which Thomas and his master succeeded in making an iron casting in a mold of fine sand contained in frames and with air holes, the same process was practised and kept secret at Coalbrook Dale with plugged keyholes and barred doors.

THOSE FALLEN BY THE WAY.

A MERCHANT of many years' experience, and well-known to the trade, writes N.Y. Hardware as follows :

"For the purpose of renewing trade with a list of customers whose names were on our books eight or ten years ago, but from whom we had not heard since, I prepared a special circular-letter this spring and mailed to about 1,400 such addresses. I made it quite personal, giving it a very friendly tone, and offered as an excuse for sending it the fact that having formed their acquaintance in past pears I did not want to lose it, but was desirous of renewing it once more.

"These letters went from Maine to Oregon, from Michigan to Texas, and I was quite anxious as to the responses I should receive. I will say here that, as a business getter, they paid, but the special point that impressed me was the large number that were answered by friends or relatives of the ones to whom I had written, telling me of the death of these. It was saddening to see how many were gone. I got so that I dreaded to open the special envelope that I knew contained an answer to this circular. Of course we all realize that death is making havoc constantly in the ranks of our friends and customers, but my circular had, as it were, massed the deaths of eight or ten years into one month. The father, or husband, or brother to whom I had written had passed away, and my letter seemed to be so friendly and so personal, a surviving relative had felt called upon to write me to this effect.

"It is only in such a way as this that one is brought to realize how many of his friends and pleasant acquaintances have gone before him. It is not only a tender but it has a practical side to it. Every business man is, through removals and through death, losing customers year by year. Is he making note of this and securing others in their places? New faces come upon the scene ; is he making their acquaintance and securing his share of their trade? To cease to push out for new trade is to fall behind."

WIRE NAILS
WIRE - TACKS
Ontario Tack Co.
HAMILTON

NOTES FROM HALIFAX.

HALIFAX, Oct. 18, 1895.

THE most interesting item this week concerning the trade is the failure of the firm of John Stairs & Co., which has already been noted. It was one of the oldest established hardware firms in the city, and only a few weeks ago moved from their old quarters on Hollis street to the premises formerly occupied by the P. Walsh Hardware Co. The reason given for the assignment is that an order was issued by the Court directing that all the management and funds of the estate of the late John Stairs be transferred to the Eastern Trust Company. The order in question involved something like $70,000. The preferences of the estate aggregate $50,000 and the nominal assets, it is said, will not realize $25,000. The estate of John Stairs is preferred for $35,000, and in that case the creditors will get nothing. Other preferences are: Mrs. F. W. Bullock, $4,210; Mrs. Charles Bullock, $1,848; Mrs. E. G. Staynor, $1,406; Dr. Edward Cowles, $864; John Patterson, $545; Edward Walsh, $240; Bank of Nova Scotia, $788. The assignee is Joseph H. Austin, of Austin Bros.

As one of the objects of the Hardware Association is to prevent goods being slaughtered, it is to be hoped this stock will receive attention at their hands. There is no possible chance of the business being resumed.

The Starr Manufacturing Company are making some decided improvements at their works, Dartmouth.

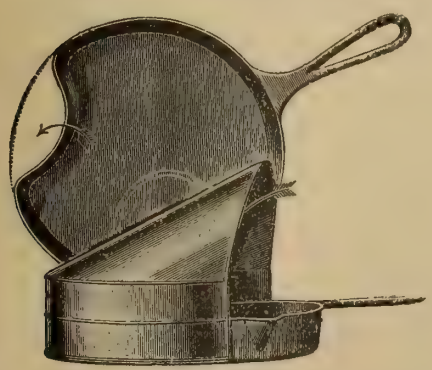
Business throughout the province remains good.

There is no change in prices since last report.

TAUNTON.

CRESCENT FRYING PAN.

The M. & L. Samuel, Benjamin & Co. are this year handling the Crescent Patent



Improved Frying Pan, a cut of which is shown herewith and which is already known to the trade.

BABIES FOR TRAVELERS.

Two of the travelers of Rice Lewis & Son, Ltd., Toronto, were last week, on the same day, for the first time, made papas, and it was a bouncing boy that came to make each a parent. The travelers in question were J. D. Brown and "Tony" Lawson. The latter was particularly enthusiastic over his offspring. He was sure there was never anything like it before, and as for weight, he was equally sure it was extraordinary. He conveyed his opinions to his firm and asked the loan of a pair of scales, in order that the baby's weight might be ascertained beyond peradventure. The firm, in order to be sure that the scale should be of sufficient capacity, sent its carter up to Mr. Lawson's house with a 1,200 pound platform scale. It is understood to have been equal to the demand made upon it. The firm also sent a child's wagon to each of the happy papas.

WE SUPPLY THE PLASTER—
YOU FURNISH THE SAND.

PARISTONE WALL PLASTER

A Hard Wall Plaster at a Price within Reach of All

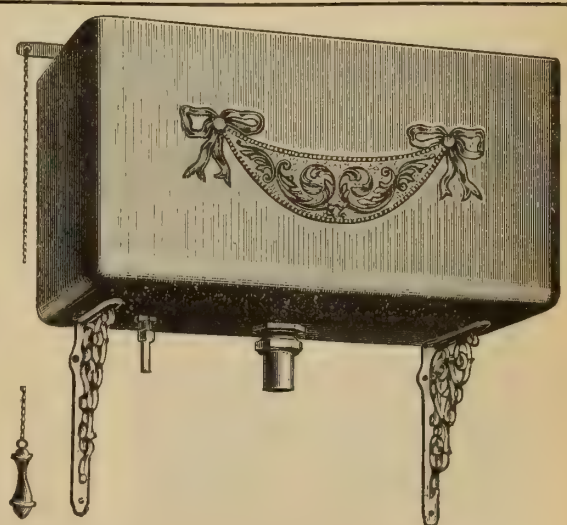
In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to increase the cost.

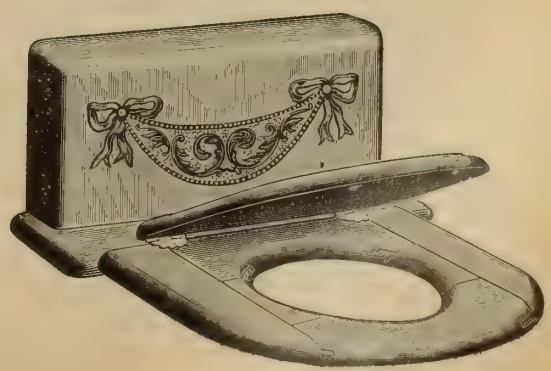
Write for Circulars, Prices and Freight Rates.

Made by . . .
THE ALABASTINE CO., LIMITED
Manufacturers of
Land and Calcined Plaster
PARIS, ONTARIO

TORONTO SALT WORKS 128 Adelaide St. E. Agents for TORONTO

The Young and Brother Co.
LIMITED
. . . HAMILTON
Manufacturers of
CLOSET SEATS and TANKS





Have you our catalogue?

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Oct. 18, 1895.

HARDWARE.

THERE has been a fair degree of activity noted in all staple lines of hardware during the week, the advance in price noted on different lines having induced instead of checked the demand. Active features this week have been cutlery, tinware, horsenails, cut nails, skates, sporting goods and cutlery. The further change in value to those already noted has been an advance of 2½ per cent. in the price of screws, trade discounts having been reduced to that extent. Cable advices also point to higher prices on all kinds of chain, and it looks as though future imports of coil chain, etc., were going to cost more money.

BARBED WIRE—Business in barbed wire is steady but the volume is not large. We quote as follows: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f.o.b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—There has been a better demand for wire since the change in prices. Discounts are: 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

ROPE—Business in rope continues quiet. Values are firm. We quote: Sisal, 6¾c. at the factory, and 7 to 7¼c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 9c. at the factory, and 9¼ to 9¾c. in a jobbing way.

CUT NAILS—There has been a fair jobbing demand for nails, which, in the aggregate, amount to considerable. We quote: $2 50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The market is moderately active in a small way. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Business in these has been more active during the week. Discounts are 55 per cent.

HORSESHOES—There is a good demand for horseshoes. We quote: Iron, $3.50; steel, $4.75 to $5.75, as to brand.

TACKS—Business in tacks is quiet. We quote discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

SCREWS—There has been an advance of 2½ per cent. in screws. The trade discounts are now as follows: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

CHAIN—Cable advices on chain are very strong and indicate that importers may have to pay more for future supplies of coil chain.

WARE—A satisfactory trade is noted in this line, all kinds of ware being enquired for in a jobbing way.

TINWARE—Trade is active for all kinds of tinware, but especially for stove furnishings.

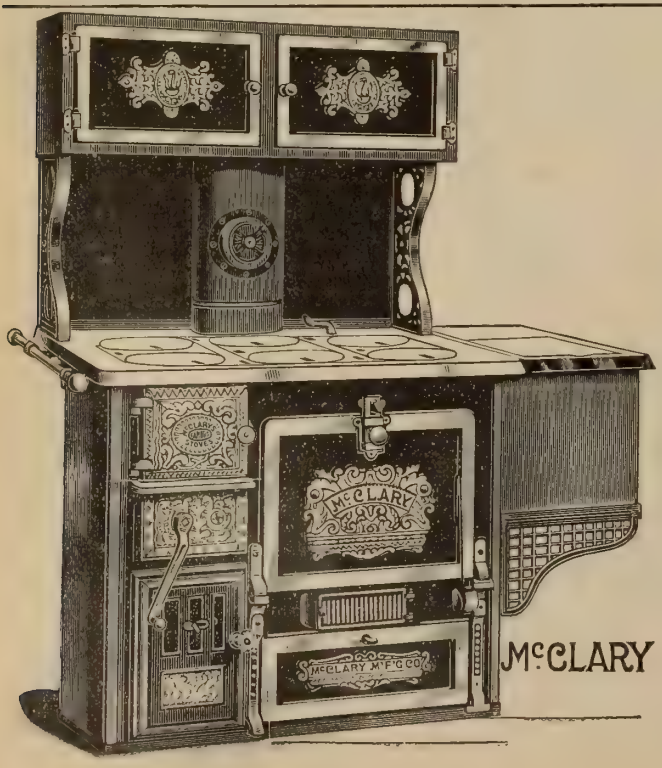
PLUMBERS' SUPPLIES—A good movement to outside points is noted.

LAMP GOODS—There is a fair trade passing in lamp furnishings.

CUTLERY—A good active trade in table cutlery is still to note.

SKATES—Prospects are bright for an active movement in these goods if the number of orders coming in are any criterion.

SLEIGH BELLS—Orders are very satisfactory for these.



We have new stoves and changes on old ones.
Watch this space each week.

FAMOUS ACTIVE RANGE

FOR COAL, COKE OR WOOD

The handsomest and best working cooking apparatus made in Canada.

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature.
We make a cook stove in the same design.
A grand line altogether.

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver.

SHOT—Shot is fairly active at 17½ off the list.

SPORTING GOODS—There is a good trade in guns, rifles and ammunition.

CEMENT—Business in cement is quiet, but prices are firm in tone. We quote: English brands, $1.95 to $2.05, and Belgian, $1.80 to $1.90 per cask ex ship.

FIREBRICKS—There is a fair demand for firebricks in small lots at $15 to $21 per 1,000 as to brand.

METALS.

The heavy iron and metal market is very firm in its tendency and values on some leading staples are higher, while values as a whole show a very strong tendency. The notable feature of the week has been the advance in Canada plates, which are now held much higher than last week. Cables on tin sheet are higher also, though no quotable spot change is to record. Black sheets are advanced about 15c. and there is a firmer tendency to galvanized sheets. The strength in pig iron is fully maintained.

PIG IRON—The firm feeling noted in our last is fully maintained. No Scotch iron is available under $20, and Nova Scotia brands have been placed for round lots at $17.50. Smaller quantities mean an advance on that figure. We quote: Summerlee and equal brands of Scotch pig, $20 to $20.50, and Ferrona iron, $17.50 to $17.75.

SCRAP IRON—There have been some good sized sales of scrap to the rolling mills at $15 for No. 1 wrought.

BAR IRON—There has been an active trade doing in bar iron at $1.60, and only round lots are available at that price, sales being f.o.b. Montreal. We quote the range $1.60 to $1.65.

PIG LEAD—There is a quiet trade doing in pig lead, and values are firmly held at $3 to $3.25.

LEAD PIPE — Business in lead pipe is brisk. Discounts are 30 off the list.

GALVANIZED IRON—The feeling is very firm in galvanized sheets, and nothing can now be had under $4.35 for No. 28 Queen's Head.

INGOT TIN—A good trade is doing in tin in a jobbing way. Prices are steady at 17 to 18c.

INGOT COPPER—No change to report in copper, which rules firm at 12c.

SHEET COPPER—Good orders are noted for sheathing copper. Values range from 14 to 20c.

IRON PIPE—Business in iron pipe is of fair dimensions. Values are steady.

SHEET ZINC—There is a good business doing at 4½ to 5c.

SHEET IRON—Black sheets have a firmer tendency. Stocks here are rather limited, and an advance of 15c. was asked this week. We now quote $2.25 to $3, as to range.

BOILER PLATES—Firm and unchanged at $2.25 for 3-16 and $1.90 for ¼.

CANADA PLATES—Cables on these have been very strong this week, an advance of £1 the ton being noted. As a consequence of this holders here are demanding higher figures, and though a round lot might be had for less, small lots cannot be had under $2.25, and we quote $2.25 to $2.30 as a range. This is an advance of 10 to 15c.

TIN PLATE—There has bees a good volume of trade in tin plates, several round lots of cokes changing hands at $2.75, in all possibly 2,500 to 3,000 boxes. We quote: Cokes, $2.75 to $3, and charcoal, $3.25 to $3 75.

TERNE PLATES—There is no change in terne plates, which we quote firm at $5.75 to $6.25, as to brand.

HOOPS AND BANDS—Some small lots of hoop and band iron have arrived during the week, but stocks are moderate and prices firm at $2 to $2.20.

SPELTER—There is no change in spelter, and we repeat $4.25 to $4.75 as to range.

ANTIMONY—Steady and unchanged at 10c.

PAINTS AND OILS.

Business during the week has not been heavy, for while orders are numerous buyers are inclined to stock lightly. Prices, as a rule, are without alteration. Cable advices report increasing firmness in the lead market, but as the season is now well advanced no corresponding appreciation is likely to take effect here in the meantime.

LEADS—Continue without change. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—A moderate trade is doing at 90c. to $1.

PUTTY—There is no change in putty, which we quote in bulk at $1.85.

LINSEED OIL—Maintains the firmness reported last week, and is in good demand at former quotations. Canadian oil is still scarce. We quote: Raw, 58c.. boiled, 61c., less 3 per cent. 30 days.

TURPENTINE—Is quiet at 43c., but buyers of round lots can discount our quotation 1 to 2c.

RESINS—Quiet and unchanged. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

There has been a good trade in glass at the recent advance noted last week. We quote: $1.20 to $1.25 for first break, and $1.30 to $1.35 for second.

CHEMICALS, ETC.

There is a fair demand for heavy chemicals, while values rule firm in sympathy with strong foreign advices. We quote: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

There has been a good demand for petroleum. We quote: Canadian refined, 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

The hide market is weak and prices have declined ¼ to ½c. in sympathy with the sharp break in Toronto. Dealers are paying 8c. for No. 1, 7c. for No. 2, and 6c. for No. 3, and they are selling at 9c., 8c. and 7c. for Nos. 1, 2 and 3. Lambskins, 50 to 55c.

WOOL.

The wool market is firm in sympathy with strong outside advices. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

There is no change in tallow, and business is quiet at 5 to 6½c.

ASHES.

There is a quiet trade in ashes, and prices are steady. We quote: Firsts, $4.05 to $4.15; and seconds $3.80 to $3.85 for pots; pearls, $4.80 to $4.85.

MONTREAL NOTES.

B. & S. H. Thompson landed this week, ex the Amarynthia, 225 tons pig iron.

The ss. Norwegian landed this week from Glasgow 100 tons of Scotch pig for Crathern & Caverhill.

Wm. McNally & Co. landed this week, ex Amarynthia, from Glasgow, 10,000 Scotch firebricks. They also landed another lot of 8,000 ex Numidian.

W. H. Cottingham landed from Glasgow this week a shipment of dry paint ex Numidian.

Dorken Bros. & Co. have sent out a handsome circular to their friends in regard to their change of premises next May. It gives

a cut of both the old premises on Lemoine street and the new premises which they will occupy on McGill street.

Thomas Robertson & Co. landed from Glasgow 299 bales of sheet iron and 100 tons of Scotch pig.

A. C. Leslie & Co. landed this week from Liverpool a shipment of hoop and band iron.

Frothingham & Workman landed ex Numidian from Liverpool 400 pieces of hoop and band iron.

Lamplough & McNaughton are introducing the original Babbitt metal, "Beaver" brand, on the Canadian market. It is a high-class anti-friction metal suitable for all kinds of machinery bearings.

Arrivals of cement this week were 2,150 English and no Belgian, while the receipts of firebricks were 35,000, against 35,000 for the previous week.

Cables on Canada plate note an advance of £1 per ton in values.

The Thos. Davidson Manufacturing Co., of Montreal, are advertising in this issue a certificate of analysis of their "Crescent" steel enameled ware. A certificate from this source is unquestionable.

The Thos. Davidson Manufacturing Co., of Montreal, report that their exhibits of decorated tin goods and lithographed signs have created some enquiries for their goods and resulted in some orders.

ONTARIO MARKETS.

TORONTO, Oct. 18, 1895.

HARDWARE.

THE volume of business appears to remain much about the same as a week ago, for while some houses report a slightly smaller trade, others again are experiencing a slightly larger output. There is an active demand for horseshoes and horse nails. Business in wire nails keeps up well; but cut nails exhibit no improvement. Some houses are sending out a number of skates, but the movement in this line does not appear to be general. Snow shovels are beginning to move. In tinware, the feature is an active demand for nickel-plated kettles. Trade in plumbers' supplies shows increased proportions. As noted in our editorial columns, it will be seen that there has been an increase in the price of screws.

WIRE—About the only interesting feature in this particular is the fact that prices on British Columbia account are now open. Discount, 20 per cent off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Continues dull. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—Business continues quiet. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—The market is about as featureless as ever. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Continue in good demand. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Are going out freely. Discounts are still 55 per cent.

HORSESHOES — Trade continues brisk. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Trade is quiet and unchanged. Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.

TINWARE—Trade continues good. The feature is the development of an active demand for nickel-plated kettles, both in the cheaper and the better grades.

ELBOWS—Business is still seasonable. We quote: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f. o. b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

PLUMBERS' SUPPLIES—Trade on country account continues to show marked improvement, although but little change is appreciable in the city. Prices are firm, with an upward tendency.

SKATES—Some houses are sending out a good many skates, but this does not appear to be general.

CUTLERY—There is a fair movement in a general assorting way, but trade is gradually getting into a narrower compass.

SPORTING GOODS—Trade continues active both in rifles and breech loading guns. The demand has been particularly active for new rifles, such as Winchester model 1894, 38-55.

LEATHER BELTING—Trade continues quiet at former prices. Discounts: Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

CLOTHES WRINGERS—Are quiet and unchanged at $26.50 to $27 per doz.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

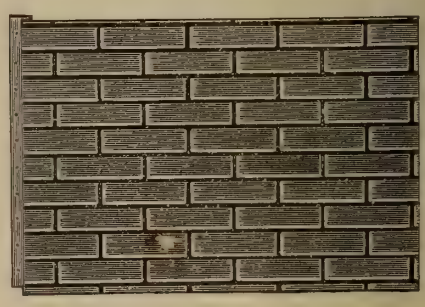
Pig lead is dearer. In other lines prices are much as before. Pig iron is firm, but there is little or no business passing at the moment. In metals generally trade is fairly good. Antimony, for the first time in a long while, shows an improvement in the demand.

PIG IRON—The completeness of stocks still prevents transactions of any moment. We hear of offers of Niagara pig at $22.50 for No. 1, and at $21.50 for No. 1 Toronto. No. 1 Nova Scotia is worth about $18.50 Toronto.

BAR IRON—Trade is moderate at the unchanged base price of $1.70 to $1.75.

SHEET STEEL—The improvement previously noted appears to have been maintained. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24, $2.85; 26, $3.10.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

BLACK IRON—Stocks in 24, 26 and 28 gauges are light, owing to the heavy demand there has been upon them. Some arrivals have, however, been reported, and it is expected that in the course of the next few weeks stocks will be in better condition again. We quote: Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2.15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40; 28 gauge. $2.50 to $2.60.

TINNED IRON—Trade continues dull. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Has again advanced, ton lots now being quoted at $3.25 to $3.35.

GALVANIZED IRON—The receipt of some large shipments has put the jobbers in a better position to supply the demand, which has been good all along. We quote "Queen's Head" and "Gordon Crown" brands at $4.35.

INGOT TIN—Some good sales of Straits' tin have been made at prices ruling from 16¾ to 17c.

INGOT COPPER—Business has improved a little in this line and prices remain steady at 12¼ to 12½c.

SHEATHING COPPER—There is a fair demand for braziers' and roofing copper. Base price, 14½ to 15½c. for 16 oz.; inside figure for case lots.

IRON PIPE—There is still an active trade being done in iron pipe. Except in the larger sizes no American pipe is coming in. We quote: Canadian, ¼ to ⅜ inch, 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2-inch, 70 per cent. American pipe, 2½ inch and larger, 65 to 67½ per cent.

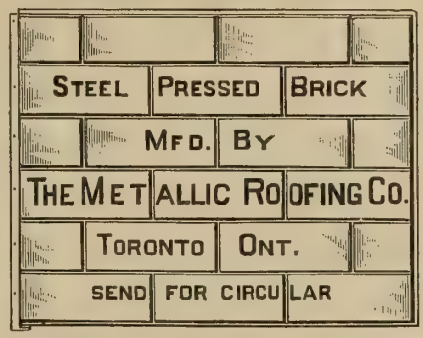
HOT WATER BOILERS—Are still in good demand. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATE—Shipment from stock are light, although some good sales have been made in the lighter gauges for special purposes. Some large shipments have arrived during the week in both 6 and 7 inch, half-polished and all bright. We still quote $2.35 for half-polished, and other kinds are in proportion.

TIN PLATES—Trade has been fairly good, while stocks are in little better shape. Cokes have advanced, ordinary now being quoted at $3 instead of $2.90 as formerly. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

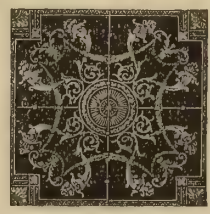
SOIL PIPE—As will be noticed in our editorial columns, there is an advance of from 10 to 20 per cent. The discount off the list on all sizes is now 60 per cent., 4 inch medium having been taken off the net list.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.
MANUFACTURERS
84 to 90 Yonge Street - TORONTO

SHEET BRASS—Much as before at 20 to 30c.

TERNE PLATES—Continue dull at $6 for the best brands.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—The demand continues active. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Continues in fair demand. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ANTIMONY—There has been a little more doing the past week than for some time, although no large sales have been reported. We still quote 10 to 12½c., according to quantity.

PAINTS AND OILS.

WHITE LEAD—Is not selling quite so freely as it was, and the general price is still 4¾c., 5c. being quoted sometimes.

PUTTY—There is a good demand, the quotation unchanged at $1.85.

PREPARED PAINTS—There is a somewhat better demand, but not very much is doing yet. Pure is quoted at $1 still.

TURPENTINE—Is somewhat higher in the south, and firmer here. Quotations are 39 and 40c.

LINSEED OIL—Is selling well at 53 to 56c. for raw, and 56 to 59c. for boiled. Some firms are offering freely at the former figures, and others hold to the latter firmly.

CASTOR OIL—There is little or nothing doing at 6½c.

GLASS.

There is still considerable glass going out, and while no arrivals are noted yet, some houses are expecting some which will likely be on hand before this meets the reader's eye. Prices have not been changed, the quotation still being $1.15 in first breaks of fifties, although advices from Montreal pointing to an advance have set Toronto merchants thinking, and it is likely some steps will be taken to alter quotations in Toronto, too. Plate and fancy glass are in good demand, and prices in the former are stiffening somewhat. The combination seems to be holding together for once, and it is just possible that it may be maintained this time.

TORONTO NOTES.

The Toronto Steel Clad Bath and Metal Co., Ltd., have issued a very tastefully-gotten up card inviting their patrons to call and inspect their new offices, show rooms and factory at 125 to 127 Queen street east.

Stewart & Wood have been advised of the arrival at Montreal of their first consignment of Belgian glass, and they expect to lay it down in Toronto early next week.

The Metallic Roofing Co. are supplying Hayes' Patent Lathing for the Jamieson and McKinnon buildings, Toronto.

The Gurney Scale Co., of Hamilton, have just made a shipment of scales to Mexico. The shipment consisted of a general line of platform and counter scales.

The rifle shooting trophies that are being donated by the Hon. John Dryden and the Hon. A. R. Dickey, are being manufactured to order by the Toronto Silver Plate Co.

The Toronto Silver Plate Co.'s Aztec coin metal flatware in Quetzal pattern is a very desirable nickel line. An illustrated descriptive circular with price list will be mailed to the trade on application.

A representative of the Dominion Snath Co., Waterville, Que., was in Toronto this week.

Screws are dearer. Quotations are now: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

Soil pipe has been advanced 10 to 20 per cent.

There has been an advance of 1 to 2c. per pound in the price of cotton rope and twine. Rope is now quoted at 15 to 17c.

H. S. Howland Sons & Co. are in receipt of two carloads of Northumberland building paper, "Red Cross" brand.

A shipment of Meyers' Putz cream, a liquid polish for metals and plated goods, is to hand with H. S. Howland, Sons & Co.

The cream is put up in tins holding ⅛ and ½ lb.

All lines of saddlery hardware have been advanced from 10 to 20 per cent. in the United States, and Canadian jobbers are advancing their figures.

M. & L. Samuel, Benjamin & Co. are just in receipt of a shipment of "Star" oil heaters.

A strong demand for "Victoria" and "Crown" grain scoops is reported by M. & L. Samuel, Benjamin & Co.

UNITED STATES MARKETS.

NEW YORK, Oct. 18, 1895.

PIG TIN.—Prices dropped in this market to the extent of 0.10c., or to 14.60c. net cash for prompt delivery and correspondingly for futures, and a weakish, unsettled condition of affairs prevailed. More or less speculative business was effected sub rosa on the decline, and outside trade orders were filled at prices relatively as low. In fact, the market was weaker than public records would indicate, and the local weakness, moreover, suffered more or less from cable advices of further declines in London. The reason for the heavier selling in the foreign market was not clear, but some advices had it that the "bull" interest has been getting more tin this week than could be handled to entire satisfaction, and that a part of the followers of that interest retreated because of lack of support. On 'Change a sale was reported of 5 tons at 14.60c. cash to-day.

COPPER—Business has not improved thus far this week, and the demand, to all accounts, is still very tame, with little or no call except for moderate quantities for early delivery. Prices are slightly easy, as not unusual during a quiet period, yet no lower than they were the latter part of last week. Lake Superior is quoted at 12c., electrolytic at 11¾ to 11⅞c., and casting at 11¼ to 11⅝c., according to brand and quantity.

PIG LEAD—Operations are at present on a moderate scale and the demand is rather slow also. Apparently the largest consumers are well supplied from recent purchases in the home market and importations on purchases made abroad some time ago. However, there is free export movement and the probabilities are that shipments will be heavy the next six weeks, changing the statistical position here decidedly for the better. Common domestic was to-day quoted steady at 3.37½ to 3.40c. In the London market there was a decline to £11 5s. for soft Spanish.

SPELTER — There is no improvement in business here or in the demand. Transactions at the leading points of consumption are said to be moderate also. This dull condition of affairs leaves the market in rather poor shape, with 4.20c. apparently full value for standard western on spot. London cable to the Exchange quoted £15 5s. for soft Spanish.

ANTIMONY — Jobbing trade is fair and prices are showing little movement. We quote at 8 to 8½c. for Cookson's, 7 to 7⅛c. for Hallett's and 6⅞c. for Japanese.

TIN PLATE—A dull sort of market is still being experienced. Orders come along slowly, and are almost invariably for small lots of plates needed to tide over well-defined wants, and some of these are taken at prices below popular quotations, although the latter are under present import cost. Foreign market advices are hardly as buoyant as they were a week ago.

IRON AND STEEL—The press despatch in yesterday's papers stating that buyers were in Cleveland, O, looking for 70,000 tons of steel rails for Staten Island was clearly in error. The entire amount of railroad building under way, probable and on paper for that quarter, will not require more than 6,000 tons all next year. It would seem proper to note in this connection that 70,000 tons of rails would be sufficient for about 350 miles of double-track road. In the way of new rail business in the market nothing important comes to the surface. As far as reported the contracts closed were mostly rather small ones, and there seemed to be no inquiries for larger lots than 4,000 to 5,000 tons. Prices are unchanged.

Regarding other finished products and the market for crude material, there is nothing new to report. Business is rather tame in nearly all departments, and prices waver somewhat, but show no radical change.

SANDPAPER.

THAT is what we still call it, albeit we know well enough that there's no sand about it, says Hub. We were born and bred to calling it that, and, indeed, sandpaper it was when we were youngsters at the trade. Now it is something else—flint paper, the manufacturer invariably calls it, and he claims that it is made of pure crushed quartz, quantities of which are found near the writer's home in its native boulder state. Translucent quartz is also extensively mined in Massachusetts for the purpose of making "sandpaper." It is peculiarly fitted for making sharp, keen-cutting paper, because it is extremely hard, being capable of scratching or cutting glass, and when pulverized between rollers it breaks with sharply fractured edges.

This crushed quartz is carefully graded by passing it through sieves having different meshes, and is distributed upon the paper, freshly glued, by ingenious machinery. The better the quality of the glue and the sharper the sand, the better the sandpaper. I still call it sandpaper, for that is what it is to us, whatever it may be to the maker of it. For cheap and inferior paper, powdered glass is used instead of quartz. I noticed that sandpaper is frequently referred to by writers on carriage painting as "glass" paper. Well, it is likely that it is glass paper, very often. For a superior quality of paper, almost four times as durable as quartz paper, one or two manufacturers use native garnets, crushed and properly graded. This is called ruby or garnet paper. These garnets are found abundantly in many parts of our country, but especially in North Carolina, where many tons are annually crushed for making it into this sort of sandpaper. Crushed quartz can often be bought as low as ten dollars a ton, while crushed garnets bring about seventy five dollars a ton.

Making sandpaper seems to be somewhat of a secret affair yet, as many, if not most, sandpaper makers won't allow rival manufacturers through their buildings. They have been bred to think it necessary to maintain secrecy, but it isn't at all. Years ago, and for many years, sandpaper making was practically monopolized by one manufacturer, a huge concern, and whom the reader can readily identify. There was a popular, and, of course, well-founded prejudice in favor of his paper. It was always uniform and invariably excellent. There is none better to-day, though plenty as good. Time was when others tried to make as good and failed. Their product was only indifferently good, and the dealers got tired of customers' complaints, and the consumers got tired bothering with it, and even when a really meritorious article came to hand, finally, and was sold at a lower price, the public were shy of it, so that the one successful concern chuckled in its figurative sleeve, and kept piling up the money as the reams of sandpaper, at five dollars the ream and a small discount, kept going out. There was an enormous profit in the business then, and now—well, like everything else, the margin is smaller. As rival makers improved their brands, the prices lowered, and discounts increased. Still, there is money in making sandpaper, especially when the most of the manufacturers combine and pool their business and advance prices one-third.

Speaking of glass paper reminds me to say that glass is easily reduced to a fine, granulated condition by heating it red hot, and then throwing it into cold water. After this, I believe they pass it through rollers to still further reduce it. Then it is passed through sieves of different meshes, the same as quartz. The glued paper will only take up and retain so much of the particles, and so, when dry, the surplus is shaken off and used again. Muslin is superior to even strong paper, as it is more elastic and lasts longer.

Cheap sandpaper is never economical, especially in the shop, and the best only should be bought. As a rule, that which costs little is little appreciated, and hence cheap sandpaper is often wasted and thrown away before half used up, because cheap.

CRESCENT ENAMELLED WARE IS UNEXCELLED

THE COLOR HAS STOOD THE TEST

McGILL UNIVERSITY, CHEMICAL LABORATORY,
Faculty of Medicine, MONTREAL, Oct. 14, 1895.
THE THOS. DAVIDSON MFG. CO, MONTREAL:

DEAR SIRS,—I have examined the two samples of Crescent Steel Enamel Ware, submitted Sept. 24th. I find the enamel is not acted upon by organic acids nor by dilute alkalies, either when exposed for days at low temperature or even when heated for several hours in contact with these substances.

The enamel itself is of such a nature chemically, that it cannot give up anything at all injurious to food materials cooked in contact with it. I remain, sincerely yours,

(Signed) R. F. RUTTON, Prof. Prac. Chemistry.

IT IS . . . . INSOLUBLE

IT WILL NOT CHIP

The Thos. Davidson Mfg. Co., - - Montreal, Que.

Of course there is a good deal in using even the best sandpaper right. The cutting of a sheet, for instance, should be done carefully. Turn the sheet over until the four edges exactly meet, and press down the crease at the doubled part. Then take a putty knife and cut the sheet in half. Don't use a sharp knife. Don't use a pocket knife, unless, indeed, it is a borrowed one, or you don't have any respect for it or for the paper. If you must use a pocket knife, borrow the the boss'. Now double the half sheets as before, and cut. That makes one-quarter sheets, but one-eighth sheets are more handy, and, I believe, generally preferred, and so the quarters can be cut into eights. Be sure to make those corners meet square every time you cut.

It is usually advised to double the sheets backwards, that is, making the unsanded sides to meet in contact, but I prefer the opposite plan, because some sandpaper at least will crack outside the seam, and thus take more time in the cutting by having to be squared and smoothed up before cutting. Some workmen lay the paper on its sanded side on a table, and draw a somewhat sharp knife across it. Don't like this plan. First, it's hard on the knife—if the knife is your own. Second, it's hard on the table, if the table is a good one. Third, you are not apt to get as true a division of the paper as when you fold it up nicely. Simple as the operation is, there's a right and wrong way of doing it, and there's a way of using the paper afterwards that may mean much for tha boss of yours.

Sandpaper should be held quite firmly while being used, because it will last much longer than when used in a slipshod fashion. For using in corners or other small places, cut the paper into smaller parts. Never use more than a doubled piece at any time, and when used over a block, one thickness is, of course, sufficient. Beware of the corners that stand out, and don't let the sandpaper touch them. You know why.

If your paper slips while in use, try chalking the back of it. Keep it in a dry place. Have a special drawer for it. Avoid using sandpaper in damp weather when you can. Test its quality by rubbing sanded surfaces together, and note how the sand adheres under the operation. Good sandpaper will not crack when folded together.

LATE BUSINESS CHANGES.

John Ellison, saw mill and turning factory Port Stanley, Ont., has assigned to Andrew J. Clarke.——Holmes Bros., tinware, etc., Winchester, Ont., have assigned to Wm. Sutherland, Brockville.——Latoude & Potvin, roofers, Montreal, have assigned.——The Dominion Pottery Co., St. John's, Que., have dissolved, and a new partnership, composed of Wm. Bowler and Wesley Knight, has been registered; style unchanged.

FIRING BIG GUNS.

The effects of two 10-inch turret guns fired simultaneously are rather astonishing, remarks English Court Journal. A correspondent on one of the vessels taking part in the manœuvres describes the effect of the concussion. He was leaning close to the turret when the guns were fired. "For several moments," he says, "I wondered what hit me and where I was hit. I had been regularly lifted by the concussion, but came down quite whole." The glass in the wheelhouse and in the chart-house, ⅓ inch thick, was smashed to atoms. An ink bottle that stood on the table in the chart-house jumped about six inches, and every drop of ink sprang out, but the bottle dropped back to the spot from which it jumped. Three water bottles and three tumblers were on the table in the smoking room, both full of water. When the guns were fired the bottles and the tumblers jumped into the air. The bottles and tumblers fell back in their places, but every drop of water had been spilled upon the table, though nothing had been broken. The doctor was about to extract a tooth from a patient, and had just taken a firm hold when the double explosion occurred. Both he and the patient were lifted, and when they came down again the tooth was out. The doctor said he had not pulled, and the patient said he had not felt the tooth coming out.

LARGE CONSIGNMENT OF . . . **NITRO POWDER** Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

LONDON, ONT.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

TRADE CHAT.

FOUR hundred and fourteen vessels passed the Canadian Soo canal between Sept. 9 and 30.

Mr. Aaron Moyer, general merchant, late of Mildmay, is going into business in Walkerton.

Andrew McCallum's carriage and blacksmith shop at Largie, north of Dutton, has been burned. Insurance, $800.

The Sydenham Glass Co. have closed a contract with Scott & Bowne, of New York, the patent medicine men, for $15,000 worth of wares.

Twenty years ago, Friday, the first immigrants from Iceland arrived at Winnipeg. There are now 10,000 of these people in Manitoba.

The Brantford factory of the Massey-Harris Co., which has been closed down for a few months, will open with a full staff on Monday next.

Official advices from Rome are to the effect that the Italian Government is willing to negotiate a treaty of commerce with Canada on the lines of the Franco-Canadian treaty.

Robert Fee, bookkeeper of the Sadler, Dundas & Flavelle Mining Co., of Lindsay, Ont., who disappeared on September 20, has been arrested at Rochester, N.Y. He is charged with embezzling $3,000.

Graham Fraser, of the New Glasgow Iron, Steel and Forge Works, is in the city enroute to Newfoundland, to superintend the shipment of the first cargo of Newfoundland iron ore to the Nova Scotia Smelting Works.—Halifax Chronicle.

A Belleville despatch says: "Mitchell & Powell have opened a graphite mine in Marmora township. The supply is said to inexhaustible, and the graphite is not mixed with sand or any other foreign material. Samples have been sent to a large concern in Jersey City for test."

The Department of Railways and Canals is about to invite tenders for 4,000 tons of steel rails, 1,000 for the Prince Edward Island branch, to be delivered at Summerside, and 3,000 for the main line to be landed at Point Levis. Bids are to be in by the 17th of December. The rails are said to be required for renewals and ordinary repairs.

The hardware store of Muir & Yates, Wallaceburg, was entered by burglars on Friday night and a quantity of goods stolen. The job is believed to have been put up in Chatham.

Capt. John Ellison, Port Stanley, has made an assignment of his handle works, fishery business and the steamer Joe Milton, to Ald. A. J. Clarke, for the benefit of his creditors. The assets and liabilities are not known at present.

Thomas Meredith, one of York County's oldest pioneers, is dead, aged 86. He came to Toronto in 1828, from Ireland, and during the course of his life was associated in business with Gooderham & Worts, and with the late W. H. Howland. His son, Thomas Meredith, is in the hardware business at 156 King street east, Toronto.

The thousand and one friends of Jos. White will be pleased to learn that he has got his business difficulties arranged and is again at his old post. Mr. White is one of Windsor's pioneer merchants and it would have been very much regretted if he had been forced to retire. Mr. White has associated with him John Campbell, a well-known citizen.—Windsor Times.

A Windsor, Ont., despatch says: "The assignment is announced of J. W. Drake, general furniture dealer, of this city. No statement of liabilities and assets will be given out until Assignee Henry Barber, of Toronto, has completed his inventory of the stock. It is probable that a settlement with creditors will be reached, and Mr. Drake may resume business in a short time."

Imports from Canada to Britain increased £219,000 in September, chiefly in oxen, sheep, fish and lumber, and increased £500,000 in the nine months ending Sept. 30. Sheep imports advanced in the nine months £50,000; oxen, £161,000; wheat flour, £284,000; hams, £35,000; butter, £17,000. Wheat declined £135,000; bacon, £24,000; cheese, £191,000; fish, £56,000; wood, £82,000. Exports to Canada increased £27,000 in the month, and £300,000 in the nine months.

John D. McDiarmid, of the firm of McDiarmid Bros., millers and hub spoke manufacturers, Aylmer, met an untimely death in the factory Saturday afternoon. He was engaged at work near a pulley, which was running at a high rate of speed, when it broke, and a portion of it struck Mr. McDiarmid on the head, felling him to the ground and killing him instantly. He was one of the best known and most highly respected residents of Aylmer. Police Magistrate McDiarmid, of Aylmer, is a brother, as is Peter McDiarmid, bookkeeper for Messrs. Risdon & Livesey, St. Thomas.

MATCHES FROM LEATHER PULP.

Such is a heading which recently appeared in Shoe and Leather Facts over an article stating that matches from paper pulp have proven successful, and it is proposed to make matches from leather pulp. The pulp is mechanically dissolved from waste scraps only. It would not do to use good leather stock for this purpose. Leather pieces from the cutting board in the shoe factory and from the scrap and waste pile, are not very costly, and these will form a bulk of the substance to be used in the leather pulp matches. A difficulty with the wood match is that it is very likely to snap off in the lighting, and the chances are that the ignited end will fly off into a corner and cause a fire. The pulp match will bend without breaking. Hence there will be no broken or lighted ends flying about. Furthermore, these matches are to be printed with lettering to advertise patent medicines, typewriters, bicycles, etc., thus offering a new field for advertising. If the printed matches are put up in boxes they will be quite attractive.

FOR SALE STOVE AND TINWARE BUSINESS

at PRESTON, Manitoba. Present stock about $600.00; also store and lot. Good opening for enterprising man with small capital. Apply

(42)

McCLARY MFG. CO., Winnipeg.

AMERICAN EXPORTS OF COKE.

ALTHOUGH Australia possesses abundant supplies of coal of quality suitable for steam raising and heating purposes, none of this fuel will answer for coking purposes ; and it has been necessary, therefore, for many years to import the coke required for smelting ores and for other uses. England, says Black Diamond, has hitherto enjoyed a monopoly of this trade, and the Durham coke operators have come to consider themselves as beyond molestation by competition in this particular line. Theodore M. Stephan, United States Consul at Annaberg, Germany, reports to the Department of State that a dozen large sailing vessels have been chartered to load coke for Australia, and the German producers intend to enter vigorously into competition with England in this trade.

This incident is of interest in this country as indicating a branch of foreign trade for which Americans might compete with marked success. If England and Germany can ship coke to Australia, then surely the United States, with cheaper fuel than either of the competing countries, ought to be able to enter the same trade with unquestioned advantage. Coke is made in the Connellsville region of Pennsylvania at the lowest cost in the world, and in quality the Pennsylvania product is not surpassed. The present price of coke at the ovens in the Connellsville region is $1.35 per net ton, but within the past year it has sold as low as 85 cents per ton, and probably yields a fair profit at $1 per ton. In England coke is now selling in the Durham district at the equivalent of about $2.62 per net ton. The latest quotation for coke in the Rhenish-Westphalian district of Germany is equivalent to about $2 40 per net ton, and in the Department of the Nord, in France, coke is selling at the equivalent of about $2.98 per net ton. The Pennsylvania and West Virginia coke regions are further from the seaboard than are the centres of production in England and Europe; but even the longer haul by rail is not sufficient to offset the advantage in cost of production which is enjoyed by American producers. Coke made in Pennsylvania or West Virginia could probably be put on board a vessel at Philadelphia, Baltimore or Norfolk at a price much below the cost at any English or Continental shipping port.

In recent years a considerable export trade in American coke has been developed; and in the fiscal year ended June 30, 1895, the foreign shipments amounted to 98,509 tons, valued at $346,858. This was nearly double the value of the exports during the preceding year. The bulk of the coke exported from this country goes to Mexico, where it is used by the silver smelters. With such overwhelming advantages in cost of production it would appear that the United States ought to have a controlling interest in the coke trade of those countries that have to go abroad for their supplies of this form of fuel. No country is so rich in fuel as the United States, and in years to come coal and coke are likely to rank among the most important items in our export trade, as they now figure among industrial products.

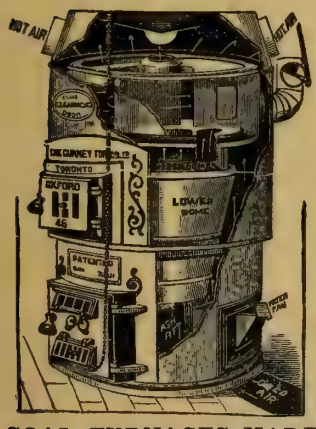
A FURNACE SLAG CHIMNEY.

"We have long had slag paint and pavement," says The Scientific American, June 8, "but the latest is a slag brick chimney. According to L'Industrie this plan was adopted by the Currieres and Ortricourt companies, and their example is followed by the works of Arble and Douai. The latter establishment planned a chimney 164 feet high and to weigh but 379 gross tons, about half the weight of a brick chimney of the same dimensions. A special cement was to be used which would bind together the blocks composing the chimney so firmly as to require no chain or iron band for strengthening. This is an interesting application of a cheap industrial by-product, which, should the experiments prove a success, will be appreciated by metallurgists."

OXFORD WARM AIR OR COMBINATION WARM AIR AND HOT WATER FURNACES

TRIED AND TESTED. NEVER HAS ONE FAILED.

FOR COAL. **ARE THE MOST MODERN FURNACES IN THE MARKET.** FOR WOOD.

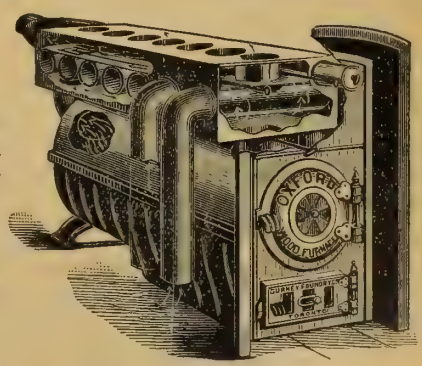


Coal Furnaces

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

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Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome, which heat quicker than Cast Iron.



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PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE trade in Toronto and at many outside points has been very busy for some time past, and as the cold weather approaches the press of work does not ease off at all, but on the contrary it rather increases.

* * *

The advance of prices on brass fittings in the States has had the effect of making the Canadian manufacturer a very busy man, for the simple reason that American fittings at present quotations cannot be imported into Canada at a price which would enable them to compete with Canadian makes.

* * *

W. J. Burroughes', Toronto, increasing plumbing business has necessitated the removal of his premises to a central part of the city. He has now very fine offices and warerooms at 32 Adelaide street east.

* * *

CONTRACTS OPEN AND CLOSED.

The Toronto Radiator Manufacturing Co. will supply the radiators for the heating of the new T. H. & B. station at Hamilton, and also for the big Globe and Simpson buildings in Toronto.

The following notes of contracts appear in Contract Record :

Chesley, Ont., is to have an eight-roomed school house.

Thorold, Ont., is talking of a water system to cost $40,000.

Simcoe, Ont., is to vote on a proposal to erect an Industrial Home.

Smith's Falls proposes to draw its water supply from Rideau Lake.

Harris & Youngheart want a bonus towards establishing a new cigar factory at St. Hyacinthe, Que.

In January Belleville will vote on a $5,000 school building by-law.

Architect Ritchie, of Mount Forest, is preparing plans for a residence to be erected at Orangeville for the editor of The Orangeville Sun.

Renfrew, Ont., may build a hospital.

Acton, Ont., is to have waterworks.

J. M. Moore, architect, London, is preparing plans for the reconstruction of the Leamington High School building.

A syndicate will erect a $50,000 summer hotel at Mink Cove, near Digby Neck, N.S.

Chas. Mickler, contractor, Collingwood, Ont., is erecting a $5,000 dwelling house for himself. It will be heated with hot water and be generally very complete.

Halifax, N.S., is to have an immigration building capable of accommodating 1,500 persons.

Architect C. R. Oldershaw, of Chatham, Ont., has prepared plans for a residence for W. J. Oldershaw at the same place. The house will be fitted with plumbing, gas fixings, etc.

The Coast Railway, N.S., will soon begin to erect its stations.

C. R. Oldershaw, Chatham, has designed a club house for the Canadian Boat Club at Fort Erie, Ont.

Work has been begun on the foundations for the Parsons Produce Co.'s new cold storage warehouse at Winnipeg.

Ottawa's Protestant Hospital will be enlarged by the addition of a new wing.

The Royal Hotel, Hamilton, Ont., is to undergo alterations.

Alterations costing $8,000 are to be made to the Town Hall, fire and police stations at St. Henri, Que.

These structures are to be built in Montreal: A three-storey stone front for Mme. L. Forget, to cost $10,000 ; a three-storey tenement, by Mrs. Joseph Lemlin, to cost $3,000, and three three-storey stone fronts for Mrs. M. Bourdean, to cost $9,000.

The contract for Vanwart Bros.' new building has been let to B. Mooney & Sons and John Duffy.

David Ouimet, of Montreal, will supply the heating apparatus in the Tracadie, N.B., lazaretto.

A MONTREAL PLUMBER'S EXHIBIT.

The Plumbers' Trade Journal has this item : "Our correspondent, Mr. J. W. Hughes, of 747 Craig street, Montreal, made a thoroughly practical plumbing exhibit at the annual exhibition held in that city. It was a display that showed the workmanship of the establishment was fully up to the old time reputation of the firm, which was established in 1860. A special feature was the McClellan anti-syphon trap vent, which was attached to the different fixtures in actual working order with water in. Mr. Hughes controls the patent right for this modern plumbing safeguard, which is fast coming into general use."

* * *

UPSET THE SOLDER.

A Salt Lake City plumber the other day upset a pot of molten solder, which fell to the ground and splashed the fiery liquid into his face and all over his person. One of his eyes was badly burned, and for fear he will entirely lose his vision he is now kept in a dark room.

* * *

LENGTH VS. SIZE.

Perhaps there is good reason for the universal dread of the much-talked-of "Plumber's Bill." Did it ever occur to the deep thinking master plumber, asks Plumbers' Trade Journal, that a customer might be dazed by the sight of an itemized bill a foot in length? Did it never strike you that it is a waste of paper to use a long sheet to show that three pounds of putty at so much per pound, four candles at so much per candle, eleven ten penny nails at so much per —— etc., etc., were used in the performing of your work?

How much better would a bill like this read : "To placing bath and fixtures—three hundred dollars !" We believe that in a measure the plumber has brought upon himself the undesirable reputation for immense billing propensities. In various parts of the country individual members of the trade are observing that the old custom is a harmful and needless one, and are rapidly dropping long bills of small items for work. Experience is, indeed, a great, and generally speaking, costly teacher.

* * *

A Florida, U.S., firm has secured the contract to supply Honolulu with 20,000 tons of iron pipe for that city's waterworks system. The pipe for the waterworks at Tokyo, Japan, will also be furnished by the same concern.

* * *

PERFECT DWELLING-HOUSE HEATING AND VENTILATION.

An architect writing in The American Artisan on this subject says :

Much has been said and written on heating and ventilating of the dwelling-house and many appliances have been used. One says, "Steam by all means," another adopts the hot water system. Both are expensive and do no ventilating. And the third, the system of furnace heating, has been well considered, yet the question of perfect ventilation remains a mystery—somewhat overcome in school and other large buildings by the hot blast, but in our homes the point of ventilation is lost sight of.

Few who have furnaces in their homes have failed to observe that the furnace will not heat on the windy side of a house, and in addition to this, it is found that the parlor floor is invariably cold and the question is often asked how to overcome this, as the ceilings and upper rooms seem warm.

The furnace man says, "Oh yes, I have a system of ventilation which is giving perfect satisfaction in many houses." "And how is it done?" "Why, I just put an additional register in some cold spot and draw off the cold air and throw it back into the furnace to be heated over," with a sigh of relief and great satisfaction. When the writer ventured the remark : "Then indeed you must have a death dealing trap!" —as the following will show :

Supposing air on the upper floor be 14¾ pounds per square, then heated to say 70 degrees F. expands 14 per cent. the invariable result is that heat rises to the ceilings of the rooms, then begins to warm downward. A grown person breathes from 25 to 35

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NEW GLASGOW, N.S.

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FERRONA PIG IRON

. . . AND . . .

Siemens Martin Open Hearth Steel

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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W. L. HALDIMAND & SON, - Montreal

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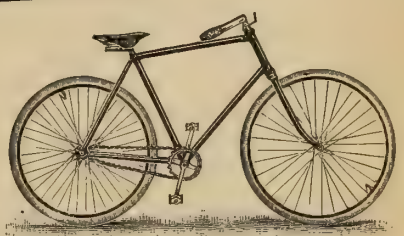
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The old original and only reliable

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BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

cubic feet per minute, and as a result it is found that all oxygen gas which is 1-10 heavier, and carbonic acid gas, which is 1½ times heavier than air, will fall to the floor and fall down stairways from upper floors to the parlor floor, and like the cold air in one end of a steam radiator, which is impossible to heat, must be removed by the aid of an air vent (always found on any steam radiator).

With the furnace the question arises, how can I remedy this? By seeing that the chimney flue is built with double the capacity required for the furnace. Then place a register (cold air absorber) in your lower halls front and rear, if you have both, and as far away from the heating register as possible, then run a single tin flue under the floor to connect with the chimney just over the furnace smokepipe and turn up a few inches inside, and it will be found that this vent register will draw all odors, dust, foul air and even impurities up and out through the chimney, while the house is being supplied with fresh heating air as usual. The heated air, as before mentioned, will fall to the floor as the cold air is removed and our houses will always be warmed, including floors, with pure fresh air.

With a fireplace the same results in the room will follow, but if not kept running the flue must have in it a damper, or stop the flue with a paper. Either will bring about glorious results.

One builder will say. "Why not build a flue alongside of the furnace flue." This will not work, as such a flue being warm on one side and cold on the other will create a circulation within itself.

Another will say. "Why not connect below the furnace." This has been tried and found to be a failure, as drawing from nothing is impossible. So the whole problem resolves itself into this: The system if applied as above described creates an inverted syphon in which the air as it strikes the chimney is expanded with the heat of the chimney and the result if carried out substantially as set forth is perfect. It will be found that all parts of the house will be evenly heated and ventilated, including the windy side of the building,—cigar smoke will be as completely removed in fifteen minutes as if no smoke had been near.

As a further result, from actual test, it will be found that the furnace will not draw so hard, but this is not needed and the result is a saving of from 30 to 40 per cent. of fuel. In addition it will be found that with the above described system the vent register acts as a thermostat or governor on the furnace. All of which being cheap and easy of application the public are welcome to make the test.

The Post-office Department will shortly issue new stamped envelopes of the denomination of 2 cents for use in cities where the drop system is in vogue.

THE WORLD'S PRODUCTION OF TIN.

ACCORDING to the report made by Mr. C. M. Rolker for the United States geological survey, the total production of tin in the past 10 years has risen from 50,299 tons in 1884 to 83,387 tons in 1894. The subjoined table shows that more than one-half of the world's output for 1894 came from the Straits Settlements in the Malay Peninsula:

1. The Straits to Europe and America	46,724
2. England	8,800
3. Australia to Europe and America	5,824
4. Banca sales to Holland	6,139
5. Billiton sales to Holland and Java	4,764
6. Bolivian imports into England	3,482
7. Straits to India and China	4,655
8. Sundry countries	1,642
9. Germany	896
10. Austria	65
Total	83,387

Historical records for the past two thousand years speak from time to time of the tin that is brought from the Malay Peninsula. The present tin mines of this district are alluvial. The constituent parts of the alluvium vary, as does the depth; but the characteristiic covering that has to be removed is of an average depth of 10 to 11 feet, and consists chiefly of clay seams, alternating with sand and gravel. The pay gravel has an average depth of 8 feet. The process of recovery is by washing in boxes, and Chinese labor is largely employed.

The well-known tin mines of Cornwall, Eng., vary very little in their yearly output, the amount running from 8,000 to 9,000 tons per annum. The metal is recovered from the lode ores by crushing and by smelting. The Australian mines are rich and full of promise, Tasmania alone being in itself the third largest producer of tin in the world, coming next to Cornwall.

The United States, though such a large consumer of tin, does not at present figure as a producer of the metal. The report states that "no tin is being produced in the United States, and the tin occurrences of this country are so far only of geological or mineralogical interest, with indications of prospective value in a few instances." The most promising indications are those found in the Black Hills of Dakota.

U. S. PIG IRON PRODUCTION.

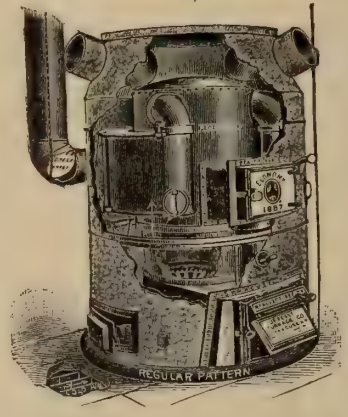
THE monthly report of the pig iron production compiled by The Iron Age says: As expected, there has been a further increase in the capacity of furnaces working during the month of September, and we have now attained the tremendous rate of 200,000 tons per week. Preparations are still going on at a number of plants, so that even that great figure will probably be passed at an early date.

The weekly capacity of all the furnaces on October 1 compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity Per Week. Gross tons.
October 1, 1895	229	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858
March 1	255	176,978

The status of the coke and anthracite furnaces and charcoal was as follows on Oct. 1:

	Coke & Anthracite. No. in blast.	Capacity.	—Charcoal— Fr'n'c's in blast.	Capacity.
Oct. 1, 1895	206	196,816	23	4,598
Sept 1	194	189,653	21	4,376
Aug. 1	179	176,380	21	4,145
July 1	168	167,315	17	3,879
June 1	154	153,195	18	4,029
May 1	153	152,172	18	4,382
April 1	152	154,060	19	4,012
March 1	154	153,027	19	3,952
Feb. 1	160	158,375	19	4,416



"Economy" Warm Air Furnace

ECONOMY

Furnaces and Combination Heaters. . . . .

They are called "Economy" because they supply the maximum of heat from the minimum of fuel. That is the first point one considers when choosing a furnace. Then, too, they are very heavy and durable and simple in construction. These are the points that have built up their reputation as the best line of heaters in the market. **Send for catalogue.**

J. F. Pease Furnace Co.

HEATING ENGINEERS

189-193 Queen St. East, TORONTO

A LEAD AND ZINC METROPOLIS.

The city of Joplin, Mo., has the distinction of being the centre of a district that produces four-fifths of all the lead and zinc in the United States. "The history of Joplin, says The St. Louis Republic, "is simply the history of the mines." In less than three decades it has grown from a camp of pioneer prospectors to a busy and thriving metropolis of 14,000 inhabitants. As indicating its industrial activity it is estimated that about $75,000 is paid out weekly in wages to miners and laborers.

We quote the following figures of lead and zinc production as tabled in The Republic, and furnished by J. R. Holbaugh, mining expert, the figures dating from 1873 to 1894, inclusive :

	No. tons.	Av. Price per ton.	Amount.
1873.....	960	$ 9.00	$ 8,640
1874.....	5,100	10.00	51,000
1875.....	3,600	12.00	36,000
1876.....	11,000	13.50	148,000
1877.....	10,000	14.00	140,000
1878.....	12,000	16.50	198,000
1879.....	20,000	17.00	340,000
1880.....	27,500	16 00	440,000
1881.....	49 700	16.50	819,050
1882.....	52,200	16 90	882 218
1883.....	53,900	17 50	943,240
1884.....	63,500	18 00	1,143,000
1885.....	65,600	17 50	1,148.000
1886.....	75,400	18.50	1,394,900
1887.....	86,200	19 00	1,637,800
1888.....	89,300	20 00	1,875,380
1889.....	98,440	24.00	2,362,560
1890.....	114,900	23.00	2,642,700
1891.....	143,650	22 00	3,160,300
1892.....	148 150	22 50	3,432,375
1893.....	134,090	19.25	2,581,232
1894.....	134,300	17.25	2,316,693
Total.....			$27,329,368

The output of galena is thus tabulated by the same authority ;

	Tons.		Tons.
1851 to 1859..	25,000	1884.....	10,350
1860 to 1869..	16,500	1885.....	11,225
1870 to 1875..	23,700	1886	11,575
1876.....	6,776	1887.....	10,450
1877.....	8,911	1888.....	12,350
1878.....	9,625	1889.....	12,439
1879.....	12,320	1890.....	14,601
1880.....	11,694	1891.....	13,780
1881.....	12,127	1892.....	20,360
1882.....	11,980	1893.....	18,410
1883.....	9,240	1894.....	19,010

For this the producers were paid the total sum of $15,169,636, which, added to the receipts for zinc ore of $27,329,268, makes up the grand total and magnificent sum of $42,499,004.

ELECTRICITY AT THE KEMPS'.

The Kemp Manufacturing Co., Toronto, have installed a powerful electric plant at their works. This step they found necessary, owing to the increased number and scattered positions of their factory buildings.

Power is carried to the different departments of the works by means of belts. The new enamelled ware factory is run by the new power.

The company is rapidly increasing the number and variety of its lines of this ware.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

CUTLERY

Splendid value in all kinds for the Fall trade. See our samples. . . . . .

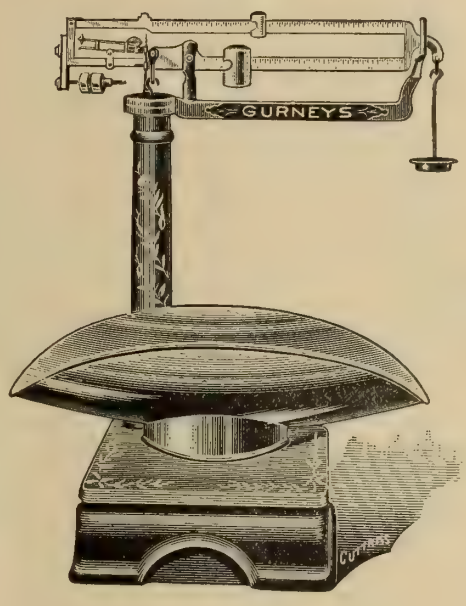
WIRE

Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
. . . MONTREAL

DOMINION COUNTER SCALE



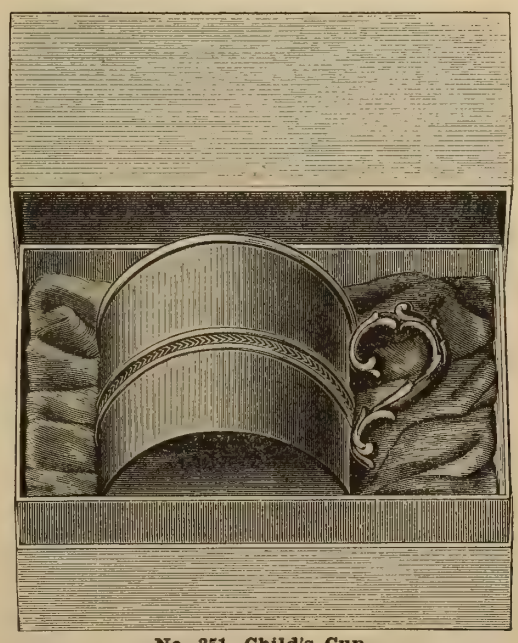
With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.



No. 351—Child's Cup.
In Satin Lined Box, $1.25 each, less trade discount.
Cut two-thirds size.

Christmas Specialties

In great variety and at remarkably low prices.

Write for Illustrated Catalogue just issued.

Toronto Silver Plate Co.
King Street West
TORONTO, CAN.
E. G. Gooderham, Manager and Sec.-Treas.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

A. L. MITCHELL & CO., wholesale carriage goods, St. Catharines, Ont., are reported financially embarrassed.

There is a demand of assignment against J. Gibson, Jr., Hadlow Cove, Que.

Arsene Prince, wagonmaker, St. Angele de Laval, Que., has assigned.

J. F. Therrien, general store, St. Gregoire, Que., wants to compromise at 70c.

Alice McLeod, harness, Kincardine, Ont., has assigned to James M. Stewart.

The creditors of Achilles Genest, general store, Gentilly, Que., have been called together.

Henry and Charles Bishopic, sawmillers, Wyevale, Ont., have assigned to W. T. Stewart.

Lefebvre & Taschereau have been appointed curators of the estate of Wm. Howatson, Jr., general store, Black Cape, Que., and also of that of Daoust Brossard, general store, Riviere au Sables, Que.

PARTNERSHIPS FORMED AND DISSOLVED.

Delisle & Co., lumber, Montreal, have dissolved.

Junor & Irving, glassware and crockery, Toronto, have dissolved.

La Compagnie Brasserie de Beaufort, Que., has been incorporated.

The Midgley Vapor-Burner Company, of Paris, Ltd., has been incorporated.

Huot & Cote, electricians, Montreal, have been succeeded by Huot & Champagne.

The Grant Tanning Co. of Woodstock, Ltd., Woodstock, Ont., has obtained a charter.

Marks & Slomensky, general store, Vaudreuil Station, Que., have dissolved. Israel Slomensky continues.

Francois X. Beauchemin and Theo. Duchemin are partners in the trading firm of Beauchemin & Duchemin, Three Rivers, Que.

SALES MADE AND PENDING.

R. B. Esnouf, furniture, Victoria, B.C., is selling out.

H. Overmeyer, carriages, etc., St. Thomas, Ont., has sold out his livery.

The general store stock of Augustine Lemay, Warwick, Que., has been sold at 54c.

The refinery plant, etc., of the Canadian Oil Co., Sarnia, Ont., have been advertised for sale.

The assets of Grossman & Robitaille, peddlars' supplies, Montreal, are advertised for sale.

The Equitable Co-operative Store Association, at Fort William, Ont., has sold out to Alex. Snelgrove.

The saw and grist mills of the A. Wood Estate, Smith's Falls, Ont., are offered for sale by the executors.

Filion & Simard's general store stock is to be sold at Chambord, Que., on Oct. 24, and that of Louis St. Pierre, at Chateau Richer, Que., on Oct. 22.

CHANGES.

J. H. Stevens, wagons, Belgrave, Ont., is leaving that place for Manchester.

FIRES.

The Moss Litter Co., manufacturers, Musquash, N.B, have been burned out.

Cranford, Lynch & Co., general store, Orillia, Ont., have been burned out.

The lumber and saw mill of Desy & Lacouture, Sorel, Que, has been destroyed by fire.

DEATHS.

Wm. Statford, machinist, Lancaster, Ont., is dead.

CAPITAL FOR B. C. MINES.

Mr. Barnard, M.P., while in England, has been doing excellent work for the cities of Vancouver and Westminster, having, it is announced, raised $500,000 for the improvement of the electric street lighting and car service of the first named city and the inter urban railway of the two towns. So says The B.C. Commercial Journal. Moreover, as in these days South African investments are beginning to lose their popularity, he succeeded in enlisting the attention of a powerful syndicate, with a subscribed capital of £300,000 sterling and practically unlimited resources thereafter should their expectations be realized in the mines of this province. The business of the syndicate is, as he explains it, to exploit and develop mines, and, if justified, to place them on the European market. Some members of the syndicate are already interested in British Columbia, and this renewed and enlarged interest on their part shows that they are far from dissatisfied with the prospects before them. We are much pleased to notice this departure and to congratulate Mr. Barnard if the report be true.

THE "CORNER" IN TUBING.

If anybody imagines, remarks Cycling Life, that by going abroad and buying up two million feet of tubing he can make a fortune by cornering the English market and causing an advance in price in this country he is making the mistake of his life, for within forty days the biggest of the tube making concerns in this country will have such a capacity for meeting the wants of its customers that foreign stock will be a drug upon the market. Long ago, when it was apparent that the bicycle business was going to expand in enormous fashion, this establishment added to its plant fifteen draw benches, and a short time ago, when the demand for tubing was heavy, they decided to put in twenty benches more. This will give an output of tubing of between 1,500,000 and 2,000,000 feet a month.

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St Montreal



VANDUZEN STEAM JET PUMP

THE BEST IN THE WORLD.

Pumps Any Kind of Liquid.

Always in Order, never Clogs nor freezes. Every Pump Guaranteed.

10 SIZES.

200 to 12000 Gallons per Hour. Cost $7 to $75 each. Address

GARTH & CO.,

536 to 542 Craig St. MONTREAL

MONTREAL SMELTING AND REFINING WORKS

THE Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
Leading Consumers use Langwell's Babbit.

WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON

Metallurgists and Manufacturers

10 Dorchester St., MONTREAL, QUE.

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

A Pension for Life

DO YOU WANT ONE ?

See one of our agents about it, or send for explanatory circular to Head Office.

MANUFACTURERS' LIFE INSURANCE COMPANY

63 Yonge Street, (cor. Colborne)

Toronto, Canada.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

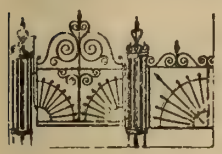
IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



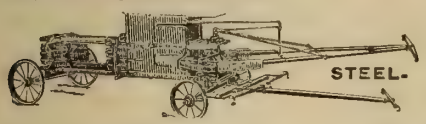
and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, ever-lasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

In Handy Cans

IS THE PROPER LINE.

A. RAMSAY & SON

MONTREAL.



Alexander-works

White Enamelled inside, red japanned outside, and finely decorated

Meat Cutters

For sale by

FROTHINGHAM & WORKMAN

Montreal

GALVANIZED SHEET IRON VS. STEEL.

APPARENTLY there are some people engaged in the manufacture of metal products who do not yet thoroughly understand how steel has so widely supplanted iron. Thus we see that a metal worker recently wrote to one of our exchanges devoted to that line, asking why he could not get as good a quality of galvanized sheet iron as he once did. He complained that the coating wore off too quickly. His complaint of course brought out numerous replies from manufacturers. One concern engaged in the manufacture of sheets from charcoal blooms stated that galvanized steel sheets are not equal in many respects to the old fashioned iron. This was merely stating a fact which all will admit. A handler of sheet iron goods wrote to express his conviction that galvanized iron is much to be preferred to galvanized steel. The galvanized iron gets a better coating than steel and the spelter amalgamates much better with the iron than with the steel. In the case of the iron the coating and the sheet become one metal, while with steel the spelter remains as coating and nothing more. This, he said, is due to the fact that the pores in the steel are finer and the spelter does not have the chance to work in that it does with the iron. One correspondent declared that the old fashioned galvanized iron was all right, but this new-fangled galvanized steel is all wrong.

On the other hand, several manufacturers, in communications to the journal referred to, clearly explained the troub e of the original correspondent. Steel is being used in making most of the galvanized sheets, and sheets of an undeniably good quality are being thus turned out. In fact, nearly all the galvanized "iron" of to-day is steel. Of course, the old grades of finer iron may still be secured by the consumer who is willing to pay the higher price. With the market in the condition it has been in for the past month or so, the prices of steel may closely approach those paid for iron, and some consumers will pay the difference in cases of special requirements, but usually steel is taken on account of the much less cost. And the indications are that steel will continue in use to the total exclusion of iron. A western roofing firm, writing in relation to the complaint mentioned, holds that the improved process of galvanizing to-day, with even the steel sheets, superior to the article known years ago as galvanized iron. But galvanized sheets show only one line in which steel is being made to answer many purposes for which iron was formerly employed. Improvement in steel processes is being made so rapidly that the higher grades of steel are pushing out the steel of an inferior quality, thus lessening the chances for iron.—American Manufacturer.

The French Treaty Act went into effect on Monday, 13th inst.

1875. **COVERT'S** 1895.



Our Triumph Snap with flat spring, and Banner Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

Of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,

ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Oct. 18, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire s to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.	....	$5 25
I.C., usual sizes	....	6 50
I.X., "	....	7 75
I.X.X., "	....	
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.Xl	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

	Per lb.
Cookley Grade—	
X.X., 14x56, 50 sheet bxs	0 06 0 06¾
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price,
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe " "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	2 30	2 35
All bright	2 90	3 00

Iron Pipe.

Wrought, ¼, ⅜, 37½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

	Per lb.	Per lb.
Adams, Gordon Crown and Queen's Head—		
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	0 12¼	0 12½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅞	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

5-Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap' and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb.
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian. dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 35	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 35
101 to 105	....	....	....	10 7
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 0 04
12 in. up, per lb..... .... 0 03
Per doz. set.
Screw. Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 0 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

nterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy	2 50
40 dy	2 55
30 dy	2 60
20, 16, aud 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90
2. American pattern only—	
From 4 to 5 dy	3 10
3 dy (lath)	3 50
3. Canada pattern only—	
From 4 to 5 dy	3 00
3 dy (lath)	3 40
3 dy, A.P. fine	4 10

Car lots 10c. less.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	....	1 80
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9½
¼, 5-16, ⅜ in	7½ 00	9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan&Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan' & Haynes, per doz	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	....	0 03½

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 " "		4 80

STONE.

Washita, per lb	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.
Game, Newhouse, dis. 33½ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.

Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison	....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 15 per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils	....	3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points	0 00
Steel Staples	0 00 0 02½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

BICYCLE ...WANTED

SECOND-HAND

Address, giving lowest price, make and condition of wheel

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TORONTO.

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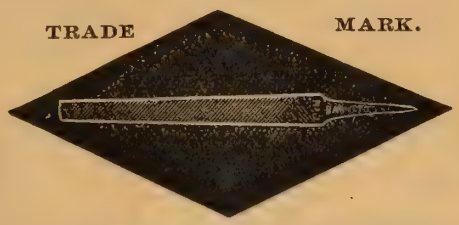
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You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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Pokers

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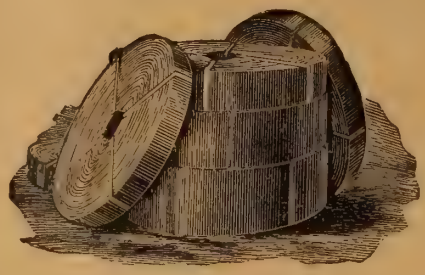
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Ordering your requirements of

THRESHING BELTS

Until the rush in height of season prevents prompt shipment.



ORDER NOW!

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"MONARCH" Special, fine quality.
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Hard Rubber Suction, Spiral Suction, etc., etc.

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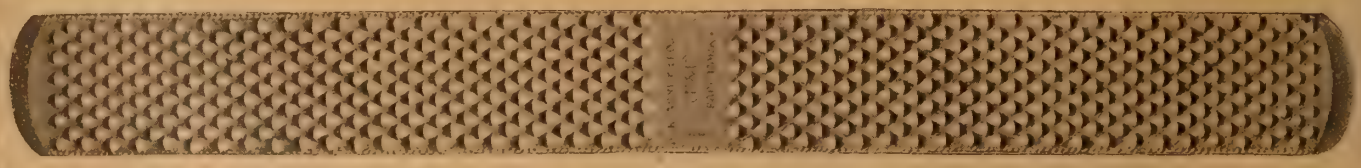
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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, OCTOBER 26, 1895. No. 43.

Magnolia Metal

— IN USE BY —

EIGHT LEADING GOVERNMENTS.

CORNELL UNIVERSITY.

ITHACA, N. Y., August 10, 1895.

TO WHOM IT MAY CONCERN:

I would respectfully state that I have used Magnolia Metal with satisfaction for bearings where other metals have given a great deal of trouble. I have employed the metal in crank-pin boxes on the Experimental Engine at Sibley College, and in the bearings of water wheels which were under considerable pressure.

We have made some tests to determine accurately the friction-reducing qualities and durability of this metal. On account of an accident to our machine these tests are not all completed, and a full report cannot be given at the present time.

Sufficient has been done, however, to indicate the superior quality in every respect. I may say that I fully believe the metal has most excellent quality in every respect for the purposes and uses claimed.

I am, sir, truly yours,

R. G. CARPENTER.

(Professor of Experimental Engineering, Sibley College, Cornell University, Member Society Mechanical Engineers, etc., etc., etc.)

MAGNOLIA METAL CO.

Owners and Sole manufacturers,

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London Office: 75 Queen Victoria St.
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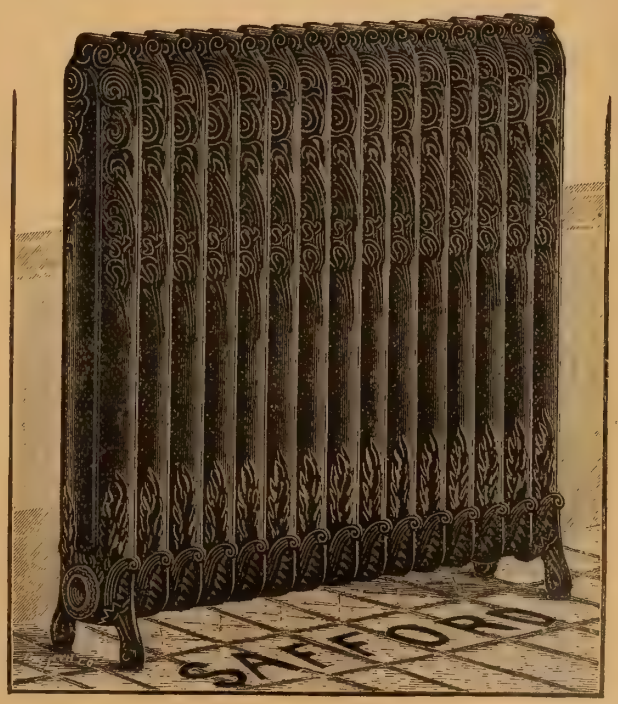
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TORONTO, ONTARIO LIMITED

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Hardware Merchants — Toronto.

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Patented.

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200 POUNDS PRESSURE
WILL NOT COLLAPSE

THE BOOTH COPPER CO.

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Diamond Enameled Ware

The trade like Diamond Ware because it is first-class, light-colored, durable.

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- **Diamond Ware is full weight**
- **Diamond Ware has given good satisfaction**
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Our new works for making Diamond Ware are about completed. Orders will have prompt attention.

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Ye a**

Vol. VII. TORONTO AND MONTREAL, OCTOBER 26, 1895 No. 43

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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SELLING LAMP GOODS.

CAPABILITY of grasping opportunities for extending trade is one of the most essential factors to success in business. Quickness in pushing seasonable goods is a sub-division, as it were, of this peculiarity.

Just now the lamp goods season is upon us. And the situation in this particular is more than usually favorable.

With the return of better times has come the ability of people to satisfy their wants to a higher degree than a few months ago, and lamps, in which are combined both utility and adornment, are one of the lines for which an improved demand may naturally be looked for.

Instead of being higher in price than a year ago, as is the case with a great many lines, lamp goods this year are lower, while, on the other hand, their attractiveness has been enhanced.

The fact that lamps are both cheaper and handsomer should be used with good effect in inducing business in this particular, especially in villages where oil is still the chief illuminant.

With an assortment in his store requisite to the requirements of the community, the first essential to induce business is an attractive window display. How best to accomplish this, every hardware man knows best himself. But HARDWARE AND METAL would suggest that precaution be taken to avoid over-crowding the window. It is not quantity that creates the attraction; it is quality and arrangement that tells. Occasional re-arrangement assists in this particular. Another suggestion we would make is that one or more lighted fancy lamps be placed in the window at night.

The window displayed, the next thing is to advertise in your local mediums. And the advertisement should be a reflection of the window display: neat, striking, and of a character that will sell the goods. Many an advertisement, in a good medium, has proved next to worthless, because, like a poor salesman, it was not constructed to sell goods. Every man in writing an advertisement, whether it be for lamp goods or any other line, should imagine himself as far as possible in the place of the buyer.

AN ADVANCE IN CEMENT.

A fortnight ago HARDWARE AND METAL referred to an advance in ocean freights and its probable effect on heavy material, cement among others.

Its anticipations in regard to that article have been realized. On Wednesday importers in Montreal marked up the price of both Belgian and English 5c.

The stock of cement in Montreal is smaller than usual, and, as there is little on the way, it is expected that before existing contracts are filled it will be down to a pretty low level.

The receipts this week comprised 5,500 casks Belgian and 1,600 English, which are about the last lots to arrive this fall. There are two other steamers from Antwerp, but Montreal commission men and importers cannot secure any space on them, and the same is the case with the boats yet to sail from London.

Under these circumstances, cement is held firm at the advance, and may go higher.

SHOVELS ADVANCED.

Jobbers were advised this week, both from Gananoque and Chambly, that the price of shovels had been advanced 25c. all round at the factory.

This has led to a corresponding advance with some jobbing houses on orders from stock, though not with all as yet.

HARDWAREMEN AND BICYCLES.

WHILE the business of handling bicycles will never probably be monopolized by dealers in hardware, yet it is obvious that the sale of the "silent steed" is gradually falling into its legitimate channel—the hardwareman's store.

In the United States during the past season, of the total number of wheels sold, twenty per cent. is estimated to have passed through hardwaremen's hands.

Of the sales in Canada the percentage that passed through hardwaremen's hands we have no means of ascertaining. In all likelihood it was not so large as in the United States.

But that the retail hardwaremen in Canada are gradually but surely branching out into the sale of bicycles and bicycle sundries, is patent.

Some hardwaremen, wholesale as well as retail, although the latter, perhaps, more particularly, are making a specialty of bicycles. And to the sale of bicycles and bicycle parts, a number are adding bicycle repair shops.

The prospects for continued growth in this direction are favorable rather than otherwise.

As competition increases, those who make the sale of bicycles the sole means of keeping up their establishments and earning a livelihood will find the task more difficult.

With the hardwareman, on the other hand, the bicycle is only one of many lines he carries, consequently he can sell wheels at a price which would mean starvation to him who sold nothing else and still make a profit.

There is no question about it, the bicycle is becoming more and more a part of the hardware merchant's stock, and the time is perhaps not far distant when the hardwareman who does not keep a wheel in stock will be looked upon as being behind the times.

Next season is some distance away, but the time is at hand when hardwaremen should begin to cast about them in order that they may be in a position to catch the first worm when the season does open.

THE PRICE OF BROOMS.

ACCORDING to the present appearance of the market it seems likely that brooms will cost the trade much about the same figure as last year.

The crop of broom corn is said to be almost unprecedentedly large and of excellent quality, but the sagging influence that this fact is likely to have on the market is offset by the circumstance that the stock is of a great deal longer growth than last year, entailing more waste to the manufacturer.

Moreover, manufacturers allege that brooms are already so low that they cannot go lower without absolute loss to the makers.

Prices, therefore, will not probably move very much for some time to come, although some American firms have advanced quotations from 12½ to 50c. a dozen.

Broom corn, owing to the shortness of our seasons and the danger of early frosts, has not yet been successfully cultivated in this country, and Canadian manufacturers obtain most of their raw material from Illinois, where the best corn is grown. Other sources of supply are Kansas, Missouri, Nebraska, and other States and Great Britain.

During the year 1894 broom corn to the value of $120,597 was imported from the States, while $700 covered the price of that brought in from England.

INSPECTION OF HIDES.

SOME dealers in hides are making fun of a resolution adopted by the Executive of the Tanners' Section of the Toronto Board of Trade to the effect "that the Government be memorialized to grant uniform and compulsory inspection of hides and skins in every city and district where there is an inspector at present or where one may be appointed in future."

They say that uniform inspection at the different points is impossible, for there are too many things in the way of the successful carrying out of such a scheme. There are remarkable differences with regard to the measure of rigidity observed in these inspections. At Hamilton, for instance, the inspection is more severe than at some outside points, at Toronto more rigid than at Hamilton, and at Montreal more strict than at Toronto. The consequence is that hides that have passed inspection at Montreal are valued at the rate of ½c. higher per lb. than those that have merely passed muster at Toronto, and a similar difference exists in the worth of hides inspected at Toronto and Hamilton respectively.

The difficulty, these dealers claim, lies with those who kill and skin cattle, rather than with the inspectors, and the result, dealers hold, is that before the standard of inspection can be raised, all the butchers will have to be educated up to a certain mark.

A man who is not expert at taking the hide off a carcase wastes from one to six pounds of leather on every skin, according to his ignorance or clumsiness. All Jewish butchers, and some country butchers, slash the animal's throat instead of "sticking" him, thus destroying a good piece of leather; and, besides this, they through carelessness partially destroy a hide by letting the knife cut into it at various points.

These obstacles, some dealers in hides say, it is impossible to overcome, and uniformity of inspection cannot be had. The tanners, however, hope to succeed in their efforts. They propose, moreover, to advocate an addition to the existing Act, making it a punishable offence for inspectors to pass as first-class hides that are not of good quality and in good condition.

The tanners hope, also, to secure the reinstatement of the clause making inspection of hides compulsory. This clause in the Act was allowed to lapse a couple of years ago, and since then, it is said, some of the dealers in hides refused to have their hides inspected unless the inspectors would certify them as a little better than they really were.

AN OBVIOUS ILLUSTRATION.

Early last week the Canadian manufacturers of screws held a meeting in Montreal and advanced prices. HARDWARE AND METAL duly chronicled the matter.

Before the daily papers, however, chronicled the change ten days had elapsed.

The moral is obvious: For trade news, read the trade press.

BURGLARIES GALORE.

An epidemic of burglaries seems to be sweeping over the province of Ontario, and merchants in many places are suffering from the depredations of these midnight visitors.

Detectives are at work in several sections of the country endeavoring to run down some of the deft-fingered gentlemen, but very little success has so far attended their efforts.

The difficulty of apprehending the thieves lies in the fact that they make a rule of quietly dropping into a town or village in the evening unobserved, and leaving before the dawn of day, in fact as soon as their work for the night is done.

It is, moreover, a practice of the burglars to arrive at places while the fall fair or other public functions are in full swing. Thus they are last in the crowd and unnoticed. As a result, when the officers of the law capture a suspicious character no one is ever able to identify him as guilty of the particular offence in hand.

The latest burglaries are reported from Mt. Forest, where A. Lamont's hardware store was robbed, and from Kingston where Routly Bros'. store was ransacked of $200 worth of goods.

It behooves merchants to carefully guard their stores until the robbers have gone into winter quarters.

THE OUTLOOK FOR COPPER.

An opinion obtains in some quarters that the copper market will be characterized from now till the end of the year by a downward rather than an upward tendency on values.

Be that as it may the market has developed an easier tendency lately, the demand in the outside markets being almost nil, while the manufacturers in the United States, we are told, are well supplied for deliveries during the present year.

The upward tendency, which appears to have been stayed for the time being, had its beginning about May last. By July it had advanced about $1.50 per 100 lbs. from the lowest point. The middle of August saw the addition of another dollar to the quotations. And eventually the figures were something like 33⅓ per cent. higher than when the appreciation in values first began.

OUR LUMBER INDUSTRY.

An interesting sketch of the "Canadian Lumber Industry" appears in the last number of Engineering, from the pen of Mr. J. S. Robertson. He shows that it is next in importance to farming, the capital invested in the business amounting to $100,000,000, the wages paid annually to $30,000,000, and the value of the output to $110,000,000. There are besides about 6,000 wood-working establishments, giving employment during the season to some 15,000 men.

Canada's chief source of forest wealth lies in the white pine timber of Ontario. In that portion of the province which is thoroughly known it is estimated that there are yet standing 60,410,000,000 feet (board measure) of lumber. It has as yet not been estimated how much is standing on 89,000 square miles of partially unexplored provincial land, which is known to contain, at any rate, a considerable lot of pine.

WINTER FREIGHTS NEXT FRIDAY.

The general freight agents of both the Grand Trunk and Canadian Pacific notified the shipping public on Tuesday that the winter rates of freight would go into force a week from next Friday.

This will be interesting information to dealers and shippers of heavy material generally.

At this writing the trade generally are not informed, but when they become so the usual increased movement of goods from warehouse may be anticipated.

A COACH SCREW IS A "BOLT."

A COACH or lag screw is an article which has always been known to the hardware trade as a screw.

Like a good many other articles, it is not enumerated in the tariff. But a person, in order to ascertain the duty, would naturally turn to "screws" for enlightenment. Clause 271 of the tariff deals with wood screws, and, of course, no enlightenment is possible there. But Clause 272 reads: "Screws of iron, steel, brass, or other metal, 30 per cent. ad valorem." This clause is declared by every hardwareman we have interviewed on the subject as the one under which coach screws should come in.

And so thought a couple of firms who brought coach screws into the Dominion at different points lately. But that they thought wrong, according to the opinion of the Customs Department, they have found to their cost.

According to the Department, a coach screw is no longer a screw; it is a bolt, and as such is subject to a duty of 1c. per lb. and 25 per cent.

One of the firms in question had taken a contract to supply a large corporation with coach screws, basing its calculation on a 30 per cent. duty. Some two or three entries had been passed at the 30 per cent. duty, when one day it was notified to amend its entries and pay the additional duty.

HARDWARE AND METAL has taken the trouble to question the Customs authorities regarding the duty on coach screws, and we are informed that shortly after the tariff of 1894 came into force the Department ruled that a coach screw was a bolt.

The Customs Department has long possessed the magical power of transforming "A" into "B." It has not yet metamorphosed a cow into a horse, or caused the moon and sun to exchange their offices, but it has done a great many strange things. Transmuting coach screws into bolts is one of them.

What matters it what the manufacturers or merchants call an article, as long as those who have no practical connection with the matter chose to call it otherwise, when by so doing an increased reveuue is obtainable!

The ruling of the Customs Department to the contrary, a coach screw is not a bolt. It has no nut, which is something a bolt must have if it is to be such. Its thread is altogether different, and it has a sharp point, which is something a bolt does not possess.

The Department should not call a spade a fork, and when it does make such an egregious blunder it should rectify the mistake as soon as possible.

It will be interesting in this particular to note Webster's definition: "Bolt or nut, a metallic pin with a nut formed upon one end, and a movable piece (the nut) screwed upon a thread cut upon the other end."

DEVELOPING ALGOMA'S MINES.

THE iron industry now bids fair to boom in the district of Algoma. It would seem that at last the vast mineral resources of that section of country are to be at least partially developed, and may the good work go on and succeed.

Canadian and English capital have held back, and now American money is, according to report, about to flow in and gather wealth from our flinty rocks.

But, in passing, let us mention that a bonus of $50,000 is offered by the town of Fort William, Ont., to any parties who will erect and operate smelting works at that point. This town possesses splendid shipping facilities, and as the iron beds of West Algoma are near at hand, it is claimed that no better place could be selected for the establishment of such an industry. Coal, moreover, it is said, is delivered at Fort William somewhat cheaper than at either Hamilton or Toronto, and herein lies another point in its favor as the site of a smelter.

According to advices to hand, a venture of great importance is to be shortly made by American capitalists. The Bethlehem Iron Co., who own large works at Bethlehem, Penn., and share with the Carnegies of Pittsburgh the contracts for the nickel steel armor-plating recently introduced by the United States Government, have secured an option on properties situate in the Mattawan iron range west of Port Arthur, whither they will shortly send an exploring party in charge of an expert. If the property is found satisfactory the company will purchase it and establish works.

The ore found in the range is hematite, or red ore, and immense quantities of it are said to exist in this section of country.

The Bethlehem Iron Company is compelled to resort to Canada because of the recent insurrection in Cuba. The Gem of the Antilles has until recently been the source of the company's supply of hematite, but the revolutionary war has had the effect of cutting off the supplies.

FAKE COMMISSION MERCHANTS.

The number of failures that have taken place among commission merchants doing business in Toronto has, no doubt, made country merchants somewhat nervous when shipping produce to the "Queen City."

Except in one instance, all the failures have been among new firms, some of whom were born one day and died the next.

The produce business is like the grocery business in one respect: People who are not acquainted with it imagine that all that is necessary in order to become a commission merchant is to rent a werehouse and put out a sign. Capital and experience are minor matters.

Another class, and one which has wrought more injury than any other, is the sharper class: Men that engage in the commission business, hold out glittering bait, and when they catch gullible country merchants rob them and then abscond.

But there is still another cause, although an indirect one, for the advent of these ephemeral commission merchants.

These sharpers can read character. They know that among men who have produce to sell are always to be found those who can be caught with unreasonable promises as long as said promises are gilded over.

And every merchant who swallows the bait and sends produce to them is assisting fake commission men to ply their trade.

The remedy for the evil lies much with country merchants themselves: Let them send their produce to commission merchants of reputation; it may not necessarily be old firms; but before they ship to a new firm they should be assured of its financial standing, or at least learn something of the character of the men that comprise it.

In the advertising columns of HARDWARE AND METAL can always be found commission men of reputation. Before we accept an advertisement the natural instinct of self-preservation impels us to investigate the standing of the advertiser. If he is considered shaky we refuse his advertisement. And thus it is that we can recommend to the trade in the country the commission merchants whose announcements are found in our columns.

NEW HARVEST TOOL LIST.

The harvest tool manufacturers have got out their new list, as HARDWARE AND METAL some weeks ago intimated they would. The extreme discount quoted from this list is 60 per cent; small lots are 50 and 10 per cent. The usual terms, or 5 per cent. off for cash 30 days.

"There will not be any material change from last year's figures," explained a wholesaler. "The list is a little higher, but the discounts are greater."

SMOKELESS POWDER.

Mr. Duff Grant, secretary of the Smokeless Powder Co., London, Eng., is now in Canada. He has appointed Lewis Bros., of Montreal, sole Canadian agents, but he intends visiting the trade and large powder buyers throughout the Dominion personally before returning.

His company do an enormous business in the United States, and he hopes soon to do proportionately as well in Canada. He is interviewing the Government, to get them to use the powder in making cartridges for the new Lee-Metford rifles coming out for use of militia. At present the Maxim gun people use this powder exclusively, for it is not only much safer than cordite, but does not corrode the barrels.

DROPS FROM THE EDITOR'S PEN.

The Grand Trunk's Sir Rivers is bringing on a tide of reforms.

* * *

It is determination, not trying, that makes men successful merchants.

* * *

It looks as if the strength in wooden ware wouldn't wear out for some time.

* * *

He is a stranger to his ability who has not made himself acquainted with it by testing it.

* * *

Clerks should never measure the quantity or quality of their work by the wages they receive.

* * *

Aim to build your business upon your own energy, not on the competitors you may shove under.

* * *

Rest is sweet only to the man who works for his living, and doubly sweet to him who works hard.

* * *

All clerks may not have the capacity to get wealthy, but richness in character is possible to all

* * *

All that receive calls to the bar are not lawyers : Some are topers and some the making of such.

* * *

There is one thing about His Satanic Majesty ; he can be relied upon to give delinquent debtors a roasting.

* * *

The Customs Department seems to have a penchant for taxing packages; so have cormorants for swallowing fish.

* * *

The Customs Department seems determined to have rather more than less of the pound of flesh from the importer.

* * *

A merchant with ideas only becomes a light when he diffuses his ideas. Until he does that he is an opaque nonentity.

* * *

Merchants who obstruct sidewalks with their goods sometimes find that they have opened up a pathway to the police court.

* * *

Trade is getting ready to take a nap before engaging in the hard work of a promised active winter and spring business.

* * *

Canada can afford to lose a little revenue consequent upon the French Treaty, if it is offset by an enlarged trade with the French Republic.

* * *

We discourse upon the need of capital in business, but brains, after all, is the most essential. Brains can make capital, but capital can never make brains.

* * *

Trees losing their summer decorations remind observing merchants that it is time store windows were putting their winter decorations on.

* * *

"A" stands for advertising, "B" for brains, and "C" for capital. And they are the first three letters in the alphabet of success in business.

* * *

Judging from the bones of mastadons that have recently been unearthed in Hamilton, the Ambitious City must at one time have been the abode of great animals, as is it now of great business men.

* * *

The country merchant's stove will soon be the centre of attraction for loungers many. He will be a blessing to the storekeeper who will invent a stove that will eject loafers as well as emit heat.

* * *

The recently developed activity among the politicians is not born of any desire to better qualify themselves to transact the business of the country. They are merely training for office : the one to get in and the other to keep in.

* * *

The proposition to abolish smoking at the committee meetings of Hamilton's aldermen was probably actuated by a desire to benefit the mental as well as the physical eyesight of the "Ambitious City's" municipal rulers.

* * *

Entertainments under the auspices of business men's associations should be the means, not the end, of these organizations. Their end should be the removal of trade evils and the inauguration of improved business methods.

* * *

A merchant in England figured that he had a surplus of £600, but he overlooked the little liability of £6,000, money borrowed. He is now in the bankruptcy court. He is short enough in common sense to be in an insane asylum.

* * *

If politicians would devote one-tenth to the business of the country of the time they spend in picking flaws in each other's armor, the Dominion would be better off, and the word "politician" would have a less unsavory odor than it now has.

AN INGENIOUS UTENSIL.

It is reported that a German has invented a device to prevent any fluid from boiling over, even on an open fire. It has a specially constructed perforated rim through which the overflow returns to the pot. One of the benefits of this system is that milk can be kept boiling for a long time, and thereby sterilised milk, forming a nutritious and healthy food for babies, can be obtained.

QUALITY OF GALVANIZED IRON.

Some interesting experiments in regard to the decrease in the strength of iron after being galvanized were recently reported, says an exchange. A dozen eye-bolts, all precisely alike so far as could be perceived by external inspection, were carefully selected. Six of these eye-bolts were laid one side, and the other six sent away to be galvanized. A testing machine was not at hand, but six bolts were connected together, one being connected to each of the ungalvanized ones. Then they were placed between two pieces of iron and the nuts screwed up until the eye-bolts broke. Invariably it was found that the galvanized eye-bolts were the ones to break; not in any instance did the ungalvanized bolts give way. Boat builders also state that galvanized iron is "rotten," they say that when great strength is required, select the iron and have the fittings forged by a good smith, but do not have them galvanized. Galvanized iron is frequently used in places where little strength is required, but where a streak of rust would be objectionable. For this purpose galvanized iron leaves nothing to be desired; but where the full strength of the material is required and still rust stains are objectionable, they may be prevented by simply putting a strip of zinc in the hole through which the bolt must pass.

RECIPROCITY IN TARIFFS.

The Niagara Falls Suspension Bridge Company has applied for permission to import free of duty the materials to be used in the construction of the new bridge. Consequently an order has been adopted, on the recommendation of the Controller of Customs, which proposes a reciprocal arrangement. All the material to be used in the construction of the bridge from the middle of the river to the Canadian side, including the piers, assuming that the middle of the stream is the international boundary, is to be admitted free of duty, on condition that materials from Canada for the other half of the bridge, including the piers, will be admitted by the United States on the same terms. The tools and machinery brought in for the construction of the bridge will pay duty, but 90 per cent. of the duty will be refunded on proof of exportation.

A STARTLING SUGGESTION.

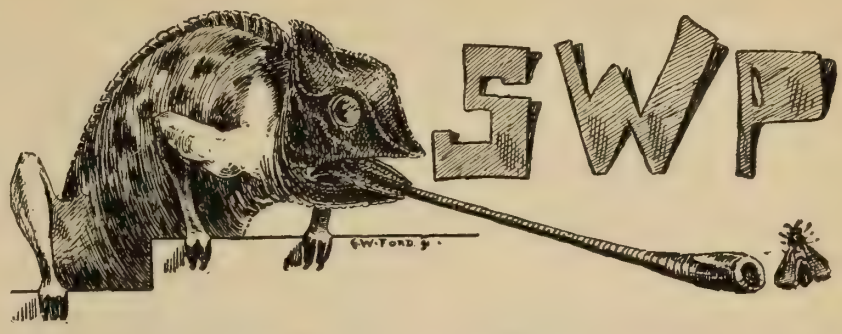
Mr. Andrew Carnegie recently expressed his views to a contemporary as follows : "You have already shown so clearly the differences in railway rates between the two countries, that nothing new can be said on that subject. Britain in her railway system has to labor under the disadvantage of being the pioneer in railway construction. It would pay her to make a bonfire of her equipment, both freight and passenger, and charge its replacement, upon the American model, to the national debt."

FACTS ABOUT WIRE DRAWING.

At the first meeting of the session of the South Staffordshire Institute of Iron and Steel Works Managers, held recently at the Institute, Dudley, Mr. Thomas Morris, F.G.S., Warrington, read a paper on "The Manufacture of Costly Steel Instruments." In the course of his remarks he said that of the antiquity of wire there could not be the slightest doubt. That used in the dress of Aaron, the High Priest, was stated to have been cut from thin plates of gold, and wire had been discovered as far back as 1700 B.C. It was not, however, until about the middle of the 14th century that wire-drawing was first practised, and then in Germany. Wire-drawing was practised in France at the end of the 15th century, and it was nearly 100 years later before the industry was introduced into England, during the reign of Elizabeth. The Forest of Dean was long the seat of the wire-drawing trade. In 1663 the first mechanical wire mill proper was erected at Sheen, near Richmond. Birmingham appears to have taken up the manufacture of wire in the 18th century with characteristic energy, but early in the present century Lancashire began to take the lead both as regards quantity and quality. Mr. Morris gave an interesting description of the various articles that illustrated his paper, especially the various wires, and pointed out that the Warrington wire manufacturer who presented him with many of the specimens he had on view that evening, got 18s. per pound, or over £2,000 per ton, for drawn wire, which was largely used in the construction of pianos and other musical and mechanical instruments. For the piano wire he got 90s. per pound, or £10,000 a ton. It took 754 hair springs to weigh an ounce of 437½ grains. It took 27,000,000 of them to weigh a ton., and taking one to be worth three farthings, the value of a ton of these apparently cheap little things runs up to over £84,000. The barbed instrument used by dentists for extracting nerves from teeth was even more expensive, representing a rate of £444,000 per ton. A mile length of No. 19 size wire only weighed 21 lbs., and many of the ingots were 12 to 14 cwt. each, and after allowing for all waste they could get 50 miles of wire from one ingot.

NEW LIQUID MEASUREMENTS.

A new departure has been made by the Inland Revenue Department regarding measures for liquids. Hitherto only cylindrical measures have been sanctioned for use. It is now proposed to permit the use of conical measures. This necessitates the adoption of a different standard of measurement. Hereafter the standard will be that of weight instead of bulk. One gallon will be equal to ten pounds of distilled water at 62 degrees of heat, with barometer at 30 degrees. The half-gallon standard will be five pounds, and so on. This is the practice that prevails in England, and it will admit of a more accurate measurement of liquids.



THE SHERWIN-WILLIAMS PAINT.

Covers Most, Looks Best, Wears Longest, Most Economical, Full Measure.

MADE ONLY IN ONE QUALITY

and that absolutely the finest that it is possible to make. These goods will shortly be offered in every town in Canada. Only one man in each town will be sold.

WE WANT THE BEST MAN

if we can get him—if not, the next best. We will get someone anyway. It will be money in somebody's pockets.

WALTER H. COTTINGHAM & CO.

Manufacturers

MONTREAL

IRON AT MARMORA.

THE village of Marmora and Blairton adjoining were noted in the early part of this century for their iron deposits, and many of the older inhabitants remember the immense furnaces that for a long time existed at Marmora, where large fortunes where sunk in endeavoring to produce iron by charcoal and deliver it at the front over the almost impassable roads existing when these furnaces were in operation, over which it took five days for the ox teams, then in use, to draw loaded wagons to Belleville.

The report of the Royal Commission on the mineral resources of Ontario in its description of the efforts made to develop the iron interests at that early day reads like a fairy tale, but its poetry was all lost to the promotors by the vast sums that were sunk in their laudable ambition. It appears that the first blast furnace was erected by Mr. Hayes at Crow Lake in 1820, in which enterprise he lost heavily, and the property passed into the hands of Hon. Peter McGill, of Montreal.

The Legislature was asked for a loan of £10,000 to aid the works, when a commission was appointed to enquire into the cost of transferring the penitentiary from Kingston to Marmora, with a view of utilizing convict labor in the mining and smelting industry, but nothing came of it. Mr. Van Norman purchased the property in 1847 for $21,000, and he, after expending a large additional amount, found himself sadly disappointed in the amount of iron that could be produced from a given amount of fuel.

At first the iron was carted to this city over the miserable roads then in existence, after which it was taken to Cobourg, at a smaller cost as a part water route was available. At Cobourg the iron found ready sale at $30 to $35 per ton, but the completion of the St. Lawrence canals opened up the field to foreign pig iron, which sold at $16 per ton, and settled the question of producing pig iron as heretofore. After Mr. Van Norman came the Marmora Iron Foundry, who sunk not far from £20,000 in the business; and next came an English company, whose losses were said to have been not less than £75,000. The furnace was again put in blast by an English company in 1856, under the charge of Mr. Bently, and run for 40 days in all, when orders were given to blow out, because funds to pay the workmen were not forthcoming. The last attempt to smelt ore at Marmora was in 1875, when an unsuccessful experiment was made with petroleum.

At this day the extensive works that cost so many thousand pounds have disappeared, and probably the last effort has been made to manufacture pig iron in Marmora. —Belleville Intelligencer.

TRADE CHAT.

THE Hamilton Bridge Co. is at work on the addition to the Victoria Bridge, London, for the street railway.

Amherstburg will have a handsome M. C. R. station.

The Virden Milling Co. are having a ten-thousand bushel elevator added to their mill.

Isaac Snelgrove, blacksmith, Mt. Brydges, Ont., is about to move to Lucknow to engage in business there.

The Sawyer-Massey Co., Hamilton, has taken out a permit for a brick storehouse at the works on Wellington street north, to cost $800.

Frank Riggs, aged 20, while adjusting a belt in the Pedlar Roofing Co.'s works at Oshawa, was caught by the belt and one arm was torn out.

Essex County Council will go on with the county building repairs. They have awarded the contract to Frederick Navin, of God erich. His figures are $19,999.

Mr. Graham Fraser, one of the proprietors of the New Glasgow Iron and Steel Co., has gone to Newfoundland to superintend the shipment of the first cargo of Newfoundland iron ore to the Nova Scotia Smelting Works.

E. Leggatt, traveller for the McCormack Manufacturing Company, London, while at the Muncey fair was knocked down and beaten by some persons unknown and robbed of $60 in cash. The robbers also took a cheque of some $20. He was badly cut and bruised. Mr. Leggatt is now recuperating at his home in London.

At a special meeting of the Tilbury Council last night a telegram was read from the flax syndicate agreeing to employ an average of forty hands throughout the year, and in accordance therewith a resolution was passed granting them free water, exemption from taxes and fire protection.

The September return of the Cleveland Ironmasters' Association shows that the month's makes of pig iron were 117,000 tons of Cleveland iron and 117,000 tons of other kinds, a total of 234,000 tons, or 6,000 tons more than in August. There are 90 furnaces blowing, of which 48 are making Cleveland iron. The stocks decreased by 5,856 tons in September.

The establishment of the Guelph Norway Iron and Steel Co., and the Laughlin-Hough Drawing Table Co., two enterprises floated solely by Guelph capital and opening up fresh territory in the industrial world, constitute a worthy addition to the manufacturing establishments of the city. The rolling mills have reared their expansive building in what was heretofore a goose pasture. An abandoned woolen mill once more re-echoes with the hum of machinery through the enterprise of the Laughlin-Hough Co. The year 1895 must, therefore, go on record as one in which the Royal City has made a notable stride to the front.—Herald, Guelph.

Smith & Wesson, of Springfield, Mass., have notified all their help that after November 1 their services would not be required. After that time all the work of this firm will be done by contractors. Some time ago the firm, which has been paying its help monthly was threatened with suits unless it complied with the weekly payment law. The new plan will place the firm beyond the provisions of the law.

The Messrs. McKellar, of Fort William, Ont., have made an enormously rich gold discovery near Jack Fish, on the C. P. R. Assays show the ore to yield a wonderful amount per ton, and the vein has already been traced for a mile and a half. At present they are doing development work, but everything points to the discovery being one of the richest ever made in Canada.

Mr. J. Powell, chief engineer of the International Radial Railway Co., is arranging a meeting between the Guelph Council and the members of his Board for Tuesday night next, when the details of the radial railway scheme will be submitted and discussed. The company have a Dominion charter with headquarters at Hamilton. Their project is to construct 300 miles of radial railway from the Ambitious City. One of the lines will run through Dundas, Sheffield, Galt, Preston, Berlin and Waterloo. Another line will run from some point above the mountain through Freelton, Shaw Station, Morriston and Aberfoyle to Guelph.

CHICAGO NOTES.

FROM AN OCCASIONAL CORRESPONDENT.

SITTING in the sanctum sanctorum of one of the offices of a large Chicago iron firm waiting for a reply to a cable despatch, the conversation turned upon employment and employes generally. "See here," the buyer turned to me, "we get applications from all parts of the Union and from Canada also. Some are acknowledged, others are not, they are too silly. You might tell the young hardwaremen through the medium of HARDWARE AND METAL that the chances in Chicago are pretty slim. During the late 'slump,' our staff, as you are well aware, was largely reduced, and now that times are getting better we are endeavoring to replace the men we discharged some time ago. However, it is always advisable to write before going to the expense of coming to Chicago. A chance shot may hit and open the way to a vacancy."

Just then a telegram came in to say that: "Iron is heavy; wire sags; nails stiff; steel steady, and tin scarce."

If you have business at the Chicago post-office you cannot fail to be struck at the long string of humanity filing up to the wicket looking for letters. There is the hard-up Britisher, with shabby "Christy stiff," and an unmistakable Cockney "frontis-piece,'' and the skinny down-east Yankee, attired in a long cutaway coat, tall silk hat and dirty boots. Then there are toughs, rowdies and roughs, cow boys, mechanics, clerks, out at elbow and out of cash. You will find a sample from almost every nation under the sun, not excluding the almond-eyed Mongolian and the dusty African.

If you inquire carefully you would find amongst this motley crowd some genuine cases of real distress—instances, perhaps, of people who were doing fairly well at home and were induced to come here, influenced by the glamor of a large city.

Looking out of my office window I see a few "sedate" friends seated in a well-appointed four-in-hand, bound for Lincoln Park to see the "Bloomer" parade. I cannot resist the invitation, although I am shy; so, sticking a notice on the door, like Max O'Rell's Englishman,

> Gone to Lunch.
> Back in Three Hours!

I don my "Newmarket," grab my gloves, and rush out. GRAPHO.

BIG CANAL ENTERPRISE.

Application has been made to the Government by the Ottawa and French River Canal Co. for a guarantee of $15,000,000 bonds for fifteen years at 4 per cent. to ensure the construction of a canal from the St. Lawrence to the Georgian Bay. The canal will be at least nine feet in depth.

The Ottawa Citizen states that Sir John Thompson drew up an order in Council guaranteeing the bond, but owing to his death it was not put through. The Government is now being pressed to carry out the undertaking, and if that is done an effort will be immediately made to float the bonds on the English market.

The Ontario and Quebec Governments will shortly be asked to grant 10,000 acres of land for every mile of the canal constructed. The Imperial Government has been asked to help the undertaking, and has merely acknowledged receipt of the communication.

THE TELEPHONE IN RUSSIA.

The telephone, it is said, is not making much progress in Russia. And no wonder! Fancy a man going to the 'phone and shouting: "Halloa, is that you, Dvisostkichsmartvoiczsky?"

"No; it's Zollemschouskawrnocknstiffsgowoff. Who's speaking?"

"Sezimochockiertrjuaksmzyskischokemoff. I want to know if Xliferomanskefflskillmajuwchzvastowskskweibierski is still stopping with Dvisostkivchmartvoiczski."

GUNPOWDERS

American Dead Shot

If you want the best Black Powder order Dead Shot.

English Schultze Smokeless

If you want the best Smokeless Powder order Schultze.

H. S. HOWLAND, SONS & CO.

Sole Agents for Canada 37 Front St. West, Toronto.

The Graham Cut and Wire Nails are the best.

DEPARTMENT STORES IN AFRICA.

D. W. CLARK, grocer, Toronto, is in receipt of an interesting letter from his brother James, who settled in Johnannesburg, South Africa, in January last. Mr. Clark speaks in glowing terms regarding Johnannesburg, which he considers the most progressive city in the world. He is doing well, and is sorry he did not go there sooner.

The most interesting part of Mr. Clark's letter is that which relates to the business methods obtaining in the city of his adoption. Department stores are there in all their glory. The small storekeeper, unless he happens to be a Chinaman, can find no foothold there. "A man to start business here must have at least a million pounds to back him." He adds: "All the small corner groceries are run by Chinamen, who sell cheaper than other people." He refers to a grocery store that was being erected and adds: "The building alone cost £50,000 before one cent's worth of goods was put into it."

Department stores and all, as there may be, the retailer's profits are enormous, and the method of adding the profit is as simple as it is unique. If an article costs, say 10s. in London, when fixing the selling price the merchant adds another 10s. "The profits in the leading grocery stores," he explains, "range from 35 to 100 per cent.," and he refers to one store of his acquaintanceship that is doing a business of $25,000 per month on that basis.

Mr. Clark utters a warning against clerks emigrating to Johnannesburg. He says that every steamer from Great Britain and the United States is bringing crowds of them, and that already the market is over-supplied. —The Canadian Grocer.

BROOM CORN.

The broom corn crop of Illinois this season is, without doubt, the best ever produced in that State, being of a fine silky growth and of a beautiful green color throughout, with practically no red-tipped or stained brush in it.

Owing to the heavy crops the price is reasonable, but with any ordinary improvement in business a corresponding advance may take place.

The firm of Chas. Boeckh & Sons have secured some of the choicest of the crop, having personally selected and bought their stock direct from the growers. They have now arriving about 25 carloads, or over 400,000 lbs. With their large manufacturing facilities they will be in a position to offer value to the trade which cannot be surpassed by any other house. Dealers may act advisedly by laying in their stock while present values and prices are obtainable.

CLERKS TO OPPOSE ALDERMEN.

There was a meeting of Montreal dry goods and other clerks and shopmen on Monday night, in Ald. Marsolais' store, corner of Notre Dame and Bonsecours streets, to consider what action they could take with a view to bringing about by-laws for their benefit, such as early closing. It was decided that this object could only be attained by the clerks taking an active part in the next municipal contest and opposing every alderman who was not favorable to such a by-law. Committees will be appointed in every ward to organize the clerks, and a beginning was made by appointing the following for the East Ward: M. P. Langevin, president; Joseph Lussier, vice-president; L. Sicotte, secretary; Arthur Roy, treasurer. Acive work will be carried on, the promoters of Monday night's meeting say, and another meeting will be held Wednesday night in Brault's drug store, corner of St. Denis and Dorchester streets.

We are now receiving a complete stock of

STAR AND DOUBLE DIAMOND **Window Glass**

Sanderson Pearcy & Co., *61, 63, and 65 Adelaide St. West, TORONTO*

BRITAIN'S ENORMOUS TONNAGE.

THE annual report of the merchant marine of the world, published by the French Bureau Veritas, gives a comprehensive summary, according to the flags, of the vessels belonging to the different maritime nations. The report deals only with sea-going vessels, and for that reason statistics differ somewhat from those published with the authority of the respective governments, but as the method is the same as that which has been followed by the Bureau in the past, the comparisons which can be made between the different years are interesting and instructive. Here is a table showing the number of steamers, and their collective gross tonnage, belonging to the sixteen principal maritime nations—that is, nations whose aggregate gross tonnage, taking into account only vessels measuring 100 tons and upwards, surpasses 100,000 tons :

Flags.	Steamers, 1895.	Gross Tonnage, 1895.	Gross Tonnage, 1894.
British	5,771	9,984,280	9,706,976
German	826	1,306,771	1,216,092
French	501	864,598	872,103
United States	447	703,399	665,365
Spanish	355	488,955	465,273
Norwegian	530	455,317	406,119
Dutch	208	336,593	310,336
Italian	207	318,750	319,049
Japanese	242	274,659	171,901
Russian	297	234,982	232,696
Swedish	436	229,678	214,840
Danish	250	226,695	200,608
Austro-Hungarian	140	223,207	218,440
Greek	102	134,128	128,915
Brazilian	190	126,645	114,923
Belgian	66	125,146	108,709

These statistics show that while the steam tonnage of most of the nations has increased, that of France and Italy has diminished. The increase in the steam tonnage owned in Japan is relatively far greater than that of any other nation. The number of steamers of 100 tons net and upwards is given in the report as 10,896, representing a total gross tonnage of 16,338,513 tons, and 10,360,200 tons net. The number of steamers of heavy tonnage is continually increasing. In 1890, for instance, there existed 2,206 measuring 2,000 tons gross and upwards. This number gradually increased to 2,399 in 1891, 2,619 in 1892, 2,814 in 1893, 2,962 in 1894, and 3,154 in 1895. The 3,154 standing to the credit of last year may be sub-divided in the following manner : 1,943 from 2,000 to 3,000 tons, 741 from 3,000 to 4,000 tons, 287 from 4,000 to 5,000, 110 from 5,000 to 6,000 tons, 52 from 6,000 to 8,000 tons, and 21 from 8,000 to 13,000 tons. From the year 1890 to the year 1895 the number of steamers measuring 8,000 tons and upwards were successively 7, 10, 11, 14, 15 and 21 ; the number measuring from 6,000 to 8,000 tons was 20, 23, 32, 37, 40 and 52 ; while the number measuring from 5,000 to 6,000 tons was 39, 51, 69, 75, 94 and 110.

With regard to sailing vessels, the report shows that the number whose net tonnage is above 50 tons is 25,570, and the collective net measurement 9,323,995. The tonnage is divided among the principal maritime nations as follows :

Flags.	Ships, 1895.	Net Tonnage, 1895.	Net Tonnage, 1894.
British	8,793	3,333,607	3,485,590
United States	3,824	1,362,317	1,403,494
Norwegian	2,959	1,240,159	1,297,801
German	1,105	597,862	624,922
Italian	1,777	500,731	516,225
Russian	1,764	359,693	359,572
Swedish	1,516	308,643	290,829
French	1,459	255,095	256,266
Greek	1,160	249,638	250,608
Turkish	1,004	202,414	151,776
Spanish	1,017	163,165	172,729

HORSELESS CARRIAGES IN B. C.

A syndicate of prominent British Columbia business men, represented by W. H. Armstrong, have set the American example by adopting the horseless carriage for practical every-day use on a large scale. They have recently applied to the Provincial Legislature for a special Act, incorporating the company, with a capital of $500,000, and also empowering them to operate traction engines and carriages on the famous old Cariboo wagon road, which runs from Ashcroft, on the C.P.R., to Barkerville, in the heart of the gold country.

All tributary highways in the mining districts are also included in the operation privileges sought, though the main route of the horseless carriage will be between Ashcroft and Barkerville, over two hundred miles of mountain road.

Referring to the scheme the other day, Mr. Armstrong said his principals are thoroughly satisfied that the days of the horse are over, at all events in a country such as Cariboo, where all animal feed must be imported, and is therefore prohibitively expensive. The horseless carriages, they believe, will make better time, will carry heavier loads, and will be cheaper to operate.

They will for the present be run with oil engines, until storage batteries are considerably improved, and will handle both passengers and freight, carrying supplies into the mining camps and taking therefrom to the railway the output of ore. All the company's vehicles are, by the direction of the Government, to be provided with specially wide tires, so that their operation will be beneficial, instead of injurious, to the roads, over which they pass.

ST. JOHN, N.B., BOARD OF TRADE.

At the last meeting of the St. John, N.B., Board of Trade the following resolution was adopted :

1. Associations shall pay $20 per year to the Board of Trade, which will entitle two members to all the privileges of the Board. Each association shall pay a per capita tax of $2.50 per annum to the Board for each member, which will entitle them to attend their Association meetings in the Board rooms on dates to be agreed upon with the Board.

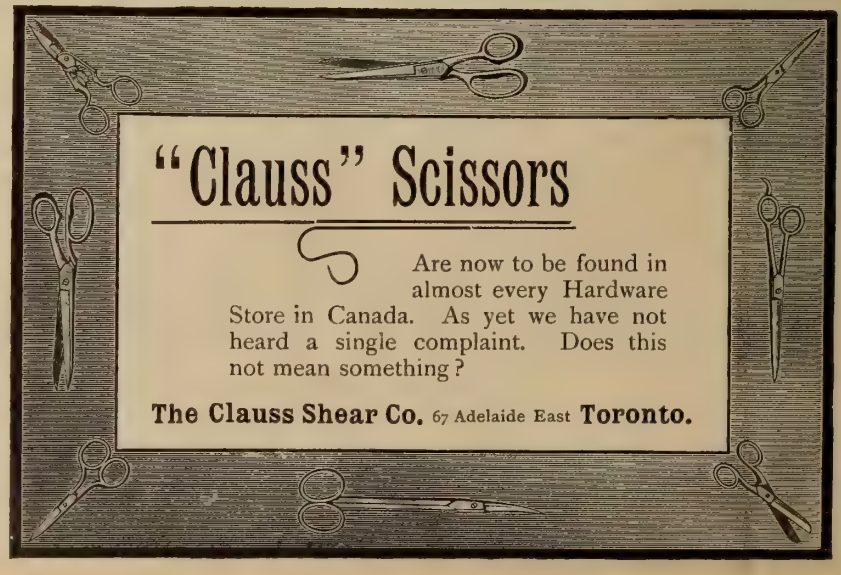
2. Any association so affiliating may refer to the Board any question for discussion that is of interest to business men in general, as well as any other question on which they cannot agree, and that they desire to submit to the Board, as disinterested parties, for arbitration and their judgment upon.

3. A circular shall be prepared and sent to all members of trade associations, and all who are eligible and desirable as such, setting forth the aims of the Board of Trade in this matter, with a request to attend a meeting, or series of meetings, to discuss the subject. The same will be published in the newspapers.

4. The Board of Trade shall contribute all of the assistance in its power that may be desired by the respective and prospective associations towards forming and establishing them.

5. These conditions may be changed in any case, or at any time that the Board may think proper to do so.

It was also decided to urge the Dominion and city authorities to adopt eastern standard time.





STEEL WIRE

Cow Ties

LIGHTEST
STRONGEST
BEST and
CHEAPEST
IN THE MARKET.

Manufactured in four sizes by . . .

The B. Greening Wire Co. Ltd., Hamilton

PROMPT SHIPMENT OF ALL NUMBERS FROM STOCK.

HISTORY OF CAST STEEL.

THE history of cast steel, says Inventive Age, presents a curious instance of a manufacturing secret stealthily obtained under the cloak of an appeal to philanthropy. The main distinction between iron and steel, as most people know, is that the latter contains carbon. The one is converted into the other by being heated for a considerable time in contact with powdered charcoal in an iron box. Now, steel thus made is unequal. The middle of a bar is more carbonized than the ends, and the surface more than the centre. It is, therefore, unreliable. Nevertheless, before the invention of cast steel there was nothing better. In 1730 there lived at Attercliffe, near Sheffield, a watchmaker named Huntsman. He became dissatisfied with the watch springs in use, and set himself to the task of making them homogeneous. "If," thought he, "I can melt a piece of steel and cast it into an ingot, its composition should be the same throughout." He succeeded. His steel soon became famous. Huntsman's ingots for fine work were in universal demand. He did not call them cast steel.

That was his secret. About 1770 a large manufactory of this peculiar steel was established at Attercliffe. The process was wrapped in secrecy by everyone within reach. True and faithful men were hired, the work divided and sub-divided, large wages paid and stringent oaths administered. It did not avail. One midwinter's night, as the tall chimneys of the Attercliffe steel works belched forth, a traveler knocked at the gate. It was bitter cold, the snow fell fast, and the wind howled across the moat. The stranger, apparently a plowman or agricultural laborer seeking shelter from the storm, awakened no suspicion. Scanning the wayfarer closely, and moved by motives of humanity, the foreman granted his request and let him in.

Feigning to be worn out by the cold and fatigue, the poor fellow sank upon the floor and soon appeared to be asleep. That, however, was far from his intention. He closed his eyes apparently only. He saw workmen cut steel bars into bits and place them in crucibles in a furnace. The fire was urged to its extreme power until the steel was melted. Clothed in wet rags to protect themselves from the heat, the workmen drew out the glowing mold. Mr. Huntsman's factory had nothing more to disclose. The making of cast steel had been discovered.

DEALER AND HIS METHODS.

Dealers are distributors of goods, and they have many facilities for introducing improved implements, machinery and vehicles. They are sometimes slow in getting into line of march, and it is surprising how some dealers wait until the manufacturers come to them, through the agency of the traveling men, before they will accept innovations and improvements on implements. The live dealers, says Implement Age, does not wait, but keeps himself thoroughly posted on everything that is transpiring in the implement field. Being on the alert he gets hold of something good and makes many sales before the slower dealer wakes up. He does not lose a whole year waiting for farmers to be educated to their wants, but introduces whatever will sell, because he knows, and they know, that it is to their advantage. A great many dealers fail because they do not assist the farmers to succeed, by introducing among them the latest improved labor-saving machinery and implements. Every year a great many changes occur in implements, new patents being obtained, better material introduced and the cost of manufacture lessened, all of which should be matters for the dealer to observe, that he may more intelligently purchase his stock and satisfy his customers. A dealer informed us recently that when he saw an implement advertised with which he was not familiar he at once sent for descriptive circular and prices, because he desires to educate himself regarding its merits and be on the lookout always for the latest and best. His example is one that should be followed by every other dealer. It costs nothing for descriptive circulars, all of which are illustrated, as manufacturers send them cheerfully, and it will be a great saving of time and an advantage to the dealer, as he will keep himself in the front rank of progress.

THE ART OF SELLING.

"A jolly old gentleman slapped me on the back recently," writes a traveling salesman in Hides and Leather, "and said he wanted me to make a first-class salesman out of his son. The son was a manly young fellow, intelligent, industrious, nearly twenty, and just through college. 'I want him,' continued my old friend, 'to be able to command a salary of $3,000 a year, or possibly a partnership.' I smiled feebly and aimlessly. Three thousand a year and a partnership. It set me thinking. Can a man be taught to succeed as a salesman, or must the gift be inborn and natural? Answering myself, I should say that young salesmen need training like racehorses, and out of a string, some may be prizes. Let us go deeper into this important and interesting matter.

"As a rule, practical knowledge is the sure rock of salvation for salesmen. The boy that sweeps the floor, lives in the stock room, helps make up orders and shows goods to customers in the presence of his employers or veteran salesmen, is slowly but surely being prepared for successful salesmanship. Much, however, depends on himself. In addition to practical knowledge of goods, he must study to gain practical knowledge of men; must cultivate and practice self-control, self-restraint; must know when to press forward, and when not to. And, above all, he must learn to remain cool and calm in victory and defeat.

THE NIAGARA POWER PLANT.

UNDER the above heading appears in our esteemed western contemporary, Electrical Engineering, the best article that has yet come to our notice regarding the much discussed and sometimes defamed power plant.

Mr. Abbott has entered into the discussion with calm judgment and without in any way attempting to show that success is impossible, has pointed out where he thinks the weakness, if any, lays in this great work that would tend to prevent its becoming a commercial success.

After a general discussion of the subject of manufacture, he states the three following points as the principle ones to be considered, viz.: 1. A supply of material to be transformed from the raw to the finished state. 2. A supply of power, by means of which this transformation may be effected. 3. A market in which to place the finished product. He finally resolves these down to cost of transportation as being the one item that would naturally determine the location of a factory; transportation meaning either the carrying the raw product to the power and bringing it away made up, or bringing the power to the raw material.

Of course, taking power to the raw material is not often possible. But transferring it, so to speak, from localities where it is difficult for some reasons to locate factories, to some spot more available for such location, or for labor conditions, can be and frequently is done for short distances and occasionally for long distances, say 20 or 30 miles. And right here is where we wish to be permitted to disagree with Mr. Abbott. Although his theory is very plausible, and, under ordinary conditions of small manufacturing and for the purpose of supplying a limited amount of a staple article, it works to perfection, when one comes to consider the greater manufacturers of staple goods like cotton, machinery and many specialties, it is found that the item of transportation is given the least consideration of any, and the first item that is considered in actual practice is suitable labor and the next is cheap power.

One could not wish for a better example of this than right in our own country, where New England has always been the great manufacturer of staple goods and almost everything that can be made by human hands and machinery, and in spite of the growth of business in the west and south, mills are still built every year in that locality, which is about as far from supplies of raw material and a market as it is possible to get in the United States. We think it may be admitted fairly that New England still holds its own in spite of transportation changes, and why? Because she has good, not cheap, labor, and innumerable cheap water powers assisted by steam engines well cared for and well handled.

An acquaintance recently from a visit to a large New England town where manufacturing is carried on to quite an extent, asked a mill owner why he still remained there, and he replied that it was because they had been there so long that their help had grown up with them and knew the business better than it was possible to teach green ones in any reasonable time in any new location.

Transportation changes, perhaps, do not receive the consideration they deserve, but it is surely a fact that as compared with available labor and cheap power they cut little figure in determining the location of a new factory; but if they did, the fact that the Niagara frontier is but a night's ride from almost all important cities in the United States will still have a greater influence on availability of site, and the importance of this nearness to all markets is being demonstrated every day.

There are a few other points in this article we desire to call attention to, one being the "enormous air gap" in the Niagara dynamos. Apart from the fact that a wide air-gap is necessary in such a machine to assist in the regulation, the fact that all the electric and magnetic losses in these machines are guaranteed to not exceed two and one-half per cent., would seem to make the apparent loss due to it of little account. We would call attention to the fact that many other smaller machines have fully an inch air-gap, i.e., iron to iron, and of course do not have the broad pole surface that these machines possess to make up for it; for instance, the distance between iron surfaces in any of the large direct connected face commutator type of dynamos now so generally used in Edison stations, will be found fully as much as here.

Mr. Abbott has made a most conservative calculation of the cost of electric power as dilivered by a steam plant under the best of conditions, and surely the margin between his prices for electric power made by steam and the actual cost of power to the regular consumer is not nearly so large as between the consumer and the highest price yet named by the Niagara Company. Leaving out price, which in some industries is so high for steam no matter how big the quantities that Niagara power will always be a temptation, there is another item that seems not to be given enough attention, and that is the establishment of industries at the Falls that are new to the country, and at that point only do they find power in sufficient quantities to do the work required. We believe that electro-chemical processes will increase to such an extent that a very large part of the power now developed can be disposed of to them, and that chemicals now imported at high prices from foreign countries where power is small but labor cheap, will be made here at much lower prices by means of cheap power at Niagara Falls.—Electric Power.

AMERICAN IRON TRADE.

Quietness unequaled in months has marked the iron trade the past week, so far as buying is concerned, says The Iron Trade Review. At the same time mills are shipping enormous amounts of material, and the current output of blast furnaces, all going into immediate consumption, is the largest in three years. While the current rate of pig iron productions is equivalent to a yearly output of from 10,500,000 to 11,500,000, according as the eastern or western statistics of active furnaces October 1 are taken, there was a net reduction of 43,000 tons in unsold stocks of coke iron in the month of September. This heavy consumption supports the belief that the wait of the past four weeks is not likely to be greatly prolonged. Furnaces on foundry iron find that their customers want shipments fully up to contract rate, and in many cases iron cannot be got to foundry yards fast enough. Lake Superior charcoal is probably the firmest factor in the market. While Lake Superior furnaces have not advanced in unison, and there have been conflicting transactions in the past two weeks, the probability of higher prices in the coming winter has made sellers quite firm. Sales have been light the past week at $15.50 to $16, with several furnaces still holding the latter figure as minimum. Bessemer has sold in small quantities at $14 to $14.50 in the valley, but furnacemen still refuse to take any hand on the basis of the month's sales of speculative iron. Steel billets are following the Bessemer market. Sales in a small way have been made at $21 to $21.25, Wheeling district, and at proportional prices in the Pittsburgh district. The separate meeting of western bar iron manufacturers at Pittsburgh last week found sentiment agreed that there was nothing in the situation calling for a change of prices, and in other lines the opinion prevails that buying would not be stimulated by lower prices. The issue of the existing uncertainty depends in a large measure on the gauge individual producers set on the business to be expected from the railroads in the next three months.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

CANADIAN VS. U. S. LIVE STOCK.

CANADA comes out well on a comparison of the ratio of live stock to population. The figures are given in a report of the U. S. Department of Agriculture. It is there stated that Canada is one of the few countries that do not present a strikingly unfavorable contrast to the United States; and the following table is supplied to show the number of farm animals to every 1,000 inhabitants in the two countries:

	Canada.	United States.
Horses	298	239
Milch cows	378	264
Other neat cattle	462	557
Sheep	520	574
Swine	352	917

In respect only of swine, it will be seen, does the United States make a strikingly favorable comparison with Canada, a fact accounted for by the great maize crop in the United States for rearing the hogs of Chicago fame. It is also stated that "the total wealth of Canada in 1888 was estimated by the eminent statistician, Mr. Michael G. Mulhall, at $4,900,000,000, composed as follows: Lands, $1,410,000,000; houses and furniture, $955,000,000; railways and shipping, $785,000,000; cattle, etc., $400,000,000; and sundries, $1,350,000,000. This is an average of $980 for each inhabitant, as compared with an average of $1,050 for each inhabitant in the United States." Fancy poor little Canada mounting up in wealth so close to the great and mighty Republic!—Canadian Gazette.

TO JOIN WINDSOR AND MONTREAL.

NOTICE has been given by the company's solicitor that at the next session of the Dominion Parliament the Canadian Electric Railway and Power Co. of Toronto, will apply for incorporation. Some of the most substantial men in Canada are said to be behind this concern, which has a somewhat gigantic scheme on foot. They will ask for powers to build, operate and maintain an electric railway from Montreal to Windsor, running through Brockville, Kingston, Belleville, Toronto and London, and with power to build branch railways for a radius of 25 miles from the main line. They will also ask leave to lease existing roads, to dispose of electricity for power or heating purposes, and to have full right to perform all undertakings of an electrical company.

The object of forming the company at the present time is to take advantage of the wonderful discoveries that are being made in the use of electricity, notably by the young Servian inventor, Nikola Tesla. Tesla, it is said, has recently discovered processes by which electricity could be transmitted for 200 miles in both directions. If such an invention prove feasible, such a trolley line as is proposed could be operated by two power houses, one on the Trent River and one at Suspension Bridge.

Tesla has also invented an electric engine, which is in use on the Baltimore and Ohio road, and which can generate its own electricity and run at the rate of 60 miles an hour. Tesla claims, in fact, that no reasonable limit exists to the speed at which it can run. It is the purpose of the syndicate to prevail upon the great inventor to identify himself with the company.

The company does not propose to compete with the C.P.R. and G.T.R. for through passenger and freight traffic between Windsor and Montreal. It will cater rather to the local passenger and freight business. It is proposed, as far as possible, to travel on the regular roadways of the various municipalities, thus touching at many points which the present railroads do not reach, and although the future may develop a scheme of running through trains at a high rate of speed, the present idea is to provide a line from place to place at a moderate rate of speed, and to carry passengers for two cents a mile, and also freight. Other enterprises of an electrical nature may be embarked on to utilize the surplus power generated.

HOT . . .
WATER . .
BOILERS .

"OXFORD"

QUINTET . . .
QUARTET . . .
DUET and RUGBY
RADIATORS . .

THE MOST MODERN, EFFICIENT, AND ECONOMICAL



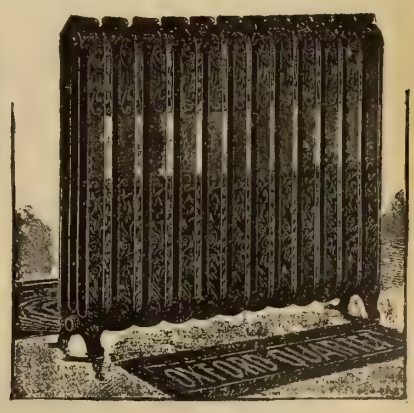
Boilers AND Radiators

EVER PRODUCED

Our **Radiators** have the only perfect

IRON TO IRON JOINT

(Never a leaky joint)



OXFORD WARM AIR FURNACES

For all sizes of Buildings

Manufactured by . . { The Gurney Foundry Co. Ltd., Toronto
The Gurney Massey Co. Ltd., Montreal

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, Oct. 25, 1895.

HARDWARE.

A GOOD volume of trade is noted in general hardware and there are some special features to note. The general tendency of values is steady, and in some lines higher prices are looked for, notably coil chain. Horse shoes and horse nails continue in fair enquiry. Good sorting orders for cutlery are noted, while shovels have been advanced 25c. at the factory and prices from stock here are marked up in consequence. Tinware continues in good demand, and, as expected, the price of both English and Belgian cement has been advanced.

BARBED WIRE—There is a moderate trade in barbed wire. We quote as follows : 3½c. delivered for shipments of 500 - lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f. o. b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE— There is nothing new to report in plain wire. Discounts are : 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton ; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

ROPE—A quiet trade is doing in rope. We quote : Sisal, 6¾c. at the factory, and 7 to 7¼c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla,9c. at the factory, and 9¼ to 9¾c. in a jobbing way.

CUT NAILS— No change in the situation to report. The jobbing enquiry is moderate. We quote : $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There is a fair demand for wire nails. Discounts : 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A good jobbing demand is still to note for these. Discounts are 55 off.

HORSESHOES—Are the same as last week, a fair enquiry being experienced. We quote: Iron, $3.50; steel, $4.75 to $5.75, as to brand.

TACKS—No change to note, business ruling quiet. We quote discounts : B.B.B., iron, carpet blued (in dozens), 50 per cent.; do ,tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent ; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

SCREWS —There is nothing to report of a special kind. Discounts: Flat head, bright, 77½ ; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

CHAIN—The strength in this line is fully maintained, and sales here are made at advanced prices. Latest cables quote ½ inch f.o.b. Liverpool 6d. higher, at 10s.

WARE—Nothing special to report.

TINWARE—A good demand continues for all kinds of tinware.

PLUMBERS' SUPPLIES — All kinds of plumbers' supplies are in fair enquiry, and values generally are steady.

CUTLERY—Sorting orders for cutlery lead to a considerable volume of business.

SKATES—Good orders are being booked for these.

SLEIGH BELLS—The satisfactory demand already noted is maintained.

SHOT—Business continues much as it was last week, at 17½ off.

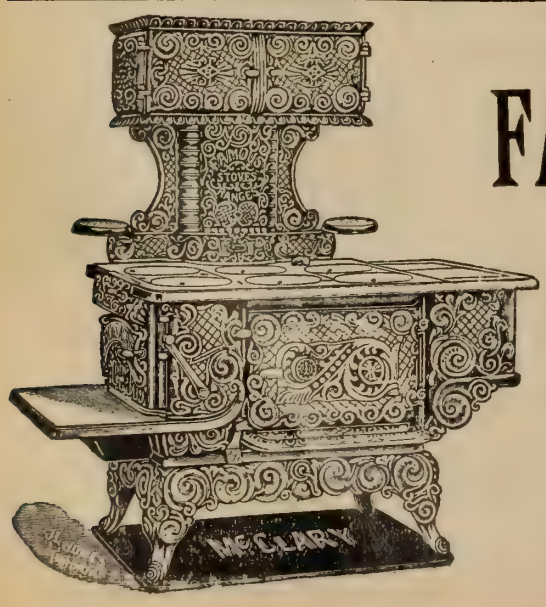
SPORTING GOODS—A fair movement is still noted in guns, rifles and ammunition.

CEMENT—As expected, the advance in ocean freights has led to higher prices on cement. We now quote : English, $1.95 to $2.10, and Belgian, $1.80 to $1.95.

FIREBRICKS—Firebricks are quiet at $15 to $21 per 1,000 as to brand.

METALS.

All kinds of heavy iron and metals maintain the firm tone noted last week, and jobbers are recognizing the fact by placing contracts now, that is, those in the west. Cables on such lines as pig iron, tin plate, Canada plate, ingot tin, sheet zinc, sheet copper, pig lead, sheet lead, iron sheets, etc., given elsewhere, are firm. The advance in railway freights from all points on the 1st of



We have new stoves and changes on old ones.
Watch this space each week.

FAMOUS ACTIVE RANGE

For Coal, Coke or Wood

The handsomest and best working cooking apparatus made in Canada.

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

November may lead to some increased buying from first and second hands, but has not yet done so.

PIG IRON —The pig iron market is quiet and firm both in domestic and imported. Cables this week on Summerlee were firm at 53s. 6d. Glasgow. We quote: Summerlee and equal brands, $20 to $20.50, and Ferrona $17.50 to $17.75.

SCRAP IRON—No important transactions in scrap iron are noted. We quote $15 for No. 1 wrought.

BAR IRON—Bar iron is selling quietly at $1.60 to $1.65 per ton.

PIG LEAD—There is a fair trade doing in pig lead. Some good import contracts are noted on western account. Cables this week quoted £11 10s. at Liverpool.

LEAD PIPE—No change to note.

GALVANIZED IRON—The tendency is very firm on galvanized iron, and makers on the other side refuse to make contracts for delivery very far ahead. No stock can now be had here under $4.35.

INGOT TIN—Some importers evidently consider ingot tin a speculation at current prices, for they have placed some fair contracts. Cables on Tuesday quoted £69 10s. f. o. b. Liverpool. We quote 17 to 18c.

INGOT COPPER—Firm but quiet at 12c.

SHEET COPPER—Some import contracts were made this week on the basis of £58 f. o. b. Liverpool, and nothing can be had for less. Stocks here are small and firmly held at 14 to 20c.

IRON PIPE—Business is quiet and prices unchanged.

SHEET ZINC—There is little to note. Best offers for import noted this week are on the basis of £18 5s., Antwerp. We quote 4½ to 5c.

SHEET IRON—The firm feeling noted in black sheets is maintained. We quote $2.25 to $3.

BOILER PLATES—Steady and unchanged at $2.25 for 3-16 and $1.90 for ¼.

CANADA PLATES—Cable advices continue firm on Canada plates, and with light stocks here values are firmly held at the advance noted last week, viz., $2.25 to $2.30. Cables this week quoted the sterling basis at £7 15s. f.o.b. Liverpool.

TIN PLATE—There has been no change to note in this line. Some good import contracts have been placed on Hamilton account, otherwise the market is quiet, and we quote: Cokes, $2 75 to $3, and charcoal, $3.35 to $3.75. Cable offers on Wednesday were on the basis of 10s, 9d. to 11s. f.o.b. Wales for cokes, and 11s. 3d. to 11s. 9d. for common grades of charcoal.

TERNE PLATES—No change to report. We quote $5.75 to $6.25, as to brand.

HOOPS AND BANDS—Some sales of hoop and band iron were put through at $2.20.

SPELTER—No change from $4.25 to $4.75.

ANTIMONY—Much as it was, and the price steady at 10c.

PAINTS AND OILS.

Business has been of a fair character in this market, and few changes are to note.

LEADS — Remain as last noted. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—In moderate demand at 90c. to $1.

LINSEED OIL — Firm and unchanged. We quote: Raw, 58c.. boiled, 61c., less 3 per cent. 30 days.

TURPENTINE—Quiet and fairly steady for jobbing lots at 43c.

RESINS—Quiet as before. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The firm feeling in glass is fully maintained. We quote $1.20 to $1.25 for first break and $1.30 to $1.35 for second.

CHEMICALS, ETC.

There is a fair jobbing enquiry for heavy chemicals. We quote: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

There is a fair demand for petroleum. We quote: Canadian refined, 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

Hides are unchanged at the recent decline. Dealers are paying 8c. for No. 1, 7c. for No. 2, and 6c. for No. 3, and they are selling at 9c., 8c. and 7c. for Nos. 1, 2 and 3. Lambskins, 50 to 55c.

WOOL.

The wool market is firm but quiet. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

Tallow continues unchanged at 5 to 6½c.

ASHES.

There is no feature to note in ashes. We quote: Firsts, $4.05 to $4.15; and seconds, $3.80 to $3.85 for pots; pearls, $4.80 to $4.85.

MONTREAL NOTES.

President R. Munro, of the Canada Paint Co., is out of town this week on a business trip.

W. H. Cottingham & Co. are moving this week into their new offices and warehouse at the corner of St. Genevieve and St. Antoine streets.

Watterson & Auldjo have booked contracts for quite a round quantity of tinplate with Hamilton this week.

Cable advices to A. C. Leslie & Co. indicate that makers of galvanized sheets are not inclined to book ahead at current rates.

Wm. McNally & Co. landed this week some of their last shipments of Belgian and English cement.

Lewis Bros. note a good enquiry at present for Canada plate, which they are disposed to hold very firm.

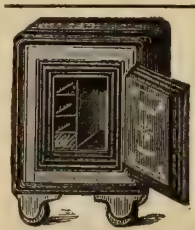
Manufacturers have advanced the price of shovels of all kinds 25c. at the factory this week.

ONTARIO MARKETS.

TORONTO, Oct. 25, 1895.

HARDWARE.

THE week has been unmarked by any striking changes either in regard to prices or business transacted. The volume of trade continues to be of fairly satisfactory proportions. Sporting goods are still active, and the same is to be said of stove boards, stove pipes, coal hods and



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., **Montreal, P.Q.**

PRINCESS THEATRE
Telephone 2191.
3 nights, commencing
MONDAY, OCT. 28
With Matinee Wednesday
JULIA STUART
In **Ibsen's**
"A DOLL'S HOUSE"
Seats now on sale.

other similar seasonable articles. Skates are receiving some attention. Trade in lamp goods has shown a little revival during the week. Cow ties are going well. Quietness still obtains in wire. The demand for cut nails shows a little improvement, and in horse nails there is an enlarged output The new list on harvest tools is out, and it shows that while the figures are higher, the discounts are greater, thus leaving prices much as they were before.

WIRE—There is very little doing in the way of ordinary wire, only an occasional order being received for half-ton lots. The chief demand is for stovepipe wire, in which stocks are low. Discount, 20 per cent off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Orders are still very few. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms : 60 days, or 2 per cent. off 30 days.

ROPE—Business continues quiet. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Trade has improved a little, orders being more numerous than for some time, although very few of the lots exceed ten kegs. We quote : Base price, $2.50, Montreal, Toronto, Hamilton and London ; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Are still in fair demand for the season. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade continues good. Orders for 30 lb. boxes, that is boxes containing six 5-lb. packages, are going out more freely. These boxes are an advantage to the retail dealers, as it saves them the trouble of weighing out over the counter. Discount is unchanged at 55 per cent.

HORSESHOES—Trade continues good at unchanged prices. We quote f.o.b. Toronto : Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60 ; 3, 4, $4.85.

TACKS—Trade is quiet and prices unchanged. Trunk tacks, black or tinned, 50 per cent.; B.B B .iron, carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent ; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.

TINWARE—Business is being well maintained, stoveboards, stovepipes, coal hods, etc., going out freely.

ELBOWS—Are in good demand at unchanged prices. We quote : C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal ; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright ; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

SPORTING GOODS—Trade is active, especially in cartridges and rifles. Loaded shells are still moving freely. Game traps are in good demand.

CUTLERY—There are no special features to note, the usual seasonable falling off in the demand continuing.

LAMP GOODS—Trade exhibits a little more activity this week.

COW TIES—The demand for these is brisk.

SKATES—There are a good many skates going out for the season. Canadian skates are much the same price as last year, but the German article is being quoted at a much lower figure.

SCREWS—Jobbers throughout the country are maintaining the new prices on screws. "One reason for this," explained one wholesaler, "is that stocks in jobbers' hands are small." We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

PLUMBERS' SUPPLIES—Country trade continues good at unchanged prices.

LEATHER BELTING—Trade continues quiet at former prices. Discounts : Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

CLOTHES WRINGERS—Are quiet and unchanged at $26.50 to $27 per doz.

PLASTER PARIS—Trade is fair. Prices are : New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2 ; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2 75 to $3.

TAR, ETC.—Business is fair. We quote : Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins ; pine pitch, $2.75 per bbl.

METALS.

Trade is, on the whole, much the same as a week ago, both in regard to values and prices.

PIG IRON—We hear of neither offers nor bids, stocks still being sufficient for requirements.

BAR IRON—Trade has fallen off materially, for although orders are numerous, yet they are for very small quantities. Base price is firm at $1.70 to $1.75 f.o.b. Toronto.

SHEET STEEL—Business continues satisfactory in this line. We quote : 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61 ; 22 to 24, $2.85 ; 26, $3.10.

BLACK IRON—Trade is not quite so good as it has been. Gauges called for are still the lighter ones. We quote : Up to 17 gauge, $2.40 to $2.50 per 100 lbs.; 20 gauge, $2.15 to $2.20; 22 to 24 gauge, $2.25 to $2.30; 26 gauge, $2.35 to $2.40 ; 28 gauge, $2.50 to $2.60.

TINNED IRON—Trade is beginning to pick up, while prices have advanced ¼c. per lb., according to despatches from England. We quote : Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—A good many orders have been received during the past week, although no transactions in carload lots are reported. We quote ton lots as before, $3.25 to $3.35.

GALVANIZED IRON—Is still going out freely, principally in case lots. Orders are still being booked for import, but are only accepted for delivery at a certain time. We quote "Queen's Head" and "Gordon Crown" brands at $4.35.

INGOT TIN—Very little Straits tin has been moving during the past week, but a number of sales in Lamb & Flag are reported. Ruling prices are still 16¾ to 17c.

INGOT COPPER—Is quiet at unchanged prices, namely, 12¼ to 12½c.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

SHEATHING COPPER—While the demand for shipment from stock in ordinary sheathing is limited, a number of orders have been placed for import. The principal shipments from stock are braziers' and roofing copper. Base price, 14½ to 15½c. for 16 oz.; inside figure for case lots.

IRON PIPE—Trade is quite satisfactory in this line. In the larger sizes, from 2½ to 6 inch, there is a scarcity, while the demand is increasing. We quote: Canadian, ¼ to ⅜ inch, 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2-inch, 70 per cent. American pipe, 2½ inch and larger, 65 to 67½ per cent.

HOT WATER BOILERS—Are still in good demand. We quote: Domestic—Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATES—Stocks are now complete, and shipments are going out rapidly to complete orders which had been booked some time ago. There is still a scarcity in 20 x 28, used principally for furnace work. We still quote $2.35 for half-polished, and other kinds are in proportion.

TIN PLATES—Trade is fair only, although some round lots of cokes have changed hands for ordinary purposes and for squares for stamping. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—Trade is much as before at the new uniform discount of 60 per cent off.

SHEET BRASS—Quiet and unchanged at 20 to 30c.

SHEET BRASS—Much as before at 20 to 30c.

TERNE PLATES—Continue dull at $6 for the best brands.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—The demand continues active. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Continues in fair demand. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ANTIMONY—The little improvement in the demand noted last week appears to have been maintained. We quote 10 to 12½c., according to quantity.

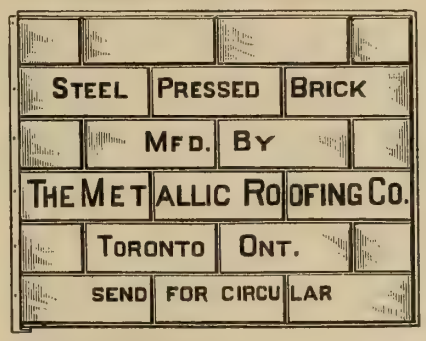
GLASS.

Glass is still coming in, and stocks are consequently better sorted than they were, although by no means yet complete. The demand has increased this week, and some dealers have had difficulty in filling orders. In spite of the good demand and limited supplies, however, prices have not advanced. These circumstances in connection with the advance in Belgium would seem to warrant a change here.

PAINTS AND OILS.

WHITE LEAD—Has fallen off in demand a little, but is still held firm at 4¾ to 5c.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

PUTTY—There is a great deal of putty going out, with $1.85 as the standard quotation.

PREPARED PAINTS—Are moving only slowly, pure being quoted still at $1.

TURPENTINE—Still quoted at 39 to 40c.

LINSEED OIL—Quotations still range from 53 to 55c. for raw, and 55 to 58c. for boiled.

CASTOR OIL—Unchanged at 6½c.

OLD MATERIAL.

In the United States prices are easy, but in this market old material is scarce as a rule and prices are firm though not yet changed. We quote as follows: Agricultural scrap, 45 to 50c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are weaker still than last week. Dealers are paying 7, 6 and 5c. respectively for Nos. 1, 2 and 3 green, and asking 8c. for cured.

SHEEPSKINS—Lambskins and shearlings remain at 70c.

WOOL—Trade continues quiet. We quote: Fleece combing, from 23½ to 25½c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

Trade is good, and we still quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c. Gasoline and Canadian oils are firmer.

TORONTO NOTES.

According to the figures given by The Engineering and Mining Journal, the total production of copper in the United States, and also of the chief foreign mines, show a decrease in production of 1,147 tons, or about 6-10 of 1 per cent., while the exports for the United States decreased during the same period 11,535 tons, or 24 per cent.

Harvest tools are now quoted at 50 and 10 and 60 per cent. off the list.

H. S. Howland, Sons & Co. report the receipt of numerous orders for the Goodell apple parer, for which they are sole agents.

Tinned iron is ¼c. per lb. dearer in London, England.

The business of G. F. Eyre, woodenware manufacturer, Lyn, Ont., is advertised for sale.

UNITED STATES MARKETS.

NEW YORK, Oct. 25, 1895.

PIG TIN—Dulness was the prominent feature of the market. Speculative dealings were not only on a small scale, but reflected absence of distinctly new interest and a virtual standoff between the opposing parties among the regular traders. Out-of-town orders were moderate also, and prices very close to the speculative trading basis were accepted in several instances. That is to say, sales were made at 14.65 to 14.70c. in a small way, while the five-tin price stood at 14.60 for prompt and near future deliveries. There is as yet no sign of change of policy among either "bull" or "bear" speculative operators, and the policy elsewhere seems to be extremely conservative. Transactions recorded on Change were 20 tons November delivery at 14.60c.

COPPER—Manufacturers' purchases of ingot are still on a very moderate scale, and from other sources there is little if anything more than a sort of retail demand. The mining companies do not appear to be forcing business, since production is fairly well sold up; but negotiations, to all accounts, indicate that leading concerns are not adverse to securing orders for copper for next year's delivery at current prices. In outside quarters there is slightly more pressure, however, and that alone serves to keep

values rather weak. Doubtless some Lake Superior ingot may be secured at 11⅞c. cash, for prompt delivery, but open offers at under 12c. are the exception. Electrolytic is still relatively firmer, with 11¾c. the price for good brands; but casting stock continues unsettled, and is quoted at 11¼ to 11½c., as to brand.

PIG LEAD—Buyers are very indifferent in this quarter, and advices by mail and wire indicate that operations in the primary market are also of commonplace type. There is no appearance of urgent offering, but the lead that does come out is sufficient to keep prices somewhat disturbed. Common domestic was quotable at 3.35 to 3.37½c., as to size of lot. In the London market prices remain at £11 5s. for soft Spanish.

SPELTER—The demand is still exceedingly light, and buyers are either comfortably off for supplies or inclined to employ inaction as a weight to influence values in their favor. In any event the market is weak, as well as dull, with prices at about 4⅛ to 4.15c. for Western, delivered here or at common point. London cable quoted £15 5s. for good merchant brands.

ANTIMONY—A fair distribution of jobbing quantities is going on, and prices remain steady. We quote: 7¾ to 8c. for Cookson's, 7 to 7⅛c. for Hallett's, and 6⅞c. for Japanese.

TIN PLATE—Business is without improvement and the demand continues spiritless, with little interest shown in other than moderate quantities for early delivery. Domestic plates for forward delivery are relatively cheaper than foreign, but no important business has been done except, perhaps, in the vicinity of Pittsburg and further west.

IRON AND STEEL—The various branches of the market remain quiet, sales being moderate and the demand generally of hand-to-mouth type. In most departments prices lean more or less in buyers' favor, but no decided changes come to notice.

NOTES FROM HALIFAX.

HALIFAX, Oct. 25.

THE only item in which there is any change in price to report from this centre this week is in cotton duck. The advance in that article is about 37½ per cent.

The stock of John Stairs & Son, whose assignment was reported last week, is being disposed of by the assignee. It is understood the Hardware Association made an effort to secure it, but were unsuccessful. Some of the stock is going off at cost, some above cost, and some below.

The Truro Foundry and Machine Co. have completed an automatic buoy for the Commercial Cable Co.

The steamer St. John City took seventeen cases of skates from here to London this week, shipped by the Starr Manufacturing Co. She also took 1,508 bundles of wood pulp.

W. F. Mitchell was in Truro this week arranging with the Truro Cycle Co. to handle the Brantford Bicycle Co.'s wheels.

Trade remains good, especially the city retail trade. One city firm report their cash receipts from Oct. 1st to 22nd to be 35 per cent. better than the corresponding week last year.

The People's Heat and Light Co. begin laying the main pipe through the streets of Halifax next week for a new gas service. Contracts for gas are being made at the rate of $1.50 per 1,000. About eleven miles of pipe will be required for the main. It has been purchased from the Londonderry Iron Co.

Two hundred carloads of iron ore are being mined at Torbrook, Annapolis county, per month. The Londonderry Works take 2,000 tons and the balance goes to Ferrona.

TAUNTON.

PERSONAL MENTION.

A. W. Humphries, hardware dealer, Parkhill, Ont., is in Toronto this week attending the Sabbath School Convention in session at Cooke's Church.

J. A. Painchaud, of Painchaud, Squire & Co., Montreal, who has been in Europe nearly two years, left Antwerp on the 12th inst. en route for home, per steamship Westernland of the Red Star line.

George A. McAgy, of the Pillow-Hersey Manufacturing Co., and James Peck, of Peck, Benny & Co., Montreal, were in Toronto this week looking up business.

A HARDWAREMAN WEDS.

A most pleasing and interesting event took place in Lindsay at the early hour of 7:30 on Wednesday morning, at the residence of Mr. and Mrs. Jas. Boxall, Wellington street, in that town, the occasion being the marriage of Mr. George Matthie, partner in the firm of J. G. Edwards & Co., hardware merchants, and son of the late John Matthie, an old and esteemed resident of Lindsay, and a former well-known county official. The bride was Miss Lizzie Irish, niece of Mr. Boxall, who has resided in Lindsay since the death of her father a number of years ago, and who is well known and popular socially, being an active worker in the Sunday School and church. The groom was assisted by Mr. E. Gregory, and the bride was attended by Miss Jessie Hayes, of Toronto. The beautiful marriage service of the Methodist Church was read by the Rev. J. S. Shorey, pastor of the Cambridge street Methodist church. After the ceremony a tempting wedding breakfast was served, and the groom made a neat speech in answer to the congratulations showered upon him. The happy couple took the 9.40 a.m. train for Chicago, Milwaukee and other points west, where they will enjoy their honeymoon. The presents were numerous, and many of them very handsome, as well as useful.

TEXT OF FRENCH TREATY.

AS some of our readers have asked that we reproduce the text of the Franco-Canadian Treaty, we comply with their request. Following is the text:

ARTICLE I.

Wines, sparkling and non-sparkling, common soaps, savvons de Marseille (Castile soaps), and nuts, almonds, prunes and plums of French origin entering Canada shall enjoy the following advantages:

(1) Non-sparkling wines gauging 15 degrees by the centesimal alcoholometer or less, or, according to the Canadian system of testing, containing 26 per cent. or less of alcohol, and all sparkling wines, shall be exempted from the surtaxe or ad valorem duty of 30 per cent.

(2) The present duty charged on common soaps, savons de Marseille (Castile soaps) shall be reduced by one-half.

(3) The present duty charged on nuts, almonds, prunes and plums shall be reduced by one-third.

ARTICLE II.

Any commercial advantage granted by Canada to any third power, especially in tariff matters, shall be enjoyed fully by France, Algeria, and the French colonies.

ARTICLE III.

The following articles of Canadian origin, imported direct from that country, accompanied by certificates of origin, shall receive the advantage of the miuimum tariff on entering France, Algeria, or the French colonies.

Canned meats.
Condensed milk, pure.
Fresh water fish.
Fish preserved in their natural form.
Apples and pears, fresh, dried, or pressed.
Fruits preserved, others
Building timber in rough or sawn
Wood pavement.
Staves.
Wood pulp (cellulose).
Extract of chestnut and other tanning extracts.
Common paper, machine-made.
Prepared skins, others, whole.
Boots and shoes.
Furniture, of common wood.
Furniture, other than chairs, of solid wood, common.
Flooring, in pine or soft wood.
Wooden sea-going ships.

It is understood that the advantage of any reduction of duty granted to any other power on any of the articles enumerated above should be extended fully to Canada.

ARTICLE IV.

The present agreement * * * shall continue in force until the expiration of twelve months after either of the contracting parties shall have given notice of their intention of terminating the same.

It is agreed likewise that if non-sparkling wines gauging fifteen degrees at the most, or sparkling wines, become subject later on to an increase of duty in Canada, the French Government, by denouncing the present agreement, could terminate its operation immediately without waiting until the expiration of the twelve months delay provided for above.

A Board of Trade has been formed at Kentville. The officers pro tem. are: S. R. Lantz, president, and F. E. Cox, secretary.

CRESCENT ENAMELLED WARE IS UNEXCELLED

THE COLOR HAS STOOD THE TEST

LABORATORY OF INLAND REVENUE.

Office of OFFICIAL ANALYST. MONTREAL, October 2nd, 1895.

I hereby certify that I have analyzed and tested a sample of Enamel removed with great difficulty (owing to its great adherence) from a frying pan, submitted by the THOMAS DAVIDSON MFG. CO., LIMITED, and manufactured by them.

It contains **no ingredients** (likely to be removed during the ordinary process of cooking) **injurious to health**, and is **free from all poisonous mineral.**

I can therefore **recommend it as a sound and wholesome culinary utensil,** upon which Fruit Acids, in preserves, and Oily Acids, in cream and butter, will have no solvent or injurious effect.

Signed, JOHN BAKER EDWARDS, Ph.D., D.C.L.,
Prof. of Chemistry and Official Analyst, MONTREAL.

IT IS . . . INSOLUBLE

IT WILL NOT CHIP

The Thos. Davidson Mfg. Co., - - Montreal, Que.

GOODS NOT IN STOCK.

IN the majority of ironmongers' shops, says a writer in Hardwareman, more especially in small towns, a large proportion of the customers ask for goods which are not in stock, perhaps through stock being low, or the goods in question being very seldom asked for.

In the first case, the expedient of pushing goods, say a size smaller or larger, or which slightly differ in some way, having failed, there remains only one thing—i.e., to induce the customer to wait until the article or articles can be procured.

Now, this is a thing in which a good deal of tact must be shown, and it will often help towards the desired end to find out when and where the article is going to be used, when something may be suggested which will temporarily answer the purpose.

Of course, there are cases when the customer cannot possibly wait, and then the best thing is to express regret at not being able to supply it, and hope for better luck next time.

I am supposing the customer to be a good one, and in the event of it being plainly defined, the assistant has tried to procure same in the town.

Also, it will often induce a customer to place the order if you can show an illustration with price (and not keep him waiting half an hour while finding it), such as are in all good manufacturers' lists.

A way in which the sale of goods is often lost, is when a customer, after looking at a variety of, say, E. P. goods, selects certain articles to be sent on approval for their friends to see and help them make a choice. Two days later a message is sent to fetch the goods away and saying, "Mrs. So-and-so will call." Very often the goods are made "Returned" and put back into stock, and there the transaction ends for the ironmonger, but not for Mrs. So-and-so, who forgets to call, but goes instead to an opponent, and buys very much the same style of thing as those sent on approval.

Now, I would suggest, when goods are returned with a message as above, or perhaps with no message at all, that an assistant should call and see the would-be customer, and endeavor to obtain his or her consent to procure some goods from the makers, and there is no doubt the second attempt would result in a sale to the benefit of the ironmonger and to the satisfaction of the customer.

Above all, keep to your promises in the matter of delivery of special articles.

Lastly, a sharp eye should be kept on the counter book, and the meaning of every "Ret." in the margin enquired into.

BEDSTEAD AND MATTRESS.

Munro Bros. who are placing on the market a combined iron bedstead and mattress that bids fair to be a quick seller, are already well known as manufacturers of all kinds of wire goods.

Their factory is located at New Glasgow, N. S., and they have lately supplied the Intercolonial railway with open steel wire fencing for their line from Windsor Junction to Dartmouth, and the Dominion Coal Co. with fencing for their line from Sydney to Louisburg.

During the present season they exhibited their goods at all the leading Exhibitions in Canada, including the Toronto Industrial, and the fall fairs at Montreal, St. John, N. B., Yarmouth and New Glasgow, N. S., where they carried off the highest awards.

WELDING LEAD.

An ingenious method of welding lead has been recently devised in France by M. Blondel. The surfaces to be joined are carefully cleaned, and between them is placed a thin layer of lead amalgam. On passing an ordinary soldering iron along the line of junction the mercury of the amalgam is vaporized, and the lead, set free in an exceedingly finely-divided state, fuses and unites the two surfaces together.

LARGE CONSIGNMENT OF . . . **NITRO POWDER** Just Received.

AT CLOSEST. PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

LONDON, ONT.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

PROTECTED FROM REMOVAL.

THE Dry Goods Economist's Washington representative has secured from the State Department the following list of all the consulates and commercial agencies whose incumbents, owing to the recent Presidental order, will hereafter be protected from removal by the fact that it will not be possible to select their successors except through the impartial regulations of Civil Service. The list will be subject to slight modifications from year to year, as compensations are occasionally changed in accordance with the volume of business of a consular district :

ARGENTINE REPUBLIC.—Buenos Ayres.

AUSTRIA - HUNGARY. — Budapest, Reichenberg, Trieste.

BELGIUM.—Brussels, Ghent, Liege.

BRAZIL.—Bahia, Para, Pernambuco, Santos.

CHINA.—Ningpoo.

COLOMBIA.—Barranquilla.

COSTA RICA.—San Jose.

DENMARK AND DOMINIONS. — Copenhagen, St. Thomas.

DOMINICAN REPUBLIC.—Santo Domingo.

FRANCE AND DOMINIONS.—Calais, Cognac, Guadeloupe Island, Limoges, Lyons, Marseilles, Martinique, Nantes, Nice, Rheims, Roubaix, Rouen, St. Etienne, St. Pierre, Tahiti.

GERMANY.—Aix la Chapelle, Annaberg, Bamberg, Bremen, Breslau, Brunswick, Chemnitz, Cologne, Crefeld, Dusseldorf, Freiburg, Furth, Glauchau, Hamburg, Hanover, Kehl, Leipsic, Magdeburg, Mannheim, Mayence, Munich, Plauen, Sonneberg, Stettin, Stuttgart, Weimar.

GREAT BRITAIN AND DOMINIONS.—Amherstburg, Antigua, Auckland, Barbadoes, Belize, Bermuda, Birmingham, Bristol, Brockville, Cape Town, Cardiff, Ceylon, Charlottetown, Chatham, Clifton, Coaticock, Cork, Dublin, Dundee, Dunfermline, Fort Erie, Gaspe Basin, Gibraltar, Goderich, Guelph, Hamilton, Huddersfield, Kingston, Leeds, Leith, London, Ont. ; Malta, Moncton, Morrisburgh, Nassau, Newcastle, Nottingham, Orillia, Pictou, Port Antonio, Port Hope, Port Louis, Port Sarnia, Port Stanley and St. Thomas, Prescott, Quebec, Sheffield, Sherbrooke, Sierra Leone, Southampton, St. Christopher, St. Helena, St. Hyacinthe, St. John, N.B. ; St. John's, N.F. ; St. John's, Quebec, St. Stephen, Stratford, Ont.; Swansea, Sydney, Three Rivers, Toronto, Trinidad, Tunstall, Victoria, Wallaceburgh, Windsor, N.S. ; Windsor, Ont. ; Winnipeg, Woodstock, Yarmouth, N.S.

GREECE.—Athens, Patras.

HAITI.—Cape Haitien.

HONDURAS.—Ruatan, Tegucigalpa.

ITALY.— Castellamare di Stabia, Catania, Florence, Genoa, Leghorn, Messina, Milan, Naples, Palermo, Turin, Venice.

MADAGASCAR.—Tamatave.

MEXICO.—Acapulco, Matamoras, Merida, Nogales, Paso del Norte, Piedras Negras, Tampico, Tuxpan.

NETHERLANDS AND DOMINIONS.—Amsterdam, Batavia, Curacao, Rotterdam.

NICARAGUA.—Managua, San Juan del Norte.

PARAGUAY.—Asuncion.

PORTUGAL AND DOMINIONS. — Fayal, Funchal, Mozambique.

RUSSIA—Odessa.

SALVADOR —San Salvador.

SPAIN AND DOMINIONS.—Baracoa, Cadiz, Cardenas, Cienfuegos, Denia, Malaga, Manila, Sagua la Grande, San Juan, Santiago de Cuba.

SWEDEN AND NORWAY. — Christiania, Gothenberg, Stockholm.

SWITZERLAND.—Geneva, Horgen, Zurich.

TURKEY AND DOMINIONS.—Beirut, Jerusalem, Sivas, Smyrna.

VENEZUELA. — La Guayra, Maracaibo, Puerto Cabello.

ZANZIBAR.—Zanzibar.

A REGULAR GEYSER.

A special dispatch from Ridgeway, Ont., reports the finding of the greatest gas well ever bored in that vicinity. It is owned by the Provincial Gas Co., and is located two miles north-east of Ridgeway on the Home Cutler Farm. Conservative estimates place the flow at no less than 2,000,000 feet daily. When the cap is removed from the mouth of the well and the gas is allowed to escape, the noise is simply deafening. People living four miles distant state that they can plainly hear the roar of the gas as it is forced from its confinement in the earth. The company has staked out two more wells in the same locality, and work on these will be begun in a few days.



No. 2008—Butter.
CHASED--$4.00 LIST.
Less special trade and cash discount.

Write

for illustrated descriptive leaflet of

Aztec Coin Metal Flatware

in Quetzal Pattern.

FACTORIES AND SALESROOMS:
Toronto, Canada.

E. G. Gooderham, Manager and Sec.-Treas.



NO AMERICAN PIG IRON IN CANADA.

AT THE time when the business depression was at its worst there was considerable published in the trade papers relative to the invasion of the Canadian market by pig iron from the United States. When prices on this side were extremely low, and pig iron could be bought for practically next to nothing, our producers sought a market among Canadian consumers, and for a while our trade was considerably extended in that direction. One of our Canadian exchanges [our contemporary could just as easily have mentioned HARDWARE AND METAL] says that to the surprise of every one, the American article penetrated as far east as Montreal, scattering to the winds all confidence in the impregnability of the east against the product of United States blast furnaces. But since the situation has improved with us our pig iron has been forced out of the Canadian market, and now it is stated that the home article holds the entire field. Even in Western Ontario, where American pig some time ago monopolized the entire trade, it has since been driven out. Canadian authorities state that users of pig iron in Toronto, and as far west as at least London, who had not bought domestic pig iron for several months, within the last few weeks have been taking nothing else.

A mere glance at market figures is sufficient to show how unstable was our hold on the Canadian market. Within the last two or three weeks Nova Scotia iron was delivered in Toronto at about $17.50 per ton, while a similar iron was quoted in Pittsburg at $14.25 to $14.50. To lay this down in Ontario would entail an addition of at least $7 per ton to the cost, duty and freight considered. Hence the American pig, for the time being at least, must keep out of the Canadian market. Moreover, owing to the development of the Canadian pig iron industry the competition among the Nova Scotia blast furnaces is said to be such as to keep prices in what is there considered a normal condition, thus further lessening the inducements to American producers.—American Manufacturer.

LEAD IMPORTS IN THE STATES.

The monthly report of the Bureau of Statistics gives the following data of imports of lead into the United States during the eight months ending August 31 :

	1895.	1894.
United Kingdom, lbs.....	5,679,413	1,313,108
Germany.....	13,973,400	1,568,293
Other Europe.....	4,775,975	791,287
British North America.....	9,818,444	2,367,922
Mexico	88,368,922	73,620,638
Other countries	389,993	11,666
Total	123,006,147	79,672,914

Re-exports of foreign lead in the first eight months of 1895 amounted to 16,717,262 lbs. The stock in bonded warehouses was 27,578,147 lbs. on August 31, 1895, against 23,164,211 lbs. at corresponding date last year.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.
110-120 Ann St —— Montreal



VANDUZEN STEAM JET PUMP
THE BEST IN THE WORLD.
Pumps Any Kind of Liquid.
Always in Order, never Clogs nor freezes. Every Pump Guaranteed.
10 SIZES.
200 to 12000 Gallons per Hour. Cost $7 to $75 each. Address
GARTH & CO.,
536 to 542 Craig St. MONTREAL

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Building and Loan Association
(INCORPORATED)
Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. $3 deposited monthly is estimated to mature a $500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.

Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

NORTHERN
ASSURANCE COMPANY
Established 1836. OF LONDON.

Capital and Funds, $36,465,000.
Revenue, $5,545,000.
Dominion Deposit, $200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.

MONTREAL SMELTING AND REFINING WORKS

THE Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
Leading Consumers use Langwell's Babbit.

WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON
Metallurgists and Manufacturers
10 Dorchester St., MONTREAL, QUE.

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

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YOU FURNISH THE SAND.

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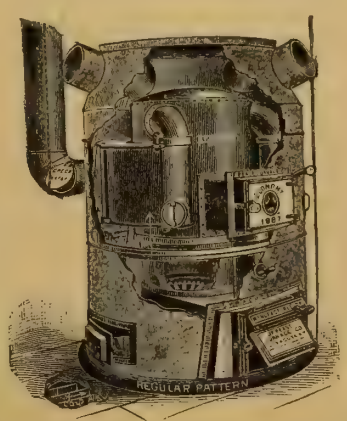
A Hard Wall Plaster at a Price within Reach of All

In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to increase the cost.

Write for Circulars, Prices and Freight Rates.

Made by . . .
THE ALABASTINE CO., LIMITED
Manufacturers of
Land and Calcined Plaster
PARIS, ONTARIO

TORONTO SALT WORKS 128 Adelaide St. E. Agents for TORONTO



"Economy" Warm Air Furnace

ECONOMY
Furnaces and Combination Heaters. . . . .

They are called "Economy" because they supply the maximum of heat from the minimum of fuel. That is the first point one considers when choosing a furnace. Then, too, they are very heavy and durable and simple in construction. These are the points that have built up their reputation as the best line of heaters in the market. Send for catalogue.

J. F. Pease Furnace Co.
HEATING ENGINEERS
189-193 Queen St. East, TORONTO

A GLASS PLATE OF DIFFERENT COLORS.

THIS invention, says an exchange, pertains to a new product and its manufacture. This product is formed by two or more layers of transparent or opaque glass cast upon each other so as to constitute a single plate upon which by molding or pressing letters or designs of any shape or dimensions can be represented.

The method of manufacturing this new product is as follows: Upon a table provided with several rolls a certain quantity of glass is poured, which is levelled to the desired thickness either by moving the table or the lowest roll. Upon this plate, but before it has cooled off, another quantity of glass is poured, which, levelled with its respective roll, forms a second layer adhering perfectly to the first. If the two glass substances are of different color the plate obtained consists of glass of two colors, one upon the other. A plate of more colors can be produced in the same way. Then the plate is subjected to a molding process in order to form the various designs or especially large letters. The impression can be accomplished either by the flattening roll, or another one running behind it, or still better by the vertical pressure of an engraved plate or with cast designs and inscription.



THE SIR DONALD A. SMITH STEEPLECHASE CUP.
Manufactured to order by the Toronto Silver Plate Co.



"NEW PROCESS" OIL STOVE.

THE oil heater, though comparatively a new thing in the market, is becoming a great favorite with the public, and a good trade is being built up in it. It is designed to heat ordinary sized rooms, which it does at a remarkably low cost, and has other good qualities which recommend it to the people.

Among the oil heaters that bid fair to become favorites this season is the "New Process," which this year boasts several improvements, and is very light and easily carried, weighing only thirteen pounds. The two cuts printed herewith show what manner of stove this is. The Thos. Davidson Manufacturing Co., of Montreal, who are having a good run on it, claim that it will heat more cubic feet of air with less oil than any other stove on the market. It has a nickel-plated cast iron base, and a Russia iron drum.

OLDEST PART OF A BICYCLE.

Digging down to the roots, asks Cycling Life, what part of the bicycle would you say was the oldest? The spokes, considered as wire, date back for nearly 3,600 years. In one of the museums abroad there is a specimen of wire made in the year 800 B.C. It is believed wire was in use in 1700 B.C. This ancient specimen which reposes in the museum was hammered out slowly and laboriously. Indeed, the system of beating wire appears to have been practised as late as the year 1400 in the Christian era. In the 16th century a German operated a wire-making mill in Nuremberg. Soon afterward it was introduced into France. Half a century later the first patent for controlling the drawing of wire was granted. That unfortunate British monarch who died on the scaffold committed a greater offence against the nation than the treason for which he was decapitated, by preventing the importation of wire into his kingdom.

ART OF RETAINING CUSTOMERS.

The art, for it really is an art, of retaining customers in the hardware trade, may be summed up in two words: Tact—service. These two qualities cannot be too highly prized or esteemed, as the possession of them will also embrace all the other constituents which go to make a good salesman—courtesy, knowledge of the goods handled, and honesty of purpose. These as a matter of course are a part of the education of a clerk or proprietor, and while the first and last named should be inherent, the second one is of necessity acquired only by experience—the growth of time. If to the foregoing are added a clean, bright, well-lighted store, a reputable house doing business in a straightforward manner, there is little fear that confidence will be felt by all customers and their patronage retained. This, too, it may be said almost irrespective of prices, as a few cents either way will weigh very little against the prestige or general reputation enjoyed by the proprietors of a store in a country town.



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Merchants

MONTREAL

Tinplates, Coke and Charcoal,
Canada Plates,
Sheet Iron, Black and Galvanized,
Pig Iron, Ingot Tin,
Sheet Zinc,
Window Glass,
Portland Cement,
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Import orders only.
Enquiries solicited.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

BICYCLE ...WANTED

SECOND-HAND

Address, giving lowest price, make and condition of wheel

HARDWARE AND METAL
TORONTO.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office. . . . . .

HARDWARE AND METAL

TORONTO

THE BEST

is the cheapest in

BRUSHES

as well as in all other goods that

ARE MADE

by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made **BY**

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Most rapid, durable and economical. So warranted or no sale. Capacity ONE to TWO ton per hour. Descriptive circulars free.

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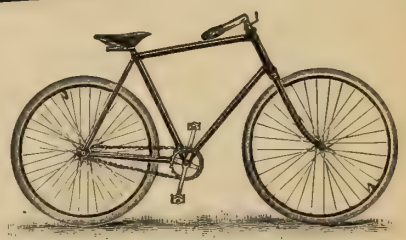
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CUSHION TIRES FROM £5 8 0

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SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C

Get the name straight

IMPERIAL FRENCH GREEN

The old original and only reliable

JOHN LUCAS & CO.

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

A GREAT deal of plumbing and heating work is being done in Winnipeg this fall. The reason of this is that the Prairie City has a little boom on, and a number of dwelling houses are being erected on speculation. Some school and other public buildings are also being run up. Some Toronto firms are tendering on the biggest jobs, and whole carloads of soil pipe, fixings, etc., have left Toronto for the west lately.

* * *

CONTRACTS OPENED AND CLOSED.

It is estimated that the cost of the plumbing alone in the Toronto municipal buildings will amount to $70,000 or $80,000. Tenders for this, and also for the heating of the structure, will be called for before many weeks have gone by.

One of the largest contracts of the year has just been awarded to the Bennett & Wright Co., of Toronto. We refer to the heating and ventilation of the new nine-storey building erected for the Bank of Commerce and Canada Life at Montreal. The steam heating system will be used.

Long & Son, architects, have awarded the contract for remodelling the old Globe hotel, Sarnia, for S. Dubber to R. Sanders in bulk or $750.

* * *

Charles Orr, of the Canadian Plumbing Co. and Miss Belle Tweedie were married at Winnipeg last week.

* * *

George Yon, plumber, Montreal, has admitted Samuel Rousseau to partnership under the style of Geo. Yon & Co.

The plumbing stock of Edmond Oullette, of Montreal, was sold at 71c.

Wm. Watson, of Moncton, N.B., has been registered proprietor of the plumbing business of John Watson & Co., at Montreal.

* * *

FOUL ODORS FROM PLUMBING SYSTEM.

A correspondent of an American exchange writes as follows : I have recently completed the plumbing work for four new houses, and have received complaint from two of them that the fresh air inlets smell very badly. The pipe from the houses to the sewer is 5-inch cast iron, with a 4-inch line of soil pipe running to the roof, taking in eight water closets and leaders combined. The sewer trap is in the front of the cellar and the fresh air inlet is taken from it and continued up under the front stoop. I have examined the work closely and find that it is done in a proper manner, but cannot account for the bad odor.

* * *

CLEANING SOLDER WITH ONIONS.

When making solder from old metal, it is usual to stir same while sulphur is burning on its surface. The sulphur is supposed to free the solder from any zinc it may contain. It is said that the zinc can be removed as well by placing an onion on the end of a stick and stirring the melted solder with it. The Metal Worker asks if there are any of its readers who have tried this experiment, and if they have found onions to be as effective as sulphur for removing zinc from solder?

* * *

SELECTING A PLACE TO LEARN A TRADE.

The character of work performed and the general conditions prevailing in shops in different localities vary so much that it is useless to try to point out a specific course to boys who are just beginning their life's work. Thus writes "Old Journeyman" in Sanitary Plumber. Therefore some general remarks, based on actual experience and observation, will probably be the most serviceable to them. I am fully aware that boys cannot always have the choice of a number of places. It is too often the case that a boy accepts the first opportunity that offers from fear that he will need the necessaries of life before he gets another chance. I am also aware that the apprenticeship system of today, generally speaking, is at best a burlesque of what it ought to be. This is a fact for various reasons.

Every plumber is accompanied by a helper on almost all occasions. Under this regime the number of plumbers would double in a few years if the apprentices were properly taught. I am positive, however, that the number has not doubled during the three apprenticeship terms just past, or rather during the time that would occupy three terms. Viewing the matter from a common sense standpoint, one is led to the inevitable conclusion than in the plumbing business boys are needed for a service that may be as truthfully termed labor as though they were hired to handle the pick and shovel, which they not infrequently do. Many very capable boys do not realize the true situation, and leave the business because they think they do not receive the attention they ought to. They go into the business with the intention of mastering it, very much as they would a lesson at school. If they knew the first day they work at the business as well as they do ten years later that it is altogether with the person as to whether or not proficiency is to be attained in a given time the business itself would be better off.

The condition of the trade at present is the natural sequence of a course mapped out by the plumbers themselves, and is probably the best criterion by which to determine who shall and who shall not honor themselves and the calling by following it. As it is, only a few of the more aggressive and deserving boys succeed. If the reader happens to be just starting in the business he should not let these remarks deter him from continuing. It is the determination and ability of the boy and not the condition of the business that brings success, no matter what the calling may be. The universal belief seems to be that there are "tricks in all trades but ours," whether "our" trade happens to be plumbing or banking. A cabinet maker will tell a boy to try any trade but his, saying there is no other so overcrowded, so rundown, so bad paying, etc. Machinists, blacksmiths, plumbers and other tradesmen tell the same story. There is exaggeration somewhere. It is impossible for more than one trade to be the meanest of all. I have come to the conclusion that a tradesman's ability may usually be measured by the opinion he has of his trade. If this be true, a tradesman is simply admitting that he is a failure in his business when he says it is no good. It may look as though there was something wrong with this argument, but we must remember that the successful men are always doing something to make their business a success, instead of spending their time in saying ill of it.

Presuming that a boy has the qualifications necessary to the making of a mechanic, let us suppose that he is looking for a job that will give him the best opportunities. Of course the choice will be governed by circumstances peculiar to the case, but let us look over the ground and see what there is in the plumbing and fitting trades to choose from. There are big shops and little shops. The big shops do magnificent work; they employ some of the best mechanics in the country; they have power thread-cutting machines; their employes come in contact with the better elements of work and people; their work is referred to by their employes with pride; there is a great stock of the trade's requirements always on hand to educate the eye, and many other advantageous points which throw the smaller shops in the shade, so to speak. These big shops have their drawbacks for the beginner, however. It would be folly to commence an education by entering college without preliminary education. Although colleges are better equipped than common schools, an illiterate person would very likely learn slower at college than in a primer class.

So it is in a certain sense with boys in a big shop. Fine work is always in progress in a big shop, but the "green" boy is not apt to be allowed to help on it. No man wants a green boy on good work. A green boy will not advance on good work any faster for the first few months than if he was jobbing around and gradually getting familiar with his surroundings. Experienced helpers in the shop would object to the imposition of having a green boy helping on fine work, and virtually robbing them of opportunities which they ought to be given the advantage of. There are very few good jobs

to be seen from start to finish within the time allotted to learn a trade. Therefore, those best prepared to profit by seeing good work performed should be given the chance. Certainly, every big shop has its percentage of jobbing and ordinary work, and someone must help on common work in the big shop as well as in small shops. It may be argued on this ground that the big shop is "the" place to learn a trade in any case. It must be remembered, however, that the big shop has enough small work to keep a man or two going regular, and when a man is once assigned to such work and gets the run of the shop's custom and becomes acquainted with the jobbing customers, it is bad policy to change. Also, that when a boy gets his "hand in" on a certain kind of work and knows the methods of the man he is working with, it is the practice to let him hold that position as long as possible. For these reasons, years slip away before the helper is half acquainted with the business. I am not trying to prejudice the boys against the big shops for any personal reason. I am simply giving them to distinctly understand that the big shops are not so desirable to commence their careers in as general opinion gives them credit for. These remarks apply equally well to any one of the allied trades, unless, perhaps, it be steam and hot water fitting. The operations are more nearly alike in the latter trades in all classes of shops, especially in the large cities.

From what has been said, one may conclude that it is useless to waste time in seeking a situation in a big shop. If a big shop offers a situation accept it, but do not wait for an offer from one. The offers will come soon enough when you have had enough experience in the business to justify the big shop in wanting you. No matter what size the shop is, be sure the proprietor is a gentleman, and before you work for him see that he is a practical man in the business he governs. Do not look for a soft job and an easy master. Court hard work, full time and a hard master in preference to other conditions. A bright master with a little shop is the ideal place for a good boy to start in business. If he is not an all around mechanic himself the master usually has one good "all round" man who can give satisfaction in any line of work given him. This man is employed not because the small shop gets a greater variety of work than the larger one, but because the little shop cannot support a man for every branch of the business. Here is just where the advantage of working in a small shop comes in. In a small shop one man gets a variety of work that would be divided among five in a big shop. A helper gets experience on five times the variety of work in a small shop that one does in a big shop, because he helps the man who does a variety of work.

This has the effect of quickly broadening the helper's view of the business. He gets a better general knowledge of mechanics in less time than if working on one large job for months, or perhaps a year or more. If there are any tricks in "our" business the "all round" man knows them and practises them, too. There are no power tools in a small shop. By scheme of mind and might of hand its works must be accomplished. If special nipples are needed they are cut at the shop. Often days that would otherwise be idle are put in at such work, whether special or stock lengths are out. In the big shop stock length nipples are bought by the barrel and the special lengths are, with a few exceptions, cut in the shop by a man who does nothing else, thereby robbing the boys of learning much of thread cutting under the conditions which nipples require. The helper gets experience in this work in small shops.

After a young man begins to think himself a pretty good mechannic twelve months or so on fine work in large buildings where complex systems of work are installed, either as a helper or a journeyman under instructions, will be of great value to him. After this second stage has passed he should go back to a little shop if necessary, in order to have full command of his ability; that is, plan out his own work and feel responsible for it. He should then make it his business to see that whatever work is put in his charge reflects credit upon the shop and himself. In short, he should try to become a mechanic in the full sense of the word.

A boy must keep himself posted during his apprenticeship. The knowledge that can be gained by reading is needed from the first hour he starts in business, and he should "cabbage" every trade catalogue and every trade journal he finds, whether they are old or new, whether the firm or publishers is in existence or not. The old ones will tell him what has been in the market. He will learn of many things in this way that are now scarce, but which the young mechanic may stumble on at any time, and if he knows nothing of their construction he usually fails in repairing or ruins them through ignorance. Newly-printed matter tell of what is now in the market and correctly describes the leading features of goods in better language than the average mechanic can. A beginner will often learn of new goods in this way before they reach his locality, thus giving him the advantage of familiarity on sight, whereas he would otherwise be in the same position as the fellow who comes in contact with some old appliance he knows nothing about. Special attention should be given to new goods, because people are looking for men who are acquainted with the new contrivances which are being placed upon the market almost daily.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

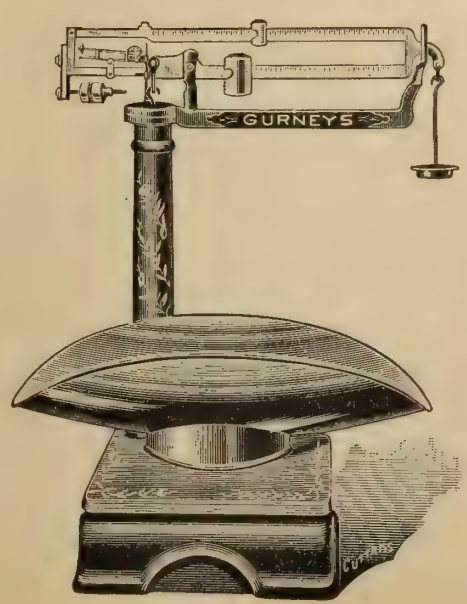
CUTLERY Splendid value in all kinds for the Fall trade. See our samples. . . . . .

WIRE Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

Western Representative,
R. A. BAINES,
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A. C. LESLIE & CO.
. . . MONTREAL

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.

Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

DAVID DOIG, junk dealer, Peterborough, has assigned to T. E. Bradburn.

H. Maxwell & Son, lumber, St. John, N. B., have assigned.

Mrs. Mary Fraser, general store, Steveston, B.C., has assigned.

Wm. Bulmer, furniture, Windsor, Ont., wants to compromise at 30c.

Newell C. Corbett, lumber, Nouvelle, Que., has suspended business.

J. Lavallee, general store, St. Aime, Que., is offering to compromise at 35c.

J. F. Therein, general store, St. Gregoire, Que., is offering to compromise at 70c.

John Stairs & Co., wholesale and retail hardware, Halifax, N.S., have assigned.

Crawford, Lynch & Co., general store, Orillia, Ont., want to compromise at 70c.

Bilodeau & Renaud have been appointed curators of Theophile Duphily, general store, Montreal.

The creditors of Lewis J. Bennett, general store, Admaston, Ont., have been called together.

A. L. Mitchell & Co., wholesale carriage goods, St. Catharines, Ont., have assigned to W. B. Allan.

An insolvency declaration has been applied for in the case of Joseph Strong, general store, Pelly's Island, Nfld.

Lefebvre & Taschereau have been appointed curators of the general store of Xavier Bilodeau, Jr., Baillargeon, Que.

The Port Elgin Furniture and Manufacturing Company, of New Brunswick, is in liquidation. The liabilities are $6,000; assets, $5,000.

PARTNERSHIPS FORMED AND DISSOLVED.

The Prismatic Glass Co., of Toronto, is applying for a charter.

H. & S. Desmarais, general store, Richmond, Que., have admitted Joseph Desmarais as partner.

Britton & Donovan, general store, Gananoque, Ont., are about dissolving. James Donovan continues.

A. M. Wright, C. W. Wright and C. G. Wright are partners in a general store at Summerside, P.E.I., as Wright, Schurman & Co.

SALES MADE AND PENDING.

S. H. Webb's gunsmith stock is for sale at New Westminster, B.C.

Wm. Lock, wagon maker, Innerkip, Ont., advertises his shop for sale.

The general stock of S. Valiquette, St. Adele, Que., was sold at 56c.

T. H. Goodison, general store, Streetsville, Ont., has sold out to E. Goodison & Co.

The stock of F. Abbott & Co, general store, Meaford, Ont., is for sale.

The general store of J. S. Sharpe, Cadmus, Ont., is advertised for sale

The assets of Douat Brossard's general store, Riviere Au Sable, are to be sold.

Louis St. Pierre's general store stock at Chateau Richer, Que., was sold at 34c.

John Holman, guns, fishing tackle and bicycles, Hamilton, Ont., wants to sell out.

The refinery plant, etc., of the Canadian Oil Co., Sarnia, Ont., were sold by auction.

The stock of Grossman & Robitaille, peddlers' supplies, Montreal, has been sold at 62c.

The general stock of A. Vezina & Co., St. Genevieve De Batiscan, Que., was sold at 58c.

The assets of Armais Lapointe, general store, Chicoutimi, Que., are to be sold Oct. 31.

J. H. McNeilly, general store, Stoney Creek, Ont., has sold out to Isaac M. Connan.

W. J. Fletcher, miller and electric light, Alliston, Ont., has sold out to the Alliston Milling Co.

The assets of Louis Brault, trader, St. Sophie (Terrebonne,), Que., are to be sold by auction on Oct. 29.

Albert Arter, painter, Ottawa, Ont., has sold his stock, and the business will be carried on under the style of Arter & Co.

CHANGES.

Jules Couture has commenced a flour business at Napierville, Que.

Valentine St. Pierre has started a general store and blacksmith shop at Sayabec, Que.

Kavanagh Bros., general store, Cardinal, Ont., have been succeeded by J. W. Leacy & Co.

C. R. Scott is proprietor of the lumber business of Robert Scott & Co., Robinson, Que.

Geo. E. Matthews is proprietor of the Electric Repair and Contracting Co., Montreal.

John R. Doyle has retired from his general business at Frampton in favor of his son, Wm. J. Doyle.

D. Murchie, furniture and undertaking, New Westminster, B.C., is giving up the furniture business.

Mary J. Pullen, wife of Geo. Wells, is proprietress of the machine business of Geo. Wells & Co., Montreal.

Mrs. Ulderic Gibeault is proprietress of the agricultural implement firm of A. Gibeault & Cie., at St. Isidore, Laprairie County, Que.

FIRES.

Charlotte Woods, general store, Flesherton Station, Ont., has been burned out.

B. M. Moran, general store, Chatham, Ont., has been burned out. Insured for $2,000.

The premises of Elkins & Peasley, cabinet makers, Granby, Que., were destroyed by fire.

J. G. Miller's foundry at Chatham, N.B., has been burned; insured for $2,600. Alex. Robinson's carriage factory (insured for $2,900) was burned at the same time.

DEATHS.

H. J. Hosmer, carriage maker, Coteau Landing, Que., is dead.

Jas. L. Plinney, general store and saw mill, Wilmot, N.S., is dead.

Nathan B. Lewis, of H. & N. B. Lewis, general store, etc., Yarmouth, N.S., is dead.

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

Causes of failure

in the hardware trade and how avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely.

We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL
TORONTO



VIENNA COFFEE MACHINES

in BRASS, NICKEL, COPPER.

LAMPLOUGH & McNAUGHTON
59 St. Sulpice St., MONTREAL.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

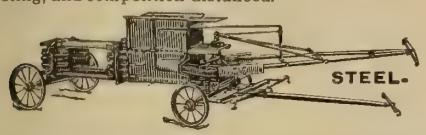
Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, ever-lasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

ARE AHEAD

CUTLERY

H. BOKER & CO.

Tree  Brand

PEN KNIVES in large varieties, also . . .

SCISSORS AND RAZORS

CAVERHILL, LEARMONT & CO.

MONTREAL

MANAGEMENT OF GENERAL STORES.

GENERAL STOREKEEPER treats of this subject in a lengthy article in The Shoe and Leather Facts. He earnestly believes that one to succeed must be conscientious in his care to serve his patrons.

"The merchant, in order to do this, must understand his business perfectly in all its details and study all the shoes he has in stock. He will then be able to recommend them honestly and candidly, and a recommendation from a man who has the reputation of knowing what he is talking about, and also of telling the truth about it, has infinitely more weight with a customer than a glowing recital of the virtues of a shoe of which the customer knows that the speaker is entirely ignorant."

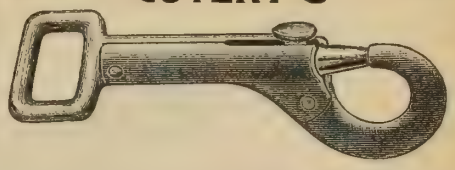
He also impresses one with the importance of knowing his stock as "a customer will have a very poor opinion of a merchant who knows so little, or cares so little, about his stock, as not to know where to find a certain style which is wanted, and who, when a pointed toe is desired must open box after box before he finds the proper style." Possibly the most important part of his article is that in which he gives advice to those merchants who are in the habit of advising their customer as to what they wish.

"It is poor policy to go so far in trying to sell a certain style as to tell the customer what he wants, or rather what you think he wants, when in fact he has well-defined predilections for the opposite. An instance which well illustrates this point came to my notice recently. A gentleman entered a store and asked for a pair of shoes. The salesman exhibited a pair, saying they were 'just the thing' now for all well-dressed men, and seeming to take it for granted that his argument was convincing, went on to inquire the size wanted. The gentleman inquired for a different style, and the salesman, in affected surprise, exclaimed, 'Oh, you don't want that shoe; we never sell it to anybody but Chinamen. We have sold dozens of pairs to them in the last month.' 'That style always suits them, does it?' 'Always.' 'It is what they ask for then, I suppose?' 'Every time.' 'And you don't try to sell them any other kind, do you.' 'You bet I don't.' 'Well,' said the gentleman, 'I think I'll go to some store where they are as anxious to please a white man as a Chinaman. Good evening.'"

SOME EXPECT TOO MUCH.

Don't expect an advertisement to bear fruit in one night. You can't eat enough in a week to last you a year, and you can't advertise on that plan either. People who advertise only once in three months forget that most folks cannot remember anything longer than about seven days.

1875. **COVERT'S** 1895.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

Of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,

ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over *ONE HUNDRED YEARS* of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their B SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR B SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

B

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Oct. 25, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire s to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.Xl	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		Per lb.
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base	Price,
Common Bar, per 100 lbs	....	....	1 70
Refined "	"	....	2 65
Horse Shoe	"	....	2 75
Band "	"	....	2 20
Hoop "	"	....	2 20
Swedish "	"	....	4 25
Sleigh Shoe Steel	"	....	2 50
Tire Steel		3 00	3 25
Machinery		2 75	3 00
Cast Steel, per lb		0 10	0 14
Russian Sheet, per lb		0 10½	0 11
Tank Plates, 1-5 and thicker.		2 00	2 25
Boiler Rivets		4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	2 30	2 35
All bright	2 90	3 00

Iron Pipe.

Wrought, ¼, ⅜, 57½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p. c.
Galvanized, 50 to 50 and 5 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	5 00
" ¼ " "	....	4 38
" 5-16 " "	....	3 50
" ⅜ " "	....	....
" 7-16 " "	....	3 15
" ½ " "	....	3 00
" 9-16 " "	....	2 90
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	0 12¼	0 12½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, ton lots 30 and 10 per cent. discount; waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.

James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

5-Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges..... 0 90
5 and 6 gauges..... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb.....	0 10	0 12½
Anvil and Vice combined, each.....	....	4 50

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's, per dozen ..	13 00	20 00
Adjnstable Stearn's, each....	5 50	6 50
Post-hole, Vaughan's, each ..	1 35	1 60

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross..		

Awl and Tool Sets.

Millar's Falls, per doz.....	2 80	3 30

Axles.

Per box	6 00	12 00

Axle Grease.

Per gross	7 00	13 00

Bath Tubs.

Zinc discount	3 90	4 00

Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each	2 00	5 00

House.

American, per lb	0 35	0 40

Bellows.

Hand, per doz.....	3 35	4 75
Moulders', per doz.....	7 50	10 00

Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz	5 00	6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.....	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking		9 00
No. 2, " "		4 50

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each..	5 00	7 50

Braces.

Barber's.....	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.

Henis, No. 8, "	....	6 00
Henis, No. 9, "	....	7 00
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz....	....	4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross.....	....	9 00	10 00
Sardine Scissors, per doz		3 75	4 50

Card.

Horse, per doz	0 60	1 00

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	....

Carpet Sweepers.

Bissell, per doz	....	22 50
World, "	....	21 75
Daisy, "	....	24 00
Star "	....	18 00
Crown Jewel, per doz.....	....	29 00
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross.....	8 50	11 25

Cement.

Portland, car-load lots	....	2 70
Thorold, " "	....	1 10
Queenstown, "	....	1 10
Napanee, " "	....	1 10

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red.....	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.

Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent,

Clamps.

Judds', dis. 20 per cent.

Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	....	1 35
" No. 2	....	2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz.....	....	2 00
Coil, per doz	0 88	1 60
English, per doz.....	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz.....	16 00	51 50

P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz	90	1 75

FAWCETS.

Cork Lined, per doz.....	0 30	0 60
Wine, per doz.....	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	....	1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each	0 60	2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz	3 25	3 50

Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 25	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 3
101 to 105	....	....	....	10 7
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break	2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 68

Picture Glass.

Pilkington's Ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each		0 30
Enamelled, each		0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz.....	1 10	1 20

Sledge.

Canadian, per lb	1 12½	0 15

Ball Pean.

English and Can., per lb.....	0 25	0

HANDLES.

Axe, per doz., 35 p.c. rev. list.		
Store door, per doz	1 00	1 80
Chest, per doz. pairs.....	0 40	2 50

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross....	3 75	5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz.....	1 00	1 25

Plane.

American, per gross.....	3 15	3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair	0 15	0 20

HANGERS.

Door, 4 and 5 inch, per pair..	0 40	0 80

Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent		
" Shepard's Noiseless, dis. 60 per cent.		
" Buffalo, dis. 60 to 70 p. c.		
Light T and strap, 70 and 5 to 70 and 10 p.c.		
Heavy, per lb	0 03¾	0 04¾
Screw hook and hinge—		
6 to 10 in., per lb.....	....	0 04
12 in. up, per lb.....	....	0 03
		Per doz. set.
Screw. Eureka.....	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
		Per doz. pair.
Spring.....	1 00	3 50
" Shepard's Samson.....	....	1 20

HOES.

Garden, Mortar, etc.. dis. 52½ and 7½ per cent., revised list.

Planter, per doz.....	4 00	4 50

HOOKS.

Cast Iron.

Bird Cage, per doz	0 50	1 10
Clothes Line, per doz	0 27	0 63
Harness, per doz	0 72	0 88
Hat and Coat, per gross.....	1 00	3 00
Chandelier, per doz	0 50	1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 60 to 62½ p.c.

Belt, per 1,000.....	0 60	2 70

Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton.....		3 60
Snow, " "		3 85

F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz	3 00	3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.

Copper, per lb.....	0 30	0 35

Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.

Cabinet, trunk, and padlock, Am., per gross.....	1 60	4 75

KNOBS.

Door, japanned and N.P., per doz.	0 85	3 00
Bronze, Berlin, per doz.....	2 75	3 25
Bronze Gem, "	6 00	9 00
Sava, "	8 75	10 00
Shutter, porcelain, F. & L. screw, pe gross.....	1 30	4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross.....	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy.....	2 50
40 dy.....	2 55
30 dy.....	2 60
20, 16, and 12 dy.....	2 65
10 dy.....	2 70
8 and 9 dy.....	2 75
6 and 7 dy.....	2 90
2. American pattern only—	
From 4 to 5 dy.....	3 10
3 dy (lath).....	3 50
3. Canada pattern only—	
From 4 to 5 dy.....	3 00
3 dy (lath).....	3 40
3 dy, A.P. fine.....	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per 100 lbs.....	....	1 80
Tins, lbs.....	2 50	2 75

RAIL.

Barn door, per foot.....	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's. " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9¼
¼, 5-16, ⅜ in.....	7½ 00	9½
Cotton	15	17
Russia Deep Sea	00	13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.....	0 65	1 00
" N.P., per set....	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... ..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70
"Empire," McMillan&Haynes, per ft.....	0 00	0 70

Hand, Disston's, dis. 10, 15 p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft....	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each.....	0 75	2 75
" frame only.....	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.....	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz.....	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.....	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.....	2 30	2 45
" black.....	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'.....	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American.....	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz.....	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz.....		1 75
No. 1 stove paste, per gross.....		9 00
No. 2 " "		4 80

STONE.

Washita, per lb.....	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb.....	0 09	0 09
Labrador..... "	0 00	0 13
" Axe, "	0 00	0 15
Turkey ..... "	0 00	0 50
Arkansas ..... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.....	3 50	5 00
Grind. per ton.....	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33½ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz.....	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon.....	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....	.....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.....	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 15 per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅞	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd....	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points.....	0 00
Steel Staples	0 00 0 02½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs or the woods, and very fond of the water.

KINKORA KENNELS

Importers and Breeders

P.O. Box 2179 **MONTREAL** P.O. Box 2501 **TORONTO**

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET

MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

ISLAND CITY

FLOOR PAINT

Dries in six hours.

BOAT VARNISH

Dries hard. Does not turn white.

P. D. Dods & Co. - Montreal.

188 and 190 McGill St.

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



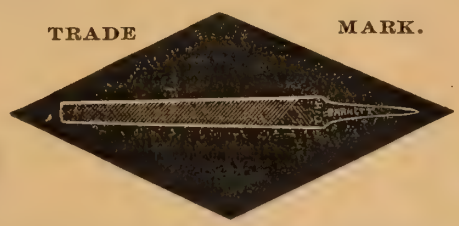
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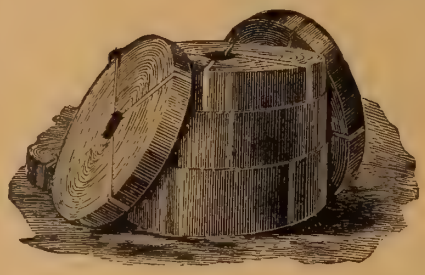
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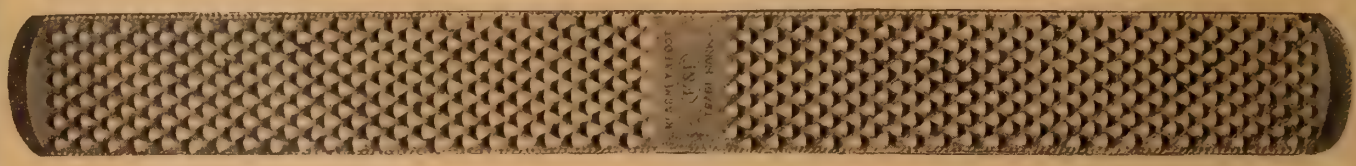
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CANADIAN
HARDWARE
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VOL. VII. TORONTO AND MONTREAL, NOVEMBER 2, 1895. No. 44.

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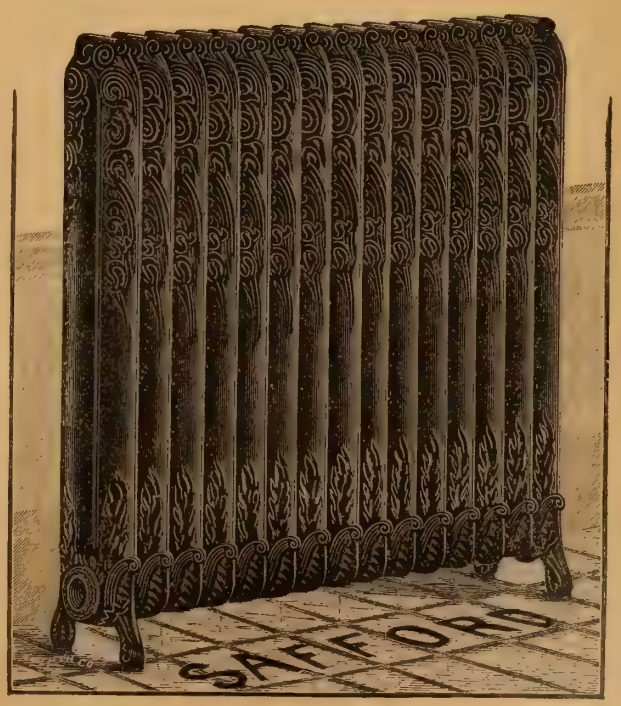
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TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

Vol. VII. TORONTO AND MONTREAL, NOVEMBER 2, 1895 No. 44

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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QUALITY OF CANADIAN SOIL PIPE.

THE demand for soil pipe in the United States has eased off, and it is believed that the manufacturers there are again turning their eyes towards the Canadian market, although, as far as HARDWARE AND METAL can learn, there has been no serious attempt to secure orders.

As prices are now, however, there is not much likelihood of American soil pipe finding a market in Canada. The discounts in both countries are practically the same, for while that in the United States is a little larger it is discounted by the fact that the manufacturers in that country do not make delivery, while those in Canada do. Then the duty, without considering the freight at all, means the addition of another 35 per cent. to the price of the American article before it can be laid down in the Dominion.

But whether the American article is likely or not to get down to a basis that will permit of its importation into this country, one thing is certain: Not for a long time, if ever, are we likely to see the low figures of a year ago.

Canadian made soil pipe has not heretofore been fully appreciated. Compared with the general run of the soil pipe in the United States, the Canadian article is much superior. Not, probably, that the manufacturers across the line cannot make as good pipe, but the sanitary laws, except in a few of the larger cities, are not as exacting as to quality of pipe used as are the Canadian laws, hence probably the reason of the inferior pipe. In all the United States, it is asserted, there are only about two manufacturers of soil pipe whose product can compare with the general run of Canadian-made pipe.

It is to be hoped that, with American soil pipe out of the running, for the time being at least, Canadians will awake to an appreciation of the efficiency of the home-made article.

SHOULD BE MADE PAY THE PIPER.

COMPETITION between the department stores in Toronto is becoming so keen that it promises to be the death of some of them.

No one will probably regret if the promise becomes a reality.

Department stores are undoubtedly an evil. The daily newspapers get large advertisements from these concerns, but it is probably no exaggeration to say that even the newspapers are not the gainers in the long run: Department stores kill other advertisers and drive away subscribers.

But granted that the daily newspapers are gainers by the existence of the department stores, it is questionable whether any other class in the community are.

Manufacturers are not benefitted. Neither are the wholesalers. Store property in the vicinity of these department houses and store property in outlying districts alike depreciate in value. Then one thing is certain: the wages of clerks and the wages of working people, male as well as female, are not appreciated by the "Cheap John" class of business which these stores carry on.

But of course the greatest sufferer by the advent of the department store is the retailer. It is all very well to declare that there are some retailers who should not be in business anyhow, small and incompetent ones for instance. But the trouble is that large and competent ones are also being made to suffer. Some are closed out altogether, while others have a struggle to keep their heads above water.

The department store is a monopoly, and anything that monopolizes trade cannot be a good thing for the community in which it exists. Ninety-nine per cent. of those who imagine they are saving money by buying their goods at these department stores would probably readily acknowledge that the injury these department stores are working is out of all proportion to the benefit they bestow.

The improvement of a thoroughfare, the construction of a railroad and other undertakings nearly always entail the payment of damages to someone. Yet these undertakings are admittedly for the public good. And if institutions admittedly on the whole beneficial to the community are compelled to pay damages, why should institutions such as department stores, admittedly on the whole inimical, be allowed to work injury right and left without being made to pay for the privilege of doing so?

HARDWARE AND METAL does not, of course, mean to say that the department store should be made to pay damages to every retailer that it forces out of business. Such a contention would be too absurd to advance. Nor do we maintain that department stores should be withholden from starting up; that would be interference with the freedom of trade.

But what we do maintain is that the department store should be compelled to pay to the community in some way something proportionate to the privileges they enjoy, if not for the evil they work.

THE WM. CLENDINNENG COMPANY

The People's Bank have made a demand of assignment upon the firm of Wm. Clendinneng & Son, founders.

The house, it will be remembered, was the heaviest creditor of the bank at the time of the recent suspension of payment, the facts of which were fully recorded by HARDWARE AND METAL at the time. The firm signed a conveyance to the bank, and that institution appointed three curators to manage the business.

Matters have remained in the same state since then, until Wednesday morning, when the bank officials finally decided to make a formal demand of assignment as the best course to take to procure a settlement of the firm's difficulties.

The liabilities are in the vicinity of three-quarters of a million, it is understood, though at this writing no definite figures can be given out.

CUT NAIL MILLS CLOSED DOWN.

THE cut nail manufacturers have decided to close down their factories till January next. They have been induced to do so by the over production. And in the meantime an arrangement has been arrived at whereby when one manufacturer receives an order, and he should be sold out, he hands it over to one of the other makers.

The demand for cut nails in Canada has been gradually falling off for some years. During the past year this peculiarity has been more marked than ever before. Wholesalers say that they now sell ten kegs of wire nails to one of cut. So it is evident that the increase in consumption of wire nails is at the expense of the cut article.

In 1892 the estimated consumption of wire nails in Canada was 3,500 tons. In 1893 the quantity had swelled to 5,500 tons. The next year saw the addition of another 2,000 tons, while for 1895 the output is placed at 10,000 tons. or 200,000 kegs. In other words, an increase of nearly 183 per cent. since 1892.

What the consumption of cut nails in Canada is, we are not in a position to state.

What is going on in Canada in regard to the relative consumption of wire and cut nails is only a repetition of what is transpiring in the United States. In that country last year 5,600,000 kegs were used, against 2,600,000 kegs of cut nails.

INDIGNANT MONTREAL MERCHANTS

THE indignation of the Montreal Board of Trade at the neglect of the Government to appoint a Collector of Customs at the port of Montreal is righteous.

Come January next, the office will have been vacant three years. And the failure of the Government to fill it is either an evidence that the collectorship is a sinecure or that procrastination superinduced by party exigencies has deferred the appointment of the late Mr. M. P. Ryan's successor.

HARDWARE AND METAL chooses to accept the latter reason. The office is not a sinecure, notwithstanding that Montreal, the chief entry port of Canada, has been without a Collector for so long. Were it what the apathy of the Government would seem to indicate it was, the Montreal Board of Trade would not be found solicitous for the appointment of an occupant. The members of the Board are too richly endowed with business common sense to champion anything that is not consonant with business ethics.

If Premier Bowell and his Cabinet were men noted for their business acumen instead of their lack of it, the appointment would have been made long ago.

What the action, or rather the want of action, of the Cabnet proves more than anything else is that the Government has no qualms of conscience about sacrificing the interests of even the commercial metropolis of the Dominion if in so doing it will best serve party ends. And the trouble is that one party is as bad as the other in this respect, although this much must be confessed: The present Government is composed of the greatest aggregation of business nonentities that the country has ever seen.

Premier Bowell's letter in reply to the memorial of the Board of Trade has aggravated the matter rather than smoothed it over. The idea of telling business men "that the matter of appointing a Collector will be attended to at the earliest moment practicable." It is merely adding insult to injury.

What the Montreal Customs House needs is a common-sense business man with a backbone strong enough to resist the machinations of the politicians. Anything else will not suit the business men of Montreal. Fortunately, the desideratum is in sight if the Government choose to appropriate it.

HON. MR. WALLACE AND CUSTOMS VALUATION.

SERIOUS complaint is made by Hon. N. Clarke Wallace, Controller of Customs, of some statements in the Ottawa correspondence of HARDWARE AND METAL, Oct. 4. The article in question, our readers will remember, dealt generally with the vacant Commissionership of Customs, and complained that political reasons would probably determine the class of man chosen to fill the position. All the statements were in the nature of information for the business interests of Canada which support this journal, and which it, in turn, desires to serve on all occasions. The article was moderately and courteously expressed, and contained no charges of a personal nature, nor anything which reflected upon private character.

We understand that the Controller thinks that the article involves a charge of conspiracy against himself to compel Mr. Douglass to act unfairly in the matter of Customs valuation. He is clearly mistaken in such a view, for that is not the meaning intended to be conveyed by any of our articles regarding the Customs administration, and if any reference in the Ottawa correspondence in question seems to convey that impression, we are glad to disclaim it and regret that such an imputation should appear to be made.

As a matter of fact HARDWARE AND METAL has repeatedly expressed its high regard for the Controller of Customs. It has, indeed, been accused of partiality towards him on different occasions, because it has spoken of his industry, of his capacity as a business man in a Government badly needing more business men in its make up, and of his personal worth. We still hold these opinions. We are as ready as ever to record his general willingness to listen to trade complaints and remedy abuses when such are pointed out.

But Hon. Clarke Wallace and the administration of the Customs Department are two different things. Political influences in public affairs didn't originate with Mr. Wallace. They are a legacy of times past. Neither party is free from the offence. Disputes as to rates of duty recently in the hardware trade have given rise to a feeling that the Customs Department unduly press upon the importer in the interest, apparently, of a few Canadian concerns. This question has been discussed in Parliament, in HARDWARE AND METAL, and in other public journals. Discussion is free, and must continue so. Any attempt to muzzle public expression of opinion or stifle fair criticism would have a very bad effect, both politically and otherwise. At the same time, Hon. Mr. Wallace may imagine that reflections upon the system are intended for himself, personally or officially. This is not so, as far as this journal is concerned, and we wish to make the most distinct disclaimer of the slightest intention to attack him in his individual or official capacity. It is a system, not a man, we are dealing with. If any remarks in the Ottawa correspondence referred to can, fairly or unfairly, be construed into an injurious attack on character, we would greatly regret it, because this is a business man's paper, and wishes to have no party bias or personal animus in discussing public affairs.

Of course, we realize the difficulty of Mr. Wallace's position. He has to raise a revenue and the law gives him large discretionary powers. To business men his department is by far the most important branch of Government. He is certainly the most vigorous Minister of Customs we have yet had, and if the importers think the law is being strained to make them pay more duties than is necessary they will naturally air their grievances. They have a right to do so, and this journal is equally free to help them in their efforts. HARDWARE AND METAL has no interest to serve, other than the interests of the merchant community whom it represents. It would not be worthy of support if it were not a fearless champion of the trade, and ready, even at inconvenience and cost, to stand up boldly for free discussion. But attacks on public men, as men, are not part of its programme, and Mr. Wallace may rest assured that the situation does not call for a campaign on his part against a paper which has always been a fair, nay a generous critic, a critic which may be antagonized, but one which cannot be muzzled.

BRITISH IRON MARKET.

THE labor dispute in the ship building trade in Great Britain has been, and still is, adversely affecting the iron markets at producing centres across the water.

The outcome being uncertain, operators are not certain how to act. Stocks of iron in public store in Great Britain have been increasing during October, as compared with the same period last year. On October the 19th the total stocks at three points—Glasgow, Middlesboro, and Cumberland—were 694,098 tons, against 541,619 tons for the same date in 1894. Scotch pigs in Glasgow were 308,489 tons, against 294,311 in 1894; Cleveland pigs, 138,249, against 88,798, and hematite 257,360, against 158,510 tons. The shipments, however, from the three points show a sensible increase as compared with the same period in 1894. From the 1st of the year up to October 12, the total shipments were 1,326,650 tons, against 1,273,302 tons in 1894.

The exports of Scotch pig were 250,860 tons, against 188,890 tons in 1894; of Cumberland 217,459 tons, against 286,419, and Cleveland iron 858,331 tons, against 797,993 tons in 1894.

THE MONTREAL COLLECTORSHIP.

THE following snappy correspondence was given out for publication this week by the Montreal Board of Trade, and will show the ill-feeling prevalent in Montreal in regard to the delay in appointing a Collector of Customs:

HON. MACKENZIE BOWELL, Premier of Canada:

SIR,—I have the honor, by the direction of the Council of this Board, to again communicate to you the appended resolution adopted by it on the 9th of April, with regard to the delay in appointing a Collector of Customs at this port, and to express the disappointment felt by the Council that, although in acknowledging receipt of that resolution, you said that the matter would have the Cabinet's best attention, no appointment has yet been made.

The Collectorship of Customs became vacant in January 1893, and the Council is constrained to express its opinion that the action of the Government in delaying the appointment of a Collector for nearly three years indicates an indifference to the welfare of Montreal and a lack of regard for the representations made by this Board and the commercial community generally, that is most regretable.

The Council prays that the Government will not further delay the appointment of a Collector of Customs for this port.

I have the honor, etc.,
Your obedient servant,
GEO. HADRILL, Secretary.

The resolution adopted by the Board is as follows:

That the Council of the Montreal Board of Trade hereby asks the attention of the Government to the long continued vacancy in the Customs Collectorship of this port.

That the Council, in common with the business community generally, gladly bears testimony to the able and efficient manner in which the Acting Collector has succeeded, by unremitting devotion to the public service, in discharging the duties of the Collectorship; but that it considers that it is detrimental to the prestige of the chief port of the Dominion, as the combined duties of Collector and Acting Collector are more than one person can discharge, and unsatisfactory to importers, that there should be no Collector of Customs here.

That the Council, therefore, earnestly prays the Government to take the matter of the appointment of a Collector o Customs for the port of Montreal into consideration at once, with a view to action at the earliest possible date.

The Premier replied as follows:

GEORGE HADRILL, Esq, secretary Board of Trade:

SIR,—I have the honor to acknowledge your letter of yesterday enclosing a copy of a resolution adopted by the Council of your Board in April last, calling attention to the necessity for filling the position of Collector of Customs at the port of Montreal. I am exceedingly glad to learn that the Acting Collector has succeeded, by unremitting attention to the public service, in discharging the duties of the Collectorship, and your Council may rest assured that the matter of appointing a Collector will be attended to at the earliest moment practicable.

Yours respectfully,
MACKENZIE BOWELL.

The opinion was plainly expressed to HARDWARE AND METAL by members of the Council that the Premier's reply was entirely unsatisfactory. The business community were going to have a plain answer, or know the reason why.

HAMILTON TRADE GOSSIP.

GENERAL trade has improved a great deal during the past week or ten days. "I don't know any other reason for it," remarked one wholesaler, "other than that people are anxious to get their goods before navigation closes."

All seasonable lines appear to be moving out satisfactorily. Sales of cutlery have been unusually large. Skates, sleigh bells and sporting goods have been going out in large quantities. An enormous trade has been done in game traps. "We never had such a demand for them before," ventured one jobber. Chain is another article of which large quantites have been sold lately. There is still a good demand for horse shoes.

Wire nails have been moving in fairly good quantities, although there is not nearly the activity there was a short time ago.

Trade in bar iron has declined somewhat lately, but prices are steady at unchanged figures, namely $1.70 for ordinary lots. There is one thing about this article which affords some consolation: the implement men have yet to make the bulk of their purchases. At any rate it is thought they have to do so.

The Kay Electrical Manufacturing Co. are putting a new motor on the market. "The whole tendency of trade is toward a reduction in price," said a member of the firm. "To satisfy this tendency some manufacturers are putting inferior workmanship into their motors. We, however, will not do this. But what we have decided to do is to put a cheap motor on the market that will cost about 25 per cent. less than our regular motor, and yet be just as efficient."

Trade in steam-heating supplies has improved a great deal during the past week or so, and although the demand for plumbers' supplies is not as brisk as it was, yet there is still a fair business doing in this line.

There has been a little business passing in pig iron at about $18.50 for No. 1 Nova Scotia foundry iron, and American at $19.50 to $20 for No. 2 foundry.

Iron pipe is going out more freely, but difficulty is being experienced in procuring large sizes.

One of Wood, Vallance & Co.'s representatives state that their trade this fall in imported goods has been unusually large. "In game traps and ammunition we never did such a business before," he said.

The Canada Pipe Co. inform me that trade has been steady this fall, although there have been no large contracts, orders having been for finishing up purposes.

R. W. Mutchmor, of Providence Bay, Manitoulin Island, was in Hamilton on Wednesday. He stated that he had sold out his business and contemplated opening up in Galt.

One of the largest aggregations of discarded car wheels that I ever remember seeing is lying two and three deep in the yard of the Canada Pipe Co. They are old C. P. R. wheels, and were brought all the way from Winnipeg. There are 1,200 tons in the lot, and it required 80 cars to bring them to their destination.

I ran against Mr. W. W. Montague, of Dunnville, on Wednesday, while he was in one of the warehouses buying some assorting parcels. "Trade is good," he said in reply to a query. "It has improved wonderfully the last few weeks, but the outlook was blue a short time ago," Mr. Montague is a cousin of the Secretary of State, and proud is he of his honored cousin. By-the-bye, I am told that Mr. Montague has a seventeen-

The iron work put into the Simpson building by the Hamilton Bridge Co. aggregated 1,800 tons. W. L. E.

The Woodstock, N.B., Board of Trade has passed the following resolution: "That, in the opinion of this Board, the duty on coal oil is an unjust tax on the vast majority of the poorer people of the Dominion to benefit one section alone, and be it resolved that this Board invite all the Boards of Trade in the Maritime Provinces to join in petitioning Parliament at its next session to abolish the duty on coal oil."

DROPS FROM THE EDITOR'S PEN.

Have not the Brownies been over-baked a little?

* * *

Chili's foreign trade last year decreased $14,000,000. That's chilly.

* * *

He that loaneth money often roameth abroad in vain in search of it.

* * *

A little carelessness on a clerk's part may cause much damage. Be careful.

* * *

Clerks who associate with bad companions cannot expect to draw good customers.

* * *

Printers' ink, black as it is, has lit the pathway of many a merchant to success.

* * *

"Bust" rhymes with trust, but the worst of it is that the great trusts will not "bust."

* * *

"All the world's a stage," but all who are playing the part of merchants are not born actors.

* * *

Generosity towards clerks pays, while a mean employer begets an unprofitable employe.

* * *

Keep your money in your business or your money will probably put you out of business.

* * *

A "kicker" in the association is a good thing, when his kicks are timely and well-directed.

* * *

The advertisement has a two-fold mission: It introduces the merchant to the buyer and sells his wares.

* * *

If you have a leak in your business locate and stop it. Otherwise, pump as you may, you will founder in the sea of bankruptcy.

* * *

When the merchant and the clerk do not pull together it is clear they cannot pull business to the store.

* * *

He who endorses for a friend exercises an implicit trust in mankind that should be condemned rather than condoned.

* * *

Whatsoever a man soweth that shall he reap. If you do not plant good advertisements you cannot expect to reap good business.

* * *

It is better to have the latter than the first days of one's life paved with ease. Begin smooth, end rough; begin rough, end smooth.

* * *

More endowed with riches than he who is born with a silver spoon in his mouth is he who comes into the world with a penchant for work.

* * *

When a merchant begins to cut prices he is unconsciously preparing the soil for a crop of tares that will eventually spring up and choke his business to death.

* * *

There are two descriptions of competition—legitimate and illegitimate. The latter kills active and slothful merchants alike; the former only gives the quietus to the slothful.

* * *

The man to whom you are paying money may be honest, but get a receipt notwithstanding. There are other things besides dishonesty that sometimes compel the payment of an account already liquidated.

* * *

The richness being shown by the gold mines in British Columbia is enough to give Canada an attack of "swelled head." It is to be hoped, however, they will rather help to give the country a swelled population.

* * *

An ordinance in Centralia, Ill., decrees that the displays in front of the stores of that place must not be more than two feet. I do not know what kind of feet the people in Centralia have, but such an ordinance in Chicago would leave little room for pedestrians to get about.

LINSEED OIL SITUATION.

In a recent issue HARDWARE AND METAL reviewed the situation in linseed oil, and now we give The Oil, Paint and Drug Reporter's comment upon the same topic.

That journal notes that the sensational breaks in prices in August aroused a panicky feeling, which still prevails to such an extent that buyers refuse to negotiate for future supplies, and look for further reductions in prices.

It will be remembered that after the collapse of the high prices ruling last summer the market continued depressed for several weeks, but toward the end of September a decided improvement in the general tone of business set in, quotations were advanced, and since then prices have been notably steady throughout the country. The primary cause of the weakness that manifested itself in August was the arrival of advices indicating the probability of an exceedingly extensive yield of flaxseed in the United States, some estimates placing the crop at fully twenty millions of bushels. As is often the case, these preliminary reports were subsequently found to be wide of the mark, and the American yield is now placed at 15,500,000 bushels.

According to competent authorities, the annual consumption of linseed oil in the United States is steadily increasing, and now amounts to not less than thirty millions of gallons, as a conservative estimate. American seed of good quality will yield about sixteen pounds of oil to the bushel, and upon the recognized basis of seven and one-half pounds of oil to the gallon a reasonable expectation in connection with the present crop of flaxseed would be a yield of between thirty-three and thirty-four million gallons of oil, assuming that all the seed raised this year is to be crushed. This, however, will not be done. There will be set aside for sowing purposes a quantity ranging from three-quarters of a million to one million bushels of seed, and there will also be the usual reservation of about five hundred thousand bushels for medicinal and similar uses, to be distributed by the drug trade. Thus a deduction of about one and a half million bushels from the 1895 crop of seed will be required for the objects specified, leaving a supply of about fourteen millions of bushels which will be available for crushing purposes. From this quantity of seed there should be produced in the neighborhood of thirty million gallons of oil, provided that the quality of the seed is up to the usual standard. It is claimed by some of the crushers who have this season worked up new seed that it is not so rich in oil as is ordinarily the case, and if this should hold good with reference to the entire crop the aggregate yield of oil will fall below the figures above mentioned.

From this point of view it would appear that those who have been counting on a superabundance of oil as one of the effects of our large seed crop will be somewhat disappointed, and that under the most favorable circumstances the supply will probably be no larger than is demanded by the regular requirements for consumption.

The article concludes with the prophecy that while buyers may be able in a few weeks to do better than they can now, there will be no radical decline of prices.

'TWAS HEAVEN ENOUGH FOR HIM.

A merchant who had died was being escorted to Heaven by an angel who had been sent for that purpose.

"May I look at the other place before we ascend to eternal happiness?"

"Easily," said the angel.

So they went below and skirmished around, taking in the sights. The angel lost track of the merchant, and went around Hades to hunt him. He found him sitting by a furnace fanning himself, and gazing with rapture upon a lot of people in the fire. There was a sign on the furnace which said "Delinquent Customers."

"Come," said the angel, "we must be going."

"'You go on,' said the merchant, "I am not coming; this is heaven enough for me.'

TRADE CHAT.

THE creditors of Mr. Barfoot, the insolvent Chatham banker, met on Saturday. A board was appointed to administer the estate for five years.

The annual commerce of the British colonies amounts to £448,000,000.

C. Burkholder, of Otterville, is negotiating to start a bicycle factory at Tilsonburg.

Mr. Woodcock, of Norland, has just completed a fine new store on the site of his old one.

John M. Bond & Co., hardware merchants, Guelph, Ont., are putting a new plate glass front in their oil-cloth and linoleum department on St. George's square.

On the 25th there was a blaze at Burrow, Stewart & Milne's foundry, Hamilton, where a benzine tank had taken fire. Two reserve companies of the brigade extinguished the blaze.

Newspaper advertising is the rock-based foundation upon which to build the superstruction of permanent success, but if the foundation is not skilfully laid the building will not stand.

Edward Howe, son of Wm. Howe, stove dealer, Lindsay, Ont., died suddenly Tuesday morning. Deceased, who was of a heavy build, over-exerted himself while playing with the Citizens' band.

The C.P.R. traffic department is going in for record-breaking in grain carrying this fall. The highest figures of former years have been exceeded several times, but the record of one day last week of 413 cars is not likely to be exceeded this season.

Samuel Goodwin has opened an extensive line of furniture in his block, lately occupied by W. B. Jennings, corner of Talbot and Hincks streets, St. Thomas. Mr. Goodwin needs no introduction to the purchasing public, having carried on a successful business there for many years.

The stone work on the piers and abutments of the two new railway bridges at Port Stanley has been completed. The contractors have been disappointed in the arrival of the iron work for the superstructure, though, and the bridges will not be completed until considerably after the time anticipated.

Petrolea Advertiser: "F. J. White, of London, Eng., and F. A. Hilton, barrister, of Toronto, have been in town for the past three weeks acquiring petroleum properties for an English company. They have succeeded in securing properties in this district, the price of which will run into several hundreds of thousands of dollars."

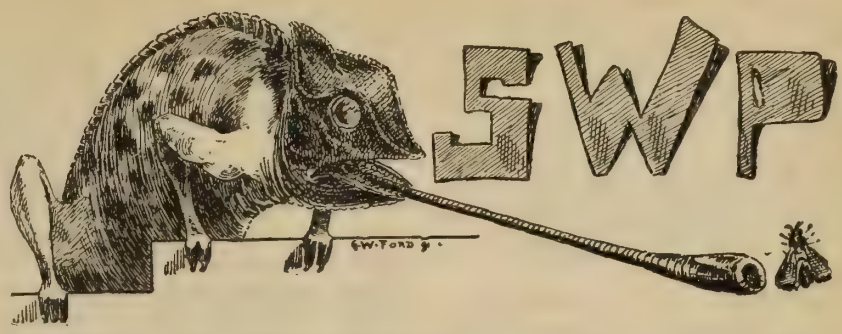
Somebody has started to take up the matter of every farmer putting his name on his barn, and says he ought to be encouraged. Interest will be doubled in a drive over a road you are unfamiliar with, where people live whom you know, but not their places of residence. It would be a great convenience for the traveling agent, and would no doubt assist the fakir materially to get in his fine work.—Exchange.

The new International Line steamer St., Croix, which is to take her place on the line between Boston and St. John, N. B., in November, has just been measured by the Deputy Surveyor at Portland. The figures have not been computed, but it is thought that she will not fall far short of 2,000 tons gross measurement.

Foreign commercial travelers in Russia, a Reuter telegram from St. Petersburg states, will only be permitted in future to engage in trade in Russia when provided with an authorisation by their respective firms, in order that the latter may come under the provisions of the Russian Civil Law. Commercial travelers are also to pay a special tax.

A new by-law of the town of Annapolis provides that any outsider selling goods within the town must pay $10 for a temporary license or a sum not exceeding $20 for a yearly license. Another clause provides that a commercial traveler selling to others than merchants shall pay a fine not exceeding $20.

"Have you observed, said a merchant to a customer, "the handsome advertisement I have on a fence between Red Cloud and Inavale?" "No," replied the customer, "but if you will send the fence around to my house I will try and read the announcement. I read the papers, and I haven't time to go around reading billboards." And the merchant scratched his head.



THE SHERWIN-WILLIAMS PAINT.

Covers Most, Looks Best, Wears Longest, Most Economical, Full Measure.

MADE ONLY IN ONE QUALITY

and that absolutely the finest that it is possible to make. These goods will shortly be offered in every town in Canada. Only one man in each town will be sold.

WE WANT THE BEST MAN

if we can get him—if not, the next best. We will get someone anyway. It will be money in somebody's pockets.

WALTER H. COTTINGHAM & CO.

Manufacturers

MONTREAL

MINING TRANSFER.

One of the largest mining deals ever consummated in Canada is that by which the Pipestone property in the vicinity of Lake-of-the-Woods, 16 miles from Rat Portage, has changed hands. J. T. Howard, of Winnipeg, James Thompson and others, disposed of their interests to an English syndicate. It is said that there is in the property of 150 acres a number of veins of quartz, from which excellent results may be expected. The company has a subscribed capital of half a million dollars. The entire control of the Pipestone property does not pass out of the hands of the Winnipeg gentlemen, for $175,000 worth of stock is retained by them, that being one of the conditions of the sale.

HOW TO AVOID FAILURE.

In reply to "Office Hand," we would say that there was a pamphlet published on "Causes of Failure in the Hardware Trade and How Avoided." It is composed of prize essays published by HARDWARE AND METAL, and subsequently reproduced in pamphlet form. The price is 25c., and the pamphlet can be obtained at this office.

GALVANIC ZINCING OF IRON.

THE zincing of iron in the galvanic way is by no means new, but all methods proposed so far have not been able to supercede the original hot zincing, although it must be admitted that the latter process possesses certain defects, offering in single cases difficulties which, in the electrolytic method, either do not exist at all or are easier to overcome.

In a publication by Carl Richter, Leipzig, many new and valuable suggestions are contained in regard to the manufacture of galvanized ware. The author, who has had experience in this line, discusses the qualities of the zinc covering and its protecting action, and the conditions, which influence the success of the galvanizing process, as the surface of the article, the distribution of the current and its quantity as well as the composition of the wash. The author admits that galvanic zincing possesses many a delicate spot yet, and as the conditions are at present, it would be possible in special cases only to compete successfully with the ordinary method of zincing, for instance, in cases where time and money do not play the most prominent part, as in zincing of armor plate, parts of machinery and similar objects. Galvanizing offers two advantages in this case : First, the large, heavy objects do not need to be immersed in the wash ; second, the process can be repeated at the same place. In such and similar cases the method of Dr. G. Wagner is said to be of special merit. The peculiar feature of this method is that the objects can be galvanized without being immersed in the wash. This is obtained in such a manner that the object to be galvanized acts as stationary pole while the other, mobile pole, is conducted over the surface of the object so that all points can be sufficiently exposed to the galvanic action until the intended result is obtained. The anode or the mobile pole must consist of zinc in this case. If, for instance, a larger iron plate shall be coated with zinc it is connected with the negative pole of the source of electricity, and a plate of zinc of suitable shape and moderate dimensions with the positive pole of it. The zinc plate is covered on one side with a flannel pad, which is provided on the other side with a handle and connected by flexible conduit wires with the positive pole. The saturation of the pad with the zinc solution is accomplished either by repeated immersion or by a supplying pipe, which can be shut off.

In the latter case, that is, when the pad is saturated by afflux, the zinc plate is perforated and the afflux takes place through the hollow handle which is connected by a rubber tube with the tank containing the solution. Of advantage in this case is as neutral as possible a solution of chloride of zinc, which will not attack zinc even under heat. The precipitation produced in this manner is said to adhere just as well as that produced by the dry method.

The mobile pole with the liquid to be precipitated can be conducted over the surface of the objects by means of suitable mechanical appliances. Instead of an anode of the shape of a plate, in cases where the surface of the object offers great irregularities, it will be better to use a pole which is manufactured in the shape of an elastic brush. It has the advantage to produce a more equal precipitation and to be more durable than the other. A second method is that invented by Cowper Coles and first utilized practically in the factory of Watson, Laidlow & Co. at Glasgow. This method is said not to be so expensive as zincing after the old process, and for this reason the erection of a larger plant was projected.

The iron articles, which by reason of machine production and transport always have a greasy surface, must be freed before all else perfectly of the grease, which is done in iron boxes by means of a warm 10 per cent. solution of caustic soda. After being rinsed the objects are put into vessels for pickling, in which they are scrubbed at the same time. The shape of these pickling vats, which contain sulphuric acid of 75° B., corresponds with the shape of the goods. If pipes shall be galvanized pickling is done in a long, low and narrow hermetical box, containing a wooden drum, one side of which is removable so that the pipes can be put in. This drum, which the acid must be allowed to enter, is put into slow motion by a pulley, making about 20 revolutions per minute. Then a certain number of pipes, according to size from 4 to 30, are put into the drum in such a manner that the smaller pipes are shoved into the larger ones. In order to obtain a simultaneous scrubbing fine quartz sand and long straw is put into the drum also. The pickling liquid must be renewed from time to time.

For pickling articles which extend more in surface or in all three dimensions a drum is used, too, which is much shorter, but has a larger diameter. The revolving axle of this drum is arranged slanting and is put into slow motion by a conic driving gear under the bottom of the drum. The latter is constructed after the fashion of a tub, resting upon a perforated cast iron plate, in the centre of which the revolving axle is fastened. In order to relieve the latter the flange of the plate runs in the groove of a small pulley provided at the front end of the bottom plate. By reason of the slanting position a continual sliding or rubbing of the objects is caused, when the drum is in rotation, and as the latter is charged besides the acid with fine quartz sand and cut up straw, the surface of the objects are scrubbed smooth. This method of pickling and scrubbing cannot be applied to such objects which show deeper cavities in their surface or are jointed in all three dimensions. In the case of such articles a sand blast is used which is allowed to act alternately with the acid.

Objects which shall not or cannot be galvanized inside, must be closed up at the ends during the operations. The acid entered into it can hardly be removed again entirely, causing the acidification of the zinc bath or at least the quick rusting of the ungalvanized inner surface.

As soon as the pickled objects are taken out of the drum it is necessary to remove the acid adhering to them as quickly and perfectly as possible, for otherwise the surface is coated very quickly by a greenish, later changing into yellow, skin of oxide which must be avoided by all means. It is not sufficient to hang the objects simply in pure water, for the acid adheres rather tenaciously to the surface, to which besides sand and straw particles are clinging. The objects must be submitted to a strong douche bath before they are put into pure water, or the rinsing water itself has to be in violent motion and to be renewed constantly. In case of pipes and similar objects, which shall be galvanized inside, a special syringing is necessary.

As is well known, even polished iron objects show in pure water a certain inclination to rust. The author, therefore, proposes to add 0.2 per cent. ammonia to the rinsing water, whereby not only every after oxidation in the rinsing water itself, but also during preparation of the objects for the galvanizing baths, is prevented. The steam arising from the damp surface forms with the likewise evaporating ammonia a certain alkaline mist, which conserves the smooth surface to the moment of its immersion into the zinc bath.

The zinc or galvanizing baths are arranged differently according to their purpose. For the galvanization of pipes long wooden boxes are used, over which wrought iron axles are provided. The pipes are fastened to these by means of cords and then the axles and, therefore, the pipes also are turned. As in most cases the inner surface of the pipe shall be galvanized also, it will be necessary to provide the pipe with an inner anode before putting it into the bath. First the cords are fastened around the pipe, whereupon it is laid on jacks, then the axle is shoved through the cords and the inner anode introduced into the pipe. In case of wide pipe a round stick is used, around which a strip of sheet zinc is wrapped so that the whole surface of the stick is covered. With narrow pipe to ⅛-inch wide a zinc wire is used, which is held in the centre of the pipe by means of triangular plates of rubber, bone or other similar material. After every use the inner anode must be cleaned with a brush.

The connection of the negative current of the bath with the pipe is accomplished by a grinding contract. It is placed upon the pipe like a horseman and can easily be turned



Turn Table.

APPLE PARERS

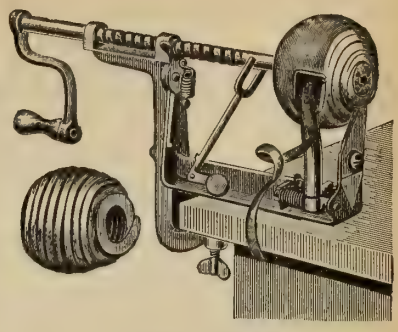
Manufactured by

GOODELL CO., ANTRIM, N.H.

TURN TABLE

NEW LIGHTNING

WHITE MOUNTAIN



White Mountain.

H. S. HOWLAND, SONS & CO.

TORONTO

The **Graham** Cut and Wire Nails are the best.

aside, if the pipe shall be taken out. The connection of the positive current with the inner anode is accomplished on the other side of the bath by means of a spirally wouud flexible cable of gutta percha. In this manner a breaking of the wire by the repeated, alternate turning is avoided. The external anodes consist of a row of zinc plates of about one inch thickness running along both sides of the pipe. In order to prevent the pollution of the bath as the black slime, consisting of combinations of carbon, lead, etc., which always is the residue of the dissolution of zinc, it is to be recommended to enclose the anodes in cotton bags. From time to time the anodes with bags and all are taken out of the bath, put into water and cleaned with brushes. In galvanizing pipes the work is arranged to proceed continually so that new pipes are constantly put into the zinc bath, while galvanized pipe is taken out. After being taken out of the bath the galvanized objects are immediately well rinsed under a warm douche, and rubbed dry with warmed, sifted sawdust.

The Sardinian brought out from Glasgow to the Montreal Rolling Mills 4,555 puddled bars.

AN UNFAIR PRACTICE.

From information which reaches us, says The British Trade Journal, we cannot doubt that the mean and squalid practice is growing of obtaining goods for shipment at favorable export rates, which after all, are sold and used in this country. The other day we were informed by a representative of a manufacturing firm that only one discount is now allowed on their goods, and that the system which formerly existed of giving an extra discount to shippers has been abolished. On inquiring the reason for this change we were told of the following incident: Recently a London shipping firm sent to the manufacturers' agent in London and obtained a machine, complete with fittings, for export, and, of course, on export terms. A few weeks afterwards, the agent received an order from the same buyers for duplicates of several fittings of the kind required for that particular class of machine. He called at the office for additional information respecting the order, and in going through the premises he noticed that the identical machine which he had sold these shippers for export was at work in their warehouse; and that it was for that machine that the duplicates were required. He was able, by means of a number affixed to the apparatus, to identify it as the particular machine sold on special terms for exportation. He communicated these facts to his solicitors, and the result was that the extra discount which he had been induced to allow had to be refunded to him by the shippers in question. A few instances of this, if brought to the notice of shippers, might assist in checking the system of obtaining under what are really false pretences, articles of various kinds on special terms, to the injury of the manufacturer's trade at home.

IT SETTLES THE QUESTION.

The decision of the Board of General Appraisers and the N. Y. Circuit Court affirming British Columbia red cedar lumber to be free within the meaning of the U. S. tariff, is looked upon by lumbermen as settling the long pending question of whether the U. S. market was open to the competition of British Columbia lumbermen. The sample shipment of lumber on which the test case was settled was beveled cedar siding, and it is, therefore, taken for granted that this description of lumber will be admitted free. There is yet, however, a question that it is manufactured lumber, but the decision of the Board of Appraisers will most probably be overthrown.

THE REPUTATION of our goods is well known. **We guard it carefully and constantly aim to improve,** where possible, our different lines, and to make our prices so low that our business has increased year by year.

Pure Prepared Paints ***Pure Colors,*** *(Dry and in Oil)* ***Glass, Oils,***

Pure White Leads ***Masury's Coach Colors*** ***Turpentine, Varnishes,*** *etc., etc.*

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide St. West **Toronto**

THE TRADE ITINERANT.

ONE day this week, says a writer in Hardware Reporter, I met on the street a young man whom I had not seen for some time. He had started a hardware store in a thriving New York town some four or five years ago, and the last I heard from him he was doing a good business. I asked him if he was in town buying goods, and he said that he was, but not in the hardware line. I was rather surprised at this, and made inquiries as to the reason of his giving up a line in which he had had much experience, and embarking in one of which he knew practically nothing. "Well," he replied, "I did pretty well with my hardware business, kept myself free from debt, and even made a little money during the hard times, but I got restless and concluded that there was more money to be made in other lines of retail merchandising. When I got a good chance to sell out I took advantage of it and closed the deal about three weeks ago, and am here now with a man with whom I am going into partnership in the new venture." Some way he did not speak quite as hopefully as one would expect a man who had taken such a step voluntarily, and although he did not say so distinctly, it was very evident that after he had been around among the wholesale houses, handled the goods, learned the prices and become aware of the vast amount of knowledge concerning the goods which he should have, but lacked, and the fact that the profits were at the least no greater than in his old line, he had begun to doubt whether he had made a wise movement or not. The fact that the man who was to go into business with him had had some experience did not seem to comfort him much, inasmuch as my friend is an active, energetic man who would not be content unless he could plunge into all the details of the business at once and buy and sell goods successfully himself.

I sincerely hope that my young friend has made no mistake, and although I should surely have advised against his making the change had I seen him prior to it, I naturally said everything I could to encourage him. He may succeed, he is an unusually capable fellow and quick to learn, but the step seemed a risky one to me. And yet, there are very many men who are doing this very thing constantly more than a casual observer would be likely to think. Restlessness—mere unreasoning, unwarranted restlessness—can be put down as the reason for many of the business changes in all lines noted in the daily reports issued by the commercial agencies. This is not an extravagant statement, as I know from my personal experience and acquaintance with merchants. Especally among the young men this spirit of restlessness maintains to a large extent and the tendency has only been increased during the past two or three years. Some men becoming discontented with the slowness of sales have come to the conclusion that business was worse in their lines than in others and have made a change, too often with disastrous results.

One could cover a great deal of space presenting reasons why such movements are generally inadvisable, and why they should never be undertaken without full consideration and investigation. Especially does this apply to the present time, when the reinstatement of prosperous times has been almost accomplished and with better prices and ultimately better profits all along the line. In no line of business, perhaps, should a departure to another line be made with more caution than that of the hardware trade. It is a dignified business, requiring all the brains and experience there can be put into it, and owing to the large preponderance of staples independent of seasons less liable to fluctuation than other lines.

NEW YORK VIEW OF THE T. H. AND B.

Officials of the Vanderbilt railroads believe that in a short time the new Toronto, Hamilton and Buffalo Railroad, now partly built and soon to be finished, will prove to be of material benefit to their system, while at the same time it will facilitate the Canadian Pacific's non-competitive business in the lake region of this country. According to the plans agreed upon the Toronto, Hamilton and Buffalo road is to be a double-track line from Toronto to Hamilton, and a single-track from Hamilton to Welland, affording both the Vanderbilt and Canadian Pacific system as direct routes as could be arranged into and out of their special territory, around the end of Lake Ontario, and both in a position for successful competition with the Grand Trunk. The parties to the agreement for completing the road are the New York Central, Michigan Central, Canada Southern and Canadian Pacific. Each agrees to set side a percentage of its earnings from the Toronto, Hamilton and Buffalo for a fund to meet deficiencies on the latter's interests. The four companies are to hold a majority of T., H. & B. stock, which they receive gratis, and are to have a majority of the Board of Directors. The Canadian Pacific will operate the line from Toronto to Hamilton as a part of its system. —New York Journal of Commerce.

GLASS WORKS FOR CHATHAM.

According to a recent despatch John McDougall, of Montreal, addressed the Chatham Board of Trade regarding a proposition to establish glass works in that town. He noticed that the required sand was found in the vicinity, and also materials for the manufacturing of chemicals, which, he believed, would also prove very profitable. In this connection the speaker briefly enumerated the different chemicals it would be possible to mauufacture and the ready market awaiting them.

Mr. McDougall was unable to give the board any estimate of cost, but he saw no reason why window glass could not be manufactured here as cheaply as in Belgium.

Plate glass, he believed, however, would be out of the question, as it required a large quantity of flint and quartz in its manufacture, and the plant for plate glass was very expensive.

He had the privilege of addressing a meeting in Napanee before they embarked on their glass works, which had been a failure, owing to the fact that they had to import the sand from Belgium.

The duty on glass had been recently reduced from 30 per cent. to 20 per cent., but he believed the Dominion Government would meet such an action as that proposed by rearranging the tariff.

Here's a Money Maker

FOR CHRISTMAS TRADE.

"LUXURE"

BREAD KNIFE

Looks Like Silver.

Finely polished wood handle.

An elegant cutter.

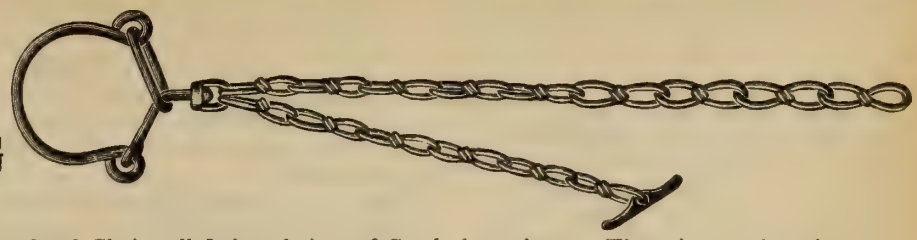


The most beautiful thing of the kind made. Will be bought as Christmas gifts very largely. A stock of these as staple as gold, with 50% added.

OUR PRICES ARE LOW. DROP A CARD.

Clauss Shear Co. - Toronto

Cow Ties



OPEN RING, CLOSED RING and WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Prompt shipment of all sizes from stock.**

Manufactured by — Write for Catalogue.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

FIRE ARMS AND AMMUNITION.

THE shooting season has now fairly commenced, writes A. Akers in Hardwareman, and the ironmonger who has not hitherto given this branch of his business the attention it deserves should do so without further delay. The first care should be to stock and sell goods of a reliable character only. Most of the best makers now list guns at such low figures that it is unnecessary to go further afield and risk the possibility of getting a stock of the "Cheap Jack" class of goods. There is, perhaps, hardly another line of goods in which a good reputation of the maker has so much weight in deciding an intending purchaser. Special prominence should, therefore, be given to this point in all newspapers and other means of advertisement, and by the assistant when endeavoring to effect a sale. Personal recommendation is another powerful factor, and should be obtained in every way possible and politic. A sample of cartridges, or one of the many special kinds of powder, or even of an "extra good value for money" gun might be submitted to the head gamekeeper of an adjacent estate. The opinion of such an authority would have great weight with all with whom he came in contact and who asked his advice. Any phenomenal performances, either in sport or at the butts, should be duly chronicled and advertised if the advertiser's name could be possibly connected with it in any way. For the latter, a cup or some other prize might be presented (either annually or otherwise) to the local or nearest body of Volunteers, of which body the ironmonger or an assistant might with an advantage be a member. With regard to the shop and window display of these goods, it is scarcely necessary to say that this can be made very striking and effective. In addition to the ordinary stock, an attractive addition would be a case of antique weapons, with a card attached to each, giving name and date, etc. Also a stuffed bird or animal of any rare or uncommon species, or anything illustrating an unusual occurrence in the shooting world. For example, a hare or some other animal stuffed, with an announcement that—

> THIS WAS KILLED AT — YDS., WITH No. 8 SHOT, and E.C. (or some other) POWDER.

Results of local contests or national events, such as at Bisley, should be invariably posted up at the earliest moment, and every effort made to create an interest in this sport. Pistols (which term, of course, includes revolvers) have been rather a vexed question lately, but an illustration showing a "Bill Sykes" sort of individual retreating before one of these, might induce some careful householder to invest in one. Accessories and repairs should not be forgotten or kept in the background, as there is a regular demand for these when once the trade has been established, and the sporting public know they can rely on the quality and quantity of the stock kept.

A VERSATILE CLERK.

We wonder how many assistants have so thoroughly improved their time of training for the business of the ironmonger as one of whose varied accomplishments we recently heard on good authority. He had served his time in the hardware trade, pure and simple—or pure and complicated, rather—and had spent three years in the drysaltery trade, going through the whole routine of colors, varnishes, stains, lacquers, etc. He had been engaged in the building trade as draughtsman and stock-keeper, and could prepare working plans. He is a good carpenter and joiner and has made shop counters and show cases. In his own workshop at his home he grinds cutlery and does odd repairs in spare time, and finds it very profitable. Facia writing is another accomplishment, and lettering on glass, and the preparation of signs and tickets for indoor use. These are all admirable acquisitions, adding to a man's value to his employers, and tending certainly to hasten the time when he will be himself at the head of a business. We dare say that many an assistant whose eye may fall on this paragraph will declare that he has no time to master all these side accomplishments, and yet the one to whom we refer would say with truth that he has been as busy as most men and has only gained what skill and knowledge he possesses by making the most of his opportunities, such as they were. How extremely true it is that the busiest men usually have most spare time. They realize the value of such as they have and turn even the minutes to good account.—Hardwareman.

AVOID EXCESSIVE ROUTINE.

Some merchants, remarks Merchants' Review, believe there is nothing like system or routine in business, and it certainly seems impossible to conceive of a big wholesale or retail business being successfully carried on without the aid of system. Yet, carried to excess, system in private business becomes as fatal to all healthy progress as it has often proved itself to be in departments of the government of this country and other countries. Undoubtedly many promising businesses have been gradually throttled and eventually killed by too much red tape.

When system or routine is made to take the place of individual talent, impulse and enterprise, it is a sign that death of the business from excessive red tapism is not far off.

Where routine rigidly governs all the details of a business a military style of promotion becomes the rule, and the dull and incompetent employe stands an equal chance of promotion with his able and intelligent co-worker. The result is that ability and energy are driven to rival houses, trade soon takes the same course, and eventually the death of the business follows.

System is a good servant but a poor master. It never can be substituted for the personal qualities that distinguish the ideal merchant, and however much certain authorities may harp upon its importance, success in business will always depend upon the man rather than the system.

Toronto's new union station will be opened next week.

A HUSTLER FROM CHICAGO.

WE had a call the other day from a man whose card showed that he was representing one of the very large companies in New York ; one owning factories in several states, and doing the largest business in its line in the country, if not in the world, writes W. H. Maher, in N.Y. Hardware. I saw that his headquarters were in Chicago, and something led our talk to the way business was done there, when he announced to me that he had formerly been in trade there in hardware specialties.

"I started in business there in 1889," he said, "with just $20 in my pocket, and I failed in 1893 for $15,000."

He looked at me after telling this as if he were waiting for applause ; but he did not see that he observed that I was interested, so he went on :

"Yes, sir, I had $20 in my pocket when I started for myself. I had been clerking for a firm at $40 per month, but the man who was my friend died and the surviving partner did not like me, so I had to walk. I had just $20. I determined to go into business for myself. I rented part of an office, had some letter-heads, cards and bill-heads struck off, and then I called on the agent of an eastern lock company. I knew him pretty well. I told him that I wanted a nice line of samples, and then he was to imagine that I was the biggest buyer on earth and consequently entitled to the very lowest discount he dared quote. He fixed me out with samples, gave me a big discount, and I started off to interview the retail hardware trade of Chicago.

"You bet, I didn't talk 3-0 padlocks ! Not much ! I showed goods with flat, steel keys, and the best price I quoted anyone was 70 off, but to most of them I sold at 60 or 65 off. I took orders that day for $400 worth of locks. I agreed to deliver all the goods at their stores, and made arrangements with a local express company to do this for me, letting the carrier collect charges at each store. I supposed my customers would deduct these from the bill when they came to settle, but, do you know, not a single one remembered to do this, and I was quite a sum ahead on that.

"I had no trouble in getting samples of other goods, and finally I began to carry some stock. Then I had to get a larger office, and finally moved into a good-sized storeroom. I was selling lots of goods and doing splendidly when, in 1893, one concern got acting mean, a table cutlery concern, and sued me, and then I went under. My debts were $15,000, but that table cutlery factory didn't get one cent, of their claim, and they had to pay their lawyer's bill besides."

I looked at him with increased wonder. I was very much interested in the story. I had forgotten how easy it was for anyone to get goods on credit who happened to have a printed business card.

"What were you able to pay ?" I asked.

"Well, those who had treated me white I paid, but the others didn't get one cent."

"Then you must have made some money out of the deal ! " I said.

"Oh, yes ; I made something. I am a hustler, and I'm bound to make things go. I can make business, and I'd have made a big thing out of that if the Yankee concern had let me alone."

"Why didn't you pay their bill, then they would have let you alone ?"

"I would have paid them if they had kept still, but they sued me and they didn't get a cent, and what's more, they never will. Those that treated me decent, got their pay."

"Do you mean that you paid them in full ? "

"N–o—not exactly ; I paid them 35 per cent. of their accounts ; they treated me well, so I paid that ; but the others got nothing."

He said this as if he was a model of commercial uprightness and generosity, and his face shone with self approbation. He was the most unique specimen of a salesman and ex-merchant that I had ever seen and I hardly knew whether I should be amused or exasperated at his cheek.

But my approval was evidently taken for granted and he continued :

"Yes, sir ; I am a hustler. Not many men can start with $20 and in four years fail for $15,000." And he smiled all over his face. "I'm coming around here regularly and hope next time to do some business with you. Well, good-bye ; I'm pleased to have met you."

He took his departure as smilingly as if he had booked a good order. I turned to a man who had been working near us, and heard the story, asking him what he thought of it. "I don't know what to think of it," he said, "but I guess it is somewhere near true. They can do such things in Chicago, because, as a class, the Chicago merchant has an excellent name. This little Napoleon put on their livery and was given credit on the strength of their reputation. He really thinks he has done something creditable to fail for $15,000 ! I wonder what opinion he would have had of himself if he had succeeded in business ? "

I had no answer to that ready.

TIN IN BRITISH COLUMBIA.

A Vancouver, B C., despatch says : The varieties of mineral wealth found in British Columbia receive constant additions from new finds. Asbestos, mica, and quicksilver have been lately added to the long list of the province's marketable minerals, and now, it seems, another most valuable metal, tin, is likely to add vastly to British Columbia's mineral wealth. Samples of excellent tin ore that will compare favorably in quality with Cornwall's output have lately been obtained on Taxada Island. It is believed that the metal will be there found in large and workable quantities. If so, its nearness to Vancouver Island, Nanaimo, and Comox coal districts should lead to the beginning of a very profitable manufacture of tin products. The tin lodes of Taxada Island will now be further and fully explored in hopes of the complete verification of the value of the find. If that happens, the importance of the discovery can scarcely be overestimated. Forty thousand tons of tin are yearly used on this continent, but only most meagre supplies of theore have been traced in the mineral regions of the United States.

THE UTILITY OF BICYCLES.

Testimony as to the utility of bicycles comes from some unexpected quarters. In his annual report General Greely, chief of the United States Signal Service, speaks of the advantages derived from the use of the bicycle in repairing the telegraph lines. In one case a break on the line was reached two miles from the station in twenty minutes—less time than would have been consumed in obtaining a mount. At another station, Taylor's Ranch, Utah, the bicycle has resulted in a single year in a greater saving to the Government than the cost of the machine. It appears that the question of reeling out and recovering wire and outpost cable by bicycle automatically has been settled, and the signal corps now has a bicycle equipped with an automatic reel for the purpose that works perfectly. The same automatic device is now being fitted to an outpost cable cart, three of which have been ordered, from which are confidently anticipated good results, as in the case of the bicycle. This will give the signal corps an equipment superior to that of any other country for rapidly paying out and taking up a line, the operators being at all times in communication with the base. Each section of the field train will eventually be supplied with bicycles and cable carts fitted with automatic devices.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

ANNEALING WIRE ELECTRICALLY.

THE Lagrange and Hoho system of heating metals by the resistance to conductivity offered by an envelope of hydrogen produced by electrolysis of water has been applied to the annealing of hard drawn wire by H. A. and W. Dresler, of Kreuzthal, in Germany, The apparatus consists of an electrolyzing tank containing a weak solution of salt in water, with a surface covering of petroleum. A plate of lead is placed near the bottom of the tank, and connected with the positive pole forms the cathode, while the hard wire is guided through the tank parallel to the cathode by two insulated rollers immersed at about half the depth of the fluid. As it passes downward it receives the current from the negative pole by a roller contact similar to that of an overhead electric railway, and sets up decomposition in the water with an accumulation of hydrogen around it, so that it immediately becomes red hot through the increased resistance to the current, and is softened without becoming oxidized, as on passing the second roller it is cooled in the upper part of the bath and the protecting cover of petroleum at the top. This arrangement is suitable when the wire is passed through the apparatus at a low rate of speed; but if the motion is rapid the wire may come out of the water sufficiently hot to fire the petroleum cover. In this case it is better to bring the wire out vertically through a tube filled with the oil, so that a much greater depth of the latter can be used than is possible when it covers the oven bath. Wire that is covered with scale, as, for instance, that made by rolling, is rendered bright when annealed in this way, the result being due not to the reducing action of the hydrogen envelope, but to the difference in the rate of expansion between the metal and scale when strongly heated, which causes the latter to break off and fall to the bottom of the tank. For this purpose it is better to place the cathode along one side of the tank, in order to keep it free of the accumulation of scale on the bottom. The tension of current required is about 200 volts. By the adoption of this method the operations of pickling and washing required when furnace annealing is used are avoided.

WEDDED AT MONTREAL.

The Crescent Street Presbyterian church, of Montreal, presented a very animated scene on Tuesday evening last, the 29th ult., the occasion being the wedding of Miss J. Smith Munro, daughter of Robert Munro, Esq., managing director of the Canada Paint Co., Ltd., of that city and Toronto, to the Rev. John Robert Dobson, minister of St. Giles' Presbyterian church, Cote St. Louis, Montreal.

On account of the prominence of the contracting parties in church and social circles the handsome edifice, whose beauty was enhanced by a lavish display of palms and chrysanthemums, was filled to the doors. Rev. Dr. Mackay, pastor of Crescent Street church, officiated, and the groom was attended by the Rev. Mr. Reid and the bride by Miss Mackay. The bride was beautifully attired in a cream silk bengaline, which was imported especially from the old country, and which became her wonderfully. A large number of prominent families in Montreal, Toronto and elsewhere were ushered to their seats by Dr. Berwick, Messrs. Horsfall, Pigeon and R. A. Webster.

There were also present the following Presbyterian ministers in addition to those already mentioned : Rev. Dr. Barclay, Rev. Prof. Ross and Rev. Mr. Fleck.

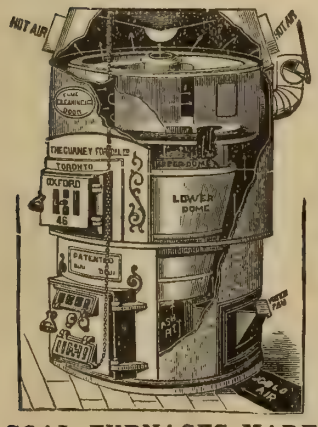
After the "knot" was tied a reception was held at Mr. Munro's residence "Penlee," Crescent street, where the presents, which were numerous and handsome, were admired by a very large number. Mr. and Mrs. Dobson left, amidst the cheers and good wishes of the assembled guests, on a late train of the Grand Trunk Railway for the west, and upon their return will take up their residence in the Manse in connection with St. Giles' church. HARDWARE AND METAL offers sincere congratulations to the young couple, and wishes them much sunshine and every happiness.

OXFORD FURNACES

WARM AIR OR COMBINATION WARM AIR AND HOT WATER

TRIED AND TESTED. NEVER HAS ONE FAILED.

FOR COAL. **ARE THE MOST MODERN FURNACES IN THE MARKET.** FOR WOOD.

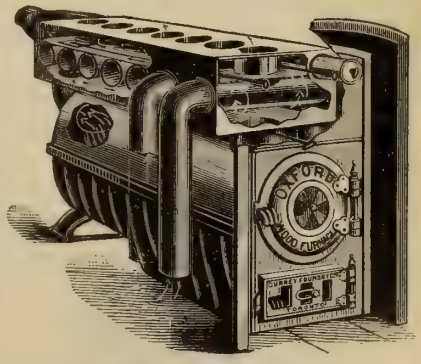


Coal Furnaces

Have Heavy Sectional Fire Pot. Extra Heavy Base and Ash Pit. Rotating Bar Dumping and Anti-Clinker Grate. Removable Grate Frame. Large Combustion Chamber. Heavy Steel Plate Radiator with Cast-Iron Top and Bottom.

Wood Furnaces

Have Ash Pit Section of Extra Heavy Corrugated Iron. Heavy Grate especially adapted for Wood Burning. Double Steel Radiator (of original construction) and Steel Fire Box Dome, which heat quicker than Cast Iron.



Cyclone Steel Radiator.

GAS AND DUST TIGHT.

COAL FURNACES MADE IN 6 SIZES.

WOOD FURNACES IN 3 SIZES.

WARRANTED THE BEST IN CANADA

SEND FOR CATALOGUE AND TESTIMONIAL BOOK.

MANUFACTURED BY

THE GURNEY FOUNDRY CO. LTD., TORONTO ONT. THE GURNEY-MASSEY CO. LTD., MONTREAL QUE.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Nov. 1, 1895.

HARDWARE.

THE advance in freights which goes into effect this week on the railways has led to an active movement of goods from jobbers' hands. Dealers in the country who have had orders placed require their immediate shipment, and as a result general hardware of all kinds in line with other heavy material has been active. Cut nails, wire, rope, horse nails, horseshoes, ware, tinware, cutlery, plumbing supplies, in fact, all lines of hardware, have been affected by the above influence. No change in values is to note, but it is understood that the cut nail and wire nail men are holding another conference in Toronto this week, and that the expected changes which did not result at the Montreal meeting may be decided upon this week.

BARBED WIRE—A moderate trade to note. We quote: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f. o. b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—Business is quiet as regards new orders, but goods are being moved forward this week on account of old orders to a considerable extent. Discounts are: 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

ROPE—There has been a fair movement in rope for prompt shipment. We quote as follows: Sisal, 6¾c. at the factory, and 7 to 7¼c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 9c. at the factory, and 9¼ to 9¾c. in a jobbing way.

CUT NAILS—There has been a good jobbing trade passing in cut nails. Makers are holding a meeting in Toronto this week, and some changes may result. We quote: $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There has been a good jobbing enquiry for wire nails during the week. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There is a good trade doing at the old discounts—55 off.

HORSESHOES—A good enquiry is noted for horseshoes, which have been moving quite freely. We quote: Iron, $3.50; steel, $4.75 to $5.75, as to brand.

TACKS—There is no change in tacks to report. We quote discounts: B.B.B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

SCREWS—A fair demand is noted for screws. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

CHAIN—The strong cables on chain are repeated this week, and negotiations are going on for some large contracts.

WARE—A fair trade is doing in all kinds of household ware.

TINWARE—There is a good demand for tinware and stove furnishings of all kinds.

PLUMBERS' SUPPLIES—A fairly good trade is passing at unchanged prices.

SPORTING GOODS—Guns and ammunition have been moving out very freely this week.

CUTLERY—There are quite a few good orders for cutlery noted this week.

SKATES—A good demand is noted for skates, which are moving out quite freely.

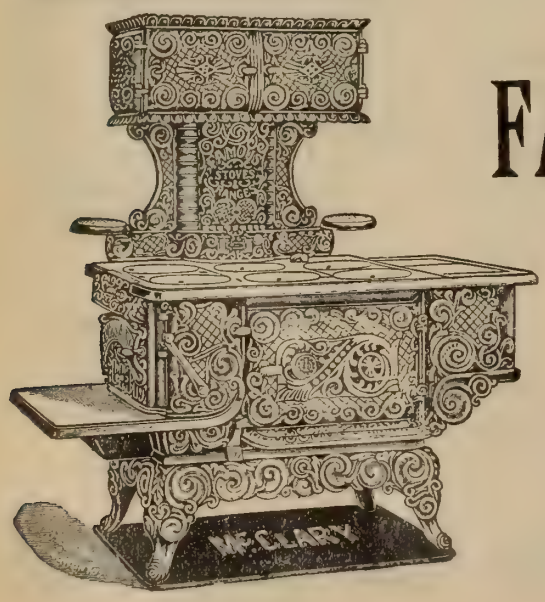
SLEIGH BELLS—Continue much as they were.

SHOVELS—There is a fair enquiry for these, as for other drainnig tools. Prices are firm.

SHOT—Demand for shot with other ammunition is brisk.

CEMENT—The firm feeling noted last week is fully maintained. We quote: English, $1.95 to $2.10, and Belgian, $1.80 to $1.95.

FIREBRICKS—Quiet and firm at $15 to $21 per 1,000 as to brand.



We have new stoves and changes on old ones.
Watch this space each week.

FAMOUS ACTIVE RANGE

For Coal, Coke or Wood

The handsomest and best working cooking apparatus made in Canada.

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

METALS.

There has been a good deal of activity this week in pushing forward shipments of goods previous to the advance in freights. Values on all lines are firm, and cables also speak the same way of pig iron, tin plate, black sheets, ingot tin and metals generally.

PIG IRON—This market has ruled moderately active, and prices are unchanged. Cables quote leading brands of Scotch iron firm at 53s. 6d. Glasgow, and values are held equally firm at the furnaces in Nova Scotia. We quote: Summerlee and equal brands, $20 to $20.50, and Ferrona $17.50 to $17.75.

SCRAP IRON—The feeling in scrap iron is firm, and we hear of sales at $15.50 for No. 1.

BAR IRON—There is no change in bar iron. Some small shipments of English bars were landed this week for western firms. Values on domestic are held steady at $1.60 to $1.65.

PIG LEAD—Cables are firm at £11 10s. on Spanish and £11 15s. on English, while sheet lead is quoted at £12 5s. Liverpool. Spot prices are held firm at $3.25.

LEAD PIPE—Nothing special to report.

GALVANIZED IRON—The tone is very firm on galvanized iron. Sales agents are quoting on leading brands £14 15s. 24 guage, £15 15s. 26 gauge, and £16 15s. 28 gauge at port of shipment. Values here are firmly maintained at $4.35 for No. 28 gauge.

INGOT TIN—There is no change in this line. Business for importation is noted on the basis of £69 10s., which is the level quoted last week, and spot prices are firmly held at 17 to 18c.

INGOT COPPER—Firm and unchanged at 12c.

SHEET COPPER—There is a moderate business doing in sheathing copper at 15 to 20c.

IRON PIPE—No change to report.

SHEET ZINC—There is no change in this line, which we quote at 4½ to 5c.

SHEET IRON—The firm feeling noted continues, and prices advanced again 25c., the inside figure now being $2.50, and we quote $2.50 to $3, as to grade.

BOILER PLATES—Values are firm, with a stronger tendency, ¼ inch advancing 10c. this week to $2, while 3-16 is firm at $2.25.

CANADA PLATES—With strong cable advices and light stocks values are firmly maintained on Canada plates at $2.25 to $2 30.

TIN PLATE—Some good contracts for importation have been carried through with Lower Province firms at steady rates. Business from stock here is moderate, but prices are firmly held at $2.75 to $3 for coke, and $3.35 to $3 75 for charcoal. Cables quoted cokes at 10s. 9d. f.o.b. Wales.

TERNE PLATES—There is no change in ternes, which we quote at $5.75 to $6.25.

HOOPS AND BANDS—Hoop and band iron is quiet and steady at $2.20.

SPELTER—Featureless at $4.25 to $4.75.

ANTIMONY—Antimony is quiet but firmly held at 10c.

PAINTS AND OILS.

There has been more activity in this line in the shape of of getting forward goods before railway freights advance. With one exception prices are steady.

LEADS—There has been a fair degree of activity in getting forward orders this week. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—Moderately active and steady at 90c. to $1.

LINSEED OIL—Values have shown a decline since last writing, but are now steady at 56c. for raw, and 59c. for boiled. This is a decline of 2c., prices being less 3 per cent. 30 days.

TURPENTINE—Primary advices are firmer on turpentine, but spot business was still doing this week at 43c.

RESINS—No change in these to report. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The firm feeling in glass developed this week into another advance in sympathy with strength abroad. We now quote first break $1.25, and second $1.35.

CHEMICALS, ETC.

The chemical market is quiet and unchanged. We quote: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

Demand is good, and prices are steady. We quote: Canadian refined, 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

The hide market is easy; prices from first hands are 2c. lower than they were eight days ago. Dealers are now paying 6c. for No. 1, 5c. for No. 2, and 4c. for No. 3. Prices from second hands are nominal at this writing. Lambskins are steady at 50 to 55c.

WOOL.

The wool market is steady. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

Quiet and unchanged at 5½ to 6c.

ASHES.

The ashes market is weaker in feeling, under increased receipts. We now quote firsts $4 to $4.10; seconds, $3.75 to $3.80; and pearls, $4.70.

MONTREAL NOTES.

Watterson & Auldjo have put through some good import contracts for tin plate on Maritime Province account this week.

The price of glass has been again advanced 5c. all round this week, and is firm at the rise.

Jno. Thorpe, manager for Pilkington & Co., is away from town on a business trip. He returns on Saturday morning.

The Sherwin-Williams Co. offices at the corner of St. Antoine and Genevieve streets, are now opened for business. Messrs Cottingham intend to sell goods to only one man in each town.

B. & S. H. Thompson received last week ex European from Antwerp 1,000 ingots of tin.

Dorken Bros. landed some shipments of their specialties ex European from Antwerp.

W. H. Cottingham & Co. turned into stock last week a shipment of paint ex Sardinian from Glasgow.

Pilkington & Co. turned into stock last week a shipment of window glass received on Wednesday.

Crathern & Caverhill landed a shipment of tin plate on Thursday last from Glasgow ex Sardinian.

The Canada Paint Co. landed a shipment of 240 packages chemicals ex Sardinian from Glasgow.

The Rosarian landed from London 400 casks of cement for W. & F. P. Currie and 1,000 casks for B. & S. H. Thompson.

Thos. Robertson & Co. landed shipments of bar iron and steel plate via Pomeranian from Glasgow.

The firm of Naud & Valiquette have changed their title to that of St. Lawrence Machinery Supply Association, and admitted Mr. George Hunt to partnership in their business of machinery supplies on Craig street.

The Pomeranian brought out from Glasgow 2,366 puddled bars for the Montreal Rolling Mills, and also a shipment of wrought iron tubes for Drummond, McCall & Co.

ONTARIO MARKETS.

TORONTO, Nov. 1, 1895.

HARDWARE.

TRADE, while perhaps not so good as last week, is still fairly brisk, the shipping rooms of the different warehouses being the scene of much activity. One feature of the trade during the past week or ten days has been the receipt of letter orders, induced no doubt by the desire to escape the higher freight rates. Another feature is the receipt of some good orders from British Columbia. In wire an increased demand is to be noted for coppered. Rope shows slight signs of an improvement. Wire nails show an improvement again, and the dulness in cut nails does not seem to be as pronounced as it was. Some good orders for tinware have been received during the week. Cow ties are active. Skates are going out more freely, and in wringers there is a decided improvement. Trade in sporting goods continues active, and the same may be said with regard to sleigh bells, lanterns, rope halters and other seasonable lines.

WIRE—The demand is chiefly divided between hay-baling wire and ordinary bright wire for manufacturing purposes. An increased demand is to be noted for coppered spring wire for water work. Discount, 20 per cent off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—There is virtually nothing doing. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—Is still quiet, although orders have been a little more numerous this week. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Quite a few orders have been received during the week, but they are, on the average, small, a carload lot being a rare thing. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Demand shows some increase again, although there are not many orders that exceed ten kegs. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS — Trade remains much about the same as a week ago, namely fairly satisfactory. Discount is 55 per cent. off the list.

HORSESHOES—Trade continues good at unchanged prices. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL, 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Trade continues to be on the quiet side. Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto, tinned, 57½ per cent.; B.B.B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

TINWARE—Trade is keeping up well, some large orders having been received during the week. Nickel-plated kettles particularly are in good demand. Trade continues fairly good in fall specialties, stove boards and coal hods going out more freely than they have been.

ELBOWS—Demand continues fair and is almost equally divided between the one and four pieces. We quote: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

SPORTING GOODS—Trade continues very active in rifles, with No. 3,855, model 1894, still the favorite. Orders for metallic cartridges and loaded shells have been numerous and the quantities wanted large. Game traps are still going out well.

CUTLERY—There is a fair trade doing, but it is of a sorting-up character and not as large as a few weeks ago.

LAMP GOODS—Trade, while better than for the same time a year ago, has fallen off somewhat, owing to the advanced character of the season.

COW TIES—These are going out quite freely, both in the English and Canadian makes. If anything, however, the chief demand is for the home-made article.

SKATES—Shipments are now being made freely, covering orders booked some time ago. This applies to both the German and Genuine Acme.

SCREWS—Trade is fair, but without any marked feature. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

PLUMBERS' SUPPLIES—Country trade remains active. Quite a number of baths are being called for, particularly the steel-clad. Brass goods are also going out freely.

LEATHER BELTING—Trade continues quiet at former prices. Discounts: Extra, 45 per cent.; standard, 45 and No. 1, 55 per cent.

CLOTHES WRINGERS—There is a decided change for the better. Prices are unchanged at $26.50 to $27.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

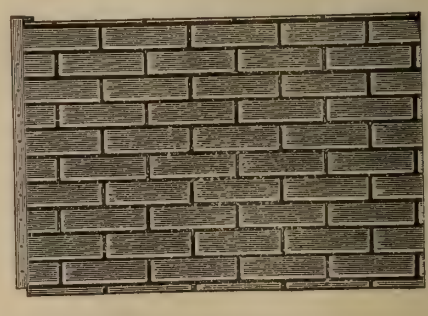
TOOLS—Grain and vegetable scoops are being called for, and an occasional order is being received for manure forks. Discount 50 and 10 and 60 per cent.

METALS.

There is a firmer feeling in pig iron. Bar iron is in little better demand. Stocks of galvanized iron are low, while in Canada plate they are now complete. In iron pipe an increasing demand is to be noted for the larger sizes. An advance of 25c. is announced in American range boilers.

PIG IRON—Market is firmer if anything, but not much business is transpiring. The idea for No. 1 Nova Scotia foundry is $18 for round lots and $18.50 for smaller quantities, and for No. 2 foundry $17.50 to $18.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

No. 2 American foundry is quoted at $19.50 to $20. It is difficult to get delivery of American pig, both on account of scarcity of cars and shortage at the furnaces.

BAR IRON—Trade shows some improvement again, although it is but slight. Orders, however, are larger. Prices remain firm. Base price is still $1.70 to $1.75 Toronto for ordinary lots.

SHEET STEEL—Trade in the better qualities continues good, but in the No. 2 it is not so brisk as it was. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Some good orders have been received during the week, and prices have advanced 5c. per 100 lbs. on all the gauges. We quote: Up to 17 gauge $2.45 to $2.55 per 100 lbs.; 20 gauge, $2.20 to $2.25; 22 to 24 gauge, $2.30 to $2.35; 26 gauge, $2.40 to $2.45; 28 gauge, $2.55 to $2.65.

TINNED IRON—There is not much doing in the way of shipments from stock, but orders are being freely booked for spring delivery at last week's advance. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—While quite a few orders have been received during the week, they have only been for small quantities. A number of enquiries for carload lots have, however, been received during the week, but so far they do not appear to have resulted in any business. We quote ton lots as before at $3.25 to $3.35.

LEAD PIPE—Trade is quiet, orders only being for small quantities.

GALVANIZED IRON—Stocks are exceedingly low, especially in the lighter gauges, placing jobbers in the position of not being able to supply the demand. Prices are firm at $4 35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Quantities have not been very large, although a fair business has been done during the week. Ruling prices are still 16¾ to 17c.

INGOT COPPER—Is still moving very slowly at 12¼ to 12½c.

SHEATHING COPPER—The chief business transpiring is still of an import character. Base price, 14½ to 15½c. for 16 oz; inside figure for case lots.

IRON PIPE—Stocks are somewhat low, while the demand continues to be good. An increased demand is reported for the larger sizes, and it is in them that stocks are particularly low. We quote: Canadian, ¼ to ⅜ inch, 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2-inch, 70 per cent. American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—Jobbers were on Wednesday notified of a further advance of 25c. in American boilers. The reason given by the manufacturers for the change is the increased price of iron plate and zinc spelter. The Canadian makers are turning out boilers faster than they were a week or so ago, thus placing jobbers in a better position to supply the demand. We quote: Domestic Galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATES—Stocks are now complete with the exception of 20 x 28, in which it appears there is not a box to be had in Toronto, although a number of enquiries have been received. The chief business transpiring is about equally divided between 52, 60 and 75 sheet boxes. Prices are firm. We still quote $2.35 for half-polished, and other kinds are in proportion.

TIN PLATES—Trade continues quiet at unchanged prices. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—The demand is increasing, and some very fair orders have been booked during the week, both for pipe and fittings. The discount is uniform at 60 per cent.

SHEET BRASS—Much as before at 20 to 30c.

TERNE PLATES—Continue dull at $6 for the best brands.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—The demand continues active. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Continues in fair demand. We quote: Cask lots, 4¾c.; smaller lots, 5c

ANTIMONY—The little improvement in the demand noted last week appears to have been maintained. We quote 10 to 12½c., according to quantity.

GLASS.

There is still a great demand, especially for storm sash. The supplies of Double Diamond are still short, and orders for large sizes are therefore not yet easily filled. Stocks of Star, however, seem very well assorted. Fancy glass is in fair and plate in good demand. Prices are unchanged.

PAINTS AND OILS.

WHITE LEAD—There is not very much doing, but the price is still firm at 4¾ to 5c.

PUTTY—In good demand, and moving freely at $1 85.

PREPARED PAINTS—Not much doing at $1 for pure.

TURPENTINE—Slow at 39 to 40c.

LINSEED OIL—Quiet at figures ranging from 53 to 55c. for raw, and 55 to 58c. for boiled.

CASTOR OIL—Slow at 6½c.

OLD MATERIAL.

Trade continues good, scrap iron being particularly scarce and in good demand. We quote as follows: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Have dropped ½c. and will likely decline further. Dealers are paying 6½, 5½ and 4½c. respectively for Nos. 1, 2 and 3 green, and asking 8c. for cured.

SHEEPSKINS—Lambskins and shearlings remain at 70c.

WOOL—Trade continues quiet. We quote: Fleece combing, from 23½ to 25½c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

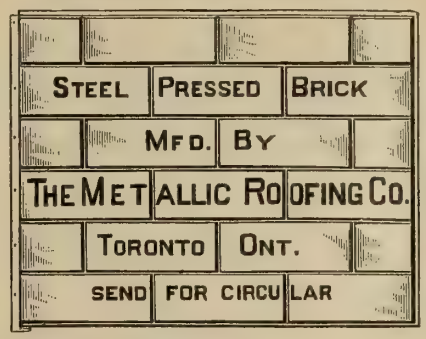
Trade is good, and we still quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

American range boilers are 25c. dearer.

The Detroit Manufacturers' Club is in correspondence with the Massey-Harris

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

Co. with a view of influencing them to locate a branch of their plant in that city.

The price of sheet steel has been advanced 5c. in all gauges.

M. & L. Samuel, Benjamin & Co. report the receipt of some good orders this week from British Columbia.

Mr. Lamplough, of Lamplough & McNaughton, Montreal, was in Toronto this week looking up business.

Covert's Saddlery Works, of Farmer, N.Y., have opened a warehouse in Philadelphia at No. 140 North Third street. Allen & Miller are the agents.

"Our sales of guns and ammunition have been very large this season," remarked a representative of H. S. Howland, Sons & Co. "Game must be plentiful throughout the country."

H. S. Howland, Sons & Co. have just passed into stock a large shipment of Schultze hard grain smokeless powder in ½ and 1-lb. tins, and back orders will now be promptly filled. They have also a shipment of "Dead Shot" powder on the way.

UNITED STATES MARKETS.

NEW YORK, Nov. 1, 1895.

PIG TIN—Two steamers at hand the past few days brought a total of 610 tons of tin and facilitated intended deliveries on November contracts considerably. The market was not, however, unfavorably influenced, although remarkably quiet. If anything, prices were a trifle firmer, on the basis of 14.60c. net cash for prompt and near-future delivery, Exchange terms, and about 14.70c. f. o. b. for ordinary jobbing quantities. Out-of-town business was slow and the demand mostly of indifferent type.

COPPER—Deliveries continue to be quite free, not only supply consumers' needs, but bring more or less surplus upon the market. To all accounts this stock is not heavy, in the ordinary understanding of the term, yet large enough, in the present condition of trade, to have a somewhat depressing effect upon prices. Lake Superior ingot could have been purchased easily at 11⅞c., and, in remote instances, at 11¾c. In speculative quarters there were offers to sell at as low as 11.70c. for January delivery. Casting stock remains at about 11 to 11¼c., according to brand, and 11⅜ to 11⅝c. is the range on electrolytic.

PIG LEAD—Additional sales were made at 3.30c. for common domestic, early delivery, and there was quite a free offering at 3.32½c. for prompt and near-future shipments, while 3.35c. was common price for small on the spot. In the general situation there is really nothing new. The reported moderate stocks in Europe, while stimulating purchases there in some degree, have not sufficient force to turn values in this market, since large consumers are still very indifferent buyers. The London cable to the Exchange quoted £11 8s. 9d. for soft Spanish.

SPELTER—Dealings here are still on a very moderate scale and the demand is exceedingly quiet, with larger quantities than single carloads seldom asked for. Prices are weak and unsettled, with the basis of 3.95 to 4c. for common western quite generally quoted. London cable to the Exchange was £15 3s. 9d. for good merchant brands.

ANTIMONY—The demand is slow and prices are easy at about 7⅞ to 8c. for Cookson's; 7c. for Hallett's, and 6⅞c. for Japanese.

TIN PLATE—There was no improvement whatever in the demand for foreign plate, and orders for American makes were somewhat below the late average. Prices, while still somewhat uneven, are showing no radical change.

IRON AND STEEL—A rather quiet condition of affairs exists in all branches of the market, as far at least as new business is concerned, and prices are practically the same as they have been for some time past.

MR. FRED. HOWLAND'S DEATH.

A prominent young man in the wholesale hardware business circles of Toronto, Frederick N. Howland, died at his father's residence last Friday morning. His death was very sudden and unexpected. He was very much esteemed by all the customers and friends of the firm of H S. Howland, Sons & Co. No one could be more attentive to buyers coming into the warehouse than the deceased was; no one could be more anxious to see a stock well kept and a clean and tidy store; no one was more anxious to see orders filled promptly and correctly than he. He was an energetic man, and accomplished a very great amount of hard work. Always on hand early in the morning, he infused into the whole staff his energy and push; above all, he was well liked by everyone who came into contact with him. To his father, sisters, brothers, and other relatives, HARDWARE AND METAL extends its warmest sympathy in this their sad bereavement, and the many hardwaremen throughout the country will join with us in so doing.



FREDERICK N. HOWLAND.

DEFINITION OF A COACH SCREW.

The following clever paragraphs are from The Hamilton Herald, and they were inspired by an article which appeared in HARDWARE AND METAL of last week, under the heading, "Coach Screw is a Bolt":

HARDWARE AND METAL is complaining because the Customs Department has decided that a coach screw is a bolt. If a coach screw is a bolt, every screw is a bolt. Webster defines a bolt as "a metallic pin with a nut formed on one end, and a movable piece (the nut) screwed upon a thread cut upon the other end." The man who fancies that Webster knew as much about the meaning of words as the Customs Department of Canada is probably insane.

We suppose the next thing the Customs Department will be deciding that a corkscrew is a bottle of whisky.

That distinguished lexicographer, N. Clarke Wallace, is understood to be sitting up nights compiling a brand new dictionary.

The Spectator says that Webster may have been mistaken in his definition of the word bolt. All right. Let us say that he was. And now will The Spectator be good enough to explain why, if a coach screw is a bolt, every other screw manufactured is not a bolt? And will it also explain why these "bolts" should be called screws by "experts in the various trades, professions, sports and what not," to whom the Government applies for information concerning the meaning of technical words? What we want to get at is The Spectator's explanation of the odd fact that the Government calls one screw a screw and another screw a bolt.

A NEW COMPANY.

George Hunt, who is well known to electricians and engineers all over the Dominion and the United States, has been elected the president of the St. Lawrence Machinery Supply Co. E. F. Valiquet has been appointed superintendent of construction, and J. E. Naud (who, for years past, has been with R. H. Buchanan & Co.), secretary-treasurer. This company has already been appointed the selling and construction agents for the M. T. Davidson Co., steam pump manufacturers of Brooklyn, New York; the Cancos Manufacturing Co. of Philadelphia, and also a number of other prominent machinery firms. They also intend to make a specialty of supplying engine, cylinder and dynamo oils and boiler compound.

CRESCENT ENAMELLED WARE IS UNEXCELLED

THE COLOR HAS STOOD THE TEST

LABORATORY OF INLAND REVENUE.

Office of OFFICIAL ANALYST. MONTREAL, October 2nd, 1895.

I hereby certify that I have analyzed and tested a sample of Enamel removed with great difficulty (owing to its great adherence) from a frying pan, submitted by the THOMAS DAVIDSON MFG. CO., LIMITED, and manufactured by them.

It contains **no ingredients** (likely to be removed during the ordinary process of cooking) **injurious to health,** and is **free from all poisonous mineral.**

I can therefore **recommend it as a sound and wholesome culinary utensil,** upon which Fruit Acids, in preserves, and Oily Acids, in cream and butter, will have no solvent or injurious effect.

Signed, JOHN BAKER EDWARDS, Ph.D., D.C.L.,
Prof. of Chemistry and Official Analyst, MONTREAL.

McGILL UNIVERSITY, Faculty of Medicine.

CHEMICAL LABORATORY, MONTREAL, Oct. 14th, 1895.

THE THOS. DAVIDSON MFG. CO,. MONTREAL:

DEAR SIRS,—I have examined the two samples of Crescent Steel Enamel Ware, submitted Sept. 24th. I find the enamel is not acted upon by organic acids or by dilute alkalies, either when exposed for days at low temperature or even when heated for several hours in contact with these substances.

The enamel itself is of such a nature chemically, that it cannot give up anything at all injurious to food materials cooked in contact with it.

I remain, sincerely yours,

(Signed) R. F. RUTTON, Prof. Prac. Chemistry.

IT IS . . . INSOLUBLE

IT WILL NOT CHIP

The Thos. Davidson Mfg. Co., - - Montreal, Que.

TOOL STEEL MANUFACTURE.

PROFESSOR A. LEDEBUR, of Frieberg, has contributed to Stahl und Eisen an article on the manufacture of tool steel in Styria and lower Austria. The principal seat of crucible steel manufacture in the Austrian Alpine region is at Kapfenberg, about three miles from Bruck in Styria, where several falls of water, together equal to about 530 horse power, are obtained from the tributary streams of the Murz Valley, a nearly equal power in addition being utilized at several tributary works in the neighborhood. The basis of the manufacture is the charcoal pig iron of Eisenerz and Vordernberg, smelted from the spathic ores of the Styrian Erzberg, which vary in composition between the following limits:

	Per cent.	Per cent.
Carbon	3.50	4.20
Silicon	0.11	0.24
Manganese	0.80	2.40
Phosphorus	0.03	0.07
Sulphur	....	0.02
Copper	....	0.005

This is converted into crude steels both by the open fire finery and the puddling furnace. In the former the old Styrian crude steel process is followed exactly in the same manner as described by Tunner, the bloom obtained being reheated in the same fire during the melting down of the pig iron forming the next heat, and drawn under a tilt hammer into bars about 1 inch square, which are chilled in water and broken. The loss on the weight of the pig iron treated is from 12 to 14 per cent., and the consumption of charcoal, including waste by crushing, 1.6 to 1.7 hl. per 100 kg. of steel (about 600 cubic feet per ton). The puddled steel made from the same pig iron is converted into bars by rolling, which are hardened and broken for sorting in the same way as those from the open fire. Although the proportion of phosphorus is very similar in the steel obtained by either method, 0.010 per cent. to 0.019 per cent. in the open fire, and 0.018 per cent. to 0.022 per cent. in the puddling furnace, the former gives a product of a decidedly higher class when melted, and is therefore used alone for the highest qualities of tool steel, while from inferior marks it is mixed with the puddled metal. As the result of a long-continued series of experiments, the addition of mild steel, Bessemer or open hearth, to the crucible charges has been abandoned. Sometimes blister steel, converted from wrought iron made in the open fire, is added, but, curiously enough, this is found to contain more phosphorus than the crude steel made from the same material.

The crucibles used for melting the steel are made of Styrian graphite, containing carbon 77.95 per cent., silica 13.04 per cent., alumina 6.12 per cent., ferric oxide 0.44 per cent., potash 0.43 per cent., water 1.95 per cent., mixed with clay in different proportions. For mild tempers with 0.3 per cent. to 0.4 per cent. of carbon, sufficient graphite is added to give crucibles with 25 per cent. of carbon, while for the harder qualities it is increased to about 45 per cent. The molding is done in power presses. After a slight superficial drying the crucibles are removed to the drying room, a group of three chambers filled with racks of shelves, with a total surface of about 12,000 square feet, where they are slowly dried in a current of warm air from a cast iron gill pipe stove heated by a fire of lignite. The hot air enters the room at about mid height, and the moisture-laden atmosphere is removed by an exhauster through a passage below the floor on the side opposite the fire place. When required for use the stove-dried crucibles filled with the charges to be melted are very gradually brought up to a bright red heat in a furnace somewhat similar to a gas melting hole or a soaking pit with accessory firing.

They are then transferred to the melting furnaces, which are of reverberatory form, with Siemens gas firing; gas from the producer placed below the floor level and air coming from opposite directions, right and left, meet in the combustion chamber at one end of the furnace, and the flame follows the longitudinal axis of the melting hole, which has a capacity of 18 or 20 pots. Each furnace has its own gas producer and chimney, the latter being about 18 inches square

LARGE CONSIGNMENT OF . . . **NITRO POWDER** Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

and 68 feet high. The fuel used is lignite slack of a very inferior quality, having a calorific power of 4898 and an evaporative factor of 7.77, or only about half that of good coal. Two and a quarter tons are required to melt 1 ton of steel, which includes that necessary for the preliminary heating. The crucibles, holding 66 pounds, are only used for one heat, being thrown aside after pouring to be broken up and ground for remanufacture. The ingots are cast in molds with fire clay necks, which are varied in size with the hardness of the metal, so as to be able to get as great a length of the ingot sound as possible.

A curious fact has been observed, that the ingots contain somewhat less phosphorus—0.008 per cent. to 0.013 per cent.—than the crude steel of the charge, a result that the author considers may be due to the separation of a small quantity of forge slag entangled in the metal and which is removed in the melting. The ingots are reheated in gas fire reverberatory furnaces and tilted down to bars by water or steam power hammers in the ordinary way, a portion of the production, together with Bessemer ingots from Carinthia, being, however, worked up at the rolling mills belonging to the same proprietors near Waidohfen in lower Austria. The reheating of ingots and large blooms is done in a Siemens furnace with lignite gas, which deposits a considerable quantity of tar in the cooling siphon of the producer. This tar is utilized as fuel in the reheating furnace for the smaller sizes, which has an ordinary grate fire, with a channel about 7 inches square along the face of the fire bridge, which is kept full of tar by a supply pipe from a cistern above. The flame from the fire carries the tar over as vapor, which is burnt in the hearth of the furnace. A second tar pit of the same kind is placed at the flue end to improve the heating power of the spent flame which is used for raising steam before passing into the stack. This furnace has been so successful that another has since been erected.

In the classification of the bars made from Bessemer ingots a method is adopted which is described as follows: The steel to be tested is forged to a flat (12 by 4 mm.) bar 400 mm. long, with one end drawn taper to a wedge about 70 mm. long. The wedge end is placed in a charcoal fire and brought to a bright red heat and then hardened by immersion in water at about 20 degrees, where it is kept stationary until cold. The hardened part is then tested with a file, which will not touch the surface of a very high carbon steel, but with intermediate qualities it will just cut the base of the wedge, while the mildest kind can be filed nearly up to the point.

THE VICTORIAN TARIFF.

The Department of Trade and Commerce has received copies of the new tariff which has just been adopted by the Victorian Legislature. It shows a general all-round reduction, although in many instances the changes are not to go into effect for a year or two. The following is a comparative statement of the tariff reductions in the duty upon articles in which Canada is likely to do an export trade.

Candles, 1½d. per pound, formerly 2d. per pound; earthenware, 15 per cent., formerly 8d.; fur and felt hats, 2s. 6d., formerly 25 per cent.; whisky, 8s. per gallon, formerly 15s.; woolen goods, 30 per cent., formerly 40 per cent.; woolen blankets, 25 per cent., formerly 35 per cent.; furniture, 30 per cent, formerly 40 per cent.; portable engines, 15 per cent., formerly 25 per cent.

The departmental returns for 1893 show that Victoria imported 21 of these engines under the old rate of duty, the total value being £3,684. Hosiery is now 25 per cent., formerly 35 per cent.; leatherware, 30 per cent., formerly 45 per cent.

TRADE WITH CHILI.

The Department of Trade and Commerce has received through the usual channel a communication from the Home Government stating that Chili has given notice of its desire to withdraw from the treaty of commerce made with Great Britain and her colonies in 1854. The abrogation of the treaty will take effect one year from date of notice, September 3rd, 1896. The clause which affects Canada is what is known as the most favored nation clause. So far as this country is concerned, says The Toronto Mail and Empire, it has been anxious to be freed as far as possible from all such preferential arrangements. Our exports to Chili last year aggregated in value $82,392, which consisted almost entirely of the products of the forest. So that our trade with the South American power is by no means considerable. The treaty of peace and friendship which forms part of this convention has not been renounced. A short time ago Uraguay served a similar notice upon us through the Imperial authorities.

PLUMBING GOODS A SPECIALTY.

The Ontario Lead and Barb Wire Co., of Toronto, is branching out in plumbers' supplies. They are making a specialty of these, and are fitting up a portion of their building for the purpose. They will include earthenware and brass goods in their stock.

EXCITING MINING NEWS.

A press despatch, under date of Vancouver, B.C., Oct. 23, says:

There is great excitement in Vancouver to-day over reports from South Kootenay, B.C., where it is said by conservative men that there have been twenty-five mines discovered which will be worth about a million each yearly to their owners. They are mostly owned by Americans. Excitement was increased to-day by the announcement that silver was going up, and the immense silver deposits of West Kootenay, running $100 to the ton on an average, would come into the market. On top of this came news of satisfactory clean-ups of the Cariboo country hydraulic mines, and to cap the climax word reached the city to-day from Elburn, B.C., a few miles from Vancouver, that while John McLeod was boring for water in front of the Methodist church he was surprised to strike fine flake gold in quantities, at about 260 feet from the surface. After galloping into Westminster, twelve miles distant, to stake his claim, he returned to prospect, and found the gold ran 50 cents to the pan and was the finest flake quality, worth $21 per oz. People in the vicinity are feverishly excited. They believe McLeod has struck the bed of an old river, and preparations are being made to honeycomb the earth for miles in the vicinity.

FOR SALE STOVE AND TINWARE BUSINESS

at PRESTON, Manitoba. Present stock about $600,00; also store and lot. Good opening for enterprising man with small capital. Apply

McCLARY MFG. CO., Winnipeg.

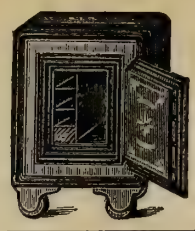
CHRONIC KICKERS.

WE presume that everyone engaged in business of any description, says a writer in an American contemporary, comes in contact with a class of people who seem to take a peculiar delight in grumbling and in kicking. This propensity is not the exclusive right and privilege of those who buy, but is frequently indulged in by those whom we employ. The practice results in unpleasantness wherever it is found, and cannot be productive of good anywhere. It is bad enough when those to whom we sell make a kick every time they get a bill of goods, but it is worse when our own people kick. Who has not among his force of employes those who are valuable to him, with whom he is glad to remain on terms of friendship and intimacy, but who, presuming on their worth and value, make life a burden to their employers? With customers we can put a stop to grumbling much easier than we can with our own employes. A sharp letter, a convincing argument or a gentle reminder may serve to break them off the habit or at least diminish the number of their complaints. If the worst comes to the worst we lose a customer whom we can replace by another customer.

With trusted and valued employes the question is one of greater importance. If he be our cashier or book-keeper we cannot turn him off without subjecting ourselves to the risk of not being able to replace him by one equally honest and equally reliable. If he be a salesman we have a greater risk of seeing him engage his services to a competitor and take from us not only the trade which is his, but a portion that he knows to be our own. If he be a porter or a driver we have a risk when we displace him because he knows our customers and can sell his information to a ready, willing and anxious competitor.

Perhaps the unkindest cut of all we experience is when the kick comes from those whom we are anxious to serve. When those who profess confidence in us and in our methods show by their selfishness, ignorance or thoughtlessness that all our actions, our solicitude and thoughts for their welfare are unappreciated, then we feel sore and our hearts feel heavy.

With our customers, as above stated, we can afford to take a stand sometimes. We ourselves have had for years in heavy letters printed on our price lists, "We do not want the trade of habitual grumblers." We have never lost trade by being thus frank and outspoken and we have never regretted that we made our likes and dislikes known thus publicly. Chronic kickers, such who kick when there is no occasion for so doing, such as are calamity howlers, such who overlook all merit on the part of their houses, but magnify every demerit real or apparent, are hard to get along with and are calculated to make a veritable sinner out of a probable saint.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., Montreal, P.Q.



VANDUZEN STEAM JET PUMP
THE BEST IN THE WORLD.
Pumps Any Kind of Liquid.
Always in Order, never Clogs nor freezes. Every Pump Guaranteed.
10 SIZES.
200 to 12000 Gallons per Hour. Cost $7 to $75 each. Address
GARTH & CO.,
536 to 542 Craig St. MONTREAL

MONTREAL SMELTING AND REFINING WORKS

THE
Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
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WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON
Metallurgists and Manufacturers
10 Dorchester St., **MONTREAL, QUE.**

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL
BARRISTERS, SOLICITORS, NOTARIES, ETC.
Offices—Bank of Toronto, cor. of Wellington and Church Streets,
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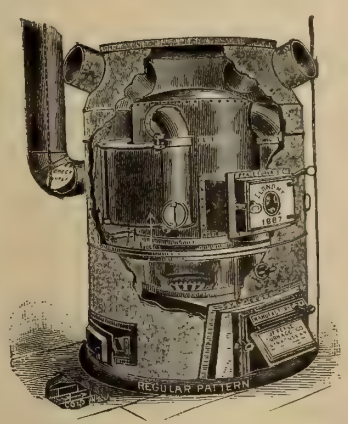
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"Economy" Warm Air Furnace

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Furnaces and Combination Heaters. . . . .

They are called "Economy" because they supply the maximum of heat from the minimum of fuel. That is the first point one considers when choosing a furnace. Then, too, they are very heavy and durable and simple in construction. These are the points that have built up their reputation as the best line of heaters in the market. **Send for catalogue.**

J. F. Pease Furnace Co.
HEATING ENGINEERS
189-193 Queen St. East, TORONTO

MINING IN WEST KOOTENAY.

SOME rich ore is being got out of the Josie mine, assaying from $40 to $200 per ton in gold, 4 to 8 ounces in silver and from 5 to 7 per cent. in copper.

A drift is being run along the hanging wall of the Iron Horse mine and a solid ore body is being found all the way. No considerable quantity of ore is being taken out and will not be until more exploration work is done, though a great mass of ore is in sight. Bids have been received by Manager Farrell for compressor plants for both the Iron Horse and Crown Point mines.

The shaft at the Deer Park mine is now down 57 feet. A drift was run off to the northwest when a big ore body was found and this has been penetrated 15 feet, no wall having been found up to Sunday. It is one of the largest ore bodies yet found in the camp, but the assay value is yet low—too low for profit. However, it is hoped a pay chute may be encountered at any moment.

A valuable strike has been made on the Colonna claim on Monte Christo mountain. After considerable prospecting a vein has been struck from which three assays gave $65, $33 and $38.20 per ton in gold and an average of 37½ per cent. of copper. The latter was an unexpected feature, and assays made of further samples taken out afterwards gave $38 and $84 80 in gold with 24½ per cent. of copper. Not enough work has as yet been done to show the full extent of the vein.

The vein in the Starlight mine on Toad mountain has been struck. It is reported to be strong and the ore of good grade. It is even said that vein matter assaying $10 in gold was run through for 60 feet before the vein was struck. It is also said that another tunnel is to be started on the property that will tap it at a depth of over 400 feet. The Starlight is owned by A. H. Kelly and A. H. Buchanan, and bonded to Mr. A. E. Humphreys and his associates for $30,000. The bond, no doubt, will be taken up, and as the ore is a milling proposition, a 20-stamp mill, it is said, will be erected at the mine.

Work has practically closed for the season in the Cariboo Creek district. This section promises well, capital at present being the one thing lacking. The Cariboo Creek belt, as far as explored, consists of some 100 square miles, and is reached through Burton City, on Columbia river, about twenty miles. Very few of the locations show any indications of galena. . Though none of the properties are in a position to ship ore, the improvement which has marked those properties upon which work has been done is more than satisfactory. What is required above everything else is capital sufficient to sink to a depth of 100 feet. If the initiative was taken by one company others would soon follow suit, as the indications are even more favorable than those which marked Trail Creek's history. Many prospectors are holding more claims than they can handle, the 180 properties being held by some 30 or 40 men, the majority of whom will sell at low figures to persons desiring to do actual work, in the hope of seeing the camp developed. There are good trails through the district, which is very easy of access.—The Statistic.

INVESTING IN B.C. MINES.

At length, remarks The Statistic, there are indications that the minerals of British Columbia are beginning to attract the attention of capitalists in Great Britain. At the present time there are several representatives of English firms or syndicates in the province making a personal examination of the country and seeing for themselves what is the present condition of the mining industry. As the section in which the greatest development in mining has taken place within the last year or two, the West Kootenay district has been the chief centre of interest for these visitors, and we have reason to know that they will leave the province perfectly satisfied as to its vast mineral resources and as to the possibilities of remunerative employment for capital in their development. While as shrewd business men they are not likely to give expression to all their views or even, perhaps, to endorse as strongly as they could do the opinion held by local men as to the future of gold and silver mining in this province, it is not improbable that within the next few months they may give very practical and tangible proofs of their belief that there is a large field here for safe and profitable investment. One of these gentlemen, in particular, remarked that as far as his observations went from a visit to the Kootenay district, the reports which had appeared in the best known provincial journals in regard to that section had not been over-colored or exaggerated.

FUN FOR MERCHANTS.

The magnificent spectacular production of magic that Mr. Frederick Bancroft brings to the Princess Theatre for a week's engagement, beginning Monday, November 4, with the usual matinees, will be one of the greatest of the season's novelties in the stage appointments, costuming and mechanica effects. In the first act the magician in his palace of magic gives eight great feats of magic. Next comes "Onri" in her beautiful aerial equipoise. Part second is a mystical comedy entitled "The Sultan's Visitor," with Mr. Bancroft as "Abdul Hafiz," a wizard, and a full cast of characters. Mlle. Rose Gautier, premiere danseuse, and Miss Catherine Giles, with Indian clubs, will be seen, incidental to the action. Mercedes, in her spectacular divertisement, "A Solar Sunbeam," will also be seen. In the last act Mr. Bancroft will again appear in six numbers more of magic and mystery, the performance ending with a beautiful scenic representation of "The Home of Magic." Bargain day matinee will be given on Wednesday.

SITUATION WANTED.

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As long as there are failures, subjects that furnish information how to prevent them will always be timely.

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Address, giving lowest price, make and condition of wheel

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See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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FOR SALE

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Most rapid, durable and economical. So warranted or no sale. Capacity ONE to TWO ton per hour. Descriptive circulars free.

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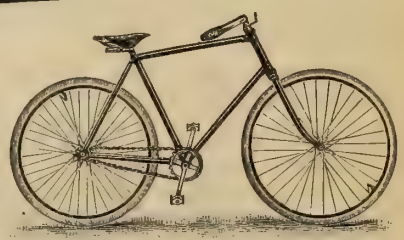
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Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

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BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE activity in plumbing and heating circles continues, and in many plumbers' establishments the caller meets smiles engendered by success and prosperity.

* * *

John Ritchie, one of the oldest of Torontos plumbers, heads a syndicate which is applying for incorporation as the John Ritchie Plumbing and Heating Co., of Toronto.

* * *

CONTRACTS OPEN AND CLOSED.

The Bennett & Wright Co., Toronto, who, as HARDWARE AND METAL stated last week, obtained the contract for the heating of the new Canada Life and Bank of Commerce building at Montreal, have now secured the contract to supply the huge structure with plumbing appartus.

* * *

Notes of the following contracts, open and closed, appear in Contract Record :

Thos. Johnston is rebuilding his foundry at Kemptville, Ont.

Capt. McKenzie is about to erect a new residence at Sussex, N.B.

A Methodist parsonage will be built at Sharbot Lake, Ont.

Tenders will be called for a four-roomed school at Blyth, Ont.

The buildings recently burned at Coldwater, Ont., are to be rebuilt.

James Lafleur, of Sutton, Que., will build a new house.

Ferguson's hotel, at North Gower, Ont., is being reconstructed.

The water system of Hull, Que., will be extended by Civil Engineer Hibbert.

John Roger, C.E., of Mitchell, Ont., will build himself a home.

Guelph has engaged Willis Chipman, C. E., Toronto, to report on a complete sewer system.

P. Harnett invites tenders for the remodelling of the market building at Guelph, from plans by G. R. Bruce.

John Minto, Toronto, will erect a 2½-storey dwelling for $2,500.

E. A. Cansey, Stratford, will build a new Roman Catholic church at Goderich, Ont.

Stephen Bennett has secured the contract for erecting a new canning factory at Perth, Ont., for $1,887.

R. Lawrence, Port Arthur, Ont., has been awarded the contract for rebuilding the Fort William post office.

The St. John Bicycle Club will build a club house for $6,000.

W. Giguere is building a house on St. Joseph street, Quebec, for $2,500, and Mrs. The A. Booth Packing Co., of St. Paul, Minn., is to build a refrigerator at Selkirk, Man., to cost $300,000.

Jean Tache, Quebec, will turn the Gowen block into an office building, fitted up with the modern conveniences.

Frederick Navin, Goderich, was the successful tenderer for repairing the Essex county buildings. The cost will be $19,999.

Jean Tache is making alterations to her St. Peter street building, costing $3,000.

Winnipeg will probably spend $2,800 for a disinfecting apparatus.

Mrs. Martin is building a house on Wortley road, London, Ont., to cost $1,700, and McBride & Earncombe are receiving tenders for the construction of a brick-veneered building in the same city.

The contract for rebuilding the Albion hotel at Goderich, Ont., is open. Edward Sharman will erect a brick residence at the same place.

Carleton Place, Ont., is to have a new town and fire hall, at a cost of $6,000.

The Diocesan College at Montreal, now the property of the Y.M.C.A., is to be renovated.

C. St. Jean is calling for tenders for a church in the parish of St. Mary Salomee, Que.

St. Lambert, Que., is to have a new school and perhaps a sewerage system and water works.

Baptists are building a church at Sorel, Que.

St. John, N.B., has a new high school building.

O. Matte, Quebec, will put a hot water heating apparatus in the church of Anse, at Gaspe, Que.

Neil & Kent, Granby, Que., will make a two-storey addition to the Empire Tobacco Co.'s building there.

A new commercial hotel is to be constructed at Seaforth, Ont.

John Ritchie, Toronto, will supply the Queen's hotel at Barrie with a steam-heating apparatus.

B. Leboux is erecting a seven-storey carriage building on Osborne street, Montreal. P. A. R. Labelle is the architect.

* * *

EELS IN SUPPLY PIPES.

It is a peculiar coincidence, says Metal Worker, that eels have caused a stoppage in the water supply, to the great annoyance of the public, in a large number of different places in the last few weeks. In one place the supply to an electric plant which furnished the current for lighting and running the street cars was cut off by an eel, the effect being very marked, as it left the streets in darkness, and many passengers stranded at a great distance from their destinations. Some time was occupied in locating the cause of the trouble and removing the obstruction, which was found to be a large eel. In New York the tenants of a high building were put to the trouble of carrying their water supply in buckets while a plumber opened the street and removed an eel that had caused the stoppage. Another case is reported of a manufacturing plant that had to shut down until their water supply could be rid of an eel that was in the pipe. In all of these troubles the plumber has had the honor of affording relief, and has proven a high type of emergency man by the dispatch with which the relief was afforded.

* * *

A PLUMBER'S EXAMINATION QUESTIONS.

As plumbers in some parts of Canada are now required to "qualify" before they can practise their trade, the list of questions which a Philadelphia plumber had to answer at a recent examination may prove interesting to some of our readers. As the questions are changed with each applicant for a license, it is not probable that anyone who was coached to answer these particular questions would be successful in passing the examination:

1. What is the smallest drain pipe that should be used for a property 18 x 144 feet?

2. What fall per foot would a drain pipe 144 feet long have if it was buried 3 feet

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

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WESTERN ASSURANCE COMPANY

Incorporated 1851.

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Capital - - -	$2,000,000.00
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Annual Income -	2,200,000.00

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GEO. A. COX, President. J. J. KENNY, Vice-President.
C. C. FOSTER, Secretary.

deep at the start and fell to 9 feet deep at the point where it connected with the sewer?

3. Show your method of calculating the number of gallons that can be held in a tank 10 feet long, 14 feet wide and 5 feet deep?

4. How deep is the water seal in a 5-inch terra cotta trap when it has 7 inches of water in it?

5. How should an overflow pipe be run?

6. Where should the waste pipe from a refrigerator be connected?

7. Where should the exhaust pipe from a steam plant be run and how?

8. What is a vacuum?

9. What is the effect of using two traps on one pipe?

10. What causes siphonage?

11. What is the greatest depth that a pump will create a vacuum?

12. Explain in detail how a joint in a waste pipe should be made.

13. Of what material should a receptacle to hold drinking water be made?

14. Explain in detail how a branch joint should be made in a waste-pipe.

15. Draw plans on paper of the plumbing and draining system for a three-story house with a bathroom in the second and third stories containing a washout water closet, wash-stand and bath-tub, with a lavatory in the front bedroom on the second and third floors, with sink in both inside and outside kitchen, outside water-closet and wash-trays. Mark the sizes on all the pipes for supply, drainage and ventilation.

GIVE GOOD SOUVENIRS.

We noticed recently, says Hardware Reporter, the advertising methods adopted by a couple of retail houses. They were similar and yet exceedingly dissimilar. The paradox will disappear when we explain. Both gave away lead pencils as souvenirs. One gave the cheapest sort of a pencil they could find, the other gave a high grade, really useful pencil. The different impressions produced on the minds of the recipients may be imagined. Here are a few little rules about souvenir giving evolved from the actual experience of dealers.

If you give souvenirs, let them be given absolutely. Don't offer to make a gift to every person who buys goods to a certain amount. The public will think that you add the price of the souvenir to that of the goods.

As a rule, it is best to have your souvenirs of a useful nature.

They should be of a permanent character.

When you have anything to give away tell the public about it in your local newspaper.

Opinions differ as to the advisability of souvenir giving, but the above statements are the consensus of the opinion of those who indulge constantly or at intervals in the practice.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
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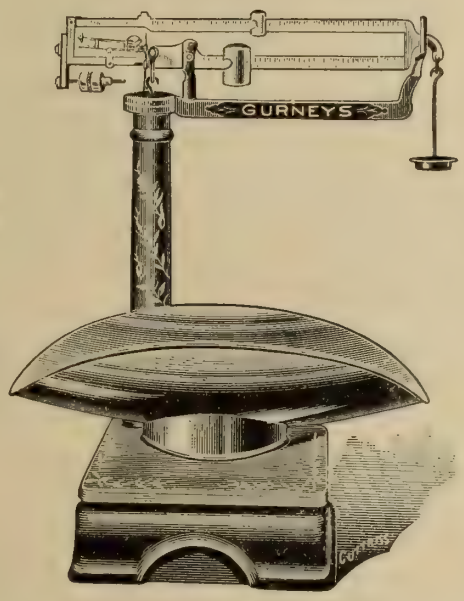
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WIRE Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

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DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.

Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.



No. 476. Embossed, four piece Tea Set and Syrup. $21.00 list, less trade and cash discount.

Have you received a copy of our supplementary Catalogue just issued, if not, write for it.

The Toronto Silver Plate Co.
Designers and Manufacturers of Wares in Sterling Silver and Electro Silver Plate.
Factories and Salesrooms, King St. West, - Toronto, Canada.

E. G. GOODERHAM, Manager and Sec.-Treas.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

H. MAXWELL & SON, lumber, St. John, N. B., have compromised at 30c.

McCracken, Boyle & Co., lumber, Ottawa, Ont., have assigned.

Gray & Co., hardware, Orangeville, Ont., are offering to compromise.

A. Jette, furniture, Montreal, has assigned. Creditors meet on Nov. 7.

Alex. Allan, Smith's Falls, Ont. has assigned to B. E. Sparham.

J. W. Drake, furniture, Windsor, Ont., wants to compromise at 20c.

A. J. Allaire, general store, St. Guillaume D'Upton, Que., has assigned.

J. E. Desbiens, general store, St. Bruno, Que., wants to compromise at 50c.

Jos. Salter, furniture, Kingston, Ont., has assigned to A. E. Smythe, Kingston.

John Ross, general store, Freelton, Ont., has assigned to F. H. Lamb, Hamilton.

E. D. Edwards, general store, Franktown, Ont., has assigned to George H. Findlay.

Neil Bouchard, trader, East Clifton, Que., has assigned. Creditors will meet on November 5.

An order has been granted for the winding up of the Compagnie Electric, St. Jean Baptiste, of Montreal. Creditors will meet Nov. 7.

PARTNERSHIPS FORMED AND DISSOLVED.

The Canada Piano Co., Montreal, have dissolved.

The Millbrook Electric Light Co., of Millbrook, Ont., are applying for a charter.

Jos. and Owen Langevin are partners as Jos. Langevin & Fils, traders, Montreal.

Abel Huot and A. C. Champagne are partners at Montreal as Huot & Co., electricians.

John H. Croil and Alex McCullough are partners at Montreal as Croil & McCullough, dairy goods.

The Neepawa Electric Light and Power Co. is applying for incorporation at Neepawa, Man.

Horatio Horskin and Heman Hubbard are partners as Horskin & Hubbard, founders, Bedford, Que.

Grossman & Robitaille, pedlars' supplies, Montreal, have dissolved. Aaron Sauft is proprietor of the business.

C. and J. T. Larochelle are proprietors of the general store of Larochelle & Fils at St. Henri, Levis Co., Que.

Louis P. and Onesime Marchand are partners in a general store at St. Tite, Que., as L. & P. Marchand & Frere.

J. E. Forest and Henri St. Germain are proprietors of Forest & St. Germain's general store at Sherbrooke, Que.

The Peninsular Gas and Oil Co., of Tilbury, is now fully organized and chartered, and will in all probability commence operations at no distant date. The officers are: President, W. C. Crawford; vice-president, George Gurd; treasurer, C. C. Kispen; secretary, F. M. Scarff; counsel, N. Mills.

Alcime Hurteau and Mrs. J. N. Foucher are partners in the piano and organ business at Montreal as Hurteau & Foucher.

Dame Cordelia Matte, wife of Alexander, alias Alex., Deschenes, and Jos. Jobin are partners as Jobin & Matte, hardware, Montreal.

The London Auer Light Co., the Trent River Lumber Co., and the Canonto Mica and Mineral Co., Ltd., have all been incorporated.

Joseph Tremblain and Zephirin Martin have gone into partnership as traders at Montreal, under the firm style of Tremblain & Martin.

John E. Mathews and Louis M. Lymburner have entered into partnership as brass founders at Montreal, under the style of Lymburner & Mathews.

Notice is given of applications for incorporation filed at Ottawa by the Edmonton District Railway Co., the Winnipeg Great Northern Railway Co., the Yukon and British Columbia Trading and Development Co. of Canada, and a steam or electric railway from Winnipeg to Hudson Bay with a branch to Edmonton.

SALES MADE AND PENDING.

Lewis Lewis, stoves, Victoria, B.C., advertises to sell out.

The Hugitt & McIntyre saw mill at Genoa, B.C., was sold.

Margaret Walter, tinware, etc., Galt, Ont., has sold out to M. Martin.

W. Duncan's general store stock at Nilestown, Ont., has been sold.

Wm. Wilson's general stock at Shawville, Que., has been sold at 61c.

Achille Fortin has sold his sawmill at St. Camille, Que., to Isidore Lapointe.

Filion & Simard's general stock at Chambord was sold at 37c. to L. Letourneau.

The Simley-Hemstreet Co., Ltd., Otterville, Ont., has sold out to Samson Simley.

The stock and plant of the John Whitfield Chain and Iron Works at Toronto were sold.

The assets of Wm. Howatson, Jr., general store, Black Cape, Que., are to be sold Nov. 7.

The harness business of Alice McLeod, Kincardine, Ont., is advertised for sale by the assignee.

The property and plant of the Halifax Illuminating and Motor Co., Ltd., have been sold at auction.

The assets of Donate Brossard, general store, Dominique De Jouquieres, Que., are to be sold Nov. 7.

Mrs. G. O. Tousignant, hotel and general store, Chicoutimi, Que., offers her hotel for sale, but will continue the general store.

CHANGES.

John Edwards has started a general store at Hemmingford, Que.

S. Goodwin has started a furniture store at St. Thomas, Ont.

Dame Corinne Paquin, wife of Nap. Tourangeau, is proprietress of the wood-work business of Nap. Tourangeau & Cie.

Octave Dabaes, has opened a general store at St. Remi De Tingwick, Que. Jos. Proulx has opened one at the same place.

FIRES.

S. S. Cooper, planing mill, Clinton, Ont., has been burned down.

M. Bigaouette, trader, Quebec City, was burned out.

The general store of Ferguson Brownell, Amherst, N. S., valued at $4,000, was totally destroyed by fire. Insurance $2,000.

At Pont Rouge, Que., the general stores of Miss O. Lesage and Francois Vezina, were destroyed by fire. The former was partially insured, but the later not at all.

Lime Ridge, situated on the Quebec Central Railway, was fire-swept on Monday. The extensive works of the Dominion Lime Co. are completely destroyed. Telegraphic despatches variously place the loss at from $50,000 to $150,000. The loss to the Dominion Lime Co. alone will be over $25,000. No insurance.

Fire destroyed the packing building and storage sheds of the Sydenham Glass Co, Wallaceburg, Ont. Through the efforts of the firemen and night force at the glass works and the favorable winds, the main buildings, which are covered with corrugated iron, are uninjured. Glass blowing will go on at once. Loss about $10,000; partly covered by insurance. Cause of fire unknown.

DEATHS.

Laurent Bosse, trader, St. Helene Kamouraska, Que., is dead.

Laughlin Catenach, wheelwright, Williamstown, Ont., is dead.

Walter Bagshawe, hardware dealer of Minnedosa, Man., is dead at Los Angeles, whither he went recently in search of health.

MISS MABEL GURNEY MARRIED.

At the Metropolitan church, Toronto, on Wednesday Miss Mabel Gurney, second daughter of Mr. Edward Gurney, president of the Gurney Foundry Co., was married to the well-known barrister, Edward Baird Ryckman. The ceremony was performed by Rev. Dr. Ryckman, father of the groom, assisted by Rev. James Allen. Miss Gurney was given away by her father, and Miss Irene Gurney was maid of honor. Captain Kirkpatrick acted as best man. The ushers were F. J. Campbell, W. H. Irish, jr., C. F. Clarke, and W. Ryrie. Only the intimate friends of the families were present at the wedding. After the ceremony a reception was held at the residence of the bride's father.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



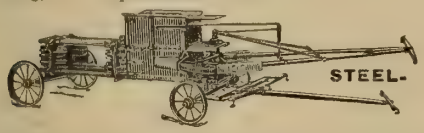
and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W.,
Agents Wanted. Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES,

Made of Steel—lighter, stronger, more power, everasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON
MONTREAL.

CUTLERY

H. BOKER & CO.

Tree  Brand

PEN KNIVES in large varieties, also . . .
SCISSORS AND RAZORS

CAVERHILL, LEARMONT & CO.
MONTREAL

DID YOU EVER THINK?

There is one thing which every business man should bear in mind : that to succeed he must, at every turn, lead his opponent.

We may hope to be all that others have been, and, should we be so fortunate as to have our wish gratified, we will still be unsatisfied.

We are all liable at times to entertain the thought that we are super-human, but time, sooner or later, teaches us the folly of our conclusions.

The man who simply tries to succeed rarely accomplishes his purpose. To him who determines to succeed, failure is an unknown quantity.

It is well to have hope, but do not risk everything upon it. Things do not transpire merely by wishing them to. It takes an effort along with the wish.

It is perfectly proper that one should live that he may become famous, but he will find it wise to keep his eye on the almighty dollar in the meantime.

The fact that the greatest minds have passed to the unknown without being missed only reminds us that the world's remembrance seldom lasts beyond the grave.

Some people spend their lives trying to figure out whether the ability to accomplish a thing accompanies the ambition for it, when they could have demonstrated the truth or falsity of their idea by a practical test in a few weeks.

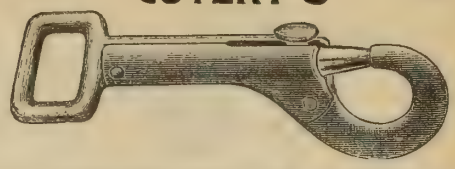
You cannot recall the name of a living soul, if cut down to-day, whose place could not be filled to-morrow. There are none of us indispensable. Each of us is simply a molecule, a part of what goes to make up the whole of humanity, which, however, could not be said to be incomplete without us.

There are plenty of bright men who never get on in this world simply because they cannot be content to stick to one thing. You may have all the brains of Solomon, but without concentration you are worse off than the plodder. Remember Chauncey M. Depew's remark: "Stick, dig and save," and don't postpone the digging until to-morrow ; commence to-day. Every moment counts ; time goes on whether you advance with it or not.—Ex.

BUILDINGS IN WINNIPEG.

Nearly all the architects and contractors are busy closing up their season's work and making everything snug for inside finishing to be carried on during the winter. There are several buildings, the work upon which will give employment to a large number of men during the cold weather, such as the Ashdown warehouse, Thos. Ryan's new wholesale block on King street, the three city schools, Hugh J. Macdonald's fine residence, the Lake of the Woods Milling Co.'s flour warehouse, the Parsons Produce Co.'s storage building on the transfer track, and the Masonic Temple. The maple flooring for the new school buildings is expected to-day ; the lack of this material is delaying matters somewhat.—Free Press, Winnipeg.

1875. **COVERT'S** 1895.



Our Triumph Snap with flat spring, and Banner Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,
D. S. McINTYRE, Royal Insurance Building



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

Of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
ST. JOHN, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.
Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices. 298 St. James St. MONTREAL

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

Blacksmiths' Tools.

"JARDINE"

. . . Axle Cutter

A new tool for cutting back shoulder of worn axles. . . . .

Price - $6.00

Simpler and better than machines sold at $20.00.

A. B. JARDINE & CO.

HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Nov. 1, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.
I.C., usual sizes	$5 25
I.X. "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.Xl	7 70
Raven & P. D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½x17	3 50 3 75
D.X	4 50 4 75
D.X.X	5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price,
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 15
Half polished	2 30	2 35
All bright	2 90	3 00

Iron Pipe.

Wrought, ¼, ⅜, &7½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 45 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	0 12¼	0 12½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.

James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

5-Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½ 0 07½

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., new net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 65 and 7½ per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 2 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each..... 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 25	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 3
101 to 105	....	....	....	10 7
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break ..... 2 7(
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen⁴
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 4 15
12 in. up, per lb..... .... 3 15
Per doz. set.
Screw. Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 60 p.c. 1896 list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 57½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross.....	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   - Basis—50 to 60 dy..... 2 50
   - 40 dy..... 2 55
   - 30 dy..... 2 60
   - 20, 16, and 12 dy..... 2 65
   - 10 dy..... 2 70
   - 8 and 9 dy..... 2 75
   - 6 and 7 dy..... 2 90
2. American pattern only—
   - From 4 to 5 dy..... 3 10
   - 3 dy (lath)..... 3 50
3. Canada pattern only—
   - From 4 to 5 dy..... 3 00
   - 3 dy (lath)..... 3 40
   - 3 dy, A.P. fine..... 4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross..... 3 38 4 00
Diamond..... 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal.....	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz..... 4 00 5 50

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per 100 lbs.....	....	1 80
Tins, lbs.....	2 50	2 75

RAIL.

Barn door, per foot.....	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½ p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's, " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9¼
¼, 5-16, ⅜ in.....	7½ 00	9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 80 and 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.....	0 65	1 00
" N.P., per set....	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70
"Empire," McMillan & Haynes, per ft.....	0 00	0 70
Hand, Disston's, dis. 10, 15 p.c.		
S. & D., 35 to 40 per cent.		
Crosscut, Disston's, per ft....	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.....	0 75	2 75
" frame only.....	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.....	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz.....	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.....	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.....	2 30	2 45
" black.....	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'.....	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American.....	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb.....	0 25	0 50
Hindostan, "	0 06	0 07
" slips, per lb.....	0 09	0 09
Labrador..... "	0 00	0 13
" Axe, "	0 00	0 15
Turkey ..... "	0 00	0 50
Arkansas ..... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.....	3 50	5 00
Grind. per ton.....	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 per cent.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33½ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz.....	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon.....	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....	.....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 15 per cent. discount.
Annealed, annealed and oiled, galvanized 22½ per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 22½ p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅜ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd....	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points.....	0 00
Steel Staples	0 00 0 02½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	



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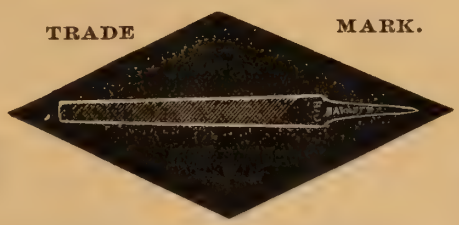
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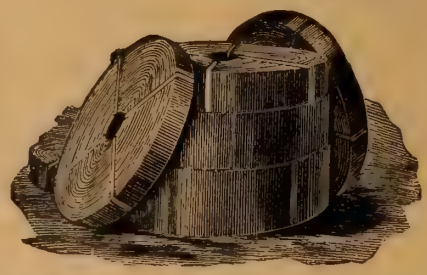
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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, NOVEMBER 9, 1895. No. 45.

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BEST ANTI-FRICTION METAL FOR

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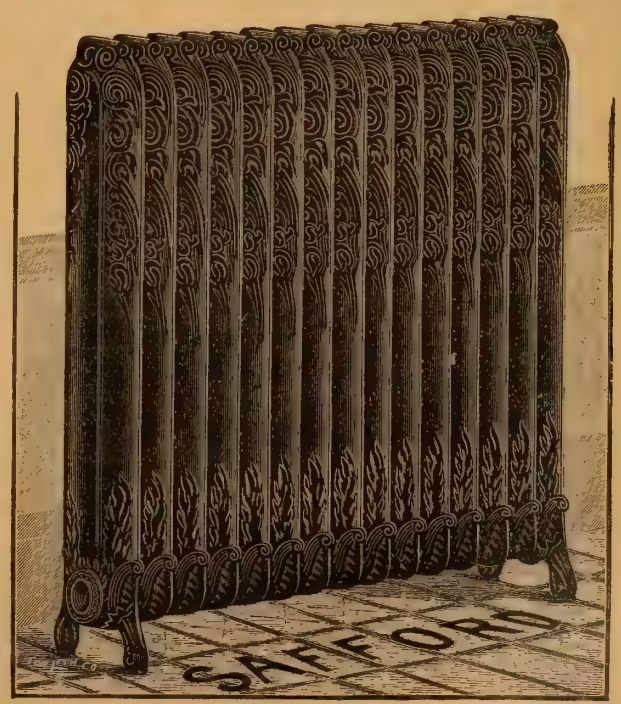
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Hot Water and Steam Radiators

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NO LEAKS

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The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO LIMITED

To the Trade

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WOOD and FELT

Write for Price List and Discount Sheet.

RICE LEWIS & SON, Ltd.

Hardware Merchants — Toronto.

"RESISTO"



Patented.

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RANGE

BOILERS

200 POUNDS PRESSURE
WILL NOT COLLAPSE

THE BOOTH COPPER CO.

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Diamond Enameled Ware

The trade like Diamond Ware because it is first-class, light-colored, durable.

- **Diamond Ware is well coated**
- **Diamond Ware is full weight**
- **Diamond Ware has given good satisfaction**
- **Diamond Ware is guaranteed**



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TORONTO, ONT.

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Published Weekly **$2.00 a Year**

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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John Cameron, General Subscription Agent.

ARBITRARY RAILWAY ACTION.

THE arbitrary advance in railway freights every fall previous to the close of navigation has always been considered an injustice by shippers of heavy merchandise.

Each season there is an outcry over the matter, but this year merchants contend that there is additional ground for dissatisfaction.

Shippers claim that it has always been the custom of the railway authorities to give a month's, or almost a month's, notice of the change of rates.

Formerly business men were notified about the 15th or 20th of October that freights would be advanced on the 15th of November. Many merchants assumed that the same course would be followed this year, and, accordingly, booked for shipment up to the date named on the basis of summer rates.

This year less than a fortnight's notice was given, and the new freights went into effect on Friday of last week.

The shippers who feel the change most keenly are those who booked on the supposition that the date of the change would be the same as last fall. Accordingly, as members of the Board of Trade, they asked the Council of that body to urge on the railroad officials an extension of the period for summer freights to the 15th November.

CARRIER, LAINE AND CO.'S WORKS.

HARDWARE AND METAL a few days ago had the pleasure of walking through Carrier, Laine & Co.'s works at Point Levis, Quebec.

This firm have one of the largest establishments in the Dominion. They are manufacturers of railroad locomotives, boilers, engines, machinery, stoves, and in fact any article that is composed of steel or iron. Their plant contains the most powerful and latest improved machinery, and in their foundry department they can turn out castings of any dimensions.

They are just completing a large steel dredge for the Dominion Government, to be used at Halifax and other coast harbors.

They are also manufacturing an improved heating stove, which is grateless. It is a success, and is rapidly becoming a favorite. They employ about four hundred hands constantly, nearly all of whom are skilled artisans.

Like nearly every manufacturer of any account in Canada, they have been subscribers to HARDWARE AND METAL since its commencement. In fact, one of the firm has had an advertisement of this paper hanging before him on his desk for a long time.

MINING DEVELOPMENT IN BRITISH COLUMBIA.

THE successful development of many gold, silver, lead and copper mines in British Columbia is directing a great deal of attention to the valuable mineral resources of that province.

Some years ago a representative of this journal spent several weeks in some of the mining districts and our readers will remember he advised capitalists to visit the field as he felt convinced there were very good prospects. Since that time Canadian, American and European money has been going in there to prospect and to develop properties. It has been done quietly, for Canadians are not boomsters, and the progress is far greater than most people imagine. The success of the operations so far has been reported abroad, and from inquiries received it looks as if many Europeans intended coming over in the near future. Quite a number of prospectors from Eastern Canada and the States are going out.

A despatch from the west says they look for a boom. If this can be run on a substantial basis, by all means let us help it along and attract foreigners and their money, but the people of British Columbia, and Canadians generally, should instantly expose any fraudulent booms such as are too frequently worked in mining properties.

Such booms would eventually reflect on ourselves. Let us keep a reputation for being honorable in all our dealings.

This mining development will be a great help to the agricultural community chiefly, but to all Canadians. The hundreds of men employed in the minning require food, cloth ng, tools, etc. One man who has only a small mine employing about fifty men and twenty-five horses uses 20,000 bushels of oats and 300 tons of hay. Our readers can figure what food, clothing, etc., these men and their families will require.

This week the secretary received the formal reply of the general freight agents of both companies refusing to entertain the request.

This decision of the railway people leaves them open to the insinuation that they fully intended to steal a march on their patrons this year. No other construction can be placed upon the fact that the unusually short notice has prevented the customary clearance of orders previous to the advance. This is a cut-throat method of treating the business community akin to the highwayman's policy of stand and deliver.

Of course, the railway's position as carriers during the winter season is an independent one, yet it is a question whether it would not pay them better in the long run to be on as friendly terms as possible with the business public.

A trader who has been euchred on his fall shipments in the manner above described is apt to bear the fact in mind if ever there is an opportunity for retaliation.

The secretary of the Montreal Board of Trade has notified the railway people, in reply to their communication, of the fairness and necessity of a longer notice if they intend to stick to the first week in November as the period for the inception of fall freights.

ADVANCE IN GLASS LOOKED FOR.

THE indications all point to another advance in glass at Montreal, and it is just possible that it will come before the present week closes.

It is admitted that only one firm of jobbers at that centre has anything like an adequate supply, all the others being scantily supplied.

The reason for this was due to the disappointment regarding direct freight to Montreal for the late shipments from Antwerp.

Montreal importers expected that there would be two more steamers from that port, but it transpires that they will not load for Montreal. A lot of window glass was to have come via these vessels, and now it cannot arrive until after the close of navigation, coming forward via Portland and Halifax.

When it is understood that this means a difference in freight between 12s. 6d. and 35s. dealers will realize what the position is.

Briefly, it looks as though the less fortunate jobbers will have to go to the lucky holder to fill immediate wants.

In the meantime advices from primary markets continue firm, cables this week from Belgium stating that the Makers' Association were perfecting an arrangement to indemnify makers who would put out their tanks and so restrict supplies and maintain prices.

BICYCLING INDUCING SKATING.

An unprecedentedly large demand for skates promises to be experienced during the season of 1895-96. Although retailers do not, as a rule, make large forward orders, enormous quantities of skates have gone forward during the last few weeks. HARDWARE AND METAL is acquainted with one house that has so far shipped 6,000 pairs, and it expects to send out as many more before the season is over. The department stores in Toronto, which are expected to handle 5 000 pairs of skates during the season, have merely begun to make their purchases. They, like a good many retailers, wait till cold weather sets in before making large purchases.

It may be interesting to retailers to know that the department stores, some of them at any rate, are paying the same price as the regular dealer, while in some instances they are not getting as good dating.

One of the reasons for the increased interest in skates is probably the lower prices obtaining this season for them. But this is evidently only a minor cause. The most potent is undoubtedly the bicycle.

Bicycling has induced an increased desire for outdoor pastimes, and as skating is the pastime most possible to the great mass of people, it is naturally most affected by an increased desire for outdoor exercise. Then the fact that many of the bicycling clubs organize hockey and bicycle racing teams naturally tends to stimulate skating. That the skating fever is an emanation of the bicycle craze, is further evidenced by the fact that nearly all the regular bicycle dealers in Toronto are this season handling skates. Every bicycle dealer in Yonge street is said to be doing so.

The increased output of skates applies to hockey and racing skates as well as to the ordinary kind.

It will be well for all hardware dealers to get their stocks of skates in condition for the first touch of winter.

A UNIFORM GLASS LIST.

THE suggestion made in HARDWARE AND METAL a few weeks ago regarding a uniform glass list has been the subject of some consideration by the trade.

The suggestion was, it will be remembered, that the trade arrange a list after the pattern of the Belgian manufacturers' list, which has been in force for 21 years without change. Through an error on the part of the printers one of the most important parts of the table was omitted from the article which appeared in HARDWARE AND METAL on October 5, when the subject of this particular list was first broached. We therefore reproduce it. Here it is:

PRIX COURANT DES VERRES A VITRES—DU 1er OCTOBRE, 1874.

Le verre a vitre se vend en quatre qualites comme suit : Les prix sont etablis en francs, par 100 pieds carres, mesure de France, et varient suivant les dimensions.		1re Qualite		2e Qualite		3e Qualite		4e Qualite	
		Fr.	Cs.	Fr.	Cs.	Fr.	Cs.	Fr.	Cs.
Pour celles jusqua' a 25 pouces reunis, ou 00 a 68 centimetres reunis	le prix est de	42	....	36	....	33	....	29	...
" " de 26 a 40 pouces reunis, " 69 a 108 "	"	48		42	....	36	...	30	...
" " de 41 a 50 " " " 109 a 135 "	"	60	....	51	....	40	....	32	...
" " de 51 a 60 " " " 136 a 162 "	"	75	....	61		44	....	33	...
" " de 61 a 70 " " " 163 a 189 "	"	84	....	72		48	....	34	...
" " de 71 a 80 " " " 190 a 217 "	"	90		78	...	54	.	36	...
" " de 81 a 85 " " " 218 a 230 "	"	100	....	85		60	....	42	...
Pour celles de 86 a 90 pouces reunis, ou 231 a 243 centimetres reunis	le prix est de	110	....	95	..	75	....	50	...
" " de 91 a 95 " " " 244 a 257 "	"	120	....	110	..	90	.	65	...
" " de 96 a 100 " " " 258 a 271 "	"	145		125	....	110		80	..
" " de 101 a 105 " " " 272 a 284 "	"	180	....	150	....	125	..	....	.
" " de 106 a 110 " " " 285 a 297 "	"	220	....	185	....	155	....	...	...
" " de 111 a 115 " " " 298 a 311 "	"	250	....	225	....	185	....	....	...
" " de 116 a 120 " " " 312 a 325 "	"	280	....	250		220	....	....	..

En 1½ epaisseur les prix ci-haut sont augmentes de la moitie ; en double eppaisseur, ces prix sont doubles et en triple epaisseur ils sont quadruples.

Les dimensions au-dessus de 85 pouces reunis ne se livrent qu'eu 1½ et double eppaiseur.

This list, it will be noticed, is for four qualities of glass The prices, of course, are in francs, but by turning the francs into dollars the list could be easily made to comply with the requirements of the Canadian trade. For instance, taking the franc at 20c., the first break could be fixed at $5.90 per 100 feet, the second at $6, the third at $6.40, and the fourth at $6.66. For 50-foot boxes the list could be easily divided by one-half. While all the trade might adopt this list, it does not necessarily follow that the selling price be fixed. Each wholesaler might have his own discounts if needs be.

HARDWARE AND METAL is not wedded to the Belgian list. We favor it because it is, to our minds, the best scheme that has yet been advanced to simplify the mysterious and complicated glass lists now obtaining. No two lists, as far as we know, are alike, the result of which is much confusion and dissatisfaction to the retailer.

The tendency of the age is decidedly towards simplification in business methods in all its branches—in buying and selling goods, in bookkeeping—and while the list above given may not be the best obtainable, it is the best in sight, and would be a step, and a long one, in the direction of securing the desideratum—a uniform and simplified glass list.

Criticisms and suggestions are invited.

WILL BUILDING PAPER ADVANCE?

Prices on tarred and building paper have not been satisfactory for some time on account of the "cutting" that has been going on.

To-day something like 400 square feet of building paper can be obtained by the retailer at forty cents, and even less in some instances.

The situation has reached a stage where there seems to be a general desire to do business on a better basis. And with a view to accomplishing this the makers last week held a meeting in Montreal. What progress was made toward securing the desired end is not known, but it is thought that there will be an advance in prices before long.

With prices as low as they are to-day, an advance does certainly seem more probable than a decline.

GOODS IN BONDED WAREHOUSE.

Some time ago the Montreal Wholesale Grocers' Guild applied to the Board of Trade, urging them to use their influence with the Customs Department to have the time during which goods can remain in the Government bonded warehouse extended.

A reply was received this week from the Controller of Customs to the effect that the

regulations already provided that in cases where reasonable explanations were afforded the Governor-General in Council could grant the necessary extension.

The reply was considered satisfactory by the Council of the Board of Trade, but to HARDWARE AND METAL it appears that some simpler method of bridging the difficulty could be devised than the cumbrous course of an appeal to the Governor in Council. Surely the collectors of Customs or appraisers, if they are intelligent men, could be trusted to decide in cases of the kind.

A PHASE OF DEPARTMENT STORES.

WORKING people in posing as apologists for department stores are championing a cause which is taking pennies from their own pockets.

Were the merchants of the country extorting monopolists who feasted sumptuously every day on the enormous profits they reaped, the advent of department stores, with their lower prices, might with some reason be hailed with satisfaction by the consuming public.

But everyone knows that the average range of profits in the merchant's store is below rather than above the normal point. No matter what a merchant's predilections to profits may be, he is prevented in these days of keen competition from reaping what his desire reaches after.

The department store is no philanthropic institution. It is erected by capitalists who are just as desirous of getting good dividends as are those who invest their money in hotels. And between them and the average merchant there is this difference : the latter is primarily actuated by a desire to earn a livelihood ; the former are moved with a desire to find investment for their money.

Department stores are in business for money, not for the health of their proprietors or for the good of humanity. And they make money. Even if they are not falsifying when they advertise this and that article below cost, it is only with a view to catching bigger game. No sane man would hesitate to bait his hook with a minnow to catch a good, plump mackerel. And the department stores catch many a plump fish with the bait they put on their hooks.

The tendency of the department store is not to develop a trade in cheap goods so much as in low-priced goods. It is the relative proportion of the worth of an article to the price placed upon it that determines its value. Not the mere price itself. Two brands of canned salmon may be offered by the retailer, the one at 10 cents and the other at 15 cents, and yet the higher-priced may be the cheaper.

The placing of so many of these "cheap" lines on the market as bait must necessarily increase the use of inferior goods. And every want that is satisfied by a "cheap" article means so much less of the good or higher-priced article for the artisan to make, just as sure as two from three leave one. As a concomitant of this, less skilled and lower priced workmen are required. No, the working classes have no reason to warm in their breasts the department stores.

Some people may justify department stores on the ground of being a peculiarity of the age. But so is typhoid fever a peculiarity of bad drains.

NEW YORK AS AN EXPORTING PORT.

WHILE it may be common properly in the United States, yet it is perhaps not generally known in Canada that the port of New York is gradually losing prestige as an exporting point.

The fact is clearly shown by tables adduced by The N. Y. Journal of Commerce. New York, however, is of course still far ahead of all other exporting points in the United States, for, of all the exports of the country, over 41 per cent. leave her wharves. And although she is not likely to occupy a secondary position in this respect, yet the fact is none the less obvious that New York does not monopolize the export trade to the extent she did twenty years ago.

Baltimore and Boston are the ports which show the most increase. Twenty years ago Baltimore only possessed 3.8 per cent. of the total export trade of the United States and Boston 4 per cent. Now the figures are 9 and 9.4 per cent. respectively. In 1874 New York possessed 48.3 per cent. of the export trade ; in 1894 it had dropped 7 per cent. to 41.3. New Orleans, too, shows a loss of prestige, the exports passing through her port in 1894 being 9 per cent. of the whole, a decline of 4.3 per cent. New York's loss is principally in wheat, flour, and corn.

In wheat New York dropped from 58.3 per cent. in 1874 to 34 per cent. in 1894, while Baltimore increased from 4.2 to 12.5 per cent. ; Boston, 1.2 to 4.5 per cent. respectively ; Norfolk, Portsmouth, and Newport News, from nothing in 1874 to 2 per cent. in 1894 ; New Orleans, .03 to 7.8 per cent.

In flour New York stands alone in the ports enumerated as showing a decrease between the years 1874 and 1894, her percentage in the former year being 51.2 and in the latter 41.2. Baltimore, on the other hand, increased from 10 per cent. in 1874 to 20 per cent. in 1894 ; Boston, from 5 to 11 per cent. ; Philadelphia, from 4.3 to 7.6 per cent. ; Norfolk, Portsmouth, and Newport News, from nothing in 1874 to 5.1 in 1894.

In corn New York shows a still greater falling off. Here she does not stand alone, and, strange to say, her companion is Baltimore, a port adjacent to the corn fields. Her proportion in 1874 was 54.3 per cent. of the whole ; in 1894 it was but 25.1. Baltimore's percentage fell from 20 per cent. in 1874 to 15.8 per cent. in 1894. The percentage of corn exports from the other ports in the respective years were : Boston, .07—10.6 ; Norfolk, Portsmouth, and Newport News, 0—11.6 ; Philadelphia, 6.4—6.9 ; New Orleans, 3.4—12.2.

It might be interesting to note that between the periods named the quantity of wheat exported from the United States increased by seventeen million bushels, flour over four-fold, while corn nearly doubled.

One of the most peculiar features to us in the figures adduced is that in the matter of corn Boston, a northern port, should increase 10 per cent., while Baltimore, a southern port, and, as we have pointed out, adjacent to the corn fields, should show a decrease of 4.2 per cent.

Perhaps an explanation for this may be found, in part at least, in the development of corn production in the Western States and the utilization of the Canadian through lines for sending the same out of the country via Boston.

DON'T

"Do you know of any grocery or provision business for sale, or of a good place where I could start such a business? I have a little money and am doing nothing. I might go into hardware or dry goods, but I know more about groceries and provisions, as I kept books for a retail house some years ago."

So writes a Montreal gentleman on Nov. 1, whose initials are T. N. W. We can find any number of firms who are willing to sell out if T. N. W. insists on embarking in business on his own account. Our advice to him is "Don't." There are too many in business now. His inexperience is more than likely to result in failure. He would lose his own money and probably injure the business of competitors in the same town. Our advice to him is to seek employment. At the end of his career of usefulness the chances are that he will be better off. Statistics are strongly in favor of the man who has a small salary and saves a little every week. When he is 60 or 70 the interest on his savings will keep him for the rest of his days. He has not had the cares and worries of a business on his mind. The great majority of men who embark in business die poor. We think it was Mr. Paul Campbell who made a careful study of this question at one time. He showed that if a clerk put aside $1 a day from the time he turned twenty he would be worth $400,000 at seventy if at 6 per cent. compound interest. We know of many clerks to-day who are worth much more than their employers. Do not be too anxious to go into business.

CANADA PLATES DEARER.

There has been a sharp advance in Canada plates during the week, prices being fifteen cents per box higher than before. The demand continues good, early purchases by the retail trade evidently not having been sufficient for requirements. Jobbers' stocks are in fairly good shape.

DROPS FROM THE EDITOR'S PEN.

A is for "ad," an Addition to business.

* * *

Keep your eyes open for bargains as well as for customers.

* * *

Clerks should not go to Jerusalem. There is no courtship there.

* * *

It is better to be at peace than at war with your competitors.

* * *

A trust is something that a great many people aver cannot be trusted.

* * *

The merchant who desires to make life a success must marry his business.

* * *

Assignees usually take stock for merchants who never take stock for themselves.

* * *

When a merchant of large avoirdupois takes to bicycling it is either for wheel or woe.

* * *

It is not so much lack of capital as lack of ideas that crowd many merchants to the wall.

* * *

If nature intended you for a farmer, don't, for goodness sake, essay to be a merchant.

* * *

It is better to lay schemes to keep customers than to lie in advertisements to catch trade.

* * *

The merchant who inaugurates a new departure does not necessarily take his departure.

* * *

Not much success comes to the man in business who is a thinker but not a worker, or to him who is a worker but not a thinker.

* * *

Provoke to emulation, and not to unkind feelings, should the live business methods of a competitor.

* * *

Those who would like to see war in the East think that it would put yeast in business and cause it to rise.

* * *

Hallowe'en was not a hollow eve for most merchants. It was well filled with the yells of predatory youngsters.

* * *

Competition is getting so hot between the departmental stores that there is danger of some of them being consumed.

* * *

In another couple of months the municipal elections will be on, and it is opportune that merchants should keep their eyes open for good men to represent them. A good merchant also entails good citizenship.

* * *

Keep your eyes open for and your tills closed against the counterfeit fifty-cent pieces that are looking for a resting place.

* * *

Deferring advertising to a more convenient season is like building a dam in a stream bed after the water is gone.

* * *

He who keeps his eye on the interests of his employer is richer in the long run than is he whose eyes are all centred on self.

* * *

A cigar with a whistle in one end is one of the novelties in this market.—New York Paper.

That is nothing. On this market we have cigars with "wind bags" on one end.

* * *

A contemporary says that when a merchant ties up a parcel he gives it a weigh. And when he sells on credit a parcel of goods to a dead beat he gives it away.

* * *

There is a wheat fever in Manitoba and the Territories, and a gold fever in British Columbia, and yet these are the most attractive parts of the fair Dominion to-day.

* * *

Instead of retaliating in kind when a competitor cuts prices, the merchant that is sensible will get behind the works of Torres Vedras and wait till the "cutter" draws off his forces.

* * *

He who cuts his throat and dies is no longer a familiar figure in the world. It is to be regretted that he who cuts business to death is permitted to bob up again in the commercial world.

* * *

A prominent business man died, and a contemporary, in publishing his obituary, said: "His career in business life is best told in his own words." Evidently though dead he yet speaketh.

* * *

Merchants who use their elbows instead of their wits in trying to out-manœuvre competitors in the race for business should retire and turn their attention to what elbows are better suited for—sawing wood.

* * *

Hamilton's merchants have so much confidence in the honesty of the community that they frequently leave their stores unlocked at night. But Hamilton's merchants should remember that Toronto is a near neighbor.

LAKE SHIPPING.

Shipbuilding on the lakes, says Age of Steel, is an industry of much more magnitude than is generally supposed. The average citizen, hearing but one side of the decadence of the American marine, is generally in the dumps over this decline. It is, however, a fact that it does not suit some people to tell that in the up-building of our lake marine we have scored a phenomenal success. In 1891 the carrying capacity of vessels built in that year aggregated 111,000 tons. The total of capacity furnished in 1895 and under contract for 1896 will, it is estimated, break all previous records. It is stated that seventeen large steel vessels are under contract, having a total cost of $3,500,000. This is but one item of several, but in itself is markedly significant of the shipbuilding being done on the lakes. In our inland waterways we have an enormous amount of freightage carried, and our inland fleets, as yet in their infancy, have no rival in the marine of any other nation.

TRADE WITH JAPAN.

The proposal to send a Canadian commissioner to Japan, which has already been commented on in the press, has received an impetus from the recent action of the South Australian colony in the same direction. Its commissioner has reached Japan with samples of all goods likely to be salable, and they aggregate 120 tons. It is evident that the Australians mean business, so far as Japan is concerned. The Japanese are becoming day by day larger consumers of the products of the civilized nations. It is quite recently that they have begun to be classed as a meat-eating people. Their trade with Great Britain increased last year by a million pounds. Japan bought from Great Britain last year goods to the value of £4,616,517, and from the United States it bought one-fifth of that amount. Canada's sales to Japan last year are placed at £4,966. These figures sustain the contention that Canada has everything to gain by seeking to extend her trade with the Mikado's empire.

FRENCH IRON TRADE.

The iron and steel trade of France is reported as being in a poor way. This is credited in a general way to the throat-cutting competition of both manufacturers and merchants. Underselling by a leading steel concern is being met by others anxious to secure trade. This, for a time, may project some animation into present business, but the eventual results, if postponed, are not averted. Trade is on the danger line when it has to sacrifice a living profit to prolong its existence. The ground lost is not easily recovered. When men in the iron business have to adopt the methods of a cheap store, by presenting customers with prizes on their giving an order, it is coming down to the basis of giving a chromo with a pound of tea and a lottery ticket for a gold watch with a bar of soap.

FUTURE OF BELGIAN GLASS.

THE Belgian window glass industry for some time past, writes the Belgian correspondent of American Manufacturer, has been affected by various troubles, the chief one being the custom duties adopted by different nations which have heretofore used Belgian glass, but now propose to foster home development. The United States has been the market upon which the Belgian manufacturers have most relied. The rapid development of the glass industry during the past 10 years shows that even with the increase in population that country will soon be able to not only furnish the inland markets with the necessary window glass, but also to compete soon with the foreign product at the seaboard.

A few figures taken from official statistics of Belgian exports will show the ground for this belief. During the first eight months of 1895 the exportations of window glass to United States were only 7,996,730 kilogrammes, while for the same time in 1894, the number was 15,352,418 kilogrammes, a difference of 7,355,688 kilogrammes. And the difference is still greater with the exportations of 1893, which were 18,013,888 kilogrammes. We see by this that the difference between 1893 and 1895 is 11,017,158 kilogrammes. The decrease in exports to other countries has not been so great. The aggregate Belgian exports for the first eight months of 1895 has been 79,263,645 kilogrammes, while for the same time in 1894, they were 83,645,383 kilogrammes. The difference was only 4,381,738 kilogrammes. The loss in the United States was somewhat counterbalanced by a slight increase in the other markets. If we consider that during the months of April and May the production has been considerably reduced, it would seem that there is no great loss and that even with the loss of the United States markets, the Belgian glass industry could still be maintained.

But here comes in the question: may not other countries greatly increase their home production just as the United States has done? We see a Belgian manufacturer the first to build a tank factory in Russia, and another is putting up a pot furnace in Persia, near Teheran. And there is talk of establishing a factory on the River Meuse in Hollund, where the German coal can be got at lower price than is the Belgian coal in the glass works of the Charleroi district, Belgium, and where there is sand of first quality. The Belgian window glass industry, confined in this small country, has to struggle not only against the Custom house duties of other countries but also against the competition of foreign manufacturers, who are now as well supplied with the tank furnaces as the Belgian manufacturers. And, moreover, the foreign manufacturers, those of the United States especially, are more practical and conscientious in business transactions, and give more care to the proper delivery of goods than do the Belgian manufacturers. The most discouraging feature of the situation is seen in the fact that there is no hope of material improvement in plants or appliances, to reduce the cost of production. These views may seem pessimistic, but the fact is being recognized that the window glass industry, as all other industries, has a sure future now only in the large countries.

At present, Belgian manufacturers are paying much attention to the processes for the improvement of the quality of rolled glass. This is desired especially in the manufacture of stained glass, so as to do away with the cost of blowing, which is so much. Different patents in this line have been taken out, an account of which will be given in next letter.



THE SHERWIN-WILLIAMS PAINT.

Covers Most, Looks Best, Wears Longest, Most Economical, Full Measure.

MADE ONLY IN ONE QUALITY

and that absolutely the finest that it is possible to make. These goods will shortly be offered in every town in Canada. Only one man in each town will be sold.

WE WANT THE BEST MAN

if we can get him—if not, the next best. We will get someone anyway. It will be money in somebody's pockets.

WALTER H. COTTINGHAM & CO.

Manufacturers

MONTREAL

GOLD-BEARING QUARTZ.

The Ontario Bureau of Mines received word on Saturday that gold-bearing quartz had been discovered on two islands west of Quarry Island, Lake of the Woods, which was supposed to be a continuation of the vein on the Sultana property. The find was made by Mr. J. Burley Smith, an English mining engineer of some prominence. Mr. Smith was formerly connected with the apatite mines of Quebec, and last season diamond drill operations at the Creighton gold mine, near Sudbury. The Sultana mine is continuing to be a good producer. The week before last it turned out a gold brick valued at $2,450, an average of a little over $400 per day.

WINDOW DISPLAY.

In planning a window display the first consideration is to attract attention, says a writer in Iron Age. To get results it is equally important to make a person feel that he was repaid for the trouble of stopping. This can nearly always be accomplished by pictorial representations, also by the introduction into the window of some article or articles not usually associated with the conventional trimmings for a hardware window.

One of the most attractive features in a display of tools recently made by a Philadelphia house was an ordinary red railroad barrow, piled full of picks, shovels, and mattocks.

By taking it away from its usual association nearly any article can be made a means of attracting attention. We are not surprised to find tools displayed in a hardware window—we may be at the kind or the price—but what would be our sensation if we saw the same tools displayed in a confectioner's window?

The plan is now being tried by a firm having in their window a stand filled with gayly covered books. The natural remark upon seeing the display is, "Books in a hardware store! What next?" The curious are informed by the proprietor that the books are a premium given to encourage cash sales.

HAMILTON GOSSIP.

MR. A. K. MELBOURNE, whose specialty is carriage hardware and trimmings, seems to be extending his business and doing a first-class trade. This branch of the hardware trade has met with some severe cutting lately. In consequence, in recent times, William Brown, of Toronto, and latterly A. L. Mitchell & Co., of St. Catharines, have been driven to the wall, and it is now a question of the "survival of the fittest." "Shorter terms and longer profits" should be the motto henceforth.

Mr. Watson, of the firm of Watson & Leather, jobbers in iron and railroad specialties, is still absent in the Northwest in the interest of the firm, and Mr. Leather is looking after the home connection. Business in railroad supplies, they say, has been extremely good. Friend Watson thinks iron is pre-eminently the standard article of the age, but the junior partner says there is nothing like leather!

James Ferres, ex-alderman and aspirant for parliamentary honors, may be seen almost any fine day sporting on the asphalt on a "bike." Mr. Ferres is now interested in bicycles, and remarked, when I asked him for an advertisement, that "the best ad. is to ride one yourself and display your agility to the admiring throng." It is stated on good authority that there is no foundation for the rumor that he has challenged the genial and ever-popular Wm. Vallance to a bicycle race up the Jolly Cut and down the Becket Drive.

Perhaps some of the readers of HARDWARE AND METAL will remember Archie Welch, late traveler for Caverhill, Learmont & Co., Montreal, on the Northern ground. He is now doing well in the restaurant business in Montreal, and serves up the dainties a la carte. Archie says he much prefers his new occupation because there are no credit notes and any goods returned are reshipped! That is the acme, gentlemen, of a successful business—no loss and no waste.

COACH SCREWS AND BOLTS.

The Herald and Spectator, of Hamilton, are still throwing darts at each other over the recent article in HARDWARE AND METAL re the Customs decision on carriage screws. The Herald of Friday last threw this at The Spectator:

"It is all very well for The Spectator to go skirmishing through the office dictionaries on a still hunt for definitions of screws and bolts, but that is not what The Herald wants to get at. There is a certain class of screws which men in the business term coach screws. They are shorter or longer or thinner or fatter than screws that are not called coach screws. To the man who is not an expert there is no apparent difference except in the matter of size between coach screws and screws that are not coach screws.

"Now, what we want to get from The Spectator is an explanation of the Government's course in classifying coach screws as bolts while it continues to call other screws screws. To the ignorant Herald it would seem as if all screws were screws, differing in degree, perhaps, but still screws. The Government, however, says that while some screws are screws other screws are bolts, and we want The Spectator, which invited this controversy, to tell us why this distinction is made.

"The Herald does not care a brass button whether screws are called screws or bolts or hard-boiled eggs or sticking plaster. One name is as good as another. The name does not make a particle of difference, nor do dictionary definitions affect the point. The Government has seen fit to make what appears to be an absurd discrimination, and The Herald refuses to be happy until it gets at the reason for it. Will The Spectator kindly refrain from bombarding us with copious quotations from the office dictionaries long enough to clear up the mystery?"

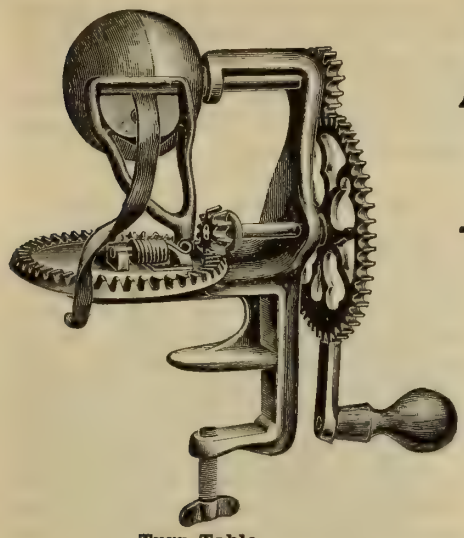
DEEP WATERWAYS.

IN answer to a few questions put by HARDWARE AND METAL to Mr. O. A. Howland, M.P.P., Toronto, president of the Deep Waterways Association, he replied: "What interest, I am asked, have merchants as a body in the question of deep waterways. Merchants are of the nature of middlemen, so that their prosperity and the activity of their business depend directly on the prosperity which surrounds them. Anything that will facilitate and stimulate production will make exports and imports brisker, and the people who will secure the advantage are the merchants. The question of freights is of prime importance. A deeper channel and longer locks must inevitably lengthen the distance to which Nova Scotia coal can be brought to Ontario. It would tend to create, as far west as Toronto or Collingwood, a competition between eastern and western coal which would keep the price of coal down. Further, the effect of deep water up to Toronto would render it possible to assemble at Toronto the ores from the northern and interior parts of Ontario, and to utilize them with the coal at the reduced prices which would result from competition.

"As to traffic with the Northwest, the advantage of deep water would be evident, since it would be found equally economical to ship all the products of the west and around the shores of the lakes—minerals, timbers and agricultural products—over the Northern Railway to Toronto for trans-shipment into deep water vessels of large capacity in preference to taking them round by Lake Erie and the Welland Canal. Making an inland port the market for northwest products, so much nearer than New York, would unquestionably secure for the producers a larger share of the price of their products. It would depend on the energy and enterprise of our merchants of all kinds to develop the advantages which deep water would place at their doors. As to burden of the cost of completing the whole system, it should be remembered that at least one-half of the hundred millions necessary for the entire work would be spent on Canadian soil or along the borders of Canada, giving employment to Candian labor and causing a great demand for supplies and stimulating business of all kinds.

"Once the work was determined on it would take some time to complete, and vessel owners and builders would have fair warning of the necessity of constructing enlarged and more economical vessels. I see no reason of a noteworthy character why Toronto, or Collingwood, or Owen Sound, should not become great ports for the construction and owning of such vessels, because it must be understood that the international negotiations precedent to the agreement to construct the work will involve stipulations for the free use by Canadian built and owned vessels of every part of the system. Would this, one may ask, necessitate an alteration in the present coasting law. That would be struggled for and only be waived if it could be shown that the coasting regulations would not interfere substantially with the fair and free use of the whole system by vessels of either nation. On this point it may be said that the majority of cargoes of great bulk are no doubt shipped from end to end of a long voyage, but undoubtedly the abolition of the coasting laws would logically form part of the whole scheme of free equal use.

"The feeling of the people in the Canadian west on this scheme is a matter of importance. As far as any indication appears, public sentiment among all classes in our Northwest is enthusiastically in favor of the development of this trunk route, even if a large part of the cost were once more borne by Canada. Negotiations may result in favor of an equitable scheme by which the expenditure will be proportioned to the relative benefit, in which case Canada's share would be small, even if the previous expenditures were not taken into account. Montreal, it appears to me, has the most brilliant opportunity to secure the advantages offered of any city affected by the route. A great drawback to Montreal's prosperity as an ocean port is the limited season of navigation and the uncertainty of the date of closing in the latter portion of the autumn. The last month or six weeks is naturally the most valuable part of the season, but it is the one attended with the greatest uncertainty and



Turn Table.

APPLE PARERS

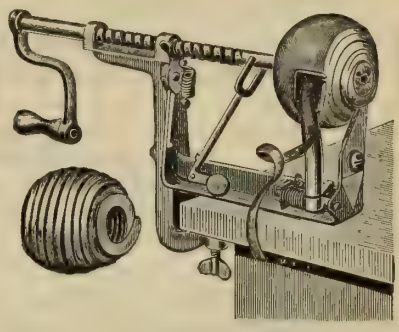
Manufactured by

GOODELL CO., ANTRIM, N.H.

TURN TABLE

NEW LIGHTNING

WHITE MOUNTAIN



White Mountain.

H. S. HOWLAND, SONS & CO.

TORONTO

The **Graham** Cut and Wire Nails are the best.

risk. By opening the route via Lake Champlain into the warmer waters of the Hudson, with some scientific adaptations, the season would be practically lengthened by one or two months, and vessels could safely enter the St. Lawrence and calculate on arriving at Montreal at the dates, or often later than the dates, at which they now wish to calculate on being clear of the ice and snow storms of the Lower St. Lawrence."

COMMERCIAL TRAVELERS MEET.

On Saturday evening at Montreal there will be a meeting of the Dominion Commercial Travelers' Association. At this time will be made the nominations for the coming year. Lieut.-Col. Massey, who has served as president of the association for the past year, will be asked, it is said, to stand for the same office for a second term. Mr. Max Murdock will be made vice-president by acclamation. The office of secretary will remain the same, Mr. H. W. Wadsworth filling the position.

At the quarterly meeting of the Dominion Commercial Travelers' Mutual Benefit Society held on Saturday last, Mr. Chas. Gurd, the president, in the chair, the nomination of officers was proceeded with, and resulted as follows : President, Mr. G. O. Stanton, elected by acclamation ; vice-president, Mr. Fred. Hughes ; trustees (to replace retiring members), Messrs. Chas. Gurd, B. Reed, E. D. Marceau, David Watson, G. H. Bishop and I. H. Morin. The other trustees are Messrs. Fred. Birks, J. T. Dwire, E. H. Copeland and Max Murdoch.

Notices of motion for the annual meeting were given regarding the discretionary powers of the trustees for the payment of claims when death overtakes a member who is only one assessment in arrear, and also to extend the date of payment from 30 to 60 days. A notice of motion was also given tending to the payment in full of the claim in the case of the late Mr. Albert Stone, who died in arrears. The trustees explained that they had acted according to the constitution. The annual meeting was fixed for Friday, December 13.

HARDWAREMEN'S ASSOCIATIONS.

EDITOR HARDWARE: Touching upon Scott McKerrow's remarks of a few weeks ago, I would say: Form a syndicate or an association of say two hundred retail hardware merchants, rated at not less than $3,000 each, to buy their goods. Engage a buyer at a salary, to live in the city, to buy, and keep all the members posted on everything that would be to their advantage. Two per cent. on the purchase would pay his salary, etc., and all members would get goods at jobbers' prices. Make a price list for the retail trade, and any found cutting or making gifts, or in any other way breaking the rule, deprive them of the benefit of buying in this way, and a forfeit of say $5.

Yours, etc.,

PHILO.

FOR LONG RANGE GAME SHOOTING

SMOKELESS SS SPORTING POWDER

SMOKELESS EQUALIZED HARDENED WATERPROOFED

HAS NO EQUAL

High Velocities. Low Pressures

Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. SOLE MANUFACTURERS :

THE SMOKELESS POWDER CO., LTD.,
Dashwood House, New Broad Street, London, England,
Works : Barwick, Herts.



TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " "
Far in excess of any other Powder – Nitro or Black.

Pattern 233.
Pads penetrated (Eley's Special) 30·6.
Pressures 2·17 tons only.
All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite ·303." For Lee-Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

"Rifleite ·450." For Sporting, Express and Military Rifles, ·360 to ·577 bore.

(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore; also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion : **LEWIS BROS. & CO.,**

30 St. Sulpice St., MONTREAL

HARDWARE ADVERTISING.

DIFFERENT classes of people, says a writer in Iron Age, cannot be reached in the same way, and methods must be adopted suited to each particular class. Printed matter intended principally for ladies should be delicate and dainty, something which will please them at first sight. For builders a booklet with a cover of building paper or something of that style will cause comment. Wheelmen and others interested in sports will be pleased if what you send them contains something of special interest to them, a racing or hunting scene, perhaps.

WRITING ADVERTISEMENTS.

Every hardwareman cannot prepare good advertising matter. He is usually too busy with other store duties to devote to advertising the time which should be spent to make it profitable. He is very apt to make his advertisements technical, so that readers will not understand just what is meant, although those in the trade do. He will generally try to get too much in each advertisement, making his announcements so crowded that they will not be read.

When the merchant has had the experience and can spend the time in writing his own advertisements, it is best for him to do so, but others can sometimes advantageously employ the services of a man who makes a specialty of advertisement writing. Care must be taken in the selection of a person to do such important work. There are those who pretend to be experts who simply put together a few cute sentences with a novel heading, which may seem all right, but will not make business. Others, more modest, but with greater ability, by the use of simple, common sense language, can increase almost any business.

Assistance must be given to the advertisement writer, however. "Two heads are better than one," and your hardware experience combined with his knowledge of advertising will produce the advertisements needed to make sales.

UNPRODUCTIVE ADVERTISING.

There are many people who have advertising schemes of every kind which they set forth as being aids in securing business. Such schemes should be carefully investigated before the merchant signs the contract. Most of them are valueless to advertisers and all the profit there is in them is for those who are engineering the scheme. Histories of your state or city, with a reading notice describing your business, will do you little good, and the money spent in that direction can be used to better advantage in the local papers. Putting a card in the directory is not worth much, and so with the many other plans which the plausible solicitor lays before you.

FROM POLICY.

The question of charitable advertising is a difficult one for the merchant to answer. The paper published in the interest of a church entertainment or the society fair and distributed freely throughout the city is not a good advertising medium, and yet if the dealer is asked by one of his best customers to take space in it, he feels that it is not advisable to refuse, although he knows that the rate is high and the returns will not begin to pay for the advertising. He is afraid that a refusal will mean the loss of considerable trade which he cannot afford to lose. Each case must be decided by itself, but it is probably best to take as little space as possible and consider it more of a charitable donation than an advertising investment.

THE ACTION OF FLY-WHEELS.

An interesting experiment is described, relating to the endeavor to secure the more uniform running of a dynamo driven by a gas engine. The first proceeding was to determine the amplitude of the angular displacement of the fly-wheel relative to the normal position it should occupy if speed were invariable. The fly-wheel was illuminated by means of a Giessler tube, excited by a Rhumkorff coil, regulated so that its flashes coincided with the frequency of the passage of the fly-wheel arms through a given position. So long as the fly-wheel velocity was constant, the arms were visible at this instantaneous position by the light of the flashes, and the wheel appeared to be stationary; but as the velocity varied and the wheel ran slower, it appeared to have a slow retrograde movement, for the arms did not reach the given position at the moment of flash. Then, a fresh explosion taking place, the wheel would appear to slowly reverse its movement and overrun the flash point. In fact, the wheel appeared to swing slowly between two extreme positions, and its angular movement was easily measurable, the eye grasping readily the progress of the alternate advances and retrogressions. In light running, with one explosion every four or five cycles, the maximum angular movement was 50 degrees. With load on, and only one explosion missed out of four or five possible, the angularity was 8 degrees for successive explosion cycles, and attained barely 12 degrees after a non-explosive cycle followed by explosion.

AN ORDER FOR 6,000 CARS.

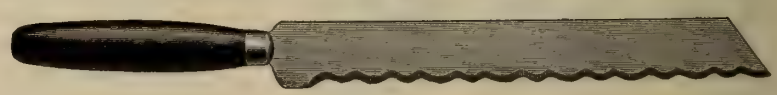
One of the most gratifying bits of recent news, says N.Y. Journal of Commerce, is the statement of its president that the Pennsylvania Railroad has ordered 6,000 freight cars. The construction of those cars will provide a good deal of business in the steel and lumber worlds, and will keep many mechanics busy. But the most important feature of the announcement is the belief of the managers of the Pennsylvania Railroad that business in the immediate future will require the road to have so large an addition to its rolling stock. The reports of railroad presidents last year were not as encouraging as this, but the presidents of the two most important railway systems in the country were among the first to see the signs of business improvement in 1895. An armor contract from Russia that will keep the Homestead shops busy for five months is a cause of satisfaction not only to the Carnegie Co., but to the country.

ONE WAY OF SELLING STOVES.

A Missouri retail stove dealer, some time ago, according to an exchange, adopted what he claims is a very successful plan for calling attention to the merits of the stoves he carries. Once every six or eight months he furnishes lunches cooked on his stoves every evening for a week to his present and prospective customers. The first four nights those partaking are those to whom special invitations have been sent, designating the evening on which they are expected. He thus avoids overcrowding. The last two nights are devoted, as he expresses it in his newspaper advertisement "to all newcomers, and any who may have been unintentionally overlooked."

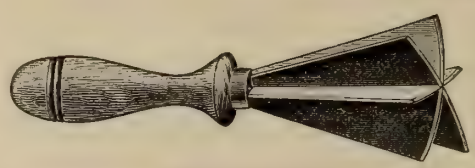
Two Staple Articles

FOR HOLIDAY TRADE



"SUCCESS" BREAD KNIFE

Can be retailed at 25c. Best value on the market.



SIX-BLADED MINCING KNIFE

Does six times the work of ordinary mincers. An excellent steak tenderer.

WILL BE PLEASED TO QUOTE PRICES.

Clauss Shear Co. 67 Adelaide Street East . . **Toronto**



STEEL WIRE

Cow Ties

LIGHTEST
STRONGEST
BEST and
CHEAPEST
IN THE MARKET.

Manufactured in four sizes by . . .

The B. Greening Wire Co. Ltd., Hamilton

PROMPT SHIPMENT OF ALL NUMBERS FROM STOCK.

WHEELS AND THINGS.

I AM inclined, says "Fossil," in Metal Worker, to philosophize for the benefit of whom it may concern, and if sermons may be found in stones (probably the quotation means gravestones), it is possible that I may turn out a few ideas for circulation which my readers will revolve in their minds. I have been repairing my clock, although according to some theories I had no moral right by my amateur work to deprive a trained artisan of his legitimate job; but I may say in excuse that being a Yankee by birth and education of the famed Connecticut brand, it comes handy to me to make "the wheels go round." Also, in addition to getting a move on my clock, I have found a motor for this discourse. The mainsprings seemed to be able and willing to exercise their proper functions, but, like unemployed capital, they failed to do so. Further investigation of the train of wheels, and some cogitations as to probable hindrances, revealed the fact that although there were no breaks in the machinery, something foreign was acting as brakes upon the desired revolutions. Having made a diagnosis of the case—I mean the clock's case, not the clock case—I concluded that a course of elimination, followed by lubrication, would bring about the proper circumgyration. The result is that the clock goes, while it stands; giving me a lesson of humility by running itself down, which the use of the above dictionary words shows that I need, but don't heed.

My little mechanical experience suggests the brushing up of a few business ideas which are old, and perhaps dusty with those particles which are stirred up in labor agitation. Men and wheels are alike efficient when they operate in the places which they are fitted for; also connection and co-operation are necessary to success. The work of the world marches on when all of its forces combine in a harmonious accord of varied talent and station. A place for every man, and every man in his place, says the proverb, and I have a notion that if every man would take the place which circumstances have prepared for him there would be less men out of place. We can't all be the big wheel that drives the clock or the little one that regulates its movements, but by each one of the intermediates doing his allotted turns we may all go on ticking in harmony and order.

I don't advise that we should not aspire to more important places, but these are usually earned by faithful service in lower station. The man who reaches the top by patiently climbing a ladder will be more sure of remaining there than he who goes up in a balloon. Some sage has remarked that all men are made to order, or for special places. Round men fit the best in round holes, and square men in square holes. Many of the misfits of society are caused by attempts to reverse this order by putting round men in square holes, or vice versa. Also, there are many who are always experimenting in holes and never find the right one. There are holes and holes, differing in measure but not in shape, and when we see a man who is a good fit in his place, filling it with honor to himself and satisfaction to others, we confidently expect to soon find him put into another and larger of the same sort.

I find I am running on a side track, though not much off the course, and will now get around to wheels again. They are the object lessons of the age, whether studied in the abstract or in the concrete, and teach progress. "Our world is round and, like a ball, is rolling through the air." Also the harmony of the spheres furnished an accompaniment to the grand "move on" chorus. Lastly, my brethren, take the bicycle for your business model and keep the wheels revolving, for in going you stand, and by stopping you fall.

THE REPUTATION of our goods is well known. We guard it carefully and constantly aim to improve, where possible, our different lines, and to make our prices so low that our business has increased year by year.

Pure Prepared Paints
Pure White Leads
Pure Colors, (Dry and in Oil)
Masury's Coach Colors
Glass, Oils,
Turpentine, Varnishes, etc., etc.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide St. West Toronto

BRITISH AND AMERICAN PRICES.

THE most active period which the iron and steel markets on both sides of the Atlantic have seen for years was through the months of July, August, and September this year. In the United States the activity was something phenomenal and was quickly reflected in prices. In Great Britain the same degree of prosperity was not apparent, and while prices advanced the rise was not as rapid or as great as that seen in the United States. A comparison of prices on both sides during the period mentioned, says American Manufacturer, is quite interesting, as showing how exports from Great Britain to this country were stimulated by our high prices, although there was a material rise in British prices. The following were the lowest approximate prices for leading kinds of pig and manufactured iron, also steel, on July 11, as compared with the same quoted on October 10 :

MANUFACTURED IRON.

	July 11th.	October 10th.
Scotch bars	$23.25	$24.35
North of England bars	23.25	23.80
Lancashire bars, in Liverpool	24.35	26.20
North Staffordshire bars, in Liverpool	24.35	26.20
South Staffordshire unmarked bars, at works	25.00	28.10
South Staffordshire marked bars	34.10	34.10
South Staffordshire black doubles, sheets	31.75	36.70
Galvanized corrugated sheets, 24 gauge, in bundles, delivered in Liverpool	47.55	52.45

MANUFACTURED STEEL.

Scotch ship plates	$24.35	$25.60
North of England ship plates	23.25	25.00
Bessemer billets, etc., delivered into South Staffordshire, net	25.00	25.35
Siemens' billets, etc., delivered into South Staffordshire, net	25.10	26.35
Bessemer plates delivered into South Staffordshire, net	26 20	28.65

PIG IRON.

South Staffordshire cinder forge, at works	$8.70 to 8.95	$ 8.95 to 9.10
Northamptonshire forge, delivered into S. Staff.	9.50 to 9.75	10.60 to 11.25
Derbyshire forge, delivered into South Staffordshire	10.00 to 10.25	11.35 to 11.50
Glasgow warrants	10.90	11.80
Middlesborough warrants	9.00	9.60
Hematite warrants	11.20	12.25

Owing to the difference in classification it would be difficult to show the comparative prices of everything mentioned in the foregoing tables at the dates mentioned, but prices in the leading lines of the trade in this country were as follows :

MANUFACTURED IRON.

	July 11.	October 10.
Merchant bar	1.35 to 1.40c.	1.45 to 1.50c.
Plate and tank	1.60 to 1.65c.	1.85 to 1.95c.
No. 24 sheets	2.30 to 2.35c.	2.50 to 2.55c.

BLOOMS AND BILLETS.

Bessemer blooms and billets	$21.50	$22.75 to $23.00

PIG IRON.

Grey forge	$11.25 to $11.50	$12.00 to $12.75
No. 1 foundry	12.50 to 13.00	13.50 to 14.00
Bessemer	13.75 to 14.00	15.75 to 16.25

A comparison of the foregoing figures shows how much greater was the advance in American prices during the three months mentioned than was that in Great Britain, during the three months mentioned. Thus bar iron advanced less than 5 per cent. in England and over 7 per cent. in the United States, although the advance in North of England bars was about the same. But the advance in sheets across the water was the most pronounced in the market, and exceeded the rise on this side, having been over 15 per cent., while that shown in the Pittsburg market was about 8 per cent. In plates the British advance was less than 10 per cent., while in this country it was 18 per cent. Bessemer billets in the English market advanced less than 2 per cent. during the period covered by the tables, but the advance on this side was nearly 7 per cent.

In pig iron, however, the advance has been more nearly even on both sides. Forge iron in England advanced from 8 to 15 per cent., while in the United States the range was from 8 to 11 per cent. But in Bessemer pig the American market ran away ahead, for while the English price was advancing about 9 per cent. figures in the Pittsburg market gained over 16 per cent.

NEW USES FOR TIN PLATE.

The decadence of the tin plate trade in Wales, says Age of Steel, has been a matter of grave concern to those interested in its prosperity. The old spirit of persistence, however, is by no means downed. The decline in American consumption of the Cambrian product, has been reluctantly accepted as inevitable, but with the gateways to the American market dropping the latch, the trade baffled in one direction, let itself out in a determined effort to the exploiting of others. The world is wide and aggressive enterprise has lots of room in which to deploy. On these lines the Welsh manufacturer has the manifest advantage of being related in an international kinship with a network of enterprising and progressive colonies and huge oriental dependencies in which the connecting threads of communication are traversed by a merchant marine that never tires. The use of tin plate in many of these countries has not been pushed. Here it is possible to develop new uses for the metal. Ingenuity is busy in this direction, and among its new and latest forms we notice the packing of Indian tea in tin-plate chests. This, according to a British contemporary, is said to be a great improvement on the old method, the aroma of the tea being better preserved, and the contents of the tin-plate chest being free from the rubbish usually found in the wooden package. Should this new departure prove a commercial success it will be a valuable auxiliary to the tin plate trade. It will also stimulate the adoption of the same material in other lines, and the history of industrial activity may furnish another instance of a depressed trade becoming the spur to its rejuvenation along new lines.

A LEATHER BELT CEMENT.

The importance of suitable cement for making joints in leather driving belts has led the Society of Chemical Industry to indorse the following formula : First, equal parts of good hide glue and American isinglass, softened in water for ten hours, then boiled with pure tannin until the whole mass is sticky, the surface of the joints to be roughened and the cement applied hot ; second, one kilogram of finely shredded gutta percha digested over a water bath with 10 kilograms of benzol until quite dissolved, when 2 kilograms of linseed oil varnish are stirred in ; third, 1½ kilograms of finely shredded india rubber are completely dissolved in 10 kilograms of carbon bisulphide by heating, and while hot 1 kilogram of shellac and 1 of turpentine are added, and the solution heated until the two latter ingredients are also dissolved ; fourth, 1 kilogram of best glue is dissolved at a moderate heat in 1½ kilograms of water, and thickened to the consistency of syrup.

One hundred grams of thick turpentine and 5 grains of carbolic acid are carefully stirred in while hot ; the mixture to be poured into flat tin pans and allowed to cool, then cut into pieces and dried in the air. The cement is made liquid with a little vinegar and applied to the joint with a brush ; this being done, the two ends of the joint are properly placed together and thoroughly pressed between two iron plates heated to a temperature of about 86 degrees Fahrenheit.

CARNEGIE ON STEEL RAILS.

Andrew Carnegie was asked by The Iron Age : "What is the outlook for steel rails, since that is the largest single channel of consumption of steel ?"

He replied : "The railway system of this country is practically developed. We can never expect again to build railways at the rate of 13,000 miles a year. There are more rail mills than ever will be employed on rails, and some that never should have been built. The rail mills must now adapt themselves to other purposes as well as rails. No doubt the consumption of rails next year will be greater than it has been for two or three years, but not sufficient to keep the rail mills all busy upon rails."

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

TRADE CHAT.

S. D. THORNDIKE has bought out Richard Peers, who has been carrying on a general store for some time at Beachville, Ont.., and intends to carry it on in connection with his own.

Brantford is trying to get the Raymond sewing machine factory away from Guelph.

A new post office has been opened on the town line, between Durham and North Norwich.

Tenders are being asked for the construction of a new bridge across the Assiniboine at Brandon.

J. R. Jackson, stove and tinware dealer, Guelph, has put on the road a very handsome delivery wagon.

The iron for the new St. Andrew's church, Windsor, Ont., will be supplied from Pittsburg in a few days, and operations will be resumed.

John Mitchell, of North Dorchester, celebrated his 102nd birthday on Wednesday last. Mr. Mitchell conducted a blacksmith shop near Pond Mills for many years.

Fred. Cudmore, for some time an employe at McKenzie's carriage works, Milton, Ont., has gone to Toronto, where he intends starting business on his own account.

Mr. Goodison has purchased from the Elliott works in London their stock of ploughs, mowers, reapers, etc., together with the patterns for the same, and has added them to the stock and equipment of the Tunnel City Thresher Works at Sarnia.

A. Ellison, of St. Thomas, will build the new Michigan Central Railroad depot at Amherstburg. His tender was $3,040, and the building is to be completed by Dec. 15.

The pig iron production in Germany for the period January 1st to September 30, 1895, is reported at 4,277,307 tons, against 4,088,246 tons in the same period last year. Reports from the Westphalian iron trade present a cheerful aspect.

A Peterboro', Ont., despatch says : Good showings of minerals, consisting of plumbago and gold, have been found in Wilberforce township between Minden and Tory Hill. On Mr. Dodd's farm at the boundary of Glamorgan, another opening is made where nickel and phosphate are the prospects.

An effort is being made to secure a market in Australia for mining props of Douglas fir. In the past the Australian mines, especially at Port Pirie, have used sawn timbers for mining props, and large orders are placed annually to supply their wants.—B.C. Commercial Journal.

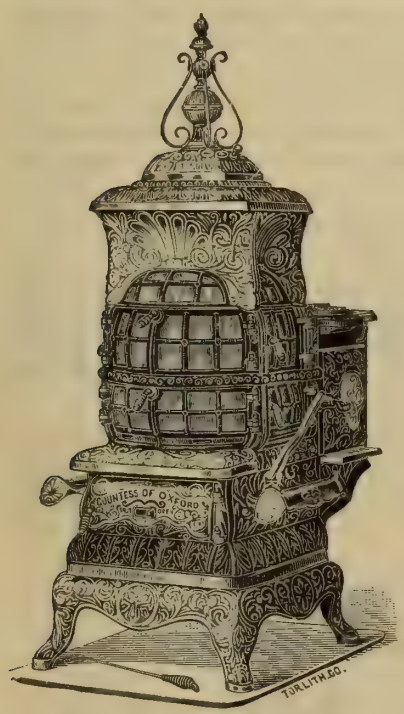
The men employed in the M.C.R. car department at St. Thomas, who for over two years have been working short time, seven and eight hours per day, have signed a petition asking to be given nine hours per day. The men in the locomotive department have for a couple of weeks past been working nine hours per day.

The Hamilton Herald remarks as follows anent the recent inception of the Glass Works at Wallaceburg : " Over fifty families from the north end of Hamilton have removed there. All the Wallaceburg merchants have doubled their business since the factory opened, and the town never had such a boom since it was incorporated. Last Monday night the citizens gave a large dinner to all the employes of the factory. It has sufficient advance orders to keep it running six months, and is doing all the work of Hiram Walker & Sons, the big distillers."

Notice is given of application to Parliament for an act to incorporate the Montreal and St. Lambert Bridge and Electric Railway Co. to construct a railway and highway bridge across the St. Lawrence at Montreal. Power is asked to construct and operate railways from the terminal of the bridge to the eastern boundary of the county of Chambly and the western boundary of the county of Laprairie.

At a meeting of Grand Trunk shareholders in London, Eng., the other day the chairman (Sir Charles Wilson), replying to intimations of extravagance, said that there had been no undue expenditure in London, and declared that it was totally inadvisable for part of the directors of the company to reside in Canada. Only £20,000 worth of stock was held there, while the company was controlled in London.

TWO GREAT SELLERS



That always give satisfaction.
No better stoves could be made.

Both Double Heaters

Economical in Fuel

Pleasing in Appearance

IN THE

Countess of Oxford

The cold air is drawn from the floor. It has a solid, rotating fire pot, and an improved Duplex Dumping Grate, with shaking rim.

The Art Countess

Has a patented device to prevent waste of heat, with other special features.

Send for descriptive Catalogue to



THE GURNEY FOUNDRY CO. LTD., TORONTO ONT.

THE GURNEY-MASSEY CO. LTD., MONTREAL QUE.

MARKETS AND MARKET NOTES.

QUEBEC MARKETS.

MONTREAL, Nov. 8, 1895.

HARDWARE.

WHILE it is natural to expect some decrease in the volume of trade as a result of the advance in freights last week, a good fair turnover is to note despite this adverse fact in many lines of hardware and shelf goods. A notable feature in this connection has been on active enquiry for hammers and other edged tools, quite a quantity of carpenters' supplies having been moved during the week. Tacks, screws, ware, tinware, cow ties, sporting goods, cutlery, skates and sleigh bells have not been by any means neglected either. Values all round exhibit a firm tendency, and the general expression among jobbers is for a continuation of this condition of affairs.

BARBED WIRE—There is little trade to report in this line. We quote: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f. o. b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—There is a quieter feeling in plain wire, still fair shipments are going out of hay-baling wire, etc. Discounts are: 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

ROPE — The feeling is firm on cordage, but trade is quiet. We quote as follows: Sisal, 6¾c. at the factory, and 7¼ to 7¾c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 9c. at the factory, and 9½ to 10c. in a jobbing way.

CUT NAILS — A fair movement in a small way is noted in cut nails. We quote: $2.50 f. o. b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There is a fair demand for wire nails in jobbing lots despite the advance in freight. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade in these is diminished. Discounts are 55 off.

HORSESHOES—A moderate quantity are still moving out. We quote: Iron, $3.50; steel, $4.75 to $5.75, as to brand.

TACKS—These are moving in a small way. We quote discounts: B.B.B., iron, carpet blued (in dozens), 50 per cent.; do, tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

SCREWS—There is a fair trade still doing in screws at steady prices. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TINWARE — There is a good average movement in tinware of all kinds, stove boards, kettles and general furnishings of this nature being wanted.

SPORTING GOODS — The movement in guns, rifles and ammunition is well sustained on the whole.

CUTLERY—A good demand has been experienced this week for cutlery, and the volume of business is not as yet appreciably diminished.

CHAIN—Cables continue firm on chain. Cow ties have been moving freely, but are now rather quiet.

SKATES—A good movement in skates is noted, Halifax Acmes having the preference, though other goods are not neglected.

PLUMBERS' SUPPLIES—Are moving quietly on city account.

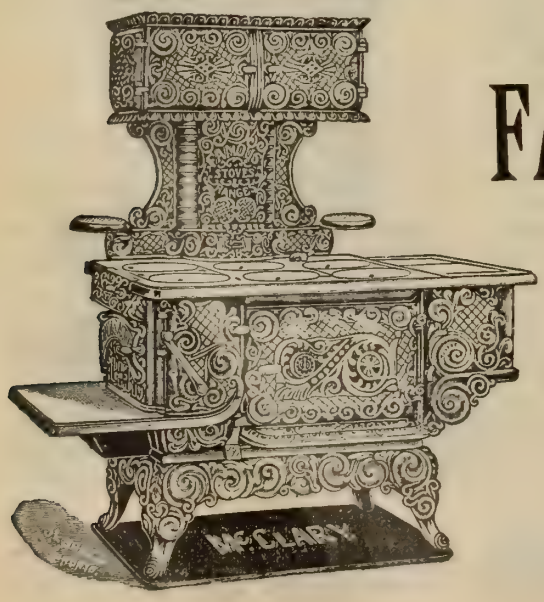
SLEIGH BELLS—A fairly good movement continues in these.

SHOVELS—Orders for future delivery are noted. Values are firm.

CARPENTERS' TOOLS—Quite a number of lots of hammers and carpenters' edge tools are moving this week. Values are steady on the whole, and stock will hardly be replaced for the same money.

SHOT—Has ruled rather quiet, but this is not surprising considering the aggregate turn-over this fall. The discount remains at 17½ off.

CEMENT—Business in cement has been fairly active, with demand confined principally to carload lots. Prices remain un-



We have new stoves and changes on old ones.
Watch this space each week.

FAMOUS ACTIVE RANGE

For Coal, Coke or Wood

The handsomest and best working cooking apparatus made in Canada.

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether.

The McClary Mfg. Co.

London, Toronto, Montreal, Winnipeg, Vancouver.

changed at from $1.95 to $2.10 for English, and $1.85 to $1.95 for Belgian.

FIREBRICKS—These are in fair demand and prices are steady at $15 to $21 per 1,000.

METALS.

The iron and metal market generally is firm, and values are firmly held. Cables note a shading of 6 pence in the price of Summerlee at Glasgow, but this is an unappreciable alteration and will have no effect. All other kinds of pig iron are quoted steady at primary points, and the same firm tone characterizes domestic Nova Scotia brands. Tin plates are cabled a shade easier, but the fact will not have any effect here. Galvanized iron, black sheets and metals generally are all firm, both here and elsewhere.

PIG IRON—There is nothing special to report in pig, except that the firm feeling is fully maintained. We quote: Summerlee and equal brands, $20 to $20.50, and Ferrona $17.50 to $17.75.

SCRAP IRON—The firm feeling in scrap iron is maintained, and we hear of contracts for No. 1 wrought with rolling mills at $15.50 to $16.

BAR IRON—The mills report the booking of some fair orders for bar iron at $1.60. The actual movement from second hands is light, and we quote $1.65 as the basis.

PIG LEAD—The tone is firm, but business is quiet at $3.25.

LEAD PIPE—No change to report.

GALVANIZED IRON — Cables to sales agents here, though no figures were mentioned, cited the market firm. Spot business from stock is quiet, with prices held firmer at $4.50 to $5.50 as to brand.

INGOT TIN—Cables come steady at £69 f.o.b., and the tone here is firm at 17 to 18c. Business is inactive, however.

INGOT COPPER—Moving quietly at 12c., but we hear of round lots being placed at 11½c.

SHEET COPPER—No change to report, the range being maintained at 15 to 20c.

IRON PIPE—Makers note some contracts, but the market is quiet on the whole.

SHEET ZINC—There is no change in this line, and prices are firm at 4½ to 5c.

SHEET IRON—The firm feeling is fully maintained, though actual business is quiet. Cables are to hand quoting firm prices and the inside figure on spot is $2.50, while small lots necessitate $3.

BOILER PLATES—No change, the advance of 10c. being firmly maintained, ¼-inch, $2, and 3-16, $2.25.

CANADA PLATES—Round lots of these sold this week at $2.25, but it is not likely that the purchase could be repeated, and we quote the jobbing range at $2 30 to $2 35.

TIN PLATE—Cables from Wales on Wednesday cited the market 3d. easier. This change is too slight to have appreciable effect, and values are held steady and unchanged here. Round lots of coke were moved previous to the 4th at $2.75, but this figure is hardly possible in a jobbing way, though it is well known that one firm has an ample supply here. However, we quote cokes at $3 and charcoal at $3.35 to $3 75, as to grade.

TERNE PLATES—These rule quiet and steady at $5.75 to $6.25.

HOOPS AND BANDS—Continue quiet and steady at $2.20.

SPELTER—Is quiet but firm at $4.50 to $4.75.

ANTIMONY—Featureless at 10c.

PAINTS AND OILS.

The market generally is steady and with few features to note. Some fair-sized lots of lead have been moved on city account at $4.75 for genuine No. 1 and values all round are maintained.

LEADS—No change to report, prices ruling firm. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS — Quiet and unchanged at 90c.

LINSEED OIL— Quiet and steady at 56c. for raw, and 59c. for boiled.

TURPENTINE — Small lots are moving quietly at 45c. Round lots would be shaded a trifle.

RESINS—Quiet and steady. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The glass market continues very firm, and though no quotable change is noted for large lots, another advance is not improbable. Stocks here are very light. We quote: $1.25 to $1.30 first break; $1.35 to $1.40 second break per 50 feet; $2.90 to $3 for third bread per 100 feet.

CHEMICALS, ETC.

There has been a fair demand for heavy chemicals. We quote: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

Petroleum is steady to firm, with a fair business on local account. We quote: Canadian refined, 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots, and 17½c. in smaller quantities. Water white, 18c. in car lots and 19c. in small lots.

HIDES.

Hides are steady, dealers paying 6, 5 and 4c. for Nos. 1, 2 and 3, and selling at 7 to 7½ for No. 1, 6 to 6½c. for No. 2, and 5 to 5½c. for No. 3. Lambskins have advanced 5 to 10c., dealers now paying 60c. each.

WOOL.

This market is steady. A cargo lot of Capes is offering here this week at quotations, but remains unsold. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

There is no change in tallow, which we quote at 5½ to 6c.

ASHES.

There has been no further change in ashes. We now quote firsts $4 to $4.10; seconds, $3.75 to $3.80; and pearls, $4.70.

MONTREAL NOTES.

Cables on tin plate from Wales note a decline of 3d. in the f.o.b. price.

Summerlee iron is cabled from Glasgow 6d. easier at 53s. f.o.b., as against 53s. 6d. a week ago.

Cables on window glass from Belgium are firm with a higher tendency.

It would cost importers 1½c. more per gallon to import linseed oil now, but spot arices are unaltered.

Y. G. Adams, of Pilkington Bros., paid a visit to Montreal this week. Mr. Adams has been away from headquarters about a month visiting the different branches on this continent. He sails for home on the Lucania on Saturday.

Arrivals of cement reported by W. McNally & Co. this week are 3,400 casks English and no Belgian.

PRINCESS 2191.
TORONTO THEATRE

The management has the extreme pleasure of announcing for week of Nov. 11 the initial appearance in Toronto of

MISS ADA REHAN

Under the management of Mr. Augustin Daly.
The repertoire will be as follows:

Monday Evening, Nov. 11 —"The Last Word."
Tuesday Evening—"Twelfth Night."
Wednesday Evening—"Railroad of Love"
Thursday Evening—"Midsummer Night's Dream."
Friday Evening and Saturday Matinee—"Taming the Shrew."
Saturday Evening—"School for Scandal."

Prices—50c., 75c., $1.00, $1.50 and $2.00
Seats now on sale.

ONTARIO MARKETS.

TORONTO, Nov. 8, 1895.

HARDWARE.

A FAIRLY active business is still the characteristic of the hardware trade. The volume, if anything, has increased rather than decreased during the past week. One feature of the trade has been the receipt of some nice opening orders. Axes, ax-handles, coal hods, snow shovels, scoops, cow ties, and fall specialties generally are active. A large quantity of building paper is passing. Sporting goods continue in brisk demand, and unusually large quantities of skates are being shipped. In lamp goods, the feature is an increased demand for gas globes. Nails continue dull. Rope, for certain purposes, is in rather better demand. Horse shoes and horse nails are still fairly active. Elbows continue in request. Trade in plumbers' supplies is better than it has been for some time. The improvement noted in clothes wringers has been maintained.

WIRE—The increased demand noted for coppered spring wire for mattress work has been maintained. The demand for hay baling work has fallen off. Discount, 20 per cent off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—The demand is still very limited. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms : 60 days, or 2 per cent. off 30 days.

ROPE—A slight improvement is to be noted in this line, the demand for Russian deep sea line for plough line purposes being especially noted. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—The situation is much as before, and prices are unchanged. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London ; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade has fallen off a little during the past week, although the orders principly coming in are for 10 keg lots. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is quite good, with the demand principally for one and five pound packages, which are now listed the same as bulk nails. Discount is unchanged at 55 per cent. off the list.

HORSESHOES—Trade continues good in this line also, some large orders having been received during the past week. The demand is principally for iron shoes. We quote f.o.b. Toronto : Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL., 0, 1, 2, $5.60 ; 3, 4, $4.85.

TACKS—Trade remains fair, but without any special feature to note. We quote : Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto tinned, 57½ per cent.; B.B.B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent ; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

TINWARE—Trade continues steady, with orders coming in freely for general lines, with fall specialties, of course, attracting the most attention.

ELBOWS—Trade is still good, although quantities are not as large as they have been, most of the dealers having bought their stocks early in the season, and consequently are now only ordering to keep their stocks complete. We quote : C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal ; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright ; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

SPORTING GOODS—The volume of business is being well maintained. The demand at the moment is particularly good for loaded shells. Rifles are still in good demand. There is a scarcity of 38-55 cartridges on the market.

CUTLERY — Trade continues good, in pocket and table cutlery. There seems to have been a larger number of carvers sold than up to the same time last year.

LAMP GOODS—The feature in this line has been an increased movement in gas globes, principally in the cheaper lines.

COW TIES—There is a brisk demand for these, both for the English and Canadian makes, with the Canadian make still the most wanted.

SKATES—Shipments are still going out freely, stocks having arrived. Some large orders have been received for hockey and racing skates.

SCREWS — Business is still fair at unchanged prices. We quote : Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

PLUMBERS' SUPPLIES—Trade is better than it has been for some time, some large orders having been received, while inquiries for prices are numerous.

LEATHER BELTING—Trade continues quiet at former prices. Discounts : Extra, 45 per cent.; standard, 45, and No. 1, 55 per cent.

CLOTHES WRINGERS—The improvement quoted last week has been maintained. The demand is nearly altogether for the "Royal Canadian." Prices are unchanged at $26.50 to $27.

TOOLS—Grain and vegetable scoops are still in demand. Discount is unchanged at 50 and 10 to 60 per cent.

PLASTER PARIS—Trade is fair. Prices are : New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2 ; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

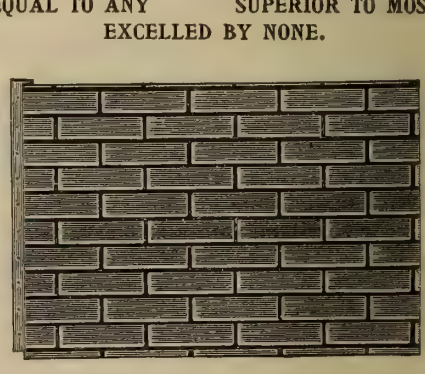
TAR, ETC.—Business is fair. We quote : Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins ; pine pitch, $2.75 per bbl.

BUILDING PAPER—Large quantities of building paper, both tarred and plain, are going out, but at lower prices. A number of carload lots have changed hands. We quote : Plain, 40c. per roll. tarred lining, 50c. per roll; tarred felt, $1.60. per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

METALS.

About the only quotable change in metals is an advance of 15c. per box in Canada plates. Pig iron is attracting little or no attention. Trade is a little better in bar

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

iron, and in sheet steel the demand exceeds the supply.

PIG IRON—American figures are still too high for this market, and there does not appear to be any demand for the domestic article. Quotations are nominally as before: Nova Scotia, No. 1 foundry, $18 to $18.50; ditto No. 2, $17.50 to $18, according to quantity; No. 2 American foundry, $19.50 to $20.

BAR IRON—Business has been a little better if anything during the week, especially in the larger sizes. Base price for ordinary lots is unchanged at $1.70 to $1.75 Toronto.

SHEET STEEL—The demand exceeds the supply in some gauges, especially in "Dead Flat." Some fresh lots, however, will arrive in the course of a week or so. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Business has been good during the week, and stocks are complete. Prices are firm. We quote: Up to 17 gauge $2.45 to $2.55 per 100 lbs.; 20 gauge, $2.20 to $2.25; 22 to 24 gauge, $2.30 to $2.35; 26 gauge, $2.40 to $2.45; 28 gauge, $2.55 to $2.65.

TINNED IRON—There is still not a great deal doing in the way of present shipments, but good orders being booked for spring delivery. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Some good sales have been made during the week, although no carload lots appear to be moving. Prices are firm. Ton lots are still quoted at $3.25 to $3.35.

LEAD PIPE—Business is still of a limited character. We quote: lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Manufacturers seem to be unable to keep up with the demand, and the quantites going out are only fragments of the orders on the books. Jobbers are, in consequence, being seriously handicapped. Prices are firm at $4 35 for "Queen's Head" and "Gordon Crown" brands.

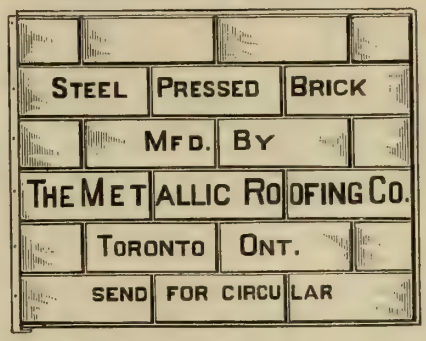
INGOT TIN—Trade has improved considerably during the past week both in Straits and Lamb and Flag. Some large quantities have been forwarded. We still quote 16¾ to 17c.

INGOT COPPER—Business is still limited. The idea as to price is still 12¼ to 12½c.

SHEATHING COPPER—Shipment from stock, outside roofing and braziers', is limited. The demand is principally for the latter. Base price, 14½ to 15½c. for 16 oz.; inside figure for case lots.

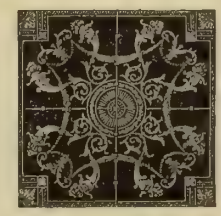
IRON PIPE—Trade is more lively than it has been for some months, all sizes being called for from ¼ inch up to 4 inches. Prices are firm. We quote: Canadian, ¼ to ⅜ inch, 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2-inch, 70 per cent. American pipe, 2½ inch and larger, 65 to 67½ per cent.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

RANGE BOILERS—There has been no change in the situation since last week's advance. We quote: Domestic galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATES—Prices have been advanced 15c. per box. Stocks are now in pretty good shape, with enquiries numerous. We quote: Half-polished, $2.50; 60-sheet boxes, $2.55 to $2.60; 75-sheet boxes, $2.65 to $2.70.

TIN PLATES—The demand has improved. The demand is principally for the larger sizes, which are wanted for furnace work. There is also a fair trade doing in squares and stamping coke. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—Demand has improved, some nice quantities going out. Discount is 60 per cent.

SHEET BRASS—Much as before at 20 to 30c.

TERNE PLATES—Continue dull at $6 for the best brands.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—The demand continues active. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Continues in fair demand. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ANTIMONY—Trade is much as before. Prices are unchanged at 10 to 12½c., according to quantity.

GLASS.

Trade is good, but there is nothing new to report. Prices are unchanged.

PAINTS AND OILS.

WHITE LEAD—There is not very much doing, but the price is still firm at 4¾ to 5c.

PUTTY—In good demand, and moving freely at $1.85.

PREPARED PAINTS—Not much doing at $1 for pure.

TURPENTINE—Though fallen off in the South has not changed here, 39 to 40c. still being the quotation.

LINSEED OIL—Quiet at figures ranging from 53 to 56c. for raw, and 55 to 58c. for boiled. The only thing new is that Canadian makers have reduced their prices 1c. per gallon.

CASTOR OIL—Slow at 6½c.

OLD MATERIAL.

Trade good, with scrap iron scarce. We quote as follows: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Have dropped another ½c., and will likely decline further. Dealers are paying 6, 5 and 4c. respectively for Nos. 1, 2 and 3 green, and asking 7 to 7¼c. for cured.

SHEEPSKINS—Lambskins and shearlings remain at 70c.

WOOL—Trade continues quiet. We quote: Fleece combing, from 23½ to 25½c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

Business is rushing in oils. We still quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

MARKET NOTES.

Canada plates are 15c. per box higher.

J. F. Lake is the name of a new hardware merchant in Berlin.

M. & L. Samuel, Benjamin & Co. are in receipt of a large shipment of German skates.

A large shipment of window glass is to hand with H. S. Howland, Sons & Co., and another shipment of 500 cases is being

passed through bond. The shipment already in store arrived in unusually good condition.

W. H. Rowley, of the E. B. Eddy Co., of Hull, P.Q., passed through Toronto this week en route from Winnipeg.

The B. Greening Wire Co., of Hamilton, report that the demand for their cow ties has been much larger than anticipated.

Mr. Jones, of the Jones Manufacturing Co., was in Toronto this week, en route home from a business trip through the Western States.

H. S. Howland, Sons & Co. are in receipt of a large shipment of metallic cartridges. Business is brisk in this line, and the Messrs. Howland are now in a position to fill all orders.

Harry Keys, of Weston, was in Toronto on Wednesday making purchases. Mr. Keys had been seriously ill for some weeks, and his friends were pleased to see him around again.

Dan Woodward, one of Cannington's hardware merchants, is in the northern part of the province shooting deer, bear and everything else walking or flying that comes within range.

The Clauss Shear Co. are putting a new bread knive on the market. It is named "Luxure," and is of fine appearance. The position of the handle and shape of blade gives it an advantage, it is said, over any similar knive hitherto put on the market. The handle is of wood. The knive is designed for high-class trade.

UNITED STATES MARKETS.

NEW YORK, Nov. 8, 1895.

PIG TIN—Low quotations from London on Tuesday, with but little reaction shown in yesterday's early advices, gave weakish appearance to this market during the fore part of the day, but prices eased off to slight extent only. The later London cable quoting a rise of 2s. 6d. served to improve the surface appearance, but had little force in the direction of stimulating speculative operations, although showing a net advance of 7s. 6d. for the day in London. The market, in fact, was flat and not without Micawber disposition among operators. Purchases by consumers and out-of-town dealers were referred to as having been quite good, but hardly in line with those of the early part of last week. Prices here were on basis of 14.55 to 14.60c. net cash for prompt and early deliveries. Transactions recorded on 'Change were 25 tons December delivery at 14.60c.; 25 tons January, sellers' option to double, one day's notice, at 14 60c.

COPPER—There is no increase in sales and the demand is without visible improvement. Those buyers whose near future wants have not been covered purchase only in a hand-to-mouth way, and others seem inclined to stand aloof until something more definite is learned as to the rumored probable increase in American production. Prices are uncertain, pending developments, with 11¾c. asked for Lake Superior ingot, 11⅜ to 11½c. for electrolytic and 11 to 11¼c. for casting stock.

PIG LEAD—Shipments of Mexican ore product to Europe continue heavy and the movement is likely to continue large during the balance of the year. Western smelters, however, still offer quite freely, and that fact serves to prevent improvement in values here. Canned domestic is quoted at 3.30c. for early delivery. London cable to the Metal Exchange quoted £11 7s. 6d. for soft Spanish.

SPELTER—The market remains in an unsettled condition owing to somewhat free offering from primary points. The lower prices have stimulated buying somewhat, however, and probably five carloads have been taken thus far this week at between 3 85 and 3.95c., as to brand, near future shipments from the west. London cable to the Exchange was £15 3s. 9d. for good merchant brands.

ANTIMONY—Business continues moderate and prices remain at about 7⅞ to 8c. for Cookson's, 7c. for Hallett's and 6⅞c. for Japanese.

TIN PLATE—Dealings are moderate in this quarter and the demand is slow also, with little interest manifested in forward deliveries and only hand-to-mouth buying of spot goods. Foreign advices continue weak and quote lower prices.

IRON AND STEEL—Business in pig iron and old material continues slow in this quarter and there is no visible improvement in the demand. Prices are steady, however, and range the same as they have for some time past.

In all lines of manufactured products, from rails, structural shapes, plates, etc., to the light forms of bars and sheets, the movement is unimportant and chiefly at old prices.

NOTES FROM HALIFAX.

HALIFAX, Nov. 8, 1895.

HARDWARE AND METAL had a talk to-day with Mr. George J. Metzler, secretary of the Halifax Hardware Association, concerning the state of business in Nova Scotia. Beside being secretary of the association, Mr. Metzler is superintendent of one of the large departments of the wholesale house of Stairs, Son & Morrow, the leading hardware concern in the Maritime Provinces, and is therefore in a position to know exactly how matters stand. Trade at the present time is not brisk. In fact, it is anything but brisk. According to Mr. Metzler it will not compare anyways favorably with the same season last year. This is accounted for by the fact that the fisheries have been a failure and that produce is worth very little. The trade depends upon the fisherman and upon the farmer. The fishermen have had very poor luck—the worst for years. The mackerel catch has been very small, and the same is the case with other lines of fish. A traveler who went over the south shore recently reports merchants doing nothing. The farmers are as badly off as the fishermen. On P.E.I. potatoes only bring 12c. a bushel, which hardly pays for hauling them to market. Oats can be had for 25c. per bushel, and as a consequence, the farmer has no money to spend on hardware or anything else. Trade in Halifax is fairly good, but there is not enough of it to compensate for the dull times throughout the province. The general stiffening of prices is not felt in Halifax. This holds good in other lines than hardware. Anthracite coal, for instance, which increased $1.50 per ton in the States, only advanced 50c. here.

There is one pleasing feature to report, however, and that is the comparative freeness from business embarrassments in the hardware trade. The failure of John Stairs & Co. is the only one to mention for a very considerable period. Their stock is about sold out. The Hardware Association, as already reported in HARDWARE AND METAL, made an offer for the stock en bloc, but missed it. The trade, however, bought up the best portion of the stock and thus prevented a slaughter sale. A good year was predicted for the trade, but the reverse came. Building operations did not pan out as expected. Nothing has been done to the new drill hall, except some excavation work. The contractor states that 100,000 lbs. of steel will be required for the roof alone. Active operations will likely begin in the spring.

The Electric Tramway Co. are beginning to lay track, and the People's Heat and Light Co. are beginning to lay pipes for a new gas service. This will help business somewhat.

TAUNTON.

THE CLENDINNENG FAILURE.

On Nov. 6 Wm. Clendinneng & Son, founders, Montreal, made an assignment at the instance of La Banque du Peuple. There are fifty-five creditors.

There are twenty-six personal creditors of William Clendinneng, some of whom are: Trust and Loan Co., mortgage, $55,000; London & Lancashire Insurance Co., mortgage, $8,000; Wm. Mann, mortgage, $20,000; Canadian Pacific Railway, mortgage, $3,000.

The liabilities of the firm are about $475,000, of which $418,000 is due to the Banque du Peuple. The personal liabilities of W. Clendinneng, Sr., are about $650,000. The assets are expected to reach about $600,000.

NEW FIRM FOR CANNINGTON.

Cannington is to have a new firm added to its list of merchants. Philp & May is its name. Both members of the firm are known to the mercantile community. Mr. Thomas Philip was for some years a member of the firm of Brandon Bros., retiring therefrom some six months ago. Mr. J. T. V. May was until recently a member of the firm of May & Chapman. Philp & May's place of business will be in W. G. Smith's old store in Cameron street. The firm will carry a full line of groceries, confectionery, flour, feed, hardware and woodenware. In the spring the firm will devote attention to the seed trade. The premises are spacious both in regard to store and warehouse. The store has plate glass fronts. Groceries, etc., will be allotted to one side of the store and hardware, etc., to the other. The new firm will open its doors to the public on Saturday, 16th inst., and HARDWARE AND METAL hopes that success will crown its efforts. The members of the firm were in Toronto this week purchasing their stock.

CRESCENT ENAMELLED WARE IS UNEXCELLED

THE COLOR HAS STOOD THE TEST

LABORATORY OF INLAND REVENUE.

Office of OFFICIAL ANALYST. MONTREAL, October 2nd, 1895.

I hereby certify that I have analyzed and tested a sample of Enamel removed with great difficulty (owing to its great adherence) from a frying pan, submitted by the THOMAS DAVIDSON MFG. Co., LIMITED, and manufactured by them.

It contains **no ingredients** (likely to be removed during the ordinary process of cooking) **injurious to health**, and is **free from all poisonous mineral.**

I can therefore **recommend it as a sound and wholesome culinary utensil,** upon which Fruit Acids, in preserves, and Oily Acids, in cream and butter, will have no solvent or injurious effect.

Signed, JOHN BAKER EDWARDS, Ph.D., D.C.L.,
Prof. of Chemistry and Official Analyst, MONTREAL.

McGILL UNIVERSITY, Faculty of Medicine.

CHEMICAL LABORATORY, MONTREAL, Oct. 14th, 1895.

THE THOS. DAVIDSON MFG. Co,. MONTREAL:

DEAR SIRS,—I have examined the two samples of Crescent Steel Enamel Ware, submitted Sept. 24th. I find the enamel is not acted upon by organic acids or by dilute alkalies, either when exposed for days at low temperature or even when heated for several hours in contact with these substances.

The enamel itself is of such a nature chemically, that it cannot give up anything at all injurious to food materials cooked in contact with it.

I remain, sincerely yours,

(Signed) R. F. RUTTON, Prof. Prac. Chemistry.

IT IS . . . INSOLUBLE

IT WILL NOT CHIP

The Thos. Davidson Mfg. Co., - - Montreal, Que.

THE M., O. AND G. B. CANAL.

AN influential deputation waited upon the Ontario Cabinet on Thursday to urge the importance of, and to ask aid for, the proposed Montreal, Ottawa and Georgian Bay Canal, which is to create communication between Montreal and the Georgian Bay along the route of the Ottawa, Mattawan and French rivers and Lake Nipissing.

The deputation was introduced by Hon. E. H. Bronson, and consisted of Mayor Borthwick, of Ottawa; Mr. Joseph Kavanagh, president of the Ottawa Board of Trade; Mr. McLeod Stewart, ex-Mayor of Ottawa, and, by inheritance from his father, the promoter of the scheme; Mr. Hiram Robinson, of the Hawkesbury Lumber Co., of Ottawa; Mr. W. A. Allan, of Ottawa; Mr. W. H. Rowley, secretary-treasurer of the E. B. Eddy Co., Hull, P.Q.; Mr. George O'Keefe, M.P.P., of Ottawa, and Mr. Alexander Robillard, M.P.P. for Russell. It was received by Sir Oliver Mowat and Hon. Messrs. Hardy, Ross, Harcourt, Gibson and Bronson.

Mr. Kavanagh introduced the matter, telling the Cabinet that the Ottawa Board of Trade had endorsed Mr. Stewart's project, but not until he had in confidence been placed by that gentleman in full possession of the facts as to his financial backing, and he had been convinced that Mr. Stewart had behind him United States and British capitalists of the highest responsibility and experience, and that they were confident of the success of the scheme. Mayor Borthwick placed before the Government the resolution passed by the Ottawa City Council, and briefly expressed his approval of the scheme.

Mr. Stewart then, in a lucid and interesting address, told of the scheme. He outlined its history, cited numerous authorities to show the practicability of the canal, and then told what was asked by the promoters. First, they wanted the Dominion Government to guarantee the interest on the bonds for fifteen years; secondly, they wished a land grant of 10,000 acres for every actual mile of canal, and of 430 miles of navigation there will be but 29¼ miles of canal, with seven or eight locks. Owing to the proximity of the C.P.R. to many points on the route, the work could be finished in two and a half or three years, and the cost he estimated at $15,000,000. Some assistance would be asked of the Imperial Government on account of the value to Imperial interests of the canal, and he had received encouraging replies to his communications on that score. He concluded by stating his conviction that the canal would pay, and by speaking of the enormous electrical power that could be developed and of the way in which it would open Ontario to the great anthracite fields of the Northwest. Mr. Robinson briefly endorsed the scheme, and Mr. O'Keefe argued strongly on behalf of the scheme, pointing out the immense saving in time that would be effected by it. The land grant asked for, the deputation stated, would be in the Algoma, Temiscamingue and Nipissing districts, and Mr. O'Keefe observed that if 3,000 settlers were attracted to that region by the canal, they would, if worth $100 each to the province, more than repay the value of the land grant.

The Attorney-General promised to look over the papers and memoranda submitted, and to consider the matter, and the deputation withdrew.

The employes at the Illinois Steel Co., Joliet, claim to have broken the world's record as to the output last month. The rod mill during the month turned out 7,400 tons of steel, surpassing all previous amounts by 500 tons. In the steel mill, 34,000 tons of material were worked up during the month, and the billet mill comes up with a record of 29,000 tons.

W. P. Mashinter, formerly electrical engineer of the Temple Electric Co., Montreal, left on Tuesday for Peterborough to take the position of superintendent of the repairs factory of the Canadian General Electric Co. On Monday evening the manager and staff of the Temple Electric Co. met at Mr. Mashinter's residence and presented him with a handsome silver ice pitcher and goblet as a token of their appreciation and good-will.

LARGE CONSIGNMENT OF . . . **NITRO POWDER** Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co.,

Wholesale Hardware Merchants

LONDON, ONT.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

ON THE ROAD.

DID it ever strike you how often you form an adverse opinion of a subject, because of the superficial view you take, or because of ignorance of the whole facts? Can you recall the surprise and perhaps pleasure you have experienced upon making yourself fully conversant with the details and difficulties surrounding a man's occupation, and in doing so, have found your former contempt rapidly changing to admiration?

I have often said with an air of a Soloman: "Any fool can be a farmer." And having said so several times without being contradicted, I found that what I, through ignorance, at first surmised, finally became reality to my mind. But one day, while in conversation with a fellow-traveler, I repeated the above statement. He emphatically denied the allegation (he didn't scorn the alligator?) and said: "There are farmers and farmers. There are men to-day whom, if they were not farming, would be working a pick and shovel. There are others who are putting brains and energy into their work and are achieving the same success that would attend their efforts in commercial circles, providing they felt the same adaptation for the work. The pick and shovel farmer is about as successful as his cousin, the laborer. He ekes out an existence. He works along in the same humdrum fashion, the same 'old rut.' He growls at the price of wheat, but never thinks of trying to find some other more profitable lines of produce. Because his father raised grain he won't raise cattle. The other class tackle it scientifically. It's money they're after. They study it in all its branches. They cater for best paying lines of produce. They subscribe for the best agricultural journals. They have the latest labor-saving machinery (and take care of it); the best breed of cattle, horses and sheep."

This was an eye-opener to me, and I thanked my friend for it, and since have admired the latter, while the former has my contempt.

But what has that to do with the hardware trade? No more than that it fits their case. There are hardwaremen and hardwaremen. Yes, and there are fools behind the counter, as well as the plough, and the pity is that in both cases they don't know it. There are too large stocks and too small ones. There are clean stocks and dirty. There are well-kept stocks, and there are stocks which look more like a seaport "junk store" than anything else. Did it ever strike you thus?

I have gone into stores whose arrangement has been perfect. The windows clean and neatly dressed. The shelves made up with boxes and drawers. Samples put on "detachable." Stoves tastefully arranged. Racks of rope and agricultural tools in convenient places. Counters clean and clear, except here and there some special leader temptingly displayed. The whole effect so pleasing that one's admiration is aroused, aiding wonderfully the sale of the goods. And I have gone into stores of the junk shop stamp, and the way goods were kept has given me a pain, and my hands have itched to take off my coat and "straighten" things.

In one of this kind, the other day, I looked under the counter, and this is the combination I saw in one corner: An old pair of boots, a case of Mrs. Potts' irons, some stove literature, a box of Eley's No. 12 shells, some Bengal razors and a bladder of putty, all in a beautiful (?) heap. The rest of the store was arranged much along the same line, and the owner said he found it hard work to meet his paper when due.

Need I ask: "Which way pays?" I think not. Show me a farmer whose fences are down in places, whose reaper stands in the field all winter, and I will show you a man who has a mortgage on his farm, or is behind with his rent. Show me a hardware man whose stock is ill kept, whose store is dirty, whose business methods are slovenly, and I will show you a man who is either slow in his payments or behind in them, and who practically don't know "where he are."

There are times when business is rushing, and stocks will get crooked, but there are slack seasons when the time could be profitably employed "straightening up."

There are the majority of hardware stocks throughout the province which are beautifully and methodically kept. Merchants realize more than ever that properly arranged stocks are more easily handled, more quickly sorted, more readily sold, and require less help in the selling.

In ordering goods, it does not take much time to scan a well-kept stock, and note the lines that are low, but when one article is kept in three different places, (which is frequently the case), a buyer must needs be smart to keep from overstocking.

There is less time lost, both to customers and dealers, when stocks are concentrated. If it takes ten minutes to hunt up a saw set, it may mean the loss of a two-dollar customer, who cannot or will not wait. The sales that are lost by being unable to find goods readily are "too numerous to mention."

Stock-keeping is as essential and important a feature as is careful and methodical booking. In fact, they go hand in hand, as you will generally find that an untidy stock does not possess a neat book-keeper in its office.

These are days of keen competition. We are not in the race with children, but full grown brainy men, men who take advantage of every opportunity, who watch for new schemes, to whom the minutest detail is important, who use everything as a channel by which to turn business their way. Therefore let us be energetic, enterprising, not wasting time growling about the methods of our competitor, as that is simply advertising him, but making our business a life study, giving it our best thought and undivided attention, and "keeping everlastingly at it" will surely bring success.

SCOTT MCKERROW.

PEDDLERS AND PEDALERS.

First Cyclist—"What do you mean by making this arrest?"

Second Cyclist—"Yes, that's the question. Our wheels may be tired, but we don't need arrest."

Officer—"Well, Oi'll tell yez. Th' lar is to arrist pedalers widout loicenses; so Oim' only doin' me duty."

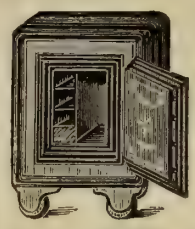
BICYCLE INVENTIONS.

THE bicycle is moving on, demand increases, and inventive genius is busy with improved appliances. This is likely to continue some time, and though the present impulse may eventually exhaust itself in a glut of the market, it is nevertheless a dead certainty that the trade will be pushed for all there is in it.

In the way of new inventions, says Age of Steel, we notice that a patent has been applied for which it is claimed will revolutionize the bicycle industry. The idea of the invention is based on a law of mechanics by which speed and power are in direct proportion. The mechanism in the bicycle under notice is thus described: "The crank shaft is stationary and a sprocket wheel revolves on it on each side of the machine. On the ends of the crank shaft outside of the sprocket wheels are fastened stationary arms which carry the centre bearing of the crank about two inches forward. The crank is slotted and in this works a roller stud which is fastened on the side of the sprocket wheel and the sprocket wheels are connected in the usual manner by a chain to the rear wheel of the machine. When the crank is rotated at a constant speed it carries the sprocket wheel with it, but at a variable speed, so that to get a constant speed on the sprocket wheel and through it on the machine the crank has to be rotated with a variable motion in its downward course faster and upward slower. As this is the same motion as in walking everyone who has tried the machine finds the motion much easier than the simple crank. The gain in power by this construction is easily understood, for there is not only a longer lever on the downward course, but also a compound lever. A one-armed lever, with its fulcrum at the centre of the sprocket wheel and the power applied at the roller stud in the side of the sprocket, is set in motion by a double-armed lever of the third class with its fulcrum at the centre of the crank, with one arm from there to the roller stud and the other arm from the fulcrum to the pedal." It is claimed for this wheel that its rate of speed is easily one mile a minute.

COST OF INCANDESCENT LAMPS.

A German paper gives the following as the net cost of manufacture of electric incandescent lamps in Germany: Globe, 0.48d.; platinum, 0.96d.; filament, 0.24d.; cement and attachment, 0.24d.; glass neck and vacuum tube, 0.18d.; total, 2.1d.; working the filament, 0.24d.; conductors, 0.12d.; fixing filament on conductors, 0.06d.; preparing for vacuum, 0.3d.; vacuum, 0.3d.; photometry, 0.12d.; fixing neck and soldering, 0.24d.; cleaning and testing, 0.12d.; total, 1.5d.; general expenses, 0.24d.; current, 0.24d.; gas, 0.6.; total, 0.54d.; total cost per lamp, 4.14d., to which add 10 per cent. for breakages, making 4.554d. per lamp. The cost of packing and that of heating and lighting the works, together with the interest on capital, bring this up to 5.346d. per lamp.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., Montreal, P.Q.



VANDUZEN STEAM JET PUMP
THE BEST IN THE WORLD.
Pumps Any Kind of Liquid.
Always in Order, never Clogs nor freezes. Every Pump Guaranteed.
10 SIZES.
200 to 12000 Gallons per Hour. Cost $7 to $75 each. Address
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536 to 542 Craig St. MONTREAL

MONTREAL SMELTING AND REFINING WORKS

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Leading Wholesalers handle Langwell's Babbit.
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WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

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Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

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BARRISTERS, SOLICITORS, NOTARIES, ETC.
Offices—Bank of Toronto, cor. of Wellington and Church Streets,
TORONTO, - ONTARIO.
Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

Causes of failure
in the hardware trade and how avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely.

We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL
TORONTO

WE SUPPLY THE PLASTER—YOU FURNISH THE SAND.

PARISTONE WALL PLASTER

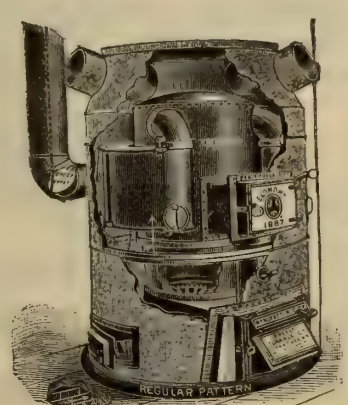
A Hard Wall Plaster at a Price within Reach of All

In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to increase the cost.

Write for Circulars, Prices and Freight Rates.

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THE ALABASTINE CO., LIMITED
Manufacturers of
Land and **Calcined Plaster**
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TORONTO SALT WORKS 128 Adelaide St. E. Agents for **TORONTO**



"Economy" Warm Air Furnace

ECONOMY

Furnaces and Combination Heaters. . . . .

They are called "Economy" because they supply the maximum of heat from the minimum of fuel. That is the first point one considers when choosing a furnace. Then, too, they are very heavy and durable and simple in construction. These are the points that have built up their reputation as the best line of heaters in the market. **Send for catalogue.**

J. F. Pease Furnace Co.
HEATING ENGINEERS
189-193 Queen St. East, TORONTO

ROOFING MATERIALS.

THE use of the metals has recently been resorted to in order to meet the roofage demand for modern structures, says Tin and Terne. Lead, as being the most malleable and flexible of the metals, was at an early date employed as roofage, especially on larger and grander structures, and even now forms the roofage of the domes of the great cathedrals of St. Paul's at London and St. Peter's at Rome. Its chief merit consisted in its endurance against oxidation, or rust. It was formerly much used in the larger European structures, but never to any great extent in this country. Its excessive weight bars its utility as a roofage. Copper is sometimes employed both in America and Europe, but is too expensive for general use. Lead and copper were never superseded by zinc, as being lighter, and offering stubborn resistance to corrosion by rust. But its great infirmity lay in the fact that its expansion and contraction under changes of temperature are greater than in any other metal.

Tin or tinned iron roofage has of recent times come into very general use. In an architectural point of view it has many distinguishing merits. Its comparative lightness, capability of adjustment to corners and broken surfaces or to any degree of incline, and completeness of protection, commend it in the highest degree to builders, property owners and architects.

Another form of roofage of comparative recent date is the iron or steel sheets, shingles or roofing tiles which are now produced in great perfection at various establishments in this country.

This last production is significant of the crowning step in the evolution of roofage. It would be difficult to conceive of anything requisite to a perfect roofage that this last achievement does not supply. It is capable of fastening to the supporting surface in a manner that makes it perfectly secure. By their detached relative position (being unsoldered) they permit of yielding to changes of temperature without perceptible change of protecting surface; they are adaptable to almost any degree of inclination, excepting only very flat surfaces; they are fireproof. They are produced in various patterns, shapes and designs so as to become architecturally more decorative than any form of roofage ever before known—a matter of no small importance in our present style of turreted and pointed roofs, for an unsightly roof on a handsome structure resembles a "shocking bad hat" on a well dressed man.

NEW BRUNSWICK'S ENTERPRISE.

Arrangements have been about completed whereby the Central Railway of New Brunswick is to be extended fifty miles further to Fredericton, making ninety miles in all from where it leaves the Intercolonial at Norton. The new road will pass through the Newcastle coal areas, and in this connection capitalists will establish smelting works in St. John, N. B., the iron ore to be brought from Tor Bay, in Annapolis, across the Bay of Fundy, while the coal will be tapped in Queen's County on the line of the Central extension.

THE PEOPLE'S BANK.

After a delay of upward of three and one-half months La Banque du Peuple was again opened for business on Monday morning last. At 10 o'clock the paying teller's counter was blocked with customers who were anxious to withdraw such portions of their deposits as they were allowed. On every piece of counter and each desk could be seen a score or more of men and women figuring out the interest at 4 per cent., and then taking from the total a fourth, which they were privileged to withdraw at the present time. There was little or no excitement. Every customer took the ruling of the bank officials regarding the detention of three-quarters of their deposits resignedly or good-naturedly, as the case might be.

There will be a meeting of the shareholders on November 27, at which time Mr. Geoffrion, Q.C., the bank's attorney, will present a plan for the permanent continuance of the Banque du Peuple. By this time a large portion of the depositors who intend to do so will have withdrawn the 25 per cent. of their deposits, and the bank will then know exactly how they stand.

Write For Catalogue

Illustrating a number of lines particularly suitable for Christmas trade.

Aztec Coin Metal Flatware

In Quetzal pattern is something new.



No. 655.—Tilting Set, complete.

The Toronto Silver Plate Co.

Designers and Manufacturers of Wares in Sterling Silver and Electro Silver Plate

Factories and Salesrooms, King St. West

E. G. Gooderham, Manager and Sec.-Treas.

TORONTO, CAN.

WATTERSON & AULDJO

Merchants

MONTREAL

Tinplates, Coke and Charcoal,
Canada Plates,
Sheet Iron, Black and Galvanized,
Pig Iron, Ingot Tin,
Sheet Zinc,
Window Glass,
Portland Cement,
etc., etc.

Import orders only.
Enquiries solicited.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

THE PEOPLE'S Building and Loan Association

(INCORPORATED)

Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. $3 deposited monthly is estimated to mature a $500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.

Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office. . . . . .

HARDWARE AND METAL

TORONTO

THE BEST

is the cheapest in

BRUSHES as well

as in all other goods that

ARE MADE

by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made **BY**

MEAKINS & CO., MONTREAL

313 St. Paul St.

Also Meakins & Sons, Hamilton, Ont.

ERTEL'S VICTOR



HAY PRESS

Most rapid, durable and economical. So warranted or no sale. Capacity ONE to TWO ton per hour. Descriptive circulars free.

Write . . .

STEVENS MANFG. CO.

LONDON, ONT.

SPRITE CYCLES

LEAD FOR LOW PRICES

QUALITY FINISH

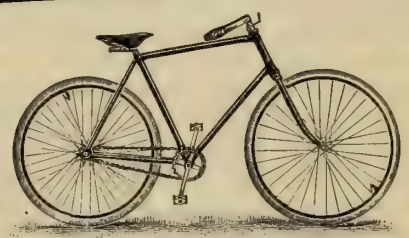
CATALOGUE UPON APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE Montreal Master Plumbers' Association has now got down to work after the summer holidays.

During the vacation, the Executive Committee, who had charge of affairs, did some valuable work for the trade. They submitted an excellent report regarding the negotiations carried on between the wholesale dealers and themselves, with a view of establishing a better system of trade relations.

The association has decided to leave the future conduct of this matter in the hands of a special committee. This committee, composed of the president of the association, Jas. Lamarche and J. W. Hughes, have conferred with a sub-committee from the wholesalers, composed of Messrs. Robertson, of Thos. Robertson & Co.; H. McLaren, of the Safford Radiator Co., and Lockhart, of the Gurney-Massey Co., and it is expected that shortly the result will be made known.

The wholesalers admit that in a great many cases the retailers have been unfairly treated and have expressed their entire willingness to agree to any practical measures suggested that will prevent their selling goods in competition with their own retail customers.

The Plumbing Trade Night School in Montreal, under the auspices of the Council of Arts and Manufactures, will shortly be reopened for the winter season, and the Master Plumbers' Association will, as heretofore, appoint a committee of their own body to superintend the course of instruction to be given at the school in question.

There has been considerable talk in plumbing trade circles in Montreal regarding the recent contract awarded for the plumbing and heating of the big new Canada Life building on St. James street. Surprise is expressed that the contract has gone to Toronto, in view of the fact that all the three Montreal firms who tendered were very close together. Two of them bid the identical figure, around $15,000 odd, while the other was only $50 above them. It is explained by officials in charge of the construction that the two Toronto firms who tendered were only about $100 apart, and that where they got the best of their Montreal confreres was on the plumbing items of the contract. On the heating apparatus they were higher, but the plumbing called for some special American fittings that had to be procured in Philadelphia. On these the successful Toronto firm, the Bennett & Wright Co., Ltd., figured so much closer that the difference more than offset the higher price for heating in the aggregate total of the two items.

* * *

INCORPORATED.

As noted in this column last week, "The John Ritchie Plumbing and Heating Co., Ltd.," are asking incorporation at Toronto as plumbers and hot water, steam and gas-fitters. The proposed capital stock is $75,000, and the names of those seeking incorporation are: John Ritchie, Christina Ritchie, Rodie Campbell, James Highet Wilson and Andrew Hasket Richardson, all of Toronto. The business is one of the oldest in the country, having been established by John Ritchie in the days when Toronto was a town, and the art of plumbing was in its infancy.

TRADE NOTES.

French & Penman, plumbers, Halifax, N.S., have dissolved. Frank J. Penman continues in his own name.

Cookson & Plows, plumbers, Victoria, B.C., have dissolved. Chas. Cookson continues the business alone.

VALUE OF A COLLEGE EDUCATION.

IT is now generally conceded that college education is an essential preliminary to the successful practice of medicine or law. Formerly a young man would go directly from school into a law office or a doctor's office and acquire the technical knowledge of his chosen profession. Later on it was found that it was a great advantage to take a short theoretical course in a law school or a medical school, and these schools required a certain proficiency in general knowledge before receiving students. The tendency of late has been both to lengthen the course of study in the technical school and to require a full collegiate course of study as a preliminary to entrance.

What is the reason for this increased thoroughness of preparation for the active work of a profession, and why is such stress laid upon the necessity for a broad general culture, a college education, before undertaking the special course in the technical school?

SOME BENEFITS OF A COLLEGE COURSE.

The college-bred law student has studied the English language, and has a more thorough knowledge of its possibilities. His vocabulary is larger. He has learned how to use the words which most clearly express his meaning. By the study of logic he has learned to put his thoughts in proper sequence. From psychology he has learned to know the processes by which the mind works, and thus he is able to divine the probable line of argument which his opponent will take, and so to prepare himself in advance to meet it. Having through his study of history a knowledge of the laws and customs of other times and peoples, he is prepared as his less cultured adversary cannot be.

In like manner, the medical student who has received a college education is found to be fitted to grasp more quickly the complex study of the diseases of the human body and mind.

USING EVERY FACULTY.

What is true of the so-called learned professions is true to-day of every line of business. In order to succeed the man must be able to use every faculty to the best advantage. He must have not only a sound mind but a trained mind. He must be able to think in the right way and to act at the right moment.

In the early stage of his career in business a young man will not appreciate what he has missed by not going to college. Assuming that he entered an office or a store at seventeen, and that his friend entered college at the same age, he will feel at twenty-one greatly the superior of his friend in business ability. But five or ten years later the one who had the college training will probably be found to be working more easily, with greater confidence, and with exactly as much success as the friend who had four years the start—if not greater.

I am a great believer in laying deep, broad, substantial foundations for all undertakings in life. I believe that certain pursuits require broader and better foundations than others. For some a good common school education is ample, and the time spent in college would probably be of no advantage; perhaps it would even be a detriment. However, if a boy intends to become something more than an under clerk or a small tradesman he will need the best preliminary education that his parents can afford to give him.

EXPERT WORK REQUIRES MASTER MINDS.

In the down-town business sections of New York city several great buildings are now being erected. The utmost care has been bestowed upon their foundations. Special engineers have been employed, and in some places they have had to drive piles 60 feet below the surface of the ground before a firm foundation could be found. These piles are driven very close to each other, and the interstices filled in with the best cement. After weeks of preparation the construction of the building may at last be proceeded with.

It is because the building is to be so high and so noble in its proportions that the foundation is laid so deep and broad. A less important building would require a less substantial foundation; and the contractor's booth can be stood upon the pavement with perfect safety without any special foundation whatever.

The illustration requires no explanation. Any boy who reads this article will understand that the greater his ambition to be successful in business, the more important the career which he hopes to have, the more pains he must be willing to take in preparing for it.

I think it wise for a boy to have pretty clearly in mind during his college course,

and particularly during the last two years, the line of business which he intends to follow. He can then shape his college course, by an intelligent choice of the elective studies, so as to get from it the greatest good. I should advise, also, during a part of the long vacation, getting a position, even at a nominal salary, with one of the best concerns in the line of business which he expects to follow. In this way he will have the benefit of practical work, and will be kept so closely in touch with the business that he will be prepared to take hold intelligently and quickly the moment he is graduated.

STUDY THE ENGLISH LANGUAGE.

Let me impress on every boy who is looking forward to a business career the importance of giving peculiar attention to a study of the English language and literature. He should be thorough in this. He should learn to express his thoughts tersely and easily in good, pure English. Thoroughness in mathematics is most essential, and a comprehensive knowledge of the history, resources and institutions of our own country. Absolute knowledge along these three lines lays the foundation of success. They are the ones, too, that are too apt to be slighted, because we think that we know our own language and how to use it, and all about our own country, intuitively.

A word about college sports. It is a waste of time and money to run about after the "teams." Every college boy should make good use of the opportunity to enjoy in moderation all manly sports, especially the out-of-door sports. The subsequent professional and business career will leave too few opportunities for exercise, and nature will punish severely the man who neglects his body. A love of out-of-door sports, not as an onlooker, but as a habitual participant, will be invaluable all through life.

One word in conclusion: Cultivate a habit of repose of mind. Learn to be a good listener. The most successful men work, as a rule, most quietly. The mastery of a subject insures one greater ease and quietness in its use. Learn to weigh conflicting opinions and to decide by the preponderance of evidence. A college education will strengthen all your faculties, and, rightly used, will be a blessing all through life.—Harvey F. Fish, in The Outlook.

ADVERTISEMENTS IN COINS.

A Detroit, Michigan, dispatch says: A merchant in the interior of the State has evolved a novel advertising scheme, but is in some doubt as to his right to use it. The plan is to stick a round paster on the back of a silver dollar, setting forth in catchy language something to this effect.

"Send or bring me back to the store of—where I'm worth $1.05."

Assistant District-Attorney Wilkins has received a letter from the originator of the novel plan in which he set forth his system in detail, and asked if there is any provision of the Treasury Department against it. Mr. Wilkins looked up the question and answered that there is no statute to prevent it. He has written to the Secretary of the Treasury to ascertain if the Department has any ruling which prevents the use of United States coins for advertising purposes.

THE QUARTER'S EXPORT TRADE.

An increase is reported in the export of goods from Canada during the three months, July, August and September, as compared with the same months in 1894. The totals are: for 1895, $32,481,642; for 1894, $31,222,163. The details are:

	1894.	1895.
Produce of the mine	$1,515,092	$ 1,930,432
Produce of the fisheries	3,969,723	3,167,984
Produce of the forest	9,529,695	10,236,515
Animals and their produce	11,646,782	13,294,410
Agricultural produce	2,588,655	1,511,435
Manufactures	1,925,497	2,266,500
Miscellaneous articles	46,709	74,366
Total	$31,222,163	$32,481,642

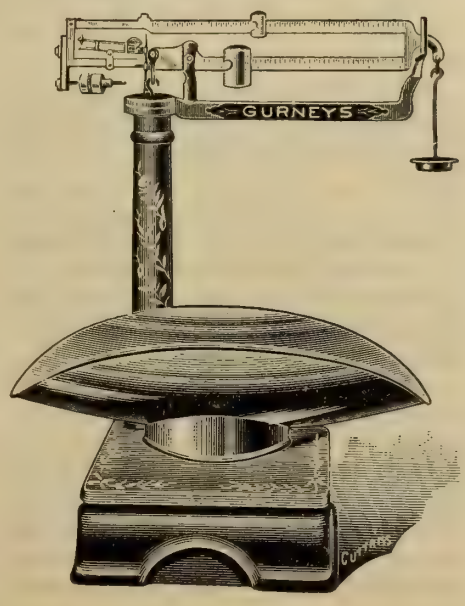
Lumber, it will be seen, is a little more active, but the chief increases are in dairy and live stock products. Merchants will be glad to note that the farmers' products are moving out more freely. It is a good healthy sign for the country trade.

NEW ARMOR PLATES.

A new system for making armor plates for warships is reported. It is credited to a French naval expert. In the present world-wide craze for armor that can resist artillery projectiles, and for guns that can make holes in walls of steel, it is not at all surprising that inventive genius should lend its aid to the cause that pays the best. How best to kill and how best to avoid that sudden termination of a biography is the most momentous issue of the hour. The plan of the Gallic expert is to construct armor plate of slabs of steel, that will project their edges and not their face to a projectile. By this method the resistance is of a flexible nature, insuring a rebound that can more successfully resist penetration. Damaged sections can be easily removed and replaced, and being intersected by hollow tubes, vibration is absorbed and the impact of shot considerably reduced. If these claims are justified by results, the jingoes of all nations praying for a war will have to get on their knees for a new gun.

Best Varnishes
FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

CUTLERY
Splendid value in all kinds for the Fall trade. See our samples. . . . . .
WIRE
Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.
Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.
A. C. LESLIE & CO.
. . . MONTREAL

DOMINION COUNTER SCALE


With Patent Automatic Scoop Balance
Simple in construction Nothing complicated or liable to get out of order.
Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.
Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.
Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THERE is a demand of assignment against Napoleon Toupin, general store, Fecteau's Mills, Que.

Wm. Clendinneng & Son, founders, Montreal, have assigned.

Edward McDonald, planing mill, North Sydney N.S., has assigned.

Jacob Erratt, furniture, Ottawa, has assigned to E. R. C. Clarkson.

J. F. Allan & Co., general store, Hillsdale, Ont., have assigned to C. H. Francis.

Germain Caron, general store, Trois Saumons, Que., has compromised at 75c.

Martin Roche, general store, Killaloe, Ont., has assigned to Thos. W. McGarry.

The creditors of E. D. Edwards, general store, Franktown, Ont., have been called together.

Andrew Robertson, merchant, Chatham Township, Ont., has assigned to Robert Kerr, Sarnia. Creditors meet to-day.

A. J. Allaire, general store, St. Guillaume D'Upton, Que., offers to compromise at 42½c. Creditors meet on November 13.

Ex-Mayor Erratt, of Ottawa, furniture dealer, has made an assignment for the benefit of his creditors to E. R. C. Clarkson. Mr. Erratt was also interested in the stock raising business, and it was losses sustained in this business that compelled him to abandon his estate. The assignee has not yet prepared a statement of the affairs of the estate, but estimates the liabilities at $15,000.

PARTNERSHIPS FORMED AND DISSOLVED

The Farmers' Elevator Co., of Killarney, Man., has been incorporated.

Junor & Irving, crockery and glassware, Toronto, have dissolved. Joseph Irving continues.

Jos. H. Leduc and Marie A. Leduc are partners as J. H. H. Leduc & Co., general store, St. Alban, Que.

Elias Frechette and Adolphe Tanquay are partners in the undertaking business, as Frechette & Tanquay, at Acton, Ont.

The St. Lawrence Machinery Supply Co., Montreal, is composed of George Hunt, J. Emile Naud and Ephrem F. Valiquet.

The Patterson Dry Mineral Magnetic Separator and Gold Extraction Co., of Ontario, Ltd., Toronto, has obtained a charter.

The firm of A. Chabot & Fils, general store, St. Etienne De Beaumont, Que., is made up of Ambroise, Theodore and Orver Chabot.

Parliament will be asked to incorporate the Montreal and St. Lambert Bridge and Electric Railway Co., to build a bridge across the St. Lawrence, and operate an electric railway over it and adjacent territory.

SALES MADE AND PENDING.

Theopile Duphily's general stock at Vercheres, Que., was sold at 71c.

T. W. Fletcher, sewing machines, Victoria, B.C., has sold out to Fletcher Bros.

The assets of Joseph Salter, furniture, Kingston, Ont., are to be sold by auction.

O. Chandonnet's general stock at St. Pierre Les Becquets, Que., was sold at 71c.

The bicycle and jewelery stock of Rhoda Jorgenson, Toronto, is advertised for sale by auction.

The assets of F. X. Bilodeau, general store, Baillargeon, Que., are to be sold November 12.

A. C. Blais & Fils., general store, Chicoutimi, Que., have purchased the bankrupt stock of A. Lapointe at 62c.

The assignee advertises for sale the stock, etc., of John Stairs & Co., wholesale and retail hardwaremen, Halifax, N.S.

The factory, stock, etc., of Benjamin Bros. & West, of Yarker, Ont., carriage wheel makers, are to be sold by auction on Nov. 15.

O. D. Cowan, manufacturer of clothes wringers and marble dealers, Gananoque, Ont., have sold out the marble business to O. V. Gouillette.

CHANGES.

The Peerless Furnace Co. succeeds the Sellers Furnace Co., at Toronto.

The Harold Raphael Manufacturing Co. is starting business at Montreal.

K. L. Lowndes is starting a general store at Shawville, Que.

E. G. Hoskins has started a general store at Lansdowne, Ont.

FIRES.

John Lemon, pottery, Owen Sound, has been partially burned out.

P. Amesse's foundry at Montreal, was damaged by fire. Partially insured.

Ferguson & Brownell, general store, Northport, N. S., have been burned out. Insured for $2,000.

The storehouse of R. J. McDougal, general store-keeper, etc., and the drug store of Bolster & Co., of Lancaster, Ont., have been burned.

DEATHS.

James Rayside, of D. P. McDougall & Co., saw mill, Maxville, Ont., is dead.

Herbert R. Cunningham, of H. R. Cunningham & Sons, general store, Guysboro', N.S., is dead.

SEND FOR A FEW.

Lewis Bros. & Co., Montreal, Canadian agents for the Smokeless Powder Co., are distributing to their friends in the retail trade a handy little book for sportsmen—a game register for 1895-96. These are not used in this country to the extent they are in Britain, but still they are useful. A sportsman can record in concise form the number of and kind of bird or other game shot each day. These booklets may be put away at the end of each season, and will make an interesting reference book for future years. Retailers can get a few sent to them without charge to distribute among their best sporting customers by mentioning on a postal card that they are readers of HARDWARE AND METAL, and addressing it to Lewis Bros. & Co., St. Sulpice street, Montreal.

WILL BICYCLES BE SCARCE?

It is estimated that the number of bicycles produced in the United States for 1896 will be from 750,000 to 1,000,000. Notwithstanding this, authorities in the trade believe there will be a considerable shortage between now and the 1st of March. Advices from all sections indicate that the demand will be more than double that of this year, and manufacturers will undoubtedly be delayed in getting the bulk of their wheels on the market, owing to the difficulty in obtaining machinery and the shortage of steel balls and bicycle parts of all kinds. The shortage promises to be the greatest in medium grade wheels. In view of these facts, the hardware dealer who wishes to handle any particular make of wheels the coming year will, if he is wise, make his arrangements at once. Inquiries being received by manufacturers and jobbers indicate that a far greater number of hardware dealers will handle bicycles next year than this. Reports from Canada and England are to the same effect.—Hardware Reporter.

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St —— **Montreal**



IN

50 AND 100-LB. BOXES

AND

5-CWT. CASKS

For sale by all dealers.

LAMPLOUGH & McNAUGHTON

Sole Agents, MONTREAL



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

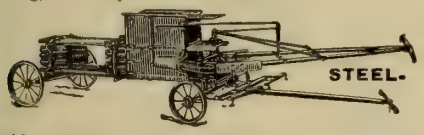
Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

RAMSAY'S

Furniture Varnish
Brown Japan
Inside Varnish
Outside Varnish

In Handy Cans

IS THE PROPER LINE.

A. RAMSAY & SON

MONTREAL.

Pen Knives, Razors, Scissors

H. Boker & Co.'s

Tree  Quality

New stock just received.

RICE LEWIS & SON, LIMITED
TORONTO

HARDWARE TERMS.

A CORRESPONDENT of New York Hardware gives the following derivations of terms commonly used in the hardware business :

Spike—From spica, an ear of corn, a point, a pike.

Tack—Takes various forms in many languages; but all from the same root, "stag" or "stak," to thrust, to tackle, attack. The kindred words are take, tackle, tag, etc.

Saw—It cuts with a toothed edge, and comes from the Aryan root, "sak," to cut; later from the Latin "secare," to cut; saw, sickle, scythe, from same root.

Brad—A thin long nail; from Anglo-Saxon "brord," a spike, a spire, a blade of grass; and is closely related to "brist," of which bristle is the diminutive.

Razor—A shaver. It razes, cuts down, levels, smooths.

Sledge—A hammer, from "schlagel," a mallet; so a sledge hammer is a hammer-hammer.

Axle—Shoulder.

Whiffletree—From "whiffle," to veer about, as a whiff or puff of wind; and "tree," which is but another word for timber.

Swingletree—From "swing," a swingle tree, or "swinging timber."

Singletree—Is but a corruption of "swingletree," and from the use of this corrupt form came the name "doubletree," the timber to which the swinging tree is attached.

As to "Paid cash right on the nail," in times long since past there was in the midst of the Limerick (Ireland) Exchange a standard set up, and upon it was a copper disk upon which earnest money for all stock exchange bargains was paid. This upright and copper plate was called the "nail." In Bristol, England, there were four of these "nails" set up in front of the place of exchange. Other places there were, but these will suffice.

A NEW SAFETY VALVE.

To minimize the effects of fractures or steam pipe explosions, a new safety valve has been introduced in England. The valve is fitted next the ordinary stop valve or close to the boiler, and ordinarily is idle, the steam passing through it into the pipe unaffected. The valve has cast with its wings an open cage with a bottom plate. The weight of the valve is balanced by weight on the lever. So long as the steam is passing through to an engine the valve is balanced as against steam pressure, but immediately the steam is free to escape, as when a pipe burst, and the resistance to steam outlet is small, the valve is unbalanced, the rush of steam acting on the flat bottom of the valve cage instantly closes it, and the steam outlet ceases.

1875. **COVERT'S** 1895.



Our Triumph Snap with flat spring, and Banner Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

The St. John Bolt & Nut Works

ST. JOHN, NEW BRUNSWICK

Make first-class Track Bolts, Machine Bolts, Car Bolts, Steel and Iron Girder and Boiler Rivets, Square and Hexagon Nuts, Lag Screws, Wharf and Railway Spikes, Bolt Ends

Montreal Agent,

D. S. McINTYRE, Royal Insurance Building

The Saint John Bolt & Nut Works

ALEX. RANKINE, Proprietor
St. John, N.B.

FORRESTER'S

Asbestos Iron Stand

Keeps the irons hot. Saves time. Saves money. Saves coal. Saves gas. Agents wanted.

Apply to Patent applied for.

Forrester's Asbestos Warehouse

Asbestos goods of every description. Send for prices.

298 St. James St. MONTREAL

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TRADE MARK J REGISTERED

"JARDINE"

Hub Boring Machine

Bechtel's Patent.

Shapes and sizes the hole in hub automatically. Works like a charm. Simpler to work and easier to drive than any other.

A. B. JARDINE & Co.

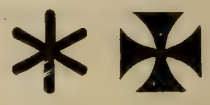
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.
Upheld by injunction in the Court of Chancery.

REGISTERED TRADE MARK



SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO. - - MONTREAL

CURRENT MARKET QUOTATIONS

TORONTO, Nov. 8, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
T. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.Xl	7 70
Raven & P. D. Grades—	
I.C., usual sizes	4 00
I.X., "	5 00
I.X.X., "	6 00
I.XXX., "	7 00
D.C., 12½x17	3 75
D.X	4 50
D.X.X	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3 10
I.C., special sizes	3 15	3 25

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	
28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price.
Common Bar, per 100 lbs		1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "		2 20
Hoop " "		2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch		0 10½
3-inch		0 13½

Steel Boiler Plate.

¼ inch		2 45
⅜ "		2 35
¾ " and thicker		2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 40
Half polished	2 50	
All bright		3 00

Iron Pipe.

Wrought, ¼, ⅜, 37½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 45 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs		6 00
" ¼ " "		4 75
" 5-16 " "		4 00
" ⅜ " "		3 75
" 7-16 " "		3 35
" ½ " "		3 25
" 9-16 " "		2 95
" ⅝ " "		2 85
" ¾ " "		2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	0 12¼	0 12½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb		0 21
Spun, per lb		0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 03⅝	0 03½
Domestic, per lb		0 03
Bar, 1 lb		0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon		0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt		2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb		
" " 100 lb. drums		
Burnt Sienna, pure, per lb		0 10
" Umber, " "		0 10
do. aw		0 09
Drop Black, pure		0 09
Chrome Yellows, pure		0 18
Chrome Greens, pure. per lb.		0 12
Golden Ochre		0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	0 69
Extra " "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine, p.g	0 85
No. 1 Carriage, per gal	1 30
Gold Size Japan, "	1 20
Pure Orange Shellac	2 15
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

5-Barrel lots		0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear		0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 2 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 65 and 7½ per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 25	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 3
101 to 105	....	....	....	10 7
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz ..... 3 30 4 25.

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 4 15
12 in. up, per lb..... .... 3 15
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 60 p.c. 1896 list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 57½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " 3 85
F.o.b. Montreal 10c. less, and London 5c. more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross.....	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   - Basis -50 to 60 dy..... 2 50
   - 40 dy..... 2 55
   - 30 dy..... 2 60
   - 20, 16, and 12 dy..... 2 65
   - 10 dy..... 2 70
   - 8 and 9 dy..... 2 75
   - 6 and 7 dy..... 2 90
2. American pattern only—
   - From 4 to 5 dy..... 3 10
   - 3 dy (lath)..... 3 50
3. Canada pattern only—
   - From 4 to 5 dy..... 3 00
   - 3 dy (lath)..... 3 40
   - 3 dy, A.P. fine..... 4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz..	5 00	9 00
German, per doz.....	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per 100 lbs.....	....	1 80
Tins, lbs.....	2 50	2 75

RAIL.

Barn door, per foot.....	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's, " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9¼
¼, 5-16, ⅜ in.....	7½ 00	9½
Cotton	15	17
Russia Deep Sea	00	13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 7½ p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.....	0 65	1 00
" N.P., per set....	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70
"Empire," McMillan&Haynes, per ft.....	0 00	0 70

Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft....	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each.....	0 75	2 75
" frame only.....	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.....	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz.....	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.....	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.....	2 30	2 45
" black.....	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'.....	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American.....	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz.....	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb.....	0 28	0 50
Hindostan, "	0 06	0 07
" slips, per lb.....	0 09	0 09
Labrador..... "	0 00	0 13
" Axe, "	0 00	0 15
Turkey ..... "	0 00	0 50
Arkansas ..... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.....	3 50	5 00
Grind. per ton.....	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 p. c.; Zinc, 37½ p.c.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz.....	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon.....	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....	.....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.....	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 15 per cent. discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 0 03½
Galvanized, 4 barb, 4 and 6 inches apart 0 03½
Galvanized, plain twist, all delv'd.... 0 03½
"Lock Barb," 4 point 0 00
" Glidden, 2 point 0 00
Galvanized Barb, "Lyman," 2 to 4 points 0 00
Steel Staples 0 00 0 03½
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

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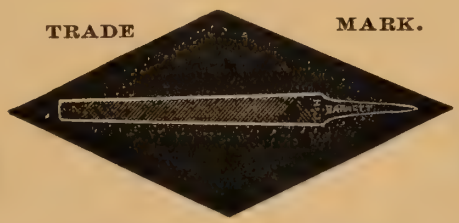
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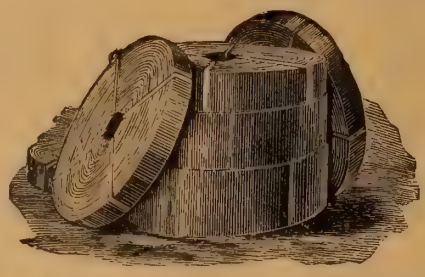
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HARDWARE
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VOL. VII. TORONTO AND MONTREAL, NOVEMBER 16, 1895. No. 46.

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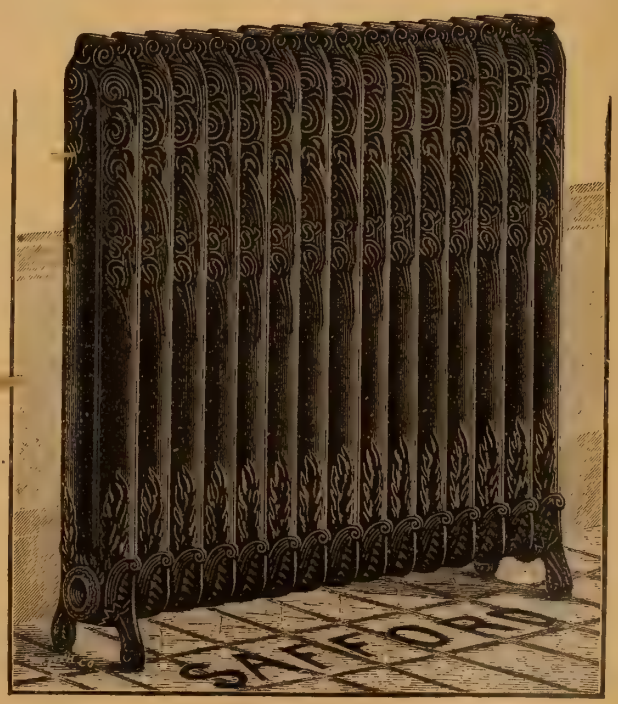
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POSITION OF LINSEED OIL.

WE confessed in these columns some weeks ago to the difficulty of accounting for the scarcity and high price of linseed oil in view of the official report of an immense crop of flaxseed in Manitoba and Ontario. The atmosphere now begins to lighten in such a way as to make the position somewhat apparent.

The more recent advices confirm the favorable crop reports, and the delay in placing the seed at the disposal of crushers appears to have arisen mainly from the vast amount of material the farmers have been called upon to handle.

The flaxseed harvest of 1894, reaped from an acreage of about 32,000, was seized upon very largely by Western American buyers, and our Canadian crushers were placed in the alternative position of paying a large price for seed or leaving it to cross the lines.

The high price secured, as compared with other cereals, has not been lost sight of by the agriculturists of our Northwest, as is evident from the fact that the harvest of 1895 covered an average of some 87,000 acres, or nearly three times the area of the preceding year, the yield being moderately estimated at a million and a quarter bushels.

Meantime, the United States crop under similar influences is also abnormally large, being estimated at about twelve million bushels, which will probably cover the entire oil demand of the United States. Our Canadian producers are therefore left with little prospect of an American demand, save of a local nature where geographical advantages exist, and it is plain that at least a million bushels Canadian seed will be offered for sale, and yet leave all the seed required for next sowing. How is it to be handled?

The united crushing power of all our linseed mills is estimated at about 350,000 bushels running twelve months, or about one-third of the seed which will be marketed, and even should our seed crushers anticipate their wants beyond the next harvest due date there will remain half a million bushels for export presumably to Europe.

But our main consideration at present is with the oil, and the foregoing estimates of movements of seed form simply the basis of our calculations. The Dominion consumption of linseed oil for all purposes may safely be set down at 25,000 barrels. Now, if the utmost capacity of our Dominion mills be 350,000 bushels per annum, at approximately 25 bushels to a barrel, their out-turn for twelve months will represent 14,000 barrels.

It appears plain, therefore, that in the absence of sufficient crushing plant in our own Dominion, we shall be in the position of exporting to Europe half a million bushels of seed and importing 11,000 barrels of oil.

Various points suggest themselves—mainly, whether the production of flaxseed is likely to develop, and the prices paid so far appear to encourage its production. Then follows the thought, why should we be exporters of seed and importers of oil?

The question is very suggestive to capitalists who, by reference to our tables of trade and navigation, can easily satisfy themselves as to the imports.

Meantime, to the importer and consumer the question is: What is the future as regards the value? And the answer is not far to seek, because the crusher, knowing that all he can produce is wanted, and much more, is not affected by the quotations of his brother crusher, but has his eye upon Europe and keeps inside the English quotations plus freight and duty.

In the absence, therefore, of crushing plant sufficient to meet the demands of the Dominion, the consumer of linseed oil is not benefitted in the slightest by the increased acreage and yield, but the supply will surely ere long adjust itself to the demand.

SELLING PAST SEASON'S GOODS.

HARDWARE is not subject to the marked and frequent changes of dry goods, but hardware has its seasons as well as other branches of trade.

Soon the holiday trade will be upon the hardwareman, and it needs be that he should make preparation for it.

The first duty should be the clearing away, as far as possible, the summer and fall goods.

Fortunately, this will not be as difficult as it has been some other years, stock being lighter. But he is a happy man, indeed, who has not got some goods that have lain on his shelves for one or more seasons for which he would gladly find a customer.

It must, therefore, be taken for granted that every hardwareman has goods which he would gladly transform into more seasonable lines. This obviously he will not be able to do if he follows old beaten paths. The demand has been satisfied for the time being.

A man who has eaten what he considers to be enough of roast beef, can sometimes be induced to take more if a condiment is offered him to take with it.

The same rule applies to what we use: If we see an article which we will require at some future time the price will frequently induce us to buy now.

Let hardwaremen who have summer and fall goods in stock which they are desirous of disposing of, mark these goods down to a price, to purchase at which would entail a greater return to the consumer on the money invested than could be obtained from any ordinary source.

Say the price was marked down 10 or 20 per cent. This, it is scarcely necessary to point out, is a far greater percentage than could be obtained by ordinary investment. This fact should be emphasised both in the window displays and in the advertisements in the local newspapers.

We are confident that the hardwareman who will adopt some such policy for disposing of old stock, and push it vigorously, will have less old stock and more money in his pocket and more saleable goods on his shelves when the holiday season comes round than would otherwise be the case.

THE ST. JOHN SUBSIDY.

THE Dominion Government is to be congratulated on the promptness with which it has complied with the memorial of the merchants of St. John, N.B., praying for a subsidy of $25,000 for a line of steamships to ply between that port and Great Britain.

Months and years are, as a rule, required to decide questions of this character, but here is an instance where one week proved sufficient.

The old material in the Cabinet is evidently developing business instincts for promptness; or perhaps the not-far-off general elections are doing the sharpening. If the latter be the cause, we can afford to have elections a little more frequently.

But, aside from all motives, the decision of the Government is a wise one. During the winter months Canada's position is most humiliating as far as its Atlantic shipping is concerned. The greater part of our freight and passengers destined for the other side of the Atlantic depart by United States ports. Had we no Atlantic winter ports, as foreigners may sometimes fancy is the case, we would have to "grin and bear" the humiliation. But we have winter ports. And in Halifax and St. John we have ports, not only the equal of anything on the Atlantic seaboard, but ports that are much nearer Europe than any possessed by the United States.

Therefore the Government would prove recreant to its trust were it to do nothing to encourage the utilization of our own winter ports. Nature has done its part; it is only right we should do ours.

With the increased facilities which this subsidy will afford Canadian exporters, also comes less dependence upon United States ports.

Every ton of freight we now send out of the country via a United States port merely goes out on suffrance. Politicians across the line know this; and frequently, when they want to curry favor with a certain class of voters, threaten to deprive Canada of the bonding privilege. Already they have deprived us, by vexatious ruling, of some of the bonding privileges conferred by the Washington Treaty of 1871.

We built the Soo Canal, not with the object of injuring the United States, but for the purpose of lessening our dependence upon the whims of her politicians. And it is the same spirit that actuates us in desiring to increase the facilities of our winter ports on the Atlantic. The subsidising of a line running out of St. John is a step in the direction.

One provision of the contract stipulates that preference is to be given to all freight coming from the western provinces, and that rates shall be as low as from any port in the United States.

The first outward bound steamer leaves St. John on December 11.

OF LIVELY INTEREST TO CANADA.

CUBA is framing a new tariff as well as fighting over the question of government.

What the changes are, if any are proposed, HARDWARE AND METAL is not cognizant.

Canada's trade with the island does not amount to a great deal, but as we are trying to cultivate business in the West Indian Islands there is a certain amount of interest to Canadians in the fact that Cuba proposes to readjust its tariff.

Our aggregate trade with the Spanish West Indies is $3,769,392, the imports being valued at $2,438,251 and the exports at $1,331,141. The returns do not give the returns for Cuba alone, but, outside Porto Rico, Spain has now no important possession in the West Indies.

What the Spanish possessions in the West Indies do take from us is well distributed over different products, so that any change in the Cuban tariff is likely to affect in some way our trade with that country. For instance, in 1894 the Spanish West Indies took coal to the value of $7,641. Their purchases of codfish aggregated $958,507; pickled mackerel, $20,188; pickled herring, $51,783; smoked herring, $4,162; pickled sea-fish, $2,265; canned lobster, $750. Of products of the forest they took: Laths, $321; planks and boards, $173,673; staves, $1,529; masts and spars, $187; piling, $191; shingles, $709; shooks, $5,283. Horses they purchased from Canada to the value of $2,220. They took $10 worth of poultry, probably to keep the horses company in Cuban barnyards. Canadian cheese they took to the value of $83. They heard of the world's championship this country won at the World's Fair, and probably wanted to ascertain for themselves what the famous Canadian cheese was like. Their custom may be expected to increase for this commodity. In agricultural products they took: Green apples, $618; flour, $3,146; hay, $338; potatoes, $86,109. In manufactured products they took from us: Carriages, $525; drugs, $320; explosives, $1,000; stoves, $296; machinery, $4,208; ale and beer, $1,052; whisky, $1,182, (and we even sent them $183 worth of sugar, presumably for their whisky); ships, $2,500; manufactures of wood, $694.

A comparison of the returns for the past fiscal year with those of 1890 shows a somewhat satisfactory result. Our aggregate trade now is $825,719 more valuable than it was then, and not only that, but an analysis of the returns reveals the fact that the Canadian goods going into these colonies of Spain are becoming more diversified. Flour, for instance, we did not send a dollars' worth in of 1890. Neither did we in 1893. Flour is one of the principal imports of Cuba. Up to the time it entered into treaty relations with the United States, practically all its flour came from Spain. After that, however, the United States still supplied her needs in this respect. And although the treaty between these two countries has been abrogated, the latter still has the field in the matter of flour. The reason is that the bakers in Cuba have learned by experience that the United States article is immensely superior to that from Spain. And as Canadian flour is equal in quality to that made in the United States, we ought to experience an increased trade with Cuba in this commodity. If we do not, we may charge it to the packages in which our millers ship their flour, and not to the flour itself.

While the reciprocity treaty between the Spanish possessions in the West Indies obtained, a preferential tariff against the rest of the world being in force, the tendency was naturally to retard the development of Canada's trade with these possessions, but in spite of this there has been a steady development, the aggregate last year being $3,769,392, or over one million larger than in 1893. It must be remembered, however, that there was not the preferential treaty to contend with during the latter half of the fiscal year, 1894, that instrument having been abrogated in the January of that year.

Our trade with the Spanish West Indies last year slightly exceeded that with Newfoundland, and exceeds that with France, Spain, Portugal, Italy, Holland, Belgium, South America, China and Japan and Switzerland. It is therefore natural that we should take a lively interest in any contemplated changes in the Cuban tariff. It is to be hoped the Dominion Government is on the qui vive.

PLATE GLASS TRADE IN TORONTO.

Plate glass trade in Toronto would have been a poor one this year were it not for the large conflagrations that visited that city in January and March.

First, immediately after these fires a great deal of glass, plate among others, was demanded merely for replacing windows in the vicinity of the fires. After that, when the burned buildings were reconstructed, there was the glass wanted for them. Filling orders on this account is still going on.

The largest contract is for the Simpson building. It amounts to about fifteen thousand square feet, ten thousand feet of which is plate glass. This contract was secured by the Consolidated Plate Glass Co.

It is an ill wind indeed that blows nobody good.

TORONTO IMPORTS AND EXPORTS.

THE imports for the port of Toronto during the month of October just past totalled in value $1,661,448, and the exports $379,479. The figures for the corresponding month last year were $1,438,-367, and $443,031. These returns show a rather marked increase in imports, but a considerable decrease in exports.

The most notable increases in imports occur in breadstuffs, green and dried fruits and nuts, dyes and chemicals, teas, glass and glasswares, and undutiable metals, while the imports of earthenware, stone and chinaware, broom corn and coal, both anthracite and bituminous, have decreased markedly. Following is a comparative statement of the imports during October, 1894, and October, 1895, particularly affecting hardwaremen:

	Oct., 1895.	Oct., 1894.
Brass, manufactures of	$4.843	$5,648
Bicycles, etc.	713	1,041
Copper, manufactures of	696	1,377
Coal, bituminous	19,206	29,780
Coal, anthracite	96,977	190,345
Earthenware, stone and chinaware	15,032	20,005
Glassware, window glass, etc.	30,066	21,417
Gunpowder and other explosives	1,188	3,167
Gutta percha, manufactures of	8,574	5,845
Jewelery, watches, and manufactures of gold and silver	35,666	35,485
Iron and steel, and manufactures of	104,291	91,881
Lead, and manufactures of	5,343	1,532
Metals, and manufactures of	11,193	7,740
Oil, mineral, linseed, etc., dutiable	17,977	12,220
Oils, vegetable, undutiable	5,302	1,672
Paints and colors	6,852	2,064
Metals, undutiable	29,638	15,990
Wood, manufactures of	10,204	12,724
Broom corn	14,638	32,960
Hides and skins	68,437	59,347

Big decreases in the exports are found in agricultural products, due largely to the small movements of barley and other grains. Exports of manufactures are seen to have increased nearly 70 per cent. The chief activity was in leather and manufactures of leather. Following is a statement:

	Oct., 1895.	Oct., 1894.
The mine	$ 139	$ 89
Fisheries	8	....
Forest	16,924	9,164
Animals and their produce	173,370	176,833
Agricultural products	62,139	167,397
Manufactures	126,189	89,230
Miscellaneous	810	318
Totals	$379,479	$443,031

BIG FURNACE TRADE.

One sign of the good times is the fact that an unusually large number of furnaces are being disposed of this fall.

Residents of country towns, but more especially well-to-do farmers, are replacing stoves with the more costly but also more convenient article.

The big sale among the agriculturalists is remarkable, indicating, as it does, both increased prosperity and an increased desire for the luxuries of life among the tillers of the soil.

Another thing that has tended to enlarge the demand for furnaces is the keen competition among dealers, which has brough prices within the reach of many who heretofore were content with stoves.

As an indication of how things are going it may be stated that though they considered last year's sales big at the time, one firm, the McClary Manufacturing Co., have disposed of twice as many furnaces in 1895 as in 1894.

A CLOCK ON FRONT STREET.

That there may be no excuse for advertisers not having their advertisements in on time, we have placed in the window of the Toronto office of HARDWARE AND METAL an electric clock which will have direct communication with the sun, moon and stars. We also hold the patent right for "time" on Front street, but we do not propose to collect royalty from those making use of it.

We propose that this time-piece shall be as reliable in its information as the paper that placed it there, and this means a good deal. One sure thing: the office boy will not monkey with it.

WOODYATT MOWERS IN ENGLAND.

Henry F. Moulden, of A. R. Woodyatt & Co., manufacturers of lawn mowers and general hardware, returned last week from a trip to Great Britain. Business was mainly the object of his mission.

"I had a splendid time," he replied to a query of mine. "The only thing I did not like was the disagreeable weather, particularly when I was traveling in the cold trains."

"What were your impressions regarding trade there?"

"Good," he replied, with emphasis. "Present trade is good and outlook reassuring."

"What success did you meet with in regard to your own goods?"

"Excellent. The Woodyatt lawn mower is becoming as great a favorite in Great Britain as in Canada. At any rate, I succeeded in securing orders which were very much larger than in any previous year. I also carried samples of the Royal Canadian wringer, made by Dowswell Bros. & Co., of Hamilton, and did well."

"Did you see anything that particularly impressed you?" I further ventured.

"Well, I do not know, except it was the quantity of German goods that were to be met with throughout England. It is surprising the quantity of these goods that are now on the English market. An English manufacturer gets out a special line. A German manufacturer procures a sample, and duplicates it within a very short space of time. And it often requires an expert to tell the difference between the two makes."

"Are there any German lawn mowers on the British market?"

"No; they have not attempted that yet," replied Mr. Moulden, in a tone which indicated gratification.

OPENING UP IN MONTREAL.

So greatly has their business in Montreal and throughout the Eastern Provinces increased that Chas. Boeckh & Sons have found it necessary to open up warerooms in Montreal.

They have selected the large five-storey stone building at 301 St. Paul street for this branch establishment, and hope to have it running in full swing by Dec. 1, or thereabouts.

The building is one of the most modern style and is fitted with the latest improvements, including hydraulic elevators, etc.

At this address full lines of the firm's brushes, brooms and woodenware will be kept.

All manufacturing will still be done in Toronto, and all stock will be carried to Montreal in carload lots.

The enterprise of this house in thus extending operations is to be commended.

A NEW WAREHOUSE.

Mr. W. H. Rowley, of the E. B. Eddy Co. was in Toronto last week for the purpose of securing larger and more commodious premises to meet the requirements of their constantly increasing business. We believe they secured No. 38 Front west, for many years occupied by Cooper & Smith.

The Eddy Co. are now doing the paper bag, wrapping paper and match trade of Canada

A NEW STORE.

McLennan & Co., the enterprising Lindsay hardwaremen, have just completed the erection of an elegant new store—one of the finest in Ontario, it is said. The store has a full plate-glass front, and is fitted up inside with the most modern devices for labor-saving, including improved "trolley" ladders on each side of the establishment, to bring the goods on the shelves within easy reach.

ONE AND ONE MAKE ONE.

The business heretofore carried on by Cowan & Edwards as implement dealers, and that conducted by James Conn as lumber merchant at Indian Head, Ont., have been amalgamated, and the firm are now known as Cowan, Edwards & Conn. They have secured commodious quarters in the New Brick Block, and in addition to the implement and lumber trades which they intend to continue even more fully than in the past, they have already secured a full stock of shelf and heavy hardware, paints, oils, wood goods, steam fittings, etc. Special attention will be given to engine and thresher repairs and supplies, this department being under the direct supervision of Mr. Edwards.

The new firm should do well, for they certainly deserve the support of the community among whom they are located.

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DROPS FROM THE EDITOR'S PEN.

Advertising is a science, and it is a profitable one.

* * *

When a foundryman fails he may be said to be foundering.

* * *

The man behind the counter ought not to be behind the times.

* * *

Minutes spent in window dressing bear a fruitage of golden dollars.

* * *

Dating ahead is in favor of everybody but the man who does the dating.

* * *

Schemes to regulate trade are frequently melted by the heat of competition.

* * *

The merchant who gets the goodwill of the people is sure to secure their custom.

* * *

Because a merchant reigns in his store
Clerks should not think he is a bore.

* * *

Pleasant words from behind the counter entice, like sweet music, customers to the store.

* * *

When railroad earnings increase it is evident the wheels of commerce are traveling faster.

* * *

In putting fire into the furnace it is just as well to see that the "fire" is kept up in the business.

* * *

Why some people are merchants is an enigma to others as well as an unanswerable question to themselves.

* * *

The great powers of Europe are threatening to "roast" Turkey. The day the "cooking" takes place will be a good day for trade as well as religion.

* * *

Merchants who pass off one brand of goods for another are little better than men who pass off spurious coins for genuine.

* * *

The pathway of the merchant is not all strewn with flowers : there are thistles there as well as in the pathway of the millionaire.

* * *

Free smiles from behind the counter will do much more in the way of business building than purchased "smiles" from behind the bar.

* * *

It is not the men who offer themselves for parliamentary and municipal honors who are the best qualified to judge of their fitness to succeed to the aspired office. It is the men who have the power of bestowing the honors who are the best fitted to fill them.

* * *

Business is business ; play is play. Both are essentials, but neither should be allowed to run into the other. They do not harmonize.

* * *

Bicyclists should have no concern about the proposition to tax them. They ought to easily be able to keep ahead of the tax gatherer.

* * *

The Customs Department must have screwed up a great deal of courage when it made bold to define a coach screw as a bolt.

* * *

Canada's Indian summer may have an inspiring effect on the spirits of the people, but it scarcely has on the trade of the country.

* * *

Look after the children. Clerks who cannot condescend to wait upon the little ones are not qualified to ascend to wait upon the big ones.

* * *

It is just as essential that the management of the country should be in the hands of business men as is the management of a hardware store.

* * *

Is it not possible that merchants said to have absconded have merely gone in scarch of delinquent creditors? This should be investigated.

* * *

It is said there is no truth in the rumor that the Customs Department has declared a screw of tobacco to be a bolt because some chews to bolt it.

* * *

"Dead or alive, we'll get the English market" appears to be the motto of the Canadian cattle, if my reading between the lines of the returns re shipments be correct.

* * *

The boy who tried to grab an abnormal handful of nuts found his hand caught in the jug ; merchants who try to grab inordinate profits find themselves in the jug.

* * *

It is evident from the many visits of burglars to merchants' stores that there are some people who believe that the business men of the country are not as poor as they sometimes profess to be.

* * *

A man ought not to go abroad before he has an acquaintancesh p with his own country. A Canad an who has traveled over his own country is not likely to come back from a foreign trip with any less pride in the Dominion.

SECURING ARCHITECTS' ORDERS.

THERE is probably no person in the whole range of an ironmonger's list of customers who can do more to extend his trade and increase his banking acacount than an architect, and, consequently, this class of customer should always receive special and most careful attention, says a writer in Hardwareman. At the same time, there is probably no customer on an ironmonger's books who is more precise and exacting in his requirements ; it, therefore, behoves the tradesman who would secure and keep the custom of these gentlemen, to be equally careful and exact in their transactions with them.

Now, the two things required are, first, to get an opening with the architect, and the second, and most important one, is to keep his custom when an opening has been obtained.

The present custom of most architects of putting in the specifications of any building P C sums for different items, such as grates and mantelpieces, heating, lighting and ventilating appliances, locks and fittings, etc., is of considerable help to any ironmonger to secure the order, as the builder, not having the ordering of these goods, is quite indifferent as to who gets the order, knowing very well that whoever supplies the goods will allow him his usual 10 per cent. discount when he pays for them.

Now an ironmonger has these advantages over a factor's traveler in securing a building order: he is on the spot and can look his customer up oftener, and can also show him a much larger and more varied range of samples and patterns. An architect will seldom order from a price list, he must see the article itself ; consequently a show-room for grates, mantelpieces, gas and watter fittings, etc., is necessary where orders for these goods are solicited, but for locks and furniture, and brassfoundry generally, a post card to the manufacturers will bring down a box of up-to-date samples, which will be far more likely to please the architect than the old stock patterns which he has probably seen several times before.

And now, to keep your customer for future orders : Always give him good value for his money. When he has selected a certain pattern article, don't substitute another very much like it because you happen to have it in stock, and say to yourself, "Oh, he won't know the difference." Be prompt in delivering goods, and be very particular in detail. Remember that an architect builds up his connection to a great extent by keen attention to detail. If a 9-inch bolt is ordered, don't send an 8-inch. See that every article has the proper sized screws, etc., sent with it for fixing. A great deal depends on this, and always bear in mind that if the architect is not only satisfied, but pleased, at the way you have executed one order for him, he is tolerably certain to remember you in his future requirements.

DOMINION TRAVELERS MEET.

THE quarterly meeting of the Dominion Commercial Travelers' Association was held last Saturday in Montreal. Lieut.-Col. F. Massey, of the Gurney-Massey Co., was in the chair, and there was a large attendance of members.

The president opened the meeting with a few remarks, in which he referred to the excellent standing of the association, and to the increasing number of members. It was a brief resume of the work of the quarter, and in which the speaker took occasion to refer to the death of the late Ald. Hurteau, a member of the association, in a feeling manner.

The nomination of officers, to be elected at the next annual meeting, was then taken up. Lieut. Col. Massey was re-elected president for the ensuing year by acclamation, as was also Fred. Birks to the position of treasurer.

Max. Murdock and R. G. Stokes were then nominated for the office of vice-presidents, and the following gentlemen for the directorate: W. Brewster, John T. Dwyer, Robt. Thomson, J. T. Le Seur, E. B. Garneau, Henry Miles, T. L. Paton, Charles H. Cochrane and David Watson, Jr.

The president remarked that, at the last meeting of the directors, it had been considered the best plan that Messrs. Riddell and Common should be appointed scrutineers of the election. The meeting gave its consent to this. The custom adopted by the Board of Trade in its elections was also adopted by the association. The key of the ballot box, which is to receive the voting papers, is given into the hands of the scrutineers, who will open the box in time to declare the results at the annual meeting.

Messrs. Baird and Beauchamp were then appointed to superintend the mailing of voting papers to out-of-town members on Saturday next. The ballot box, it was decided, should, as usual, be closed on the afternoon preceding the annual meeting, at five o'clock.

"Are we to have our annual dinner or not?" asked the president, and this important subject was then discussed. That the annual dinner should be held as usual was the immediate decision of the meeting. Nominations for the dinner committee to have charge of arrangements were then made as follows: J. H. Morin, David Watson, N. Tucker, F. Hughes, A. S. Campbell, G. Pichie, T. L. Paton, J. T. Dwyer, W. Wonham, Chas. Gurd and R. G. Dubord, Quebec. It was then decided that this dinner should be held in the Windsor on Monday, the 23rd of December. This is a change from the usual Saturday night, and, as most of the members will be in off the road during the holidays, a very large attendance is expected.

The date and place of the annual meeting was then discussed. The secretary wished it, for business reasons, to be not later than the 14th of December. This date, Saturday, 14th of December, was unanimously decided upon. The question of the place was then discussed, and the choice lay between the new hall in the Masonic Temple and the Fraser Hall. The cheaper of these two meeting places will probably be chosen.

Several notices of motion were then read: One from D. Watson on a proposed change in the constitution and regarding the educational fund; another, from Mr. Tucker, was for a change in the present voting system. Mr. Piche wanted all the past presidents of the association to be members of the Board of Directors, ex officio. Mr. Murdock gave notice of motion that holders of conditional certificates be not entitled to accident benefits, while Mr. T. L. Paton did the same with regard to the making of a new by-law concerning the benefit fund. The meeting was then open to general discussion. A meeting that was conspicuous for the business-like manner in which everything was dealt with was brought to a close at an early hour.

The Sherwin-Williams Paint



COVERS THE EARTH.

COVERS MOST LOOKS BEST
WEARS LONGEST MOST ECONOMICAL
. . . FULL MEASURE . . .

YOU SHOULD HAVE THEM

See our salesmen about them.

MANUFACTURERS FOR CANADA

Walter H. Cottingham & Co., Ltd.

MONTREAL

GRAIN DELAYED.

Over half a million bushels of grain, consigned to Montreal merchants and shippers, is now lying in the Cornwall canal, unable to reach that city.

In answer to the telegram and resolution forwarded to Ottawa by the Corn Exchange, asking that immediate steps be taken to stop the use of canal water by manufacturers, the following has been received:

GEORGE HADRILL, SECRETARY CORN EXCHANGE ASSOCIATION:

Your message to Minister handed me. Superintending engineers and superintendents give first consideration to navigation. As regards water, Cornwall mills have used no water this week. Superintending engineer looking into matter of mills on Williamsburg canals.

COLLINGWOOD SCHREIBER.

The members of the Corn Exchange refute the above statement. They state that all the delay is occurring in the long level of the Cornwall canal between Dickenson's Landing and Lock No. 20. Vessels now in that level have been there for the past three days unable to get through. Tug and barge captains state positively that water is being run off this long level to supply the paper mills, thereby lowering the depth.

They also state that after passing lock No. 20 there is plenty of water and no further detention. The grain men contend that if no water were to pass through lock 20, except what passes through in locking vessels, no trouble would be experienced.

One grain man on 'Change explained the situation in the following manner: "I was to load a quantity of grain on the Christianna. She will leave to-morrow without it, as the grain has not arrived. There was one way out of it. This was to load on the Canadian, and now she is ashore, and I will have the grain till next spring.

Those who own the grain which is being detained are as follows: Messrs. Crain & Baird, James Carruthers, Alex. McNee and Hugh McLennan.

Those in the city who are interested in mills claim that there is very little being used by them, and what is used has no effect upon the canal levels.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE plumbing trade continues pretty brisk, both in the cities and country, as people are hurrying to get their houses in repair before the cold season sets in. Not very many big contracts are going, the work in many places being confined to jobbing.

* * *

CONTRACTS OPEN AND CLOSED

According to Contract Record: Arnprior, Ont., is to have a new post office building. St. Hyacinthe, Que., is to spend $14,000 on one.

St. Scholastique, Que., may have a new water works system, and Kingston, Ont., is considering a proposal to extend hers.

Chesley, (Ont.), citizens will vote on a proposal to spend $10,000 for a new public school building.

Vernon, B.C., may build a water works system.

Work on the new post office building at Picton, Ont., will be started this fall.

Portage la Prairie, Man., will have a $15,000 Presbyterian church before long.

Wm. D. Eckert, London, is erecting a residence to cost $1,700.

Stratford, Ont., will put in a system of main sewers.

St. John, N.B., will erect a new high school building in the spring.

A system of water works is being advocated in Glencoe, Ont.

Tenders for the plumbing in the new Dorchester, N.B., hotel close on Nov. 18.

Mount Forest, Ont., is thinking of a water works system.

Hull, Que., may extend its water works at an outlay of $25,000 or more.

The Peterboro' Light and Power Co. will next spring erect a new building at a cost of $80,000. The Peterboro' Y. M. C. A. will have a new home.

W. Blackwell, architect, Peterboro', Ont., wants prices for a tubular steam boiler, capable of heating 344,000 cubic feet of space in a hotel building, tenders to include front and all iron work complete.

Woodstock, Ont., is considering extensive improvements on their sewerage system.

Petrolea, Ont., is to have two new hotels. J. A. Johnston will build one and Anderson & Dillion the other. They will have modern conveniences.

Petrolea may build a new water works system.

Costello & McMorran, canners, Vancouver, B.C., are going to build a handsome four-storey hotel.

The Quebec W. C. T. U. will spend $10,000 on improvements and additions to their building.

Alex. McDonald is to build a $20,000 structure at Victoria square and James street, Montreal.

J. A. Chausse is calling for tenders for alterations to the premises at 137 and 139 Cascade street.

At the corner of Peel and St. Catherine streets a piano building will be built for C. W. Lindsay.

The T. Eaton Co., Toronto, are said to be about to build a large publishing house.

W. J. Gage has selected a consumptive hospital site near Gravenhurst, Ont.

W. F. Perry is erecting a pair of dwellings on St. Joseph street for $5,000.

J. A. Simmers will spend $2,500 improving his store at 151 King street east.

It is sumored that Ottawa will have a $200,000 Customs house.

In January Architect Alexander will build a block of six stores at Ottawa.

A. Ellison, St. Thomas, will erect the new M. C. R. station at Amherstburg for $3,040.

* * *

IRON OR TILE PIPES.

The Montreal Board of Health had a long session recently hearing the respective merits of iron and tile drains for interior work discussed.

The plumbing by-law provides that every interior house drain shall be of iron, and there is a largely-signed petition from plumbers and citizens before the Board, asking that the by-law be changed to allow of the use of tile pipes. There were fifty or sixty citizens interested in the subject before the Board. Messrs. Hughes and Lamarche argued for iron pipes, and half a dozen other gentlemen for tile pipes. Mr. Hughes pointed out that rich men refused to allow any other but iron drainage pipes in their houses. He admitted that there are frequently sand holes in iron pipes, but there were defects in tile ones. In his thirty-five years' experience he had never seen a perfect tile pipe in Montreal. All are badly glazed, and they are frequently cracked.

The Board took the subject into consideration.

* * *

BUSINESS ITEMS.

There is a demand of assignment against Blouin, Girard & Collard, plumbers, St. Louis de Mile End, Que.

Seager & Benson, plumbers, etc., Toronto, have dissolved partnership. J. R. Seager continues.

* * *

PAPER GAS PIPES.

Germ in papers assert that gas pipes made of paper are a success. Manilla paper strips are passed through molten asphaltum and then molded under heavy pressure. After cooling, the pipes, which may be of any desired length, receive a waterproof coating.

* * *

BEWARE THE PLUMBERS.

Plumbers who are well organized are making themselves felt in certain municipali-

SMOKELESS S. S. SPORTING

FOR LONG RANGE GAME SHOOTING

SMOKELESS SSS SPORTING POWDER

SMOKELESS EQUALIZED HARDENED WATERPROOFED

HAS NO EQUAL

NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

Extra Hardened, Double-Waterproofed, Reliable, Safe, No Jar, Hard Hitting.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

Trials by Eley Bros. and "Rod and Gun."

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " " "

Far in excess of any other Powder, Nitro or Black.

Pattern 233.

Pads Penetrated (Eley's Special) 30·6.

Pressures 2·17 Tons only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

The New "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE ·303."

For Lee Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

"RIFLEITE ·450."

For Sporting Express and Military Rifles, ·360 to ·577 bore.

(SK) For Rook and Rabbit Rifles of ·230 to 380 bore; also for Morris Tubes.

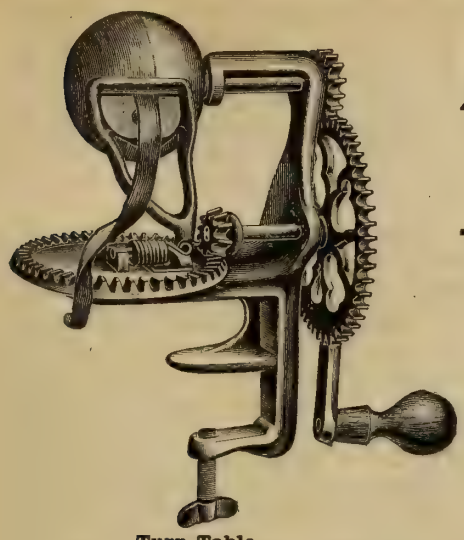
(SV) For Revolvers.

Sole Manufacturers The Smokeless Powder Co. Ltd.,

Dashwood House, New Broad Street, London, Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St. Montreal.



Turn Table.

APPLE PARERS

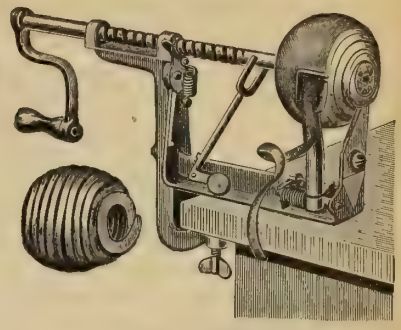
Manufactured by

GOODELL CO., ANTRIM, N.H.

TURN TABLE

NEW LIGHTNING

WHITE MOUNTAIN



White Mountain.

H. S. HOWLAND, SONS & CO.

TORONTO

The **Graham** Cut and Wire Nails are the best.

ties. Recently the plumbers of Utica, N.Y., asked the mayor of the town to appoint their nominee to the office of chief plumbing inspector. He denied their request, and now they have commenced an active campaign against his efforts to secure a second term in office.

* * *

THE APPRENTICESHIP PROBLEM.

The Chicago Master Plumbers' and the Journeymen Plumbers' Society have, says Plumbers' Trade Journal, just concluded an agreement by which the apprenticeship problem is practically solved for all time. The agreement is the first of its kind to be adopted in this country as regards the plumbing trade and reduces the number of helpers from one for each journeyman to one for every two journeymen. As there are about one thousand working journeymen in Chicago a considerable number of helpers will have to be dropped. There will be a general reclassification of apprentices now employed. Heretofore there was no age limit. It is now fixed at 15 years, and is an improvement on the child labor law. It will keep many boys at school where they belong until they are old enough for a mechanical trade. As the plumbing trade has in recent years been flooded by an inferior class of mechanics, the agreement will to some degree elevate the standard of workmanship. The rules as drawn up and signed are as follows :

Sec. 1. A boy must be at least 15 years of age before he can be employed as an apprentice.

Sec. 2. Hereafter every apprentice shall, after having served four years' apprenticeship, and gets his tools, receive $10 per week for first year and $12 per week for last year of his apprenticeship; after that time he is to get regular journeyman's wages.

Sec. 3. Each junior who is now handling tools is to get $2 per day.

Sec. 4. There is to be allowed for the first year of this agreement one apprentice for every two journeymen, for second year one apprentice for every three journeymen, and third year one apprentice for every four journeymen.

Sec. 5. There is to be not more than one junior employed to every two journeymen for the first year of this agreement and one to every three journeymen thereafter.

Sec. 6. In shops where there is but one journeyman employed the employer will be allowed to hire one junior.

Sec. 7. Each shop is entitled to one apprentice.

Sec. 8. It is especially agreed and understood that the Chicago Journeymen Plumbers' Protective and Benevolent Association will enforce these rules in every shop in Chicago.

This agreement shall be in effect on and after its passage and ratification by both associations.

Arbitration Committee, Master Plumbers' Association—M. L. Mandable, chairman ; Joseph B. Breen, M. J. Corboy.

Arbitration Committee, Journeymen Plumbers' Association—John S. Kelly, chairman ; John Clinch, Thomas Burke.

Approved October 8, 1895.

Committee, Master Plumbers' Association—M. P. Murphy, president ; Joseph B. Breen, secretary.

Committee, Journeymen Plumbers' Protective and Benevolent Association—Joseph F. Kelly, president ; R. D. Stocking, secretary.

MAKING METAL PIPES.

Consul Monaghan, of Chemnitz, reports, says Sanitary Plumber, that Laval, in Stockholm, has invented a machine for making pipes without the welded seam. The mandrill inserted between two rotating rolls is fitted, at the point where the pipe is formed, with two opposite or adjacent right-angled or nearly right-angled corners, and the rolls are fitted to correspond. In this way, the form-giving parts of the rolls, when producing pipes of nearly the same thickness of material, can retain sufficient strength.

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

STOVES FOR THANKSGIVING.

THIS is the season of the year when retailers naturally expect to do a very large stove business. From all reports, the closing months of this year are going to witness the heaviest stove trade known for several years. The people are in a buying mood, a great many households have been getting along with the old cook-stove about as long as they can, and with the better feeling now prevalent, only need a little tactful urging to discard the old and adopt the new. The thanksgiving season is fruitful in opportunity for effective stove advertising. The hopes and longings of a year are centred around the thanksgiving turkey, and his death for the good of the stomachs of the land, may be made an occasion of genuine rejoicing to the stove dealer if he manages things rightly. Any number of good suggestions for advertisements, embodying the turkey idea, will suggest themselves to the resourceful merchant, but we may stimulate the action of his thinking apparatus, by presenting one or two ideas that would probably prove effective. It would be a good plan to couple the thoughts of Thanksgiving and Christmas, and draw attention to the advisability of making a really useful Christmas gift, and giving it far enough in advance to make Thanksgiving day a doubly happy one. Here is one way in which it can be done :

THANKSGIVING

Day should be a very happy one this year. Business everywhere is better and has been all the year. You will eat your turkey with a relish

AND

will want it roasted to a turn. Your old stove is about worn out. Perhaps you have been thinking of getting your wife a range for

CHRISTMAS

Why not give it to her now. See that you get one of our ranges, which

ARE

the best on the market and would cook a turkey so that the morsels will

ALMOST

melt in your mouth. You will then have an additional reason for Thanksgiving. Get a new cook stove or range, and get it

HERE.

LIVELY, HUSTLER & CO.

Without taking space for further display a few suggestions for newspaper advertisements and plans may be given. Here are a few little texts that can be either used for display advertisements or for reading notices in the local paper. The shorter ones could also be used for window cards.

A simple sum. Take one of our ranges, add one turkey, and the sum is a Thanksgiving full of joy.

"A gratified stomach maketh a thankful heart." You want to have as truly a thankful time of it as possible this Thanksgiving, do you not? Let us help you. Make your wife thankful by giving her one of our cook stoves or ranges and we will guarantee that you'll eat such a Thanksgiving turkey as you have never tasted since the old days on the farm when you were a boy.

Of course they're coming—the son from California, the married daughter from Minnesota, and the other one from Ohio, all coming with their families to eat Thanksgiving with the "old folks." Are you anxious about the stove? Afraid it won't cook well? Better try one of ours. You'll have no cause for worry then.

See that the oven's right. You don't want to have any doubt about that Thanksgiving turkey. The oven and everything else about the "Best" range is perfect.

We wish to thank our friends for their patronage the past year. But don't forget the Thanksgiving turkey.

We have just received a letter from the King of the Turkeys. He says that he looks forward to the coming Thanksgiving season with a feeling akin to sadness. He further says that his sorrow will be turned into gladness if all his subjects who are doomed to die are roasted in the peerless ovens of the "Best" ranges.

Thanksgiving day loses half its joy unless the turkey is well roasted. Buy a "Best" range.

Your wife won't get much good out of that Thanksgiving sermon unless she knows that the turkey is going to be cooked well. Get a "Best" range and she won't have to worry about it, even if you have an indifferent cook.

Of course the window displays will be given a Thanksgiving flavor. Fit one up with all the utensils of a model kitchen, and have a strip of rag carpet diagonally across the floor to give it a homelike, old-fashioned appearance. Allow the door of the oven to be open, showing a nicely-roasted turkey inside.

It might also be a good plan to hang up a turkey outside the door with this inscription:

This turkey is going to be the best roasted turkey in town, because it will be cooked in a "Best" range.

Auxiliary to your newspaper advertising, circularizing may be resorted to to some extent. A neatly worded note to your trade, calling attention to the approach of Thanksgiving, and the fact that you should be pleased to help them celebrate by selling them a range that will cook a turkey to a turn, and take proper care of all the accessories to the dinner, would undoubtedly be the means of influencing some trade. The better the paper on which the note is printed and the daintier the envelope the more sure will be the result.

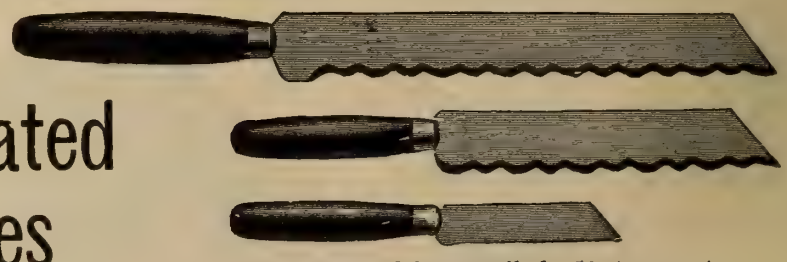
Personal letters to the heads of such families as you know are needing new stoves, will help to swell your Thanksgiving sales if tactfully written. Your customers can give you many valuable points as to the condition of the culinary department of the homes of their friends if you ask them.

Now is just the time to make a vigorous effort to secure a good Thanksgiving stove trade. Its volume largely depends upon the efforts of the dealers themselves, and they should see that it is as large as possible.—Stoves and Hardware.

MR. HALDENBY'S PROWESS.

C. M. Haldenby, book-keeper for Sanderson Pearcy & Co., has been away shooting up north for some time, but according to the latest advices from the scene of action, his well-known skill with the rifle has availed him little; for, if reports be true, the biggest game he has yet bagged are a pet squirrel and a highly domesticated tom-cat. We wish Mr. Haldenby better luck before he returns from the warpath.

POLISHED BLACK WOOD HANDLE



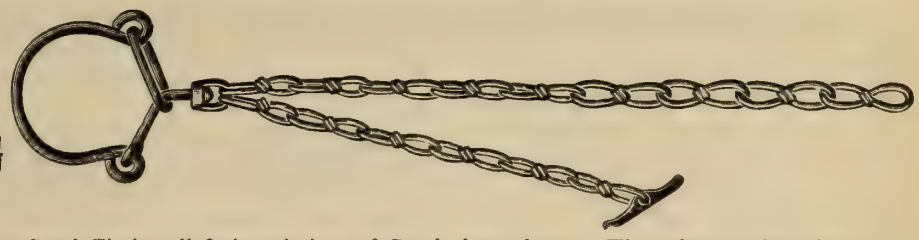
Serrated Knives

This set of three retails for 50 cts. per set.

Big money in them at that. Durable and well made. Good Cutters.

Clauss Shear Co. 67 Adelaide Street East . . Toronto

Cow Ties



OPEN RING, CLOSED RING and WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Prompt shipment of all sizes from stock.**

Manufactured by — Write for Catalogue.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

MONTREAL COMMERCIAL MEN.

THE Montreal Chamber of Commerce at its weekly meeting last week discussed some important matters. President H. Laporte was in the chair, and among other matters discussed was the inception of the winter freight rates. It was decided that next year both the railway companies be requested not to put in force the winter freight rates until November 25. The legal opinion of Mr. S. Beaudin, Q.C., was read concerning the charge by the Customs of a duty of 20 per cent. on wine packages. It was to the effect that, according to the Customs Act, and the French treaty, the Government had no right to make any such charge. It was decided to send a copy of the opinion to the Minister of Trade and Commerce and to the Comptroller of Customs.

In reference to the question of doing a profitable trade in oak staves between this country and Spain, which has been under consideration for some time, the secretary was instructed to ascertain the market price in Spain for this class of merchandise. The names of Messrs. J. A. O. Joseph and J. Meunier were added to the committee which has had the matter in hand.

It was decided to suggest to the proper authorities the amending of the law in regard to sheriff's sales, to the effect that the sheriff be compelled to require from the registrar, immediately after the first insertion of the advertisement in The Official Gazette, a certificate of mortgages, which certificate shall give the addresses of the holders of the mortgages, as they appear on the deed of mortgage, and the sheriff shall be bound to at once inform such mortgagees by registered letter of the date of the sale.

The matter of the importation of wine by persons, presumably for their own use, but which was subsequently sold out to their friends, thereby evading the license fee and creating dishonest competition, was referred to the council for consideration.

There was also referred to the council the question of whether the Federal Government, before granting a subsidy to a direct line with French ports, should not exact from such line the full application of the French law on ocean frieghts. At present it appears that there is no uniform rate for freight.

As it was represented that there was a possibility of the Retail Grocers' Association joining the chamber on the same basis as did the Contractors' Association two years ago, the council was authorized to treat further in the matter with the association.

It was stated that the Customs authorities in Canada objected to the admission of Algerian wines, under the clause of the French treaty, because Algeria was simply a colony. It was contended that Algeria was an integral portion of France, and was divided into departments, and was represented in the French Parliament. Further consideration of the question was postponed until next meeting.

Mr. H. B. Ames was admitted to membership.

REMOVAL OF A TOOL FACTORY.

Arrangements have practically been concluded for the removal of the Gardner Tool Works from Brockville, Ont., to Sherbrooke, Que. The Board of Trade have been endeavoring to bring this about for some time past, and their efforts have, at last, met with success, only a ratification of the ratepayers being now required to complete the arrangement. The Jenckes Machine Co. will shortly move into their new works, and the Gardner Tool Co. will succeed to their vacated premises. A consideration of $5,000 cash and exemption from taxes for 20 years, together with the buildings and power, are promised by the city, and the Tool Company, on their part, agree to establish their works there within a year from the completion of the contract. They engage about seventy-five skilled workmen and pay over $40,000 a year in wages.

Advertising is the sunshine that ripens business

Gold, Silver
Aluminum
Imitation Gold

LEAFS . .

Gilding Oil,
Bronze Liquids, etc.

Gold
Colored
Aluminum

BRONZES

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide St. West **Toronto**

THE TRADE OUTLOOK.

THE following additional reports regarding trade prospects appeared in the last issue of The Dry Goods Review :

ONTARIO.

GUELPH.—Crops, fair. Fall wheat and hay, very poor. Oats, peas and potatoes, good yield, but present low prices make returns to farmers unsatisfactory. Low prices of live stock, for which this section is noted, are also against profit to farmers. The business outlook on the whole, we think, is fair, and somewhat better than last year. With caution, a reasonably profitable business may be expected. Local city trade is good, as factories have kept hands employed steadily, with few exceptions. The greatest hesitancy to spend money is on the part of the farmers. Collections we have little personal experience of, as our business is principally, if not totally, cash, but we are told that it is very difficult to collect accounts. Guelph is not a "boomed" town, but enjoys a steady, fairly profitable trade without very serious fluctuations, and with plenty of competition to ensure customers getting goods "cheap."—E. R. BOLLERT & CO.

WINDSOR.—The condition of the crops is good. Corn is one of the heaviest for years. Wheat and oats, above the average. Garden produce, very abundant. Dairy products command good prices. Fruits, especially small fruits, were plentiful. Grapes, not up to average owing to early frost. The outlook is very favorable so far. Trade has shown a marked increase over last year in September and October. As we do a cash trade we cannot say how collections are. Building operations have been rather slow here this season, a number of workmen being out of employment.—PEDDIE & CO.

KINGSTON.--Crops in the vicinity were good, with the exception of hay, which has proved a failure. This, coupled with the low price of cheese, will have a bad effect on many farmers around here, who have been depending on cheese and butter and gradually accumulating stock. At the present price of hay, and at the higher prices most likely to rule during the later autumn and winter, it will be impossible for many to winter their stock. Prices for cattle have, in consequence, fallen to a very low figure. Prices for all grains are exceptionally low : Oats, 23c. a bushel ; barley, 33c.; peas, about 50c. So, taken in all, there is very little money in sight for the farmer around here for some time to come. In regard to collections among the farmers, we cannot speak from personal experience, as we do a cash trade, but from what we can learn from those who do a credit trade, money is coming in freely, better, in fact, than was expected. In regard to the city trade, it will hardly be information to state that this is one of the towns suffering greatly from over-competition in the dry goods trade. For a number of years a steady fight has gone on between the dealers doing a legitimate business and the supply accounts. Profits, as a result, have been greatly reduced, and if some of the Toronto wholesale firms follow the same tactics over the entire ground they cover that they do here, we will watch developments with a great deal of interest —JOHN LAIDLAW & SON.

MANITOBA.

PORTAGE LA PRAIRIE.—Crops, very good and free from frost. Wheat is the principal, and, besides, good crops of barley and oats. Potatoes are a heavy crop. It is expected a good trade will be done in this section up to date. There is some improvement over last season. Farmers are just beginning to sell grain. Collections are expected to be much better, although a good few farmers are away behind, and those will need assistance still. There is a better feeling here, and if business houses were more conservative business would pay better.—JAMES ROBERTSON, Manager H. B. Co

MARITIME PROVINCES.

SYDNEY, C. B —The hay crop was not over 75 per cent. Other crops, very good. Scarcity of hay will affect local trade, as our farmers will have to purchase a large quantity in order to keep up their stock. I do not feel over sanguine about fall and winter trade. This section, as you may be aware, is a coal-producing country. In former years we enjoyed a large amount of trade from the different coal mines. Now, the proprietors of these mines have large stores of their own, and supply not only their own employes but many others, and hence our trade has fallen off to that extent.—Money appears to be scarce and collections slow.—A. G. MCLEAN, of Ingraham & McLean.

LUNENBERG, N.S. —The season has been very dry, consequently the hay crop is below the average. Cereals are very fair, but the apple crop is short. Potato and root crops are very good. The trade of our town depends largely upon the success of the fisheries. The catch of bank fish is above the average, but in consequence of the dulness of the West Indies markets the prices are low. Should there be a rise in prices we might look for a good fall and winter trade, with a prospect of a possible collection of many back bills.—J. JOSEPH RUDOLF.

WINDSOR, N.S.—The crops this season have been above the average, with the exception of hay, which was very light in some sections. The principal industries which affect local trade are the plaster quarries, cotton factory, furniture factory, iron foundry, farming, lumbering and shipping. The outlook for fall and winter trade is only fair. The factories are running full time, but money seems scarce and collections are very slow, owing in a great measure to the large amount of capital invested in shipping, from which very small dividends are derived. Freights are very low and difficult to secure in consequence of steamers having taken the place of sailing vessels to a great extent, and our farmers find it hard to obtain a market for their produce.—GEO. D. GELDERT.

YARMOUTH, N.S.—Crops have all been fair — blueberries, apples, potatoes, and vegetable crops generally. Potatoes are too low to be grown at a profit. Matters have been moving slowly through summer and autumn. Fishermen, as a whole, have not done well. Too many adroit commercial men on the road ; too many goods sold to country dealers who have not, as a rule, firmness to say they will not buy and stick to it. This, together with the foreign pedlar nuisance, is the curse of this end of the Dominion.—J. D. DENNIS.

QUEBEC.

HULL —Pray excuse the delay in answering your question as to how we found trade. The fact is, we have had so much to do that it was quite impossible for us to give you in time for your Fall Number, as you desired and we wished to have done, the brief and hurried synopsis given below, but if this is of any use to you now and of any use to your readers, you are quite welcome to it. Trade is always fairly good with us the year round, as we have branches and agencies in all the principal towns from the Atlantic to the Pacific, so that when it is dull at one end of the Dominion the chances are that there is something lively going on at the other end. August was a very fair month in all lines ; September was better, but October promises to be the best, and it looks as if the latter half of 1895 would be much better than the first half.—THE E. B. EDDY CO., LIMITED.

The meeting of the Early Closing Association of London, Ont., held Monday, was largely attended, and the reports from all sources were most gratifying. The petitions circulated among employers of labor show that the majority pay wages on some other day than Saturday. Others readily agreed to do so.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

THE LARGEST CYCLE DEALERS IN THE WORLD

Greeting....

We have pleasure in greeting the Hardware Trade of Canada through the medium of their recognized organ. To many we are already well and favorably known. To the others we would say that we hope at an early date to form a business acquaintance that will be mutually profitable.

We are Modest.....

Yet, in the interests of the trade, we wish to make it known that, being the largest dealers in the world in

Guns and Bicycles.....

Having twenty-five depots, covering three continents, we are in a position to give the best value in the above lines.

Drop us a postal and our travellers will call on you.

The John Griffiths Cycle Corporation

LIMITED

81 YONGE STREET - TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS

MONTREAL, Nov. 15, 1895.

THE week has developed a quieter feeling in general hardware, and wholesale men generally look for a quiet spell for some time, as buyers have filled wants for some time ahead. Still, a fair volume of trade in a small way is passing in cutlery, carpenters' tools, axes, shovels and sporting goods and skates. Cut and wire nails are dull, and the enquiry for horseshoes and horse nails is smaller than it was, though it is still noticeable. Tinware and stove furnishings are also slackening up. Values all round are steady and unchanged. The roofing-paper men met last week, but no agreement as to a change in prices could be arrived at, and, at this writing, values are the same as they have been all along.

BARBED WIRE — Demand almost nil. We quote as follows: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f. o. b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—No change to note in this line. Business is very quiet. Discounts: 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

ROPE—The cordage market is quiet and unchanged. We quote: Sisal, 6¾c. at the factory, and 7¼ to 7¾c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 9c. at the factory, and 9½ to 10c. in a jobbing way.

CUT NAILS—There is no change in the position of cut nails, which rule dull. We quote: $2.50 f. o. b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There is no life of any sort in these. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Business in these is very quiet and the discount is 55 per cent.

HORSESHOES—There is little life to report in these, orders being few this week. We quote: Iron, $3.50; steel, $4.75 to $5.75, as to brand.

TACKS — A small trade only is to note: We quote discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

SCREWS—Business of a jobbing character Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TINWARE—A moderate trade is passing this week, the volume of orders being diminished.

SPORTING GOODS—There is a fair trade in guns, rifles and ammunition.

CUTLERY—Demand is still kept up for sorting lots of both table and pocket cutlery.

LAMP GOODS—A moderate enquiry to note for gas fixings and lamps.

CHAIN—Business in chain is fair and values are held very firm.

SKATES—A fair movement is still to note in skates, but shipments are generally of smaller lots.

PLUMBERS' SUPPLIES—There is a fair trade on city account making itself felt.

SHOVELS—Orders are still coming to hand for these.

SLEIGH BELLS—Sorting orders are noted for these of a small kind.

TOOLS—Fair orders are again noted this week during the early part. Toward the close they fell off a trifle in volume.

SHOT—No change to report except that business is rather quieter than it was.

ROOFING PAPER—There was a meeting of makers last week, but no change in prices could be agreed upon. The following quotations represent the basis for jobbing lots, but would be shaded in the case of a good round lot:: Plain, 40c. per roll; tarred lining 50c. per roll; tarred felt, $1.60. per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

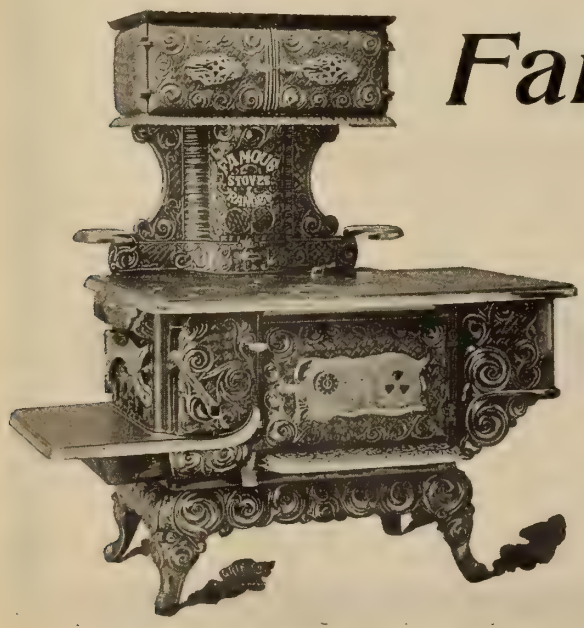
CEMENT — Business in cement has slackened and very few new orders are coming in. There have been no arrivals during the past week, and very little is on the way. We quote: English, $1.95 to $2.10, and Belgian, $1.85 to $1.95.

FIREBRICKS—These are in fair demand and receipts have been heavy. Prices, however, are steady at $15 to $21 per 1,000.

METALS.

The volume of business in metals and heavy iron is almost nil this week. Buyers generally got their supplies forward previous to the advance in freights and will not require any goods for some time, so that quietness is looked for. Values all round are steady, in fact, a shade higher in some cases, and cable intelligence is all firm.

PIG IRON—No large lots are moving, but values are now on their winter level, and



Famous Active Range

THE HANDSOMEST AND BEST WORKING COOKING APPARATUS MADE IN CANADA

FOR COAL, COKE OR WOOD

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether.

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver

though a round lot might be shaded for ordinary quantities the following quotations hold : Summerlee and equal brands of Scotch, $21 ; Ferrona, $18 to $18.25.

SCRAP IRON—No transactions are noted. A nominal price is $15.50 for No. 1 wrought.

BAR IRON—Some small lots are moving at $1.60 to $1.65.

PIG LEAD—We hear of 20 ton lots being moved for $3.15, but for jobbing trade $3.25 is a firm figure.

LEAD PIPE—Unchanged.

GALVANIZED IRON—Cables continue firm, and though demand is quiet, prices are firmly held at $4.50 to $5.50, as to brand.

INGOT TIN—No change to report, the quotation being unchanged at 17 to 18c.

INGOT COPPER—Business is quiet, but values, in sympathy with outside markets, are firmer. Round lots have sold at 12c., and for a small lot 12½c. is the figure.

SHEET COPPER—There is no change in sheathing copper, which we quote at 15 to 20c.

IRON PIPE—The demand is small and the discount the same at 67½ per cent.

SHEET ZINC—Business quiet and prices unchanged at 4½ to 5c.

SHEET IRON—Values on black sheets are firmly held at the recent advance, $2.50 to $3, as to quantity.

BOILER PLATES—Are unchanged at $2 for ¼ inch and $2.25 for 3-16.

CANADA PLATES—Business has ruled quiet, and the price is steady at $2.30.

TIN PLATES—Trade is inactive this week, and values more or less nominal at $2.75 to $3 for cokes, and $3.25 to $3.75 for charcoal.

TERNE PLATES — Remain as before, $5.75 to $6.25.

HOOPS AND BANDS—Some small lots are moving at $2.20, but demand is inappreciable.

SPELTER—Quiet and unchanged at $4.50 to $4.75.

ANTIMONY—As it was before, 10c.

PAINTS AND OILS.

The continuance of fine weather has contributed to an extension of trade, and though western orders are light owing to the winter freight rates being on, still many of the travelers are out and a fair amount of business is reported.

LEAD—Continues in active demand at $4.75, with a rebate for carloads. Owing to the recognized upward movement in value, buyers feel safe in keeping covered on this item. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2 $4.50; No. 3, $4.25; No. 4, $4 ; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—Are out of season. Nominally the price is 90c.

LINSEED OIL—Is in full supply, but holders maintain the figures last quoted, knowing that English oil cannot now be repeated at recent costs. We quote: Raw, 57c.; boiled, 60c.

TURPENTINE—There has been some trouble from impure turpentine which found its way into the market, but the trade are now on the alert, and there will not likely be more of it on this market for some time to come. The price of the genuine article remains as last quoted. We quote 43c.

CASTOR OIL—Cables show that castor oil has advanced about 10 per cent. abroad, and holders here are not anxious to realize at present.

PARIS GREEN—For future delivery is actively enquired for and is being quoted generally at an advance of 1c. per lb. over the opening quotations of last season. The nearest obtainable figures are : Casks, 13c.; drums, 14c., and packets, 15c. Our readers will remember that last season closed with packets at 20c.

VARNISHES—Quiet.

RESINS—There is no change in these which we quote: Resins, $2.50 to $5, as to brand ; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white ; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The firm feeling noted in glass is strongly maintained, and sellers are not disposed to urge sales at all. We quote : $1.25 to $1.30 first break ; $1.35 to $1.40 second break per 50 feet ; $2.90 to $3 for third bread per 100 feet.

CHEMICALS, ETC.

Business in heavy chemicals has been quiet during the past week, and buyers generally have filled their wants for the present. We quote : Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70 ; soda ash, 48 to 50 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

There has been no striking change in this market since our last, and prices are steady. We quote : Canadian refined at 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots and 17½c. in smaller quantities. Water white, 18c. in car lots, and 19c. in small lots.

HIDES.

There is no change in hides. Dealers are paying 6, 5 and 4c. for Nos. 1, 2 and 3, and selling at 7 to 7½ for No. 1, 6 to 6½c. for No. 2, and 5 to 5½c. for No. 3. Lambskins have advanced 5 to 10c., dealers now paying 60c. each.

WOOL.

No special feature is to note in this market. We quote : Cape, 14 to 15½c. ; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

Tallow is quiet and steady at 5½ to 6c.

ASHES.

Business in ashes is quiet. We now quote firsts $4 to $4.10 ; seconds, $3.75 to $3.80, and pearls, $4.70.

MONTREAL NOTES.

A. C. Leslie & Co. landed ex Concordia from Glasgow 80 tons pig iron.

A round lot of 40,000 firebricks was landed this week by Francis Hyde & Co.

The Amarynthia from Glasgow this week landed a consignment for the Canada Paint Co.

The Vancouver from Liverpool on Monday has a consignment of chain for Ward, Vallance & Co., Hamilton.

The receipts of firebricks during the past week have been very heavy, amounting to 104,000.

Drummond, McCall & Co. passed this week 100 tons Summerlee pig iron ex Concordia from Glasgow.

Pilkington Bros. received this week a consignment of 724 cases of glass ex Lake Winnipeg from Liverpool.

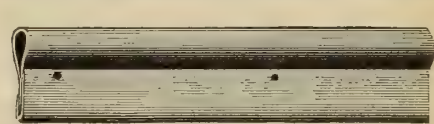
La Banque du People made a demand Tuesday for a winding-up order on the Canada Pipe and Iron Foundry Co. The petition stated that the respondents acknowledged that they were insolvent, and that consequently the petitioners were entitled to a winding-up order. Judge Archibald granted the petition, and appointed Mr. A. de Martigny provisional guardian.

W. H. Cottingham & Co. have got out a handsome little trade pamphlet, tastefully bound, detailing why they became manufacturers, and describing some of the merits of the Sherwin-Williams paints and colors which they manufacture. It is illustrated, showing the different premises occupied by the firm since they commenced business in 1887, on Bleury street, and the three pictures speak plainly of the manner in which the trade of this enteresting young firm has extended. They are also sending out their new catalogues and price lists of their paints and varnishes. Anyone in the trade can have one by writing W. H. Cottingham & Co., 21 and 23 St. Antoine street and mentioning HARDWARE AND METAL.

Pleasant to the taste, and soothing to the irritated throat, B. F. P. cough drops give immediate relief in all cases of throat troubles.

Probably the grocer next door or over the way has B. F. P. cough drops in stock. Then why suffer from that obstinate cough when relief lies so close at hand ?

Cushion and Flat **WEATHER STRIPS** To the Trade Only



THOS. FORRESTER 298 St. James St., **MONTREAL**
Manufacturer of Rubber Goods and Weather Strip of all kinds.

PRINCESS THEATRE Telephone 2191.
TORONTO
3 NIGHTS . .
Commencing Thursday, 21st.
THANKSGIVING DAY MATINEE

ROBERT HILLIARD
and his merry associates
IN THE COMEDY SUCCESS OF THE SEASON
"Lost - 24 Hours"
REGULAR PRICES.
Seats now on sale.

ONTARIO MARKETS.

TORONTO, Nov. 15, 1895.

HARDWARE.

BUSINESS is very well maintained. The volume, if anything, is larger than a week ago. As far as changes in prices are concerned, the week has been uneventful. Increased activity is shown for stovepipe and coppered mattress spring wire. The demand for other kinds of wire is dull. There is a little better demand to be noted for sisal and manilla rope. An increased movement has developed in wire nails, but cut nails are still inactive. A good business is still reported in horseshoes and horse nails. In tinware, business is still being well maintained. The demand for sporting goods is beginning to ease off. There is still a fair business passing in lamp goods. Skates continue to go out rapidly. Activity is still the feature of cow ties, and enquiries for coil chain are more numerous, but quotations given are only subject to immediate acceptance. A better demand is to be noted for plumbers' supplies. Lumbermen's supplies are also being wanted more than they were. Clothes wringers are still in good demand.

WIRE—The principal demand during the week has been for stove pipe wire and coppered wire for mattress springs. The usual demand is being experienced for bright wire for tinners' use. Only a few orders are being received for ordinary fence and haybaling wire. Discount, 20 per cent off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—There is virtually nothing doing. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—Sisal and manilla is in little better demand. Other kinds remain much as before. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—No carload lots are yet being booked, and trade remains quiet. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade in this line has again improved, orders received during the past week having exceeded the usual quantities. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSENAILS—Trade remains much as before, and compares favorably with that of last year at this time. Discounts are unchanged at 55 per cent. off the list.

HORSESHOES—Business continues active, with bulk of the business for iron shoes. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL., 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Trade is fair at unchanged prices. We quote: Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto tinned, 57½ per cent.; B.B.B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

TINWARE—A large number of nickel-plated kettles have been called for during the week, and there has been a free movement in some lines of fall specialties.

ELBOWS — Trade is quiet at unchanged prices. We quote as follows: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

SPORTING GOODS—The bulk of the business has been transacted, particularly in rifles. There is still a fair quantity of ammunition going out, and on the whole a nice trade is being done for the season.

CUTLERY—Trade is much about the same as a week ago, and is fairly good for the season.

LAMP GOODS—Trade is keeping up well considering the lateness of the season. Compared with last year at this time it is certainly better.

COW TIES—There has been a continuance of the activity noted last week, with the preference still being given to the Canadian-made tie.

CHAIN—Enquiries are coming in more freely, but the resultant business is not large. Jobbers are only quoting subject to immediate acceptance.

SKATES—Demand is still active for ordinary and hockey skates. A number of enquiries have also been received for racing skates. The chief demand is for cheap ordinary skates.

SCREWS—Conditions are much as before. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

PLUMBERS' SUPPLIES—Business, on both city and country account, is considerably better, some large specifications having been received during the week.

CLOTHES WRINGERS—Are still going out freely, although quantities are not large.

TOOLS—An increased demand is being experienced for spades and shovels of all kinds. Cant-hooks and peavies are going out freely.

BUILDING PAPER—Business continues good at unchanged prices.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Outside a few odd lines trade continues fairly good. In some lines a continued improvement is to be noted as far as business is concerned. Prices are without material change.

PIG IRON—No transactions appear to be transpiring, and quotations are purely nominal. Nova Scotia, No. 1 foundry, $18 to $18.50; ditto No. 2, $17.50 to $18, according to quantity; No. 2 American foundry, $19.50 to $20; No. 1 Siemens, $19.

BAR IRON—The improvement noted last week has been maintained. Base price for ordinary lots is unchanged at $1.70 to $1.75 Toronto.

SHEET STEEL—The demand is still active and stocks are in good condition. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24, $2.85; 26, $3.10.

BLACK IRON — Some good sales have been made during the week, both on country and city account. We quote: Up to 17 gauge, $2.45 to $2.55 per 100 lbs.; 20 gauge, $2.20 to $2.25; 22 to 24 gauge, $2.30 to $2.35; 26 gauge, $2.40 to $2.45; 28 gauge, $2.55 to $2.65.

TINNED IRON—Outside the orders that are being booked on country account there is not much doing. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Orders are numerous although only for small quantities. Ton lots are unchanged at $3.25 to $3.35.

LEAD PIPE — There is a good fair demand for small quantities, but there is little or nothing doing in large lots. We quote: lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Quantities are still going out almost as fast as they are being received from the manufacturers. This is particularly true in regard to the lighter gauges. Prices are firm at $4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Some good sales have been

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

made in "Straits" during the week, but quantities of "Lamb and Flag" moving have been small. We still quote 16¾ to 17c.

INGOT COPPER—Business continues quiet at 12¼ to 12½c.

SHEATHING COPPER—There is not much doing outside roofing, braziers' and bath copper. In the lines enumerated braziers' copper is the most wanted. Base price, 14½ to 15½c. for 16 oz.; inside figure for case lots.

IRON PIPE—Trade continues active, with orders generally of good dimensions. Prices are being firmly adhered to. We quote: Canadian, ¼ to ⅜ inch, 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2-inch, 70 per cent. American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—Demand is still good, and Canadian manufacturers are again behind with their orders. We quote: Domestic galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATES—Trade is fair at the recent advance. Stocks are complete, except in 20 x 28, the demand for which jobbers are unable to satisfy. We quote: Half-polished, $2.50; 60-sheet boxes, $2.55 to $2.60; 75-sheet boxes, $2.65 to $2.70.

TIN PLATES—Trade is steady only, with prices as before. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—The improvement noted last week has been maintained. Discount, 60 per cent.

SHEET BRASS—Is quiet and unchanged at 20 to 30c.

TERNE PLATES—Quite an improvement has taken place. Enquiries have been more numerous than for some time. The idea for the best brands is still $6.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—The demand continues active. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Continues in fair demand. We quote: Cask lots, 4¾c.; smaller lots, 5c

ANTIMONY—Trade is much as before. Prices are unchanged at 10 to 12½c., according to quantity.

GLASS.

Stocks are now again well-assorted, and a great many orders are being filled. Prices are firm. We still quote $1.15 for first break in 50-foot boxes.

PAINTS AND OILS.

WHITE LEAD—The price still holds at 4¾ to 5c., though business is poor.

PUTTY—Is, like glass, moving freely at $1.85.

PREPARED PAINTS—Are held firm at $1 for pure. Trade is dull.

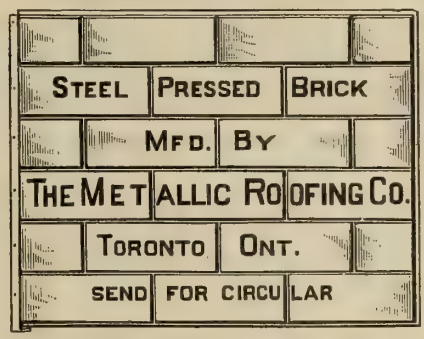
TURPENTINE—Was easier during the week, but is held still at 39 to 40c. in large quantities, 5c. more being asked for gallon lots.

PARIS GREEN—A few scattered orders are received for spring delivery, but, of course, buyers will be chary for some months to come.

LINSEED OIL—Quotations still range from 53 to 56c. for raw and 55 to 58c. for boiled, 5c. more being asked in case of small quantities

CASTOR OIL—Dull at 6½c.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

OLD MATERIAL.

Agricultural scrap is in demand, but prices are unchanged. We quote: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

SEEDS.

There is no change in business, which continues quiet; there is a little more enquiry for alsike. Prices are unchanged. Current quotations are as follows: Timothy, $3 to $4 per 100 lbs.; alsike, $4.50 to $7 per 100 lbs.; red clover, $7 to $7.50 per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Trade is quiet, but dealers are paying 6, 5 and 4c. respectively for Nos. 1, 2 and 3 green, and asking 7 to 7¼c. for cured.

SHEEPSKINS—Lambskins and shearlings remain at 70c.

WOOL—Trade continues quiet. We quote: Fleece combing, from 23½ to 25½c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

The market is very firm, and crude is up in the United States. An advance is expected here. Meantime we still quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

Stewart & Wood are in receipt of a consignment of 4,000 boxes of glass, which was taken in store in less than two weeks.

The Metallic Roofing Co., owing to the continued advances in the price of raw material, have at last advanced their prices about 10c. per square all along the line.

Rice Lewis & Son, Ltd., are showing large and special lines of English and American brass goods for the holiday trade. Included in the lines are such goods as kettles, fire stands, gongs, etc. These lines should be inspected by the trade.

M. & L. Samuel, Benjamin & Co. are experiencing a good demand for the "Ideal" spring hinge, for which they are the Canadian agents. "The demand exceeded the supply last year," said a representative, "but this season we have ordered a sufficient quantity to avoid a repetition of the difficulty."

The Clauss Shear Co. are calling the attention of the trade to their cheap set of serrated bread knives. "These knives," said the Toronto manager, "while good in quality, are low in price. They are made with a view to satisfying the demand for this class of goods."

H. S. Howland, Sons & Co. are in receipt of a shipmeat of Boker's "Perfection" and "Keen Cut" horse clippers. This line has been scarce during the last week or ten days, but the trade can now rely on having orders filled promptly.

The Metallic Roofing Co. are shipping Eastlake shingles for the new buildings erected by J. & J. Livingston, the Baden, Ont., linseed oil men. The same firm recently made a big shipment of these shingles to Manitoba and the Northwest.

In another page will be found the announcement of the John Griffiths Cycle Corporation, Ltd This firm have twenty-five depots covering three continents, and hardware merchants should correspond with the Toronto depot.

UNITED STATES MARKETS.

NEW YORK, Nov. 15, 1895.

PIG TIN—There was no change whatever in the market here. Speculation showed no sign of gaining force or vigor, and business elsewhere was of ordinary type and only fair all told. There were arrivals of 235 tons, making a total of 710 tons thus far this month, but the tin seemed to have been well taken care of, and had no perceptible influence upon values. If anything, the tone of the market was firmer than on Monday, chiefly because of light offering, and purchases could not have been made at much if anything under 14.60c. for prompt or near future delivery.

COPPER—Dealings are still on a very moderate scale, and there is little demand from any quarter. Jobbers seem to have quite enough stock to meet the small orders coming to hand and speculators a quantity that suffices to keep the surface of the market ruffled. Lake producers are reserved in their offering, and there is no great amount of electrolytic on offer by smelters. Casting stock, however, seems to be in less enviable position. The nominal prices are 11½c. for

Lake Superior ingot, 11 to 11¼c. for electrolytic and 10½ to 10¾c. for casting.

Manufacturers have raised prices of sheathing and bolt copper 1c. per lb., and now quote on the basis of 16c. for standard sizes.

PIG LEAD—There was no further movement here nor any really new feature in the market. Western smelters offered less freely, but more common lead came out at 3.20c. than the market would absorb. In fact, single carloads could have been purchased at that price for early shipment from primary point. London cable on Tuesday quoted a decline to £15 6s. 3d. for soft Spanish.

SPELTER—A poor market is still experienced in this locality. Sales are few and almost invariably of rather small lots, while the inquiry is no better than it has been for some time past. Prices are rather weak at 3.80 to 3 90c. for Western, as to brand. London cable was £15 2s. 6d. for good merchant brands.

ANTIMONY—There is little doing outside of ordinary jobbing distribution, and prices remain steady at 7⅞ to 8c. for Cookson's; 7c. for Hallett's, and 6⅞c. for Japanese.

TIN PLATE—No improvement in sales is noted here, nor is the demand any better. In fact, buyers seem exceedingly partial to the hand-to-mouth policy in all operations. Prices have undergone no decided change, but seem rather weak.

IRON AND STEEL—The general situation is unchanged. Foundry men and mill men, while not securing many orders, are comfortably well employed and the prospects are that they will continue to be during the balance of the year. Only moderate purchases of crude material are being made, however, since liberal supplies are either on hand or under engagement. The steel rail business continues to be remarkably light in this quarter, and orders for other finished products are moderate.

THE CLENDINNENG MATTER.

The creditors of Wm. Clendinneng & Son met Wednesday morning in the Insolvency Court room, to appoint a curator and inspectors. Some one hundred and seventy-five creditors were present or represented. Messrs. Kent & Turcotte were unanimously appointed curators, and Messrs. Jacques Grenier, Alphonse Leclaire, James Crathern, George Hyde, Alfred Brunet and Robert C. Smith inspectors. A supplementary list of creditors for $3,000, chiefly for salaries, has been filed. The affairs of the firm and those of the Canada Pipe and Iron Foundry Co. are said to be practically the same. A meeting of the creditors of the Canada Pipe Co. will be held on Nov. 22.

MR. CARRICK BACK.

W. H. Carrick, vice-president of the Gurney Foundry Co., who returned from Europe this week, is looking hale and hearty after his long sojourn abroad. He has a vivid recollection of the minutes he spent upon the deck of a sinking ship in the English Channel some months ago, but the temporary trial he then underwent was fully made up for by the thoroughly enjoyable tour he had of Britain and the Continent.

When in doubt—use B. F. P. cough drops. They cost little and afford instantaneous relief.

OTTAWA GOSSIP.

OTTAWA, Nov. 14.

THE Board of Customs, whose province it is to determine knotty points of construction in the complex wording of our tariff law, was in session here for three days last week. I have it on good authority that several decisions of moment to the importing trades were arrived at, and that the promulgation of these rulings will tend to a greatly needed uniformity in Customs rulings at the several ports.

But when these decisions will be made public is a problem I have not yet been able to fathom. After formal adoption by the Board they have to be submitted to the Controller for his approval; and that is where the uncertainty comes in. Mr. Wallace has political as well as departmental duties to perform, and the demands of the former are said to be pressing the more heavily upon him just now. At all events, the report of the Board was handed to him on Saturday last, and on Monday, when he left for Toronto, he had not set the seal of his official sanction upon half the items it contained.

Apropos of this sitting of the Customs Board, it may not be uninteresting to observe to what extent the views expressed in Parliament last session have prevailed in determining its composition. It will be remembered that very strong representations were made by the Board of Trade of Montreal upon the necessity of reconstructing the Board so as to have it composed of five members, each member an expert in one of the principal branches of trade, such as dry goods, groceries, hardware, chemicals and the like. These views found equally strong expression in the course of the debate upon the bill. Mr. Wallace opposed the proposition on the ground, mainly, that such a system would practically leave the decision of any particular question of valuation to the determination of the one expert in that branch of trade. He was able also to quote the deliverances of the Toronto and Ottawa Boards of Trade in opposition to the Montreal men's proposal. The Amendment Bill passed, and a few days before the meeting the composition of the Board was announced as follows: Commissioner Kilvert, chairman; George W. Jessop, assistant Dominion appraiser, secretary; Robert W. Breadner, chief check clerk; T. F. Blackwood, Dominion appraiser; S. W. McMichael, inspector of ports, Toronto, and John Thomson, appraiser, Hamilton. The Board is thus equally constituted of inside and outside officials of the Customs Department.

GET READY FOR THE JOB.

Let me urge, writes an old hardwareman, upon the rising young man in the hardware business always to be an understudy for the position above him. Familiarize yourself with its duties; know all its requirements. The time will come, sometimes soon and often late, when the question will be asked, "Do you think you can fill the position?" If you know you can, you will answer unhesitatingly, "Certainly!"

PERSONAL MENTION.

Mr. Edward Gurney's arm, which was dislocated by a fall from a bicycle, is, our readers will be glad to learn, rapidly mending.

R. P. Harper, of Claremont; Geo. Evans, of Virginia; W. Cowan, of Burkton; and N. Pearce, of Parry Harbor, were among the country merchants noticed in Toronto during the week.

The "Dayton"



We are introducing the above bicycle to the Canadian market.

It is the most popular high-grade wheel in the United States to-day.

Is beautiful in design, sound in construction, and perfect in finish.

DEALERS! Examine the **"Dayton"** and get prices before ordering for next season.

J. & J. Taylor

Toronto Safe Works

If This Meets The Eye



Of anyone dealing in Stamped, Japanned, Pieced Tinware, Galvanized Ware, Tinsmiths' Supplies, or Enamelled Ware **that our Travellers** do not call upon, we would feel obliged by their dropping us a postal card.

The Thos. Davidson Mfg. Co., Montreal, Que.

TILE VS. IRON DRAINS.

THE matter of iron vs. tile drains in the interior work in houses is a live topic with the plumbing trade in Montreal at the present time. About two years ago the City Council, on the recommendation of the Health Department, passed an ordinance that nothing but iron pipe should be used in interior draining. This has been in force since, but latterly the Council have been asked to amend the law and permit the use of tile drains. The proposition has met with keen opposition from all people who ought to be qualified to speak on the subject. Leading doctors such as Sir Wm. Hingston have written the Health Department, opposing the amendment; as also have the medical faculty of Bishop College, the Society of Architects, the Sanitary Association, and, last but not least, the Master Plumbers' Association. All these are against the idea tooth and nail, and they have had the effect of inducing the Health Committee of the City Council not to act hastily. The committee has decided to write the health authorities in New York, Boston, Chicago, Philadelphia, Paris, London, Glasgow, Edinburgh, Buffalo, and Toronto, asking their experience in the matter. We append a letter from Mr. J. W. Hughes, of the Master Plumbers' Association, which outlines some of the chief objections to the proposition:

ALD. BEAUSOLIEL, chairman Health Committee,—

Twice recently I have appeared before your committee in my official capacity as chairman of the Sanitary Committee of the Master Plumbers' Association. I now desire to appear to you as a citizen, taxpayer and property owner, who for the past 35 years has devoted all his time to the practice and study of sanitary questions, more particularly in their bearing on the questions of domestic plumbing, drainage and ventilation, and as such I hope I am qualified to speak as one having a knowledge on the subject of the important matter of tile vs. iron interior drains now before you. One important point overlooked during the recent discussion was the fact that if tile drains are allowed it creates a divided responsibility, as the tiles are usually laid by the mason or bricklayer, and the plumber only takes up the work where they leave off. There is no denying that tile is an ideal material for drains in such places as are adapted to its use, but for inside houses it is materially out of place, while iron pipes exposed to view give the best results, so far as is known to the trade; not necessarily cast iron. The best work calls for screw jointed wrought inon pipe, but its first cost renders it unsuitable as a material for general use. As the whole question as it comes before you is purely one of health and the plumber is open to the accusation of being biased by the financial aspects of the case, I would most respectfully suggest, and request, that ample time be taken to allow your officials to obtain from the different medical health officers and sanitary engineers of other cities their opinions on the matter. There is surely no need of haste; it took many years to get the present by-law passed, thanks to your efforts, and surely a few weeks or months can be taken to ascertain what is right before action is taken that cannot fail to have a bad effect. It is equal to a vote of want of confidence in the intelligence and care of the gentlemen composing your committee, as well as your officials, if you defeat a portion of a by-law that took so long to pass without giving it a fair trial. I have been told, and you will doubtless hear it repeated, that it is a bad showing for the success of the plumbing by-law that the death rate is going up. This is a very unfair argument, as the sanitary report is for 1894, and the law was only passed in June of that year, and it is well understood that no effort was made to enforce it until after June, 1895, but it shows to what straits the opponents of the law are reduced when they make use of such unfair deductions. The health of our citizens is the most valuable asset the city has. Show me a healthy community and I will show you a prosperous one, and the lawmakers of the city cannot afford to tamper with so valuable an asset, no matter where private interests suffer. It was a sad day for the plumber when the old-time lead pipes were prohibited and the bulk of our business turned over to the foundryman, but we submitted in the general interests and for the general good without complaint, although the loss was far greater than that suffered by the layers of private tile drains who now make such an outcry. I am sorry for any man who suffers from the changes incidental to modern progress, but it is something we must all submit to, and is part of the penalty we pay for living to-day, for ample compensation is afforded in other directions. I again request that you use your great influence to prevent hurried action in the matter, and in the meantime you can fortify your position with the

LARGE CONSIGNMENT OF . . . **NITRO POWDER** Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

opinions of those who are not open to the charge that they are interested in the matter. If such opinions are in favor of the use of tile interior drains instead of iron, I will be one of the first to comply with any change. Touching that you will pardon, etc., I am respectfully, J. W. HUGHES.

RE UNIFORM GLASS LIST.

EDITOR HARDWARE: I have read some of the recent articles on the above question, but am still of the opinion that any steps taken to introduce the uniform list for boxes of glass will meet with failure, as there is nothing to show that there will be any gain, either to the jobber or retailer, by its adoption. In any event, the list suggested would never do. The idea of reducing $5.90 (which, I presume, should be $5.80) by a series of discount to the present price—$2.00 to $2.10—would complicate instead of simplify matters, so that the object of the list, as outlined toward the end of your article, would be killed at the outset. Another objectionable feature in this list is that it makes no distinction in the prices of 50 and 100 foot boxes, while, as all dealers are aware, there is a difference of nearly 10 per cent. as a rule. Still another difficulty is that the proportionate difference between breaks on the 1874 tariff is by no means the same as in the cost laid down. For example: the second break on the tariff is 30 francs, and the sixth 36 francs, an advance of 20 per cent., while when laid down in Toronto the difference will be over 30 per cent.

The advance from break to break, as suggested, varies from 20 to 40c. (80 united inches). Reduce this by 60 per cent., and you have a difference of only 8 to 16c., which is so far out of proportion to the cost that jobbers would need to have a much larger profit than at present, so as to cover the poorer-paying breaks, and retailers — whom you are seeking to benefit—would be the losers after all.

It may be possible to arrange a satisfactory list, but one based on the Belgian tariff as quoted can't be made to fit "no how."

JOBBER.

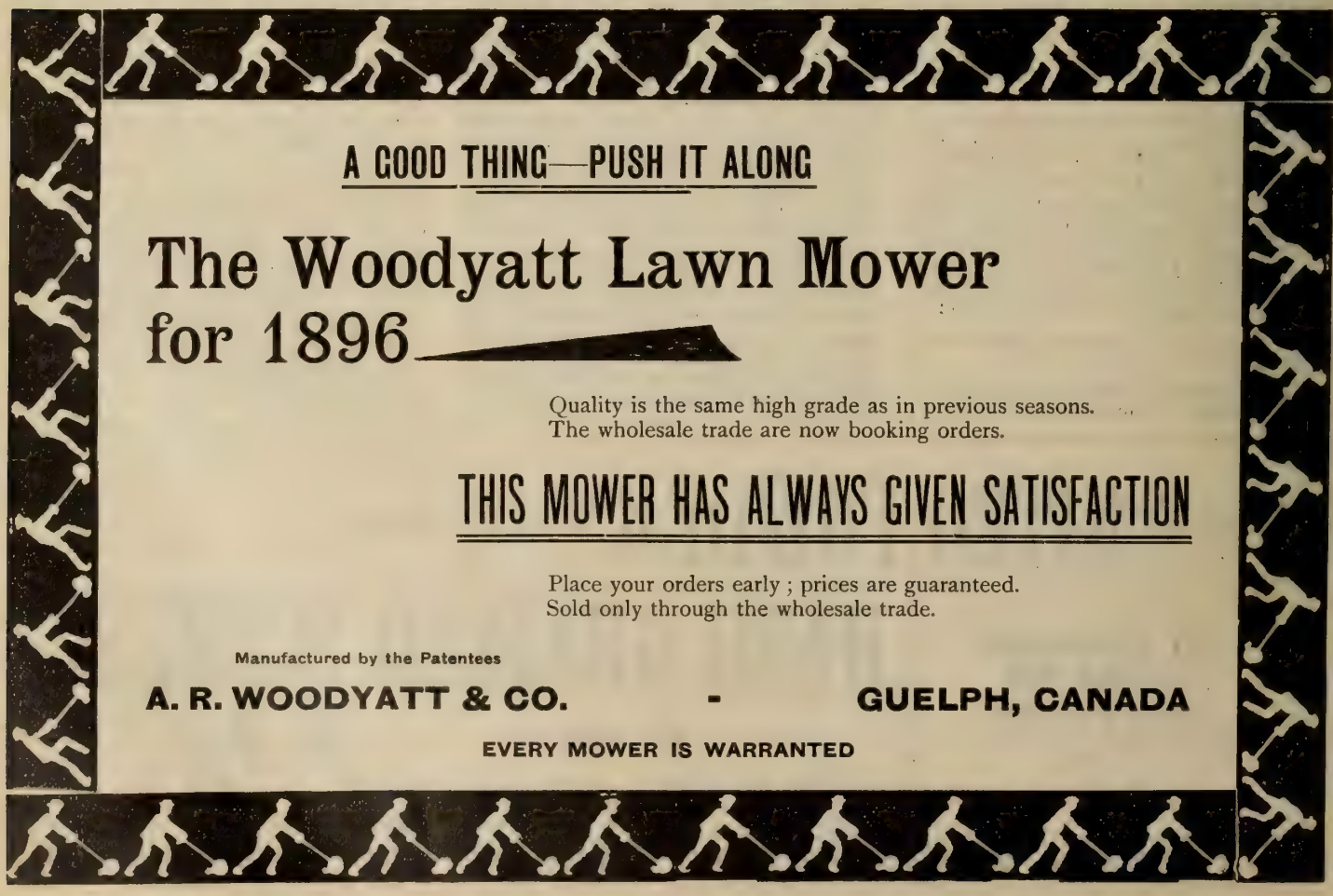
FAILURE OF A PLUMBING FIRM.

Blouin, Girard & Collard, plumbers, of St. Lawrence street, Montreal, assigned on Tuesday last at the demand of A. Latour. Liabilities are $45,000 and the assets $17,000. The principal creditors are: Estate Prevost, $18,000; Jas. Robertson & Co., $8,485; Amiot, Lecours & Lariviere, $604; P. Berthiaume, $130; E. Blouin, $200; Blouin Bros, $4,187; Beaupre & Co., $200; W. Clendinneng & Son, $261; Crathern & Caverhill, $411; Danville Slate Co., $166; D. Dubreuil, $100; A. Latour, $1,238; F. W. Newman & Co., $3,331; Star Iron Co., $450; Toronto Radiator Co., $478; O. Tessier, $650; A. Twilland, $316; W. King & Son, $160; S. D. Vallieres, a mortgage of $300 and wages of $250.

BUSINESS FOR MORE THAN ONE.

It is a well-known fact that no man can do "all the business," no matter what his ability may be, nor how cheap may be his goods, says an exchange. Nevertheless, in many cases this fact seeme to be lost sight of; and in the mad rush for business, margins do not appear to be any consideration whatsoever. As a leader or an advertisement, a certain line is ticketed at cost, and and put out at the door, the dealer fondly hoping that the trade it will bring will justify the sacrifice. Another dealer will follow suit with another article, at the same time meeting price on article already cut, and thus two lines are selling at cost, which should bear a percentage of the cost of storing and selling goods, but which of necessity must be added to cost of better paying lines.

Delays are dangerous. Then don't you think you had better stop your cough at once? Get a few B. F. P. cough drops and you will be surprised at the relief they will afford you.



THE CLENDINNENG LIABILITIES.

A DETAILED statement of the liabilities of Wm. Clendinneng & Son, founders, upon whom HARDWARE AND METAL noted a demand of assignment two weeks ago, is as follows, being between $450,000 and $475,000 divided among 55 creditors:

Banque du Peuple, notes, $418,884 29; R. E. Edwards & Son, $2,646; Crathern, Caverhill & Co., $5,803; John McDougall & Co., $1,875; Montreal Roofing Co., $2,433; A. C Leslie & Co., $2,192; Nova Scotia Steel Co., New Glasgow, $1,142; A. Gendron, Montreal, $1,217; Canada Machinery Agency, $1,142.

The movable assets of the firm consist of stoves, hardware, etc., in the following stores: No. 524 Craig street, No. 3,598 Notre Dame street, No. 145 William street, machinery, etc., in William street office, and store fixtures, books of accounts, book debts, bills receivable, mortgages, etc.

The immovables consist of land and buildings at St. Henri.

A statement of the personal assets and liabilities of William Clendinneng, sr., has also been filed. The liabilities include the following large mortgages: Banque du Peuple, $511,000; Trust and Loan Co., $55,000; estate James Court, $25,000; Marquise de Bassano, $18,000; A. Brunet, $10,500; Macintosh & Hyde, $12,000; London and Lancashire Insurance Co., $8,000; Hinturn estate, $15,000; estate Pallascio, $2,500; Wm. Mann, $20,000; Canadian Pacific Railway, $3,000; Marler & Fry, $7,300.

Against this he holds the following immovables: Lots 923 and 924, south-west half of lot 922, and part of lot 920, of St. Antoine Ward, with buildings; south-east part of lot 1,110, of St Antoine Ward, with buildings; lot 1689, of St. Ann's Ward; lots 1763, 1762, 1760 and 1758, of St. Ann's Ward; a farm at Ste. Anne du Bout de l'Ile, No. 310, with buildings; shares in public companies, of which particulars have yet to be given; rolling stock at St. Anne's.

Kent & Turcotte are taking stock and will prepare a statement for the creditors.

NEW IRON ORE "FINDS."

Quite recently the Barrow Steel Company discovered a new "pot" of iron ore on the margin of their important royalty at Park, within five miles of Barrow. This has since been opened up, and is found of large extent; 200 tons of raw material are raised here every week. It is found to be of good quality, rich in color, rubbly and dry in character, easy to smelt, and of high metallic percentage. It is believed other important "sops" or "pockets" of ore abound in this neighborhood, as it is not long since that Kennedy Bros., of Ronhead Mines, discovered a great mine of hematite of high quality between their present workings and the estuary of the Duddon. The Askam & Mouzell Iron Company have sunk a new pit near Goldmire, Furness Abbey, from which they are raising a considerable tonnage of ore. It is evident there is much iron ore in the yet unexplored parts of Furness, and that there is no need to fear any paucity of supplies for very many years to come.

NORTHERN
ASSURANCE COMPANY
Established 1836. OF LONDON.

Capital and Funds, $36,465,000.
Revenue, $5,545,000.
Dominion Deposit, $200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.

MONTREAL SMELTING AND REFINING WORKS

THE Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
Leading Consumers use Langwell's Babbit.

WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON
Metallurgists and Manufacturers
10 Dorchester St., MONTREAL, QUE.

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

The Braender Jet Pump and Water Elevator
Patented May 8th, 1894.
GARTH & CO., AGENTS AND MANUFACTURERS
536 TO 542 CRAIG ST., MONTREAL

Causes of failure
in the hardware trade and how avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely.

We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents
HARDWARE AND METAL
TORONTO

WE SUPPLY THE PLASTER
YOU FURNISH THE SAND.

PARISTONE WALL PLASTER

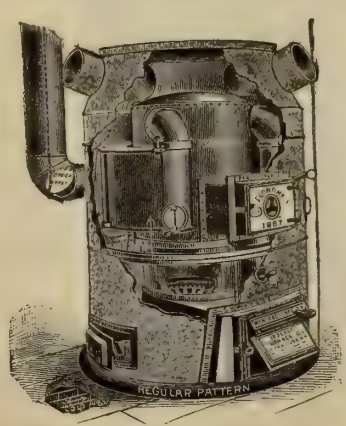
A Hard Wall Plaster at a Price within Reach of All

In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to increase the cost.

Write for Circulars, Prices and Freight Rates.

Made by . . .
THE ALABASTINE CO., LIMITED
Manufacturers of
Land and Calcined Plaster
PARIS, ONTARIO

TORONTO SALT WORKS 128 Adelaide St. E. Agents for TORONTO



"Economy" Warm Air Furnace

ECONOMY
Furnaces and Combination Heaters. . . . .

They are called "Economy" because they supply the maximum of heat from the minimum of fuel. That is the first point one considers when choosing a furnace. Then, too, they are very heavy and durable and simple in construction. These are the points that have built up their reputation as the best line of heaters in the market. Send for catalogue.

J. F. Pease Furnace Co.
HEATING ENGINEERS
189-193 Queen St. East, TORONTO

THE USE OF ALUMINUM.

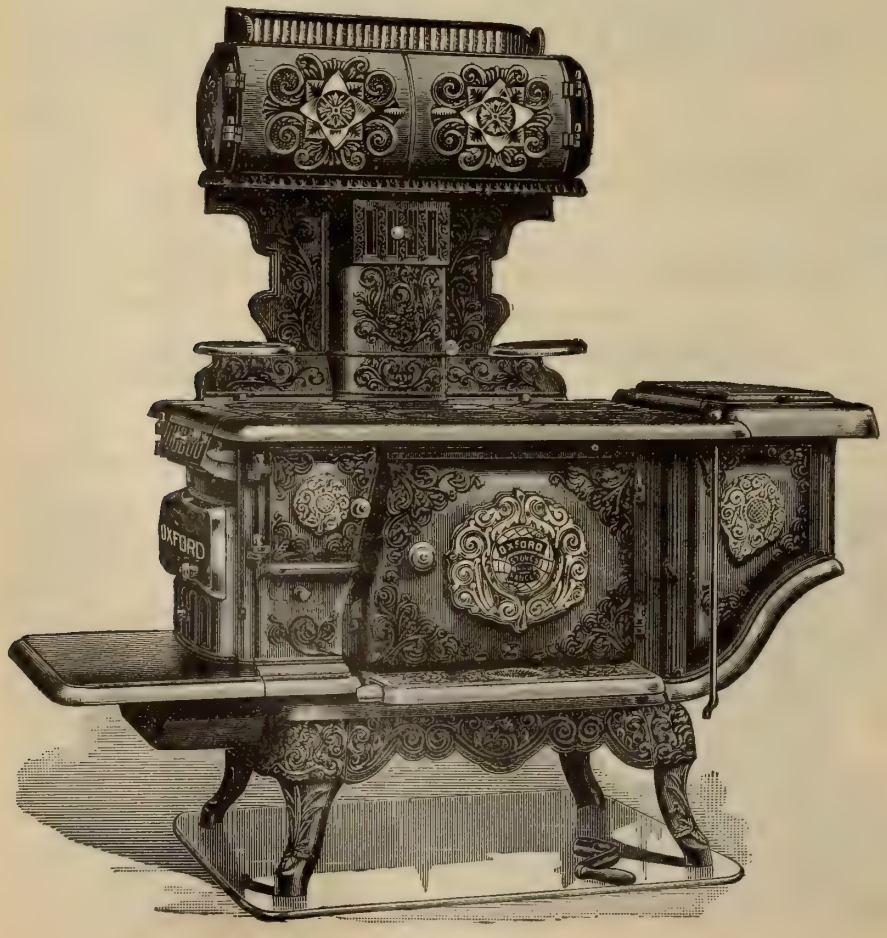
A CORRESPONDENT of Ironmonger writes as follows regarding the use of aluminum : It is certainly a fact that English manufacturers are slow to appreciate the advantages of the new metal, and, as typical of their conservative nature, I may mention the reply given to me on discussing with a prominent manufacturer the subject of the use of aluminum for his purposes : " Oh, yes, the metal is no doubt coming to the front, but we only wish to take it up so that when the demand arises we may not be left behind ; and that we intend to push it before then, as we see no object in altering our metal as long as we have a good trade in it." There is a further reason why aluminum has not made such progress in this country as in Germany and America, which is that water-power is not available to any large extent here. Without this aluminum cannot be produced at anything like practicable prices. Even with the acquisition of the Falls of Foyers, whose volume is as a mere dribble compared with the mighty force of Niagara or other available water-power in other countries, the users of aluminum must depend upon the large producing companies, such as the Pittsburgh Reduction Co., for their supplies of the metal in the form of ingots, etc.; and it is possibly owing to the absence of aluminum-producing works in this country, that our manufacturers have not had their interest awakened to the advantages of the metal. It will be impossible to prevent the manufacturers of other countries going and getting ahead of us for some time, as they have the start of us ; nevertheless, as we can benefit by the experience of such producing works as the Pittsburgh Reduction Co., who will become the suppliers of the world, there should be no difficulty in our quickly making up for lost time.

One of the objections to the use of aluminum in its pure form for mechanical purposes has been its low tensile strength, but that objection cannot be held now, as an alloy of about 3 specific gravity, with 10 to 12 tons tensile strength in its cast state, and upwards of 20 tons in a rolled condition, is now freely obtainable in America and here.

The bicycle trade would be benefitted by this alloy, as the various parts as well as tubes can be produced in it, and as the elastic limit is very high in proportion to its ultimate strength, it would be particularly useful to the trade. There are a hundred and one uses for such a metal, because, bulk for bulk, articles made from it will not cost much, if any more, than in brass. Even in wood-screws, in place of brass, it will not be dearer, whilst being lighter and free from corrosion, which is one of the great advantages aluminum has over any alloys where copper is an ingredient. Manufacturers adopting the alloy would reap the benefit of having to pay less carr age than on brass, etc.

HIS FIRST IDEA.

" When I first started in the stove business my sole idea was to make money," said a retail dealer the other day to Stoves and Hardware. " I soon found that the result of the policy that I was pursuing would be that I would lose my whole business in my mad effort to gain the whole world, if I did not watch out. I started out trying to undersell my competitors, and at the same time make the same if not a larger profit than they were making by handling a cheap line of goods, and endeavoring to convince my customers that they were just as good as the standard make and higher priced goods handled by my neighbors. I found that the public was by no means so gullible as I thought, and that much of the trade, which I should have controlled, was drifting to other stores. I changed my tactics, put in a first-class line of stoves, made a fair price on them, and advertised energetically. Soon I found my fortunes changing, and by dealing in an honorable and straightforward way, I built up a good trade, which I have maintained during a business career of over twenty years. Of course you will not use my name, but I am perfectly willing that you should cite my experience, together with any comments you may wish to make in order that any young men who may read it, and who may be starting in the stove business, or who may contemplate such a step, may have their success doubly assured by avoiding the egregious mistake I made."



No Other Stove

Can boast the advantages which the **Patent Duplex Flue** gives to the

DUCHESS OF OXFORD

This is an air flue around both sides and back of the fire-box, carried down in front of the front oven plate and around a flue strip under the front part of the oven bottom.

It affords thorough ventilation to the oven and keeps it uniformly heated, and at the same time the durability of the fire-box lining is doubly increased by this volume of air passing around it.

They are easy to sell and always give satisfaction.

THE GURNEY FOUNDRY CO., Ltd.,
TORONTO.

THE GURNEY-MASSEY CO., Ltd.,
MONTREAL.

WATTERSON & AULDJO

Merchants

MONTREAL

Tinplates, Coke and Charcoal,
Canada Plates,
Sheet Iron, Black and Galvanized,
Pig Iron, Ingot Tin,
Sheet Zinc,
Window Glass,
Portland Cement,
etc., etc.

Import orders only.
Enquiries solicited.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

Prices, $25 to $50 each.

KINKORA KENNELS

Importers and Breeders

P.O. Box 2179 MONTREAL

P.O. Box 2501 TORONTO

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office. . . . . .

HARDWARE AND METAL

TORONTO

THE BEST

is the cheapest in

BRUSHES

as well as in all other goods that

ARE MADE

by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made **BY**

MEAKINS & CO., MONTREAL

313 St. Paul St.

Also Meakins & Sons, Hamilton, Ont.

ERTEL'S VICTOR



HAY PRESS

Most rapid, durable and economical. So warranted or no sale. Capacity ONE to TWO ton per hour. Descriptive circulars free.

Write . . .

STEVENS MANFG. CO.

LONDON, ONT.

SPRITE CYCLES

LEAD FOR LOW PRICES

QUALITY

FINISH

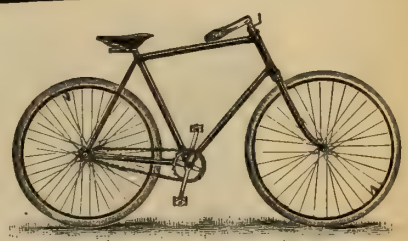
CATALOGUE UPON APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

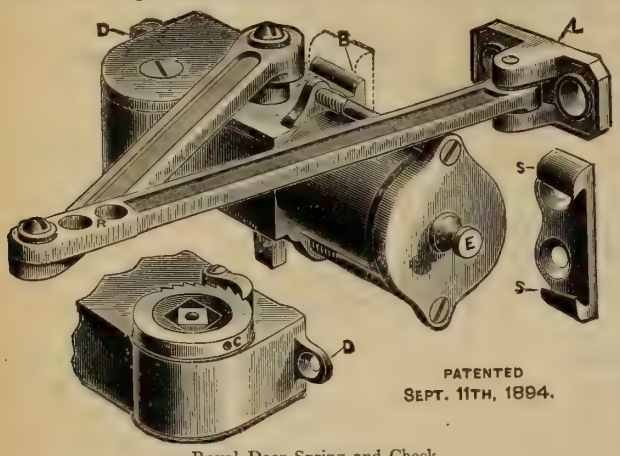
CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

ROYAL DOOR SPRING AND CHECK.

H. S. HOWLAND, SONS & CO. have just received a large shipment of the Royal door spring and check. The Royal has a compressed air check. The Royal is suitable for right or left hand doors, and is simple, compact, strong and durable. Doors open easily. There is no liquid to freeze up or leak, easily attached, does not require a mechanic to put it up.



Royal Door Spring and Check.

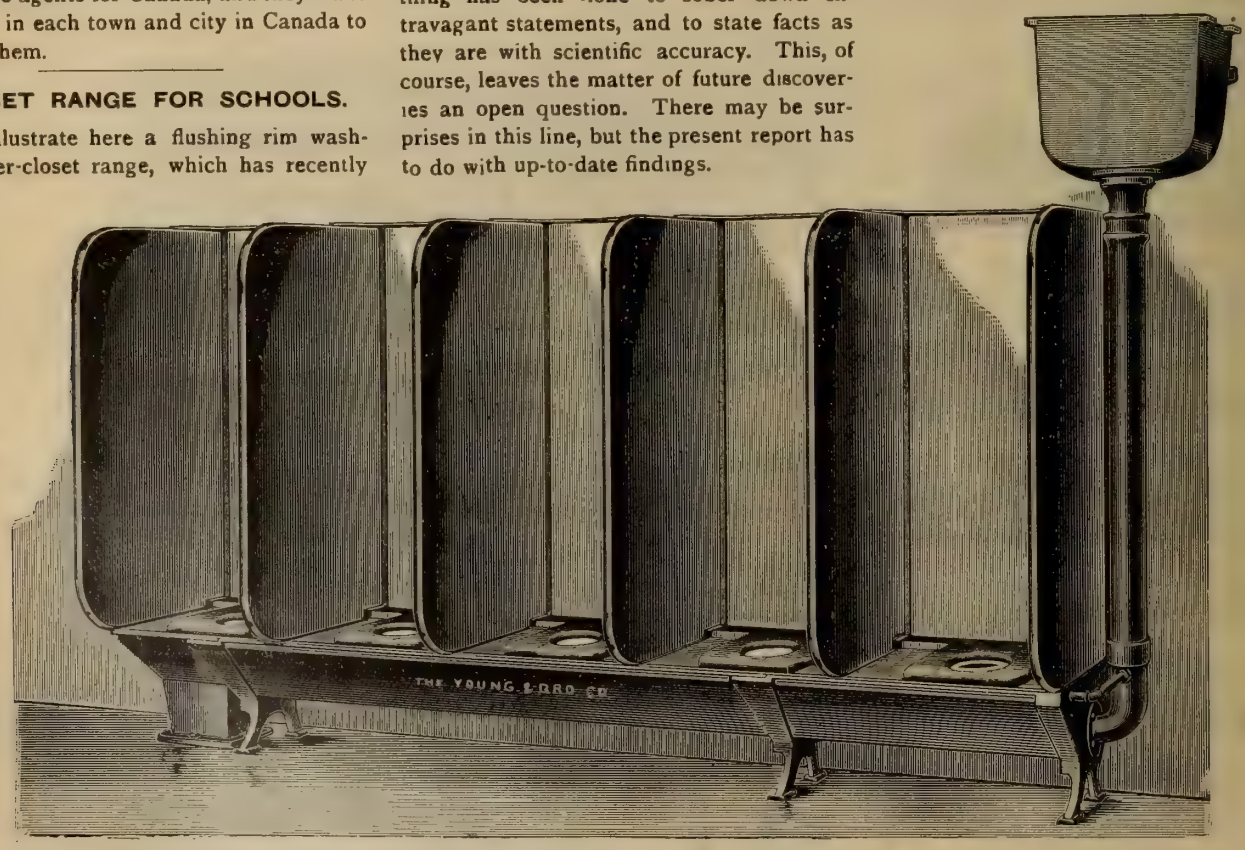
Price list, bronzed: No. 2, light inside doors, $3.30 set; No. 3, large inside doors, $4.30 set; No. 4, ordinary store doors, $5.60 set; No. 5, heavy store doors, $7 set. H. S. Howland, Sons & Co. have been appointed wholesale agents for Canada, and they want one firm in each town and city in Canada to handle them.

CLOSET RANGE FOR SCHOOLS.

We illustrate here a flushing rim washout water-closet range, which has recently been put on the market by the Young & Bro. Co., Ltd., of Hamilton. Among many sanitary features of this article a prominent one is the automatic flushing cistern. This is so arranged that it can be flushed automatically at any desired interval, discharging a large body of water sufficient to completely cleanse every part of the closet. The range will be furnished with or without partitions and seats as shown. One cannot conceive a more complete article for use in schools, factories and public places, for which it is designed, and HARDWARE AND METAL is not surprised to learn from the manufacturers that they have met with a very satisfactory demand from all parts of the province. The company illustrate this closet range in a new catalogue, which they will be pleased to furnish to the trade on application.

AMERICAN TIN DEPOSITS

In a monograph just published by the Geological Survey, some interesting data is given in regard to the locality, range, and prospects of our native tin deposits. In the first flush of the American tin plate industry, the search for tin ore was revived with eagerness, and mines and deposits on paper were accepted as facts, while such signs of ore as did materialize were easily colored and exaggerated. In the report named, something has been done to sober down extravagant statements, and to state facts as they are with scientific accuracy. This, of course, leaves the matter of future discoveries an open question. There may be surprises in this line, but the present report has to do with up-to-date findings.



Closet Range for Schools.

Tin ore, according to this report, has been found in Maine, New Hampshire, Massachusetts, Connecticut, Georgia, Missouri, Virginia, North Carolina, Alabama and Texas. In these States so far the finds have been more or less a mineralogical curiosity. In some of these instances the product might pay for the mining, but that as yet is an unsettled question. The prospects are reported as being more favorable in the mineral States of the west. In the Temescal Mountains, California, deposits of a prospective value have been located. In the Harney's Peak district of South Dakota, the report says: "Practical data as to the economic value of tin veins are not at hand. The value of the lodes have not as yet been demonstrated. The various reports made on these properties show sufficient difference to make their value doubtful." Some strong claims have been make for deposits in Colorado, but the development work, according to the survey report, is as yet undone, so that no accurate information can be furnished as to the value of the deposits. Brown grains and float tin have been found in Idaho; pebbles of tin ore, wood tin and tin ore in Montana, and cassiterite in Wyoming.

"That these indicate deposits in paying quantities, experts are not unanimous," says Age of Steel. "The future must settle this question. It would stimulate the tin plate industry considerably if native ore could be found in such quantities as to make the country independent of foreign supplies. As it is, the native article counts for nothing as an economic factor in the tin plate industry. The foreign supply is still a necessity, and should it always continue so we will still be on fair fighting terms with our competitors other conditions being equal."

SOME NEW COMPANIES.

A NUMBER of new companies have been incorporated under the Joint Stock Companies' Letters Patent Act.

The C. Ross Co., of Ottawa, Ltd., has a capital stock of $250,000 in $100 shares ; the company is composed of W. G. Bronson, D. MacLarrn, Chas. Magee, D. Murphy, Edward Seybold, J. A. Seybold, Newell Bate, G. B. Pattee, R. M. Cox, C. A. Douglas, W. D. Hogg, J. R. Allan and N. C. Sparks, all of Ottawa.

The Bay of Quinte Auer Light Co., Ltd., has a capital stock of $40,000 in $100 shares; the company is composed of W. R. Granger, C. J. R. Stirling, W. S. Thompson, W. T. Andrews and W. L. Phelps.

The Ottawa Auer Light Co., Ltd., has a capital stock of $30,000 in $100 shares. The Toronto Auer Light Co., Ltd., has a capital stock of $500,000 in $100 shares. The promoters of these two companies are the same as those of the Bay of Quinte Auer Light Co.

The Hamilton Auer Light Co., Ltd., has a capital stock of $50,000 in $100 shares. The promoters are W. T. Andrews, W. L. Phelps, W. F. Walker, M. P. Layland and S. G. Treble, all of Hamilton.

The Harvey-Van Norman Co., Ltd., has a capital stock of $250,000 in $100 shares. The promoters are W. C. Harvey, C. C. Van-Norman, and Pauline E. Harvey, Isabella N. Van Norman, Thos. Sisman and G. F. S. Ruthven, all of Toronto.

Notice is given that application will be made for an Act to incorporate The Montreal and South Shore Highway Bridge and Electric Company, with power to construct a highway bridge from the city of Montreal across the St. Lawrence river, parallel to and as close as possible to the Victoria bridge ; said highway bridge shall consist of 24 spans with clear openings of 240 feet between piers, and headways between bottom of truss and low water of not less than 40 feet, and one span over the steamboat channel with a clear opening of 350 feet between piers, and headway of 65 feet between bottom of truss and low water ; with the right to lay tracks on the said highway bridge, and from the Montreal end of said highway bridge to such terminus in the city of Montreal as the City Council may fix, for the purpose of running thereon cars moved by electricity, and collect tolls.

Notice is given that application will be made for an Act to incorporate the Huron and Ontario Railway Co., with power to construct a railway to be operated by electricity from Port Perry, Ont., to Kincardine, touching at Newmarket, Bradford, Beeton, Shelburne, Priceville, Durham and Walkerton, with a branch from Priceville, through Meaford and Owen Sound, to Southampton, thence through Inverhuron and Kincardine to Goderich ; also a branch from between Walkerton and Kincardine to Teeswater and Goderich.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

CUTLERY
Splendid value in all kinds for the Fall trade. See our samples. . . . . .

WIRE
Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
. . . MONTREAL



No. 1929—CAKE BASKET.

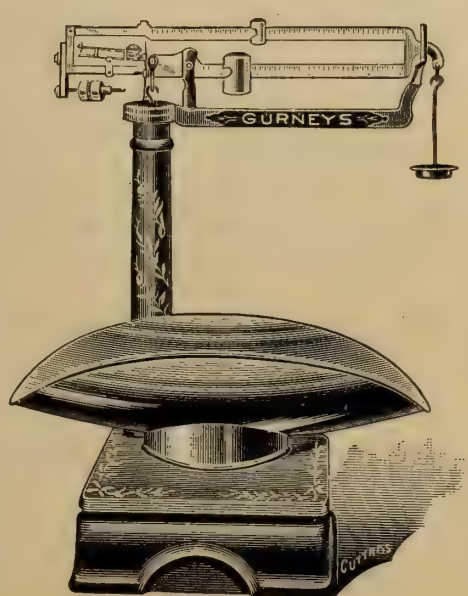
Our line of
New Goods
is very complete.

This is an illustration of one of our
NEW . .
PATTERNS

If you handle Silverware see our designs before placing your Christmas order.

THE TORONTO SILVER PLATE CO.
E. G. GOODERHAM, Manager and Sec.-Treas.
Factories and Salesrooms, King Street West, TORONTO, CANADA

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

ROBERT HADDEN, lumber, Medonte Township, Ont., has assigned to H. J. Craig.

Reuben Eby, lime, Galt, Ont., has assigned to I. M. Irwin.

Wm. A. Purvey, general store, Yarmouth, N.S., has assigned.

Hector Lemieux, general store, Chicoutimi, Que., has assigned.

Albert Jette, furniture, Montreal, wants to compromise at 40c.

Narcisse Leclair, general store, St. Hugues, Que., has assigned.

Donald A. Campbell, general store, Strathlorne, N.S., has assigned.

J. H. Whitman, general store, Salmon River, N.S., has assigned.

Phillipe Bourgouin, general store, Price Village, Que., has assigned.

Burke & McPherson, general store, South Ingonish, N.S., have assigned.

R. T. Young, general store, Burlington, N.S., offers to compromise at 40c.

Geo. Hutton, agricultural implements, Edmonton, N. W. T., has assigned.

Ulric Vigneault, lumber, etc., Brompton Falls, Que., has compromised at 25c.

S. J. Pake, general store, Hilton, Ont., has assigned to John G. Hay, Toronto.

Jos. Paquet, general store, St. Lambert, Levis Co., Que., has suspended business.

Beuke & Sweney, general store, Onondaga, Ont., has assigned to W. T. Wickham.

Charlotte Wood, general store, Flesherton Station, Ont., has assigned to S. McCullough.

A. Charlebois & Co., general store, La Prairie, Que., have assigned to Chas. Desmarteau.

There is a demand of assignment against Jos. Beaulieu, general store, L'Annonciation, Que.

Robt. T. Campbell, general store, North Sydney, has assigned his book debts, amounting to $575.

Hector Lemieux, Chicoutimi, Que., has compromised at 75c., payable in 3, 6, 9 and 12 months, secured.

Royer & Burrage have been appointed curators of the business of Neil Bouchard, trader, East Clifton, Que.

The winding up of the Canada Pipe and Iron Foundry Co., of Montreal, has been asked for, and A. Demartigny has been made provisional liquidator. Creditors meet Nov. 22.

PARTNERSHIPS FORMED AND DISSOLVED.

Burt & Rousseau, electricians, Montreal, have pissolved.

The Chandos Mining Co., Toronto, are applying for a charter.

The Raymond Sewing Machine Co., of Guelph, are applying for a charter.

Perron, Desbiens & Cie., lumber, St. Jerome, Chicoutimi county, Que., seek incorporation.

Ross Bros. & Co., ship chandlers, Montreal, have dissolved. Wm. Ross continues under same style.

G. & J. Kitchen, hardware and livery, Schomberg, Ont., have dissolved. Jos. Kitchen continues.

Emeronee Symard, widow of F. X. Darche, and Geo. A. Darche are partners in the general store of Darche & Co., Sherbrooke, Que.

Israel Charbonneau and Louis Phillipe Pinsonnault are registered proprietors of the sash and door manufacturing firm of I. Charbonneau & Co., St. Louis de Mile End, Que.

SALES MADE AND PENDING.

A. Genest's general store stock at Gentilly, Que., was sold at 41c.

The assets of A. Genest, general store, Gentilly, Que., are to be sold.

The estate of Charles Brown & Co., carriages, etc., is advertised for sale.

Margaret Schiller, general store, Cooksville, Ont., has sold out to one East.

Mrs. John T. Cooper, general store, Ninga, Man., has sold out to John Clay.

The stock of F. X. Bilodeau, general store, Baillargeon, Que., has been sold at 34c.

The estate of John Ellison, saw mill, etc., Port Stanley, Ont., is to be sold Nov. 19.

Donat Brossard's general store assets were sold in Riviere au Sables, Que., at 48½c.

The general store stock of J. F. Allan & Co., Hillsdale, Ont., is to be sold by auction on Nov. 20.

The assets of the Brantford Electric and Power Co., Ltd., Brantford, Ont., are for sale by tender.

The Lake Weeden Pulp Wood and Lumber Co.'s mill at Lake Weedon, Que., is to be sold Nov. 21.

The plant, etc., of the Nova Scotia Gold Mines, Ltd., Montague Mines, N.S., is for sale by the sheriff.

The stock, etc., of W. L. Lundy, furniture, Niagara Falls, Ont., is advertised for sale by the sheriff on Nov. 18.

CHANGES.

R. R. Elliott has opened a general store Gainsboro', Man.

Chas. Gagnon has started a general store at Causapscal, Que.

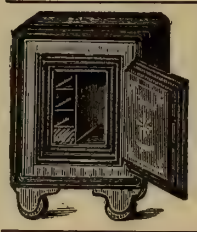
The W. R. Gardner Tool Co., Brockville, Ont., is removing to Sherbrooke.

Jos. M. A. L. Rousseau has been registered proprietor of the Canada Electric Co., Montreal.

Chas. Arbec has ceased carrying on a

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., **Montreal, P.Q.**



IN

50 AND 100-LB. BOXES

AND

5-CWT. CASKS

For sale by all dealers.

LAMPLOUGH & McNAUGHTON

Sole Agents, MONTREAL

A Pension for Life

DO YOU WANT ONE ?

See one of our agents about it, or send for explanatory circular to Head Office.

MANUFACTURERS' LIFE INSURANCE COMPANY

63 Yonge Street, (cor. Colborne)

Toronto, Canada.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

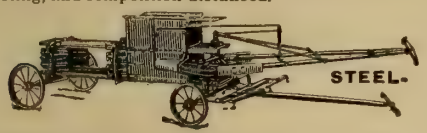
Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

ARE AHEAD

H. Boker & Co.'s

IMPROVED CUTLERY

RAZORS

PEN KNIVES, ETC.

For Sale by

Wood, Vallance & Co. Hamilton.

furniture business under the name of J. P. C. Langelier.

Mrs. Andrew Haron is proprietress of the business of A. Haron & Co., harness makers, Coaticooke, Que.

DEATHS.

J. B. Brousseau, lumber, Quebec, is dead.

A. Hurteau, of A. Hurteau & Frere, lumber, Montreal, is dead.

FIRES.

W. E. Anderson's saw mill at Sundridge, Ont., has been burned.

S. T. Andress, carriage maker, Caintown, Ont., has been burned out.

The general store of W. S. Duggan, Oil Springs, Ont., has been damaged by water.

The Hanover Spring Bed and Upholstering Co., Ltd., of Hanover, Ont., has been partially burned out.

The barns of Jos. Julien, general store, Pont Rouge, Que., have been burned at a loss of $300 ; partly insured.

SOTHERN'S LITTLE JOKE.

The following little story is told by Mrs. John Wood. She and Lord Dundreary were playing at Birmingham, when they accidently met in the neighborhood of New street, shook hands and bade each other good morning.

"Would you mind going in here with me?" he said. "I want to make a little purchase ;" and they entered an ironmonger's shop.

He went up to the counter and said : "I want Macaulay's 'History of England.'"

The assistant replied : "We don't sell books, sir ; this is an ironmonger's shop."

"Well, I'm not particular," said Southern, pretending to be deaf. "I don't care whether it's bound in calf or russia."

"But this is not a bookseller's," shouted the assistant.

"All right," said Sothern ; "wrap it up neatly and send it to my hotel. Put it up nicely ; it's a present I wish to make a relative."

"We don't keep it," shouted the assistant, red in the face.

"Do it up as if it were for your own mother ; I don't want anything better than that," said Sothern ; "and I'd like to write my name on the fly-leaf."

"Sir," bawled the assistant at the top of his voice, "can't you see that we don't sell books."

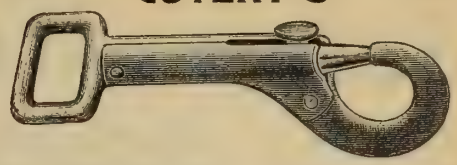
"Very well," replied Sothern, quite undisturbed at the emotion he was creating. "I will wait for it."

The assistant bounced to the other end of the shop and fetched the principal, who asked loudly, "What is it, sir? What do you desire?"

"I want a file," said Sothern, quietly, "a plain file, four or five inches long."

"Certainly, sir," said the principal, with a withering look at the assistant, and produced the article needed.—London Budget.

1875. **COVERT'S** 1895.



Our Triumph Snap with flat spring, and Banner Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St **Montreal**



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

The Saint John Bolt & Nut Works

ALEX RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TRADE MARK J REGISTERED.

"JARDINE"

Hand Drilling Machines

There are no better drills than ours, but inferior machines may be bought readily enough. Reliable goods pay both merchant and consumer.

A. B. JARDINE & CO.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.
Upheld by injunction in the Court of Chancery.

REGISTERED TRADE MARK.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

CURRENT MARKET QUOTATIONS.

TORONTO, Nov. 15, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
W. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.XI	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price.
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 40
Half polished	2 50	....
All bright	....	3 00

Iron Pipe.

Wrought, ¼, ⅜, ⅝7½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 45 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	0 12¼	0 12½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan,	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

5-Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 65 and 7½ per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 25	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 3
101 to 105	....	....	....	10 7
106 to 110	....	.. .	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break ..... 2 7(
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 4 15
12 in. up, per lb..... .... 3 15
Per doz. set.
Screw. Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 60 p.c. 1896 list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 57½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c more than above.

ICE PICKS.

Star, per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz..... 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.		
Russell & Erwin, per doz	2 90	7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis—50 to 60 dy	2 50
40 dy	2 55
30 dy	2 60
20, 16, and 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90

2. American pattern only—

From 4 to 5 dy	3 10
3 dy (lath)	3 50

3. Canada pattern only—

From 4 to 5 dy	3 00
3 dy (lath)	3 40
3 dy, A. P. fine	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per 100 lbs	....	1 80
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's. "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9½
¼, 5-16, ⅜ in	7½ 00	9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 7½ p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
frame only	0 00	0 75

SAW SETS.

Lincoln," McMillan & Haynes, per doz	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	....	0 03½

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 " "		4 80

STONE.

Washita, per lb	0 28	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador "	0 00	0 13
" Axe, "	0 00	0 15
Turkey " "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 p. c.; Zinc, 37½ p.c.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

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Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz		2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 15 per cent. discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils	....	3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points	0 00
Steel Staples	0 00 0 02½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

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Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	



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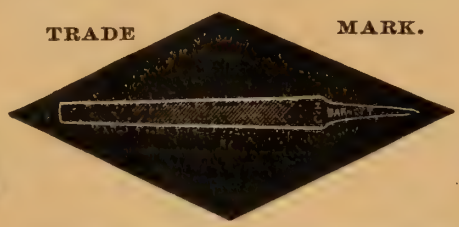
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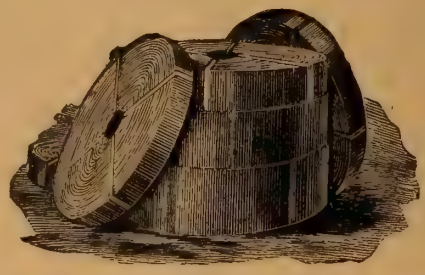
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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, NOVEMBER 23, 1895. No. 47.

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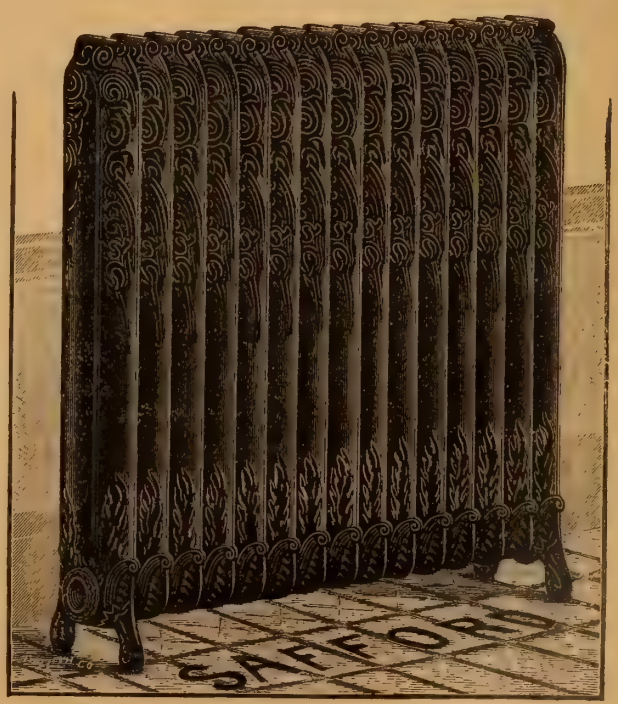
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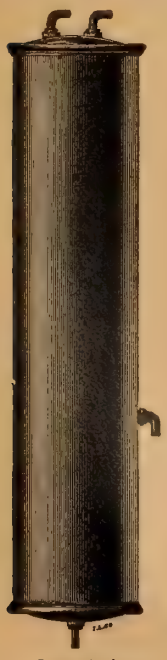
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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 a Year

Vol. VII. TORONTO AND MONTREAL, NOVEMBER 23, 1895 No. 47

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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MOST IMPORTANT TO CANADA.

THE decision of the Imperial Government to give $370,000 to implement the $750,000 which the Dominion Government has already decided to grant for a fast Atlantic steamship service, is probably the most important thing the Mother Land has undertaken to do for Canada since confederation, 28 years ago.

Canada is ambitious. Since confederation we have made remarkable headway. In undertaking and carrying to completion the Canada Pacific Railway, we undertook what older and far larger nations might well hesitate to do. Our canal system is the best in the world. Next to the United Kingdom, our shipping, exclusive of coasting trade, is larger than any other posssession in the British Empire. Last year our inland and ocean waters yielded us fish to the value of $20,719,575. The average value of the minerals produced in Canada since 1892 is $19,917,237. And in this connection it may be interesting to note that while in the United States last year the value of the products of the mine decreased 13.37 per cent. compared with 1893, in Canada there was an increase of over $1,500,000, or 8 per cent. Our forest wealth is, like the sands on the seashore, beyond the possibility of man to compute. Statisticians do say we have a supply in the forests sufficient for the next 100 to 200 years. The value of the products of the forest was in 1891 calculated at over $80,000,000, while in the various industries depending for their existence upon the supply of wood there is an invested capital not far from $100,000,000, and an annual average wage list of over $30,000,000 with an output valued at $110,000,000.

But, whether rightly or wrongly, we are not satisfied with our development. We recognise clearly that we have great possibilities. No country has greater. But we chafe under the feeling that we are not as far on the road towards their attainment as we should. With our natural resources as rich as they are we all feel that they have not been developed as much as they should have been.

One thing is certain, our population does not increase as it should. Out of about 175,000 people that emigrated from the United Kingdom during the six months ending June 30th last, only about 15,000 came to Canada, while the United States secured about 135,000 of the whole. With all the sentiment there is about dwelling under the British flag, with the superior inducements that Canada has to offer for agricultural settlers, there must be something wrong when such a state of affairs as this obtains.

One ascribes the cause to the policy of this political party and another to that, but HARDWARE AND METAL holds that the upbuilding of a country does not depend so much upon protection or free trade as ultra-partisans would have us believe.

The upbuilding of a country depends more upon the energy, loyalty and uprightness of its citizens than the policies of partisans, caught up either to keep in or get into power.

Canada has done much for herself. But where one of the weaknesses of our people has been is lack of confidence, yes, and even loyalty to ourselves. Confidence is the motive power, and unless we have it we cannot make headway in a national sense, any more than can an engine without steam.

But the fault is not altogether our own. We have at our door a big competitor, and too many Canadians spend their time contemplating upon this fact instead of minding their own business. A realization of the commercial magnitude of the United States, instead of making our knees tremble should nerve us to greater effort. Let us be advertising agents for Canada, not for the United States.

The United States being greater, as far as wealth and population are concerned, has undoubtedly greater attractive properties than Canada, just as the greater body of matter is to the smaller; but the development of Canada has been badly retarded by the want of a fast Atlantic service. Four-fifths of Canadians who can afford to make a European tour leave by New York. And New York is the gateway by which nearly all Europeans enter Canada. This, too, with the Dominion possessing by far the most picturesque route and by far the shorter sea voyage.

Alone we cannot do much more than we have already done. We have, in fact, for the time being arrived at a stage when we cannot afford to dip much deeper into our pockets for public undertakings. And it is not right that we should. The building of the C. P. R.; the subsidizing of the Pacific steamship service; the building of our natural inland waterways are valuable to the motherland as well as to us. And her possessions in the East also share in the benefits of the railway and steamship line.

With a fast Atlantic service a fact, Canada's anomalous condition compared with the United States will be removed.

Canada is grateful to the Imperial Government for its assistance, but we at the same time believe that the gain is not altogether on our side. Whatever contributes to the upbuilding of Canada indirectly tends to benefit Great Britain and the Empire at large. But a fast steamship service will accrue to the direct advantage of Great Britain as well as the Dominion. In the first place it will tend to develop her trade with Canada, Australia, Hong Kong and Eastern countries generally. And with her foreign trade being cut into as it is, everything that tends to counteract that is not without some value. Then, again, this fast line will be an augmentation to her fleet of swift unarmoured cruisers in case of war.

But to Canada most of all do the advantages accrue. It endows her with fresh courage. Her Atlantic service should become at least as popular as that of the United States. It is possible that it may

become more popular, as the Pacific service already is. If the Dominion does not take a fresh step forward, she deserves to retrograde rather than essay to be greater than she now is among the nations.

REMEDYING ITSELF.

OUR friends across the line have lately been much concerned about the position of their tin plate industry.

A few months ago they were pluming themselves over the fact that, notwithstanding the Wilson tariff had reduced the duty from 2 1-5c. per lb. to 1 1-5c. per lb., the industry had grown from 139,223,467 pounds for the fiscal year ending June, 1894, to 193,801,073 pounds in 1895.

But lately they have been almost consumed with the fear that, after all, the Welsh industry would swallow up that in the United States. Therefore politicians have been importuned to give them more protection. It is generally conceded that the protection afforded tin plates is not proportionately as great as it is to many other lines of iron and steel products.

The cause of this fear was the increased importation of Welsh plates, which were underselling the home-made article.

Now, however, the difficulty appears to have shifted to other shoulders, at least temporarily: The Welsh manufacturers of tin plates are in trouble. So long as they were able to obtain the steel, which forms the principal raw material of their industry, at the range of prices prevailing three or four months ago they experienced they were in a position to compete favorably in the United States with the home-made product. But the increases in the price of steel bars have compelled the tin plate manufacturers in South Wales to advance quotations on their products, which has led to almost a complete cessation of American business.

The Welsh manufacturers, however, think that there will be a resumption of the demand from the United States before long. And that is some consolation.

ANOTHER MASSEY-HARRIS CANARD

A despatch from Niagara Falls, N. Y., to the Wednesday morning newspapers revived the report that the Massey-Harris Manufacturing Co. proposed removing its industries from Canada to the State of New York.

The report, HARDWARE AND METAL is glad to be able to say, was absolutely denied at the Massey-Harris works when enquiry was made. A member of the firm stated that a lot of rubbish had been talked along this line for some time, but that the Canadian industries of the company would not only not be removed, but would be continued in future with all accustomed vigor.

Our informant further remarked that the report doubtless grew out of the fact that since the World's Fair the company had been frequently pressed to establish branch works in the United States in order to cater to the trade of the Republic, and this they proposed to do. This move, however, would not interfere with the firm's works in this country.

Negotiations for the purchase of a site near Niagara Falls, N. Y., are going on, but nothing definite has been settled on yet, owing chiefly to Mr. H. A. Massey's illness.

EXPORTING AMERICAN FLAXSEED.

If reports are true, quantities of American flaxseed are being exported to Great Britain. The small yields in Argentina and India this year have resulted in a shortage in England. Hence the reported demand for American.

As American seed purchased in Chicago at 90c. would cost $1.20 laid down in the Old Country, it is hard to see how the transaction could be made to pay the buyers.

Such an outlet for America would greatly relieve the situation in the States and tend to raise the price of oil.

THE PRICE OF CHAIN.

Chain continues to stiffen in price. Latest quotations received from England denote an advance of something like 33 to 35 per cent. on the figures obtaining a month ago.

Although prices have advanced so materially in the Old Country jobbers' figures in Canada remain much as they were some months ago.

The fact of the matter is, stocks in wholesalers' hands are somewhat on the ample side, while the demand is so small that no advantage would be gained this season by increasing prices.

The dulness appears to be more than usually pronounced, and the reason is the quietness in lumbering operations.

To-day we see the curious anomaly of wholesalers selling chain at, in some instances, 25 per cent above the price they would now have to pay if it was necessary for them to replenish their stocks.

The present high prices are alleged to be due to advances in wages and raw material, but it is claimed that they are inordinate and cannot be maintained.

EARLY CLOSING IN MONTREAL.

The danger of a repeal of the early closing by-law in Montreal is not yet over. The law says that such a by-law may be passed on the petition of the merchants. When passed it must be signed by the Lieutenant-Governor. Apparently it can only be repealed by a petition from these same merchants, and on the approval of the Governor. Some of its opponents say that the new Council may repeal it.

In order to prevent any such possibility, the friends of early closing must continue united and bring all the influence they possibly can to bear to secure the election in February of aldermen favorable to their cause.

The Clerks' Association are still as active as ever. They held an enthusiastic meeting to celebrate their victory. They are organizing committees in each ward to work for aldermen who will pledge themselves to enforce the by-law and to prevent the election of men opposed.

HE PRAYS FOR COLD SUNDAYS.

J. W. Fear, one of Waterloo's hardware merchants, was in Toronto this week replenishing his stock. Mr. Fear is not what his name implies he might be. He is a fearless and energetic business man, if I can be allowed to judge from the few minutes' conversation I had with him in one of the wholesale houses.

"Anything new?" he said, in reply to a query of mine. "Yes, there is. Business is good. But that is more than it was a short time ago. We are doing a particularly good trade just now in stoves. You would be surprised at the difference a cold or warm Sunday makes in our stove trade this time of the year," he added. "Give us a cold, dreary Sunday, and for the next few days we are kept hustling. The secret of it is this: The men are home on Sundays, and if the weather is cold and the house uncomfortable, the edict at once goes forth, 'Have the stoves put up, Maria,' and up they go the next day, or as soon as possible. After a warm Sunday we are not nearly as busy."

"Then I suppose you pray for cold Sundays?" I ventured.

"We do; and for the worst kind—cold, dreary, and murky," he replied, with a laugh.

Mr. Fear informed me that while building operations in Waterloo had been quiet, prospects for next season were good.

BUILDING PAPER.

Although the efforts to secure an agreement among the manufacturers of building paper have not yet been successful, it is claimed that it will only be a matter of time before they are.

Straw alone, it is said, costs in the neighborhood of 50 per cent. what the makers receive for the finished article.

The present situation is certainly unsatisfactory as far as the manufacturers are concerned, but whether the only solution to the difficulty lies in an agreement to fix prices remain to be seen.

PEDLAR QUESTION IN TORONTO.

THE long-pending litigation between the City of Toronto and the pedlars regarding the legality of the by-law preventing pedlars from plying their avocation in King, Queen, Yonge and Dundas streets and Spadina avenue, has at last been settled.

The pedlars have won after the case has traveled, with various results, through the differant courts up to the Privy Council of the Empire.

The by-law in question was passed in October, 1891. The following September the pedlars endeavored to quash it. Failing, they went to the Court of Appeal, and there met with no better result. By no means satisfied, they brought the matter before the Supreme Court. Here they were successful, the sitting judges, by three to two, declaring the by-law ultra vires. The city then appealed to the Privy Council of Great Britain, but that august body has upheld the ruling of the Supreme Court of Canada.

Until quite recently the pedlars, on the advice of their counsel, have not been paying license fees, it being held that the result of the then pending litigation might affect the validity of the whole by-law, as well as the clause prohibiting peddling.

Impatient, however, awaiting the decision of the Privy Council, Toronto civic authorities some weeks ago decided to enforce the by-law as far as it related to the license fees. As a result, scores of offenders have been before the Police Magistrate and fined; and there are more to follow. One Police Court case was appealed, but Judge McDougall disallowed it.

As the by-law now stands, minus its prohibitory clause, it is the same as passed by the City Council in 1891. And the authorities are bent on enforcing it.

The fees under this by-law are as follows: Horse and wagon, $20; push cart, $7.50; pedlar with large basket or creel, such as Italians carry on their shoulders, $2.50; pedlars on foot with all kinds of goods, $2.50; pedlars with pencils, threads, needles, etc., 10c. Fish pedlars—With horse and wagon, $10; with hand barrow, $2.50; with basket, 10c.

Although the by-law of 1891 has been maimed in one of its important features, the merchants who have championed the movement for more perfect regulation of pedlars should not be discouraged. They have only been defeated at one point; and there are other points at which it is possible for them to rally their forces and secure what has now been denied them.

During the argument of the case before the Privy Council the law lords intimated that while the city had not the power to prohibit pedlars from going on certain streets, it certainly had the power to regulate. For instance, the city could say on which side of the street pedlars may be permitted to ply their avocation. It also had the power of defining certain hours and enacting discriminatory fees.

Obviously, then, the City Council has yet a powerful weapon in its hand for abating the pedlar nuisance on the leading and crowded business thoroughfares of the city. There are many other ways of killing a dog besides hanging it.

What Toronto needs, and needs badly, is a charter. Montreal has one; and there is no valid reason why the "Queen City" should not be placed on an equal footing with the "Commercial Metropolis" in this respect.

Concomitant with the advance of civilization is the tendency to increased freedom of provinces and municipalities in matters appertaining to their internal government. And rightly so.

Ideal provinces or municipalities are built up only by action from within. The Federal power cannot know what is best for the province or the province for the municipality, any more than can the mayor of a city best discern the requirements of each home within his municipality.

It will probably be some time before Toronto will be able to procure a charter. And in the meantime those who desire a more vigorous by-law for the regulation of pedlars should make good use of the powers they possess.

The city cannot prohibit pedlars from coming on certain streets, but they can make them pay a price in proportion to the nuisance they create. The magnitude of that nuisance pedestrians and drivers of vehicles are better able to testify than even the mercantile community.

But while working for the one, agitation for the other can be inaugurated.

WILL BICYCLES BE CHEAPER?

Inasmuch as the possibility of lower quotations on bicycles has been a subject of much discussion of late, the following despatch from New York makes interesting reading to those engaged in the manufacture and sale of wheels:

Henry Clews says that the so-called bicycle craze during the last year has been as prevalent as that of the Kaffir speculation craze in Europe, through which Barney Barnato is said to have made himself fabulously wealthy. "It is safe to say," explains Mr. Clews, "that in the last four years the American people have paid out for bicycles not less than $200,000,000, at the rate of $50,000,000 per annum. It is a well-known fact that each bicycle costs the maker about $27, and is generally sold for about $100, consequently the growing competition in manufacture has reached a point where a serious break in prices may soon be expected. Should that make a panic in this country, because property which originally cost $200,000,000 is marked down to probably $75,000,000 or less? For my part, I don't see why Wall street interests should in any way be affected in the one case more than the other."

A leading Toronto bicycle dealer, thinks that however near the above may come to describing the state of affairs in the States it cannot apply to Canada. He says that the price of wheels cannot be reduced here. Taking an American wheel that retails at $100, he sizes up its cost as follows: The skeleton of a wheel without the tires costs from $27 to $30; add to this $12 or $13 for the cost of the tires and you have $43; add to this the duty of $18, and you have $61; allow the manufacturer a profit of $10, and you have $71. Now this is just about what the Canadian jobber pays for a hundred-dollar bicycle, for the maker allows him 25 and 5 per cent. off the list price.

"Now," continued our informant, "this looks as if the jobber had a big profit of nearly $29, but he hasn't, for the obligations under his guarantee to keep the machine in repair for a year free of charge reduces his margin on the average by from $6 to $10 per wheel."

On the whole, especially as prices of materials are going up, bicycle dealers do not seem to think that the prices of wheels will go down during the coming year.

THE GLASS LIST.

EDITOR HARDWARE: I am somewhat surprised that the matter of a uniform discount on single lights of sheet glass has not been taken up in a more energetic manner, both by the jobbers and dealers in glass. While I do not agree with Mr. Smail on the advantages he claims for the sale of glass in boxes at a discount off the present Belgian glass list, I do see the absolute necessity in simplifying as much as possible the list prices on single lights as between jobber and consumer. The lists as they are issued at present by the different jobbers are a constant source of annoyance and trouble to the dealer, and why a uniform list cannot be made, the same as exists in many lines of hardware, is something I cannot comprehend. Cannot you coax some of the dealers to express their views in regard to this?

Yours truly,

Toronto, Nov. 20, 1895. M. N.

The bill respecting the tax on commercial corporations was read a third time in the Quebec Legislature last week. The only change in the rate of taxation is that on telephone companies, which is made as follows: 1-10 of 1 per cent. on capital if less than $50,000; $250 on capital from $50,000 to $100,000; $500 on capital from $100,000 to $200,000; $1,000 on capital from $200,000 to $300,000, and $1,500 on capital exceeding $300,000. The figures refer to paid capital.

DROPS FROM THE EDITOR'S PEN.

Business does not make the man; man makes the business.

* * *

Success is attained by climbing, not by taking the toboggan slide.

* * *

When a business is wound up by the courts it does not go again.

* * *

A merchant is not well ballasted unless he possesses "sand" as well as gold.

* * *

None of us are all we pretend to be. And no one knows it better than ourselves.

* * *

Honesty is the best policy in business. But common sense is just as essential.

* * *

Saint John is not too saintly to scheme, and that successfully, for a winter port.

* * *

All advertising on fences may not be offensive, but a great deal of it is useless.

* * *

There is one satisfaction regarding sour merchants: like sour lemons they shrink away.

* * *

Merchants who are careful about the to-morrow and careless about the to-day should not be emulated.

* * *

It is not a question these days as to who has the best goods, but who has the best method of selling them.

* * *

The difference between the burglar and the "dead beat" is that one helps himself, while the other is helped by the merchant.

* * *

The difference between Manitoba and British Columbia is that one is rich in golden grain and the other in golden metal.

* * *

He who openeth his mouth to speak evil of his competitor lifteth at the same time the veil that hideth his own imperfections.

* * *

A question in the rule of three: If a by-election will stir up the business instincts of a Cabinet, what will a general election do?

* * *

It is significant that the Beaver Company should supply the fast steamship line running out of St. John: the beaver gnaws its way.

* * *

Prof. Stephens told a Globe reporter that 4,000 years hence the blue waves of Ontario will be rolling over Hamilton. They may. But the waves of thought that have emanated from Hamilton will be rolling over the wide world.

* * *

Egotism and egg nog may build up a merchant's spirits, but they take from, rather than add to, the possibilities of his success in business.

* * *

With all the squeezing and tossing the markets get from the bears and the bulls, it is no wonder they sometimes fail to exhibit much life.

* * *

It is only natural that the Dominion Cabinet should be liberal in its bestowal of honors to professionals: Blood runs thicker than water.

* * *

The Consumers' Gas Co., of Toronto, is not likely to let cheaper gas out of their gasometers until the strong arm of the law squeezes it out.

* * *

Will The Hamilton Herald kindly inform us whether there is any truth in the rumor that the Customs Department has ruled that Hamilton's tunnel is a pea blower?

* * *

Essex merchants have decided to close their stores at six o'clock on Tuesdays and Fridays during the fall and winter. There is poetry in this, as well as rhyme in the last syllable of "Essex" with six.

* * *

It is all very well to moralize about people doing things in the dark they would not dare do in the sunlight. There are some things that it is not wise to do in the sunlight: cleaning store windows for instance.

* * *

The Philadelphia retail grocers have combined to exact a guarantee from jobbers and manufacturers that all goods sold them are such as meet the requirements of the pure food law. "Be sure you're right, then go ahead," is evidently the motto of the Philadelphia grocers, in spirit if not in word.

* * *

What Canada wants is hard-headed business men in the counsels of the country. We have been cursed with thick-headed partisans long enough. It does not matter much whether we have Grit or Tory in power. But it does matter a great deal whether men called to the Cabinet are selected because they represent some creed, or for their business acumen.

* * *

To grant the farmer credit for one year would not be so bad if the wholesaler would the retailer, the manufacturer the wholesaler, and the wage-earner and the producer of the raw material the manufacturer. As long as this is not done retailers who give a year's credit are bearing the greater proportion of the burden. It is no wonder some of them are round-shouldered, financially.

MANITOBA WOOL EXPORTS.

The extensive exports of wheat, cattle and sheep from Manitoba and the Northwest have attracted widespread attention, but there is another product that will cut a respectable figure in the exports of the country this year that has been overlooked, viz., the wool crop. For the past four years the production of wool has been increasing by leaps and bounds. Last year a little over half a million pounds were shipped to the east, and this season about 1,000,000 pounds have been purchased by Ontario, Quebec and American dealers. This is the calculation of the local representative of Canada's largest buyer, who keeps well posted on the quantities sold and shipped. This gentleman informed a Free Press reporter yesterday that the quality of Manitoba and Northwest wool this season was much better than any previous crop, and that the buyers were well satisfied with it. The poorest quality came from the Mennonite reserve. Over two-thirds of the amount exported was supplied by the western ranches. The average price paid was ten and a half cents per pound, which represents an aggregate of $105,000 realized by the growers. The entire clip of one ranch, 50,000 pounds, was secured by a Boston buyer.—Free Press, Winnipeg.

QUALITY NOT QUANTITY IN CIRCULATION.

"In all the discussion about circulation," said the editor of a leading trade paper recently, to the editor of The Trade Press, "not half enough attention has been paid to quality of circulation. It is the character of your readers that makes your paper valuable or otherwise to advertisers." This is a solid chunk of sound sense. The men, or boys, who look a trade paper through for the "funny" column in it or a personal item that may be there, are of mighty little value either to publisher or advertiser. He is usually the reader who looks at the paper as long as it can be had free. One man who pays for his paper, insists on having every copy, and who reads it for the editorial comment on the technical articles, is worth more as a possible and probable buyer of things advertised in such papers than a carload of certain kinds of readers. There is a class of readers who are forever writing to advertisers for catalogues, prices or samples, but who have not the slightest intention of buying. They serve to "bring answers" to the advertiser, but it is a nuisance instead of revenue, a useless lumbering up of his mails. They are the same class of readers who are constantly sending for sample copies of newspapers without the remotest intention of any sort of patronage of the same. It were better for publisher and advertiser if these diligent readers and "subscribers" were in purgatory.

PIG IRON PRODUCTION.

IN its monthly review of the pig iron production, The Iron Age says: "The preparations for increasing output made during the active period a few months since are now bearing fruit, a considerable number of furnaces having blown in during October, so that current production is at the tremendous rate of 11,250,000 tons per annum. A few more furnaces have either started or are getting ready, but that then ends the expansion so far as preparations now under way are concerned. They will probably carry the make up to about 220,000 tons per week, which may be looked upon as the maximum for the present. One noticeable feature which is brought out in looking over the long lists of returns from the works is the considerably increased output of many individual plants. Nearly every furnace manager in the country has been driving his plant furiously. The weekly capacity of all the furnaces on November 1 compared as follows with that of preceding periods:

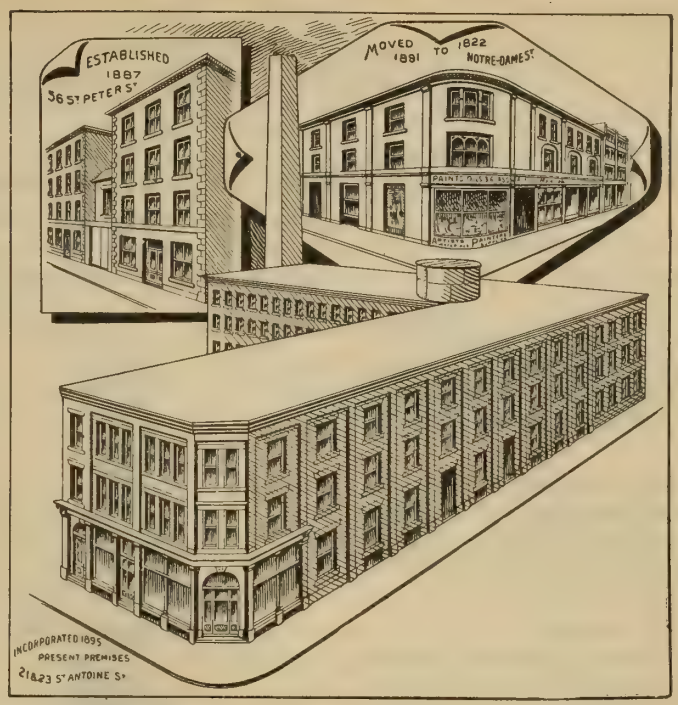
	Furnaces in blast.	Capacity Per Week. Gross tons.
November 1, 1895		217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	172	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858

The position of stocks, sold and unsold, as reported to us November 1, was as follows, the same furnaces being represented as in former months. It does not, however, include the stocks of the large steel companies:

	Aug. 1.	Sept. 1.	Oct. 1.	Nov. 1.
Anthracite and coke pig	344,449	303 596	280,453	267,794
Charcoal pig	167,332	157,913	137.650	129,675
Totals	511,781	461,511	418,103	396,669

HARDWAREMAN'S DIRECTORY.

The publisher of The Hardware Dealers' Magazine, New York, announces that in January, 1896, he will issue, in convenient book form, the Wholesale Hardware Directory of the United States. It is believed to be the first publication of its kind. The matter contained therein has been obtained individually for each firm and consists chiefly of the name of firm, location, date established, territory covered, capital stock if incorporated, class of goods handled and such other particulars as have been obtainable. The list has been carefully revised, and those considered to be jobbers are designated by an asterisk for the purpose of guiding manufacturers in the dissemination of price-lists and quotations. The price of the directory is one dollar.



A STORY WITHOUT WORDS

Illustrating the progress of the firm of

Walter H. Cottingham & Co., Ltd.

Finest Paints and Varnishes

MONTREAL

B. C. BUREAU OF MINES.

The British Columbia Provincial Government has decided to take immediate steps to put in force the provisions of the Act passed at the last session of the Legislature, authorizing the creation of a Bureau of Mines. For such a department, says Statistic News Advertiser, the appointment of a mineralogist is necessary, and that, too, of a person thoroughly competent to fill the position. Otherwise the Bureau could effect little good to the province or its reports have any weight with the public. The announcement was made last week that the Government has offered the position to Professor Carlyle, of McGill University, Montreal, and it is understood that he will accept the offer. It is stated that Dr. Dawson, C.M.G., strongly recommended Mr. Carlyle for the position, and there are few men better qualified to give an opinion on the matter than that eminent scientist, who is equally at home in the field as in the laboratory.

A POINTER TO POSTMASTERS.

Notice has been issued to postmasters in Canada, enjoining them to exercise extreme care in redirection of letters. In a recent case a letter addressed to a commercial traveler, who was about to visit a certain place, was sent away from the post-office of that place to a neighboring office for the altogether insufficient reason that no person by the name mentioned in the address was accustomed to call at the first office, while a person of similar name was known to live near the second office. The result was that the letter was opened by a wrong party, and the proper addressee failed to receive it, to his great inconvenience and disappointment. It would greatly help to insure prompt delivery of letters intended for commercial travelers if parties posting such letters would endeavor so to address them as to make it evident that they are not intended for permanent residents of the same name in the localities where they are to be delivered.

WHAT A DOLLAR PREVENTS.

'Tis now the prudent mother
Lets her children widly rove
Lest they hear their father talking
When he's putting up the stove.—Ex.

MORAL.

Have your stoves put up by experts,
Of your children have a care.
Pay the hardwareman a dollar
And your husband will not swear.

TRADE CHAT.

IT IS proposed to make Chatham, Ont., the headquarters of the Erie mills, instead of St. Thomas, as at present.

A quarter of a million bushels of wheat are being marketed daily in the province of Manitoba.

G. A. Bigelow & Co., Nelson and Rossland, are contemplating the disposing of their Rossland branch.

The business houses of Chatham, Ont., are very busy. The roads in the country are splendid at present, and an exceedingly large number of farmers take advantage to visit the city.

George McKenzie says that if the citizens of Wingham who subscribed $500 to a flax mill to be erected there will stand by their offer, he will give the site as promised, the mill and barns to be equal in capacity to either Blyth or Brussels mills.

The best advertising a merchant does is in connection with the disposal of his odds and ends, his "bargains." This attracts people to his store, interests them while they are there, and sends them away with the impression that the store is a place where benefit is derived.

The following new post offices have been opened in Ontario: Beaver Mills, Algoma, Robert Reid, postmaster; Elmsdale, Oxford, N.R., H. J. Smith; Erasmus, Wellington, N.R., George Wood; Langman, Simcoe, N.R., Richard Langman; New Canaan, Essex, S.R., Mrs. Ellen Neal; Zenda, Norwich, Oxford, S.R., C. J. Banbury. Offices closed: Gertrude, county of Simcoe, E.R., closed 1st October; Muskoka Mills, district of Muskoka and Parry Sound, closed 1st October.

W. A. Fraser, manager of the Government oil boring party at Athabasca Landing, arrived in Toronto on Monday. The oil well is down 1,700 feet and arrangements have been made to go still deeper. The work will be continued during the winter whenever the weather permits. Although oil has not yet been struck, the boring shows that the strata calculated upon by the geogolists are there. This information is of great practical value in any case, and if oil is found of course the advantage will be incalculable. Gas has been struck at various depths.

The Chatham Board of Trade is showing signs of return to life. The adjourned meeting was called for Friday night, and by the regulation time a quorum had turned up. The proceedings were interesting throughout and the debates were spirited. The meeting decided that it would like very much to have the head office of the Stevens-Campbell Milling Co. located here; that the removal of the bar at the mouth of the Thames was an absolute necessity; that natural gas should be obtained for Chatham, and that the aldermen should be elected by a general vote. No motion was taken in the last-mentioned matter, but the general impression of the meeting seemed to be opposed to the present system of electing aldermen.

DROP IN TRANSVAAL SECURITIES.

The London Economist now estimates that the depreciation in the value of Transvaal gold mining securities since the slump began in September is £78,000,000, allowing nothing for the decline in the market valuation of shares for which it is now impossible to obtain a quotation. Outside of the Transvaal stocks the fall has been worse. For instance, the shares of the Chartered British South Africa Co. alone have declined £10,000,000, and the Beers mining shares £5,500,000. The Economist agrees with the opinion that the recovery in values will be slow.



THE INTER-YEAR ASSOCIATION FOOTBALL FACULTY TROPHY.
Manufactured to order by The Toronto Silver Plate Co.

ENGLAND AND GERMANY AS IRON PRODUCERS.

THE London Iron and Steel Trades Journal says: "According to the official figures the production of pig iron in Germany during last year showed an increase of only, roundly, 400,000 tons over that of 1893. On the other hand, the returns of the Verein Deutscher Eisen und Stahl Industrieller show that there was an increase of 600,000 tons, and it is here worth mentioning that, although in this case the Government figures are below those of the Verein, the reverse has been usually the case. The production of castings amounted to 1,090,000 tons, an increase, in round figures, of 40,000 tons over 1893; of half-finished material in iron and steel 1,090,000 tons were produced, an increase of over 60,000 tons, while of finished iron and steel the output reached a total of 3,644,000 tons, or over 335,000 tons more than in 1893. The following table, relating to Germany, is self-explanatory. The figures given represent thousands of tons:

	Tons				
	1886.	1891.	1892.	1893.	1894.
Pig iron production	3,529	4,641	4,937	4,986	5,380
Imports of pig iron	169	249	216	227	202
Exports of pig iron	303	170	178	172	232
Pig iron consumed	3,395	4,720	4,975	5,041	5,350
Production of half-finished and finished material	3,496	5,064	5,131	5,387	5,825
Exports of half-finished and finished material	908	989	955	1,041	1,207
Inland consumption of half-finished and finished material	2,588	4,075	4,176	4,346	4,618

"The table on the next page is interesting as showing a comparison between the production and exports of iron and steel material of both Germany and England during the past two years. The figures given represent thousands of tons:

	Tons			
	Germany.		England.	
	1893.	1894.	1893.	1894.
Pig iron production	4,986	5,380	6,830	7,365
Pig iron consumed	5,041	5,350	5,990	6,534
Production of rolled iron	1,079	1,041	1,259	1,302
Production of steel	3,162	3,617	2,949	3,110
Total production of finished iron and steel	4,241	4,658	4,208	4,412
Exports of finished iron and steel	1,041	1,207	1,897	1,739
Inland consumption of finished iron and steel	3,200	3,451	2,311	2,673

"The preceding table is in some cases only approximate, as, unfortunately, the methods adopted in both countries for computing the production are not identical. Taking everything into account, however, it will be found that while the production of rolled iron and steel shows a slight increase in England that of Germany shows a corresponding decline. On the other hand, the German steel industry appears to be developing at a greater rate than that of this country."

Coughs and colds, besides being unpleasant to the unhappy possessors, are also a source of unpleasantness to the possessors' associates. If you are troubled thus, seek and find relief in B.F.P. cough drops.

We solicit your orders for

Acme Skates, Snow Shovels, Scoops,
Cross Cut Saws and Handles,
Axes, Files, Rope,

Chain,, Iron, Steel,
Glass, Nails,
Building Papers, etc.

Special Values in Cutlery

George Wostenholm & Sons
George Butler & Co., Ltd.
Joseph Elliot & Sons

John Askham & Son
Thomas Ellin & Co.
and other reliable makers.

H.S. HOWLAND, SONS & CO.

TORONTO

IMBUING WITH ENTHUSIASM.

"I endeavor to do everything in my power, in my conversation with and management of my traveling salesmen, to imbue them with a spirit of genuine enthusiasm in their work," remarked a jobber to a Stove and Hardware reporter. "Whenever I make any improvements about the house, extend our facilities in any way or adopt new methods of work, which I believe are going to be advantageous to my business, I call the attention of our travelers to the fact, either by letter or personally when they come in off the road. I do not do this to have them spread the news or boast of the departure; on the other hand, many of these things are of a character I do not care to spread abroad and run the risk of their reaching the ears of competitors, and I so inform the men when telling them. My idea is simply to impress my representatives on the road with the fact that they are working for a truly enterprising house, one that is always on the outlook for new and legitimate ways of extending their business, and one that is thoroughly up to date in every particular. By so doing I imbue my men with the same spirit and stimulate their interests in their work."

REDUCING SURPLUS STOCK.

A Glasgow ironmonger was congratulating himself a few days ago upon the unusual success which had attended his efforts to clear out a quantity of old and surplus stock, says Ironmonger, when his self-complacency was rudely disturbed by a notification from the police that an ex-convict, whom they had rescued from attempted suicide, had been found to be in possession of a large quantity of the said stock in the form of pocket and table cutlery, scissors, thimbles, spirit levels and revolvers. The thief had profited by the excavating operations which the Caledonian Railway Company are now carrying on in Argyle street to effect an entrance into the warehouse, and in this way had contrived to "reduce" the ironmonger's stock to the value of something like £200. Some of the property has been recovered, but a lot of it is no doubt gone for ever.

CUTLERY FRAUDS.

The Table-blade Forgers' and Strikers' Society at Sheffield is said to be engaged in an attempt to put down certain malpractices which has crept up in the trade. It is alleged that in-workers—or some of them—have been in the habit of purloining steel and selling it at low prices to out-workers, who, in turn, convert the material into blades, which are then disposed of at much below the "statement" prices to "merchants." "Who these merchants are I am not at present informed," says "Vulcan" in Ironmonger, "but it is freely alleged that they must know 'something is wrong' by the prices at which the blades are offered to them. I cannot think that any reputable merchant would give any countenance to such traffic."

FOR LONG RANGE GAME SHOOTING
SMOKELESS SS SPORTING POWDER
SMOKELESS EQUALIZED HARDENED WATERPROOFED
HAS NO EQUAL

High Velocities. Low Pressures
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder The Choice of Experts. The Powder of Powders for a variable climate. SOLE MANUFACTURERS:
THE SMOKELESS POWDER CO., LTD.,
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts.

SMOKELESS S. S. SPORTING

TRIALS by ELEY BROS. and "ROD & GUN."
UNEQUALLED RECORDS.
VELOCITIES:
At 21½ yards, 1012 68 feet per second.
" 43 " 872·72 " "
Far in excess of any other Powder—Nitro or Black.
Pattern 233.
Pads penetrated (Eley's Special) 30·6.
Pressures 2·17 tons only.
All future issues made to this standard.

SMOKELESS S. S. SPORTING

SMOKELESS RIFLE AND REVOLVER POWDERS

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.
"Rifleite ·303." For Lee-Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.
"Rifleite ·450." For Sporting, Express and Military Rifles, ·360 to ·577 bore.
(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore; also for Morris Tubes.
(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of
THE NEW SMOKELESS (SS) GAME REGISTER
Wholesale Agents for the Dominion: **LEWIS BROS. & CO.,**
30 St. Sulpice St., MONTREAL

THE COPPER SITUATION.

SINCE the beginning of the year, says N.Y. Journal of Commerce, there has been considerable increase in the production of copper in this country. In January the output, including furnace material reduced to equivalent in fine copper, was 11,694 tons. Four months later the total reached 14,860 tons. In June and July there was some falling off, the average for those months having been 13,180 tons. This was followed by an increase in August and September to a little over 15,350 tons per month. The total for the nine months ending with September was 124,077 tons, a monthly average of 13,785 tons, or at the rate of 165,420 tons per annum. Compared with the output during the corresponding period last year this shows an increase of nearly 6,000 tons and the total exceeds that of the first nine months of 1893 by 22,940 tons. In other words the production has increased about sixteen per cent. in two years. The export movement during the same time has fallen off considerably, leaving far more than the usual quantity of copper to be consumed at home. Upon the basis of the movement thus far it is estimated that this year's exports will not exceed 65,000 tons. Last year 76,297 tons were exported and in 1893 as much as 80,392 tons. Imports, on the other hand, have increased under the stimulus of heavy consumptive requirements. About 5,000 tons have been entered, largely American copper re-shipped, since January 1st, or nearly twice the amount brought in during either of the two preceding years. The imports of ores were larger by about 2,000 tons also.

These data would indicate, in round numbers, a consumption this year of about 110,000 tons in the United States, an increase of about 25 to 30 per cent. Naturally, prices for the metal have advanced more or less, and mining shares have also appreciated to greater or less extent. The prophecies of share speculators as to prices for copper have not been realized, however, nor do present indications appear encouraging to their early expectations being satisfied. Hence the speculative interests that were very enthusiastic when the price for Lake Superior ingot was at about 12c. per pound, and predicted a rise to 13 or 14c., seem to have not only abandoned hope but turned ultra bearish, and are now circulating pessimist statements as industriously as they spread exaggerated reports of opposite leaning a few months ago. Those operators state that certain mining companies, the Calumet & Heckla in particular, obstructed the expected advance in prices of the metal and thereby upset speculators' calculations. The fact that the companies have increased their output the past few months is expatiated upon, and the report has been spread broadcast that the Lake Superior production is to be 20 or 25 per cent. larger the coming year, and that the market will be overwhelmed with copper.

Mr. John Stanton, a gentleman prominently identified with the copper business, who recently returned from an extended tour through the mining districts, is authority for the statement that Lake Superior output has been increased this year only as the demand for copper necessitated and that the mining companies are at present carrying much less metal and material than usual at this period of the year. Mr. Stanton states also that the Calumet & Heckla Co. has been obliged to smelt reserve material in order to turn out sufficient fine copper to fill orders from regular customers. It appears, furthermore, that orders have at intervals been diverted to other companies because of inability of the C. & H. Co. to make prompt deliveries. As to the attitude of the leading Lake Superior producers, it was learned that they have not directly antagonized other interests although preventing a fictitious rise in prices by turning out copper as largely as possible to meet market requirements and by keeping aloof from projected trusts and combinations. They are represented as being satisfied with the profit realized on copper at present prices, and unlikely to change their policy in the near future except as legitimate trade conditions dictate. As to the opening prices for copper next year nothing has been decided and probably nothing will be done in that connection within a month. It is quite generally believed, however, that the consumption in 1896 will equal that of 1895, and the enormous production is not considered formidable except among speculative operators.

The position of copper in Europe, as well as on this side of the Atlantic, has been growing gradually stronger, but the speculative interest there has recently turned to depressing prices, partly because their former fond expectations were not realized and partly to force liquidation by outside operators as usual towards the end of a year. Since July 1 the visible supply for all Europe has decreased nearly 8,000 tons. It amounted to 50,440 tons on November 1, against 58,180 tons on July 1. Deliveries have been unusually heavy of late, or at the rate of 13,000 to 13,500 tons per month, the greater portion of which was for consumption in Great Britain and on the Continent. The French consumption during the first nine months of 1896 is estimated at 21,443 tons, against 21,228 tons last year, and the English consumption at 45,156 tons, against 48,946 tons.

ADVERTISING HINTS.

Advertise vigorously. Make yourself felt. Half-hearted, intermittent advertising won't "go down" nowadays; the public is "onto it," and has a very decided prejudice in favor of the advertisment which is always with them.

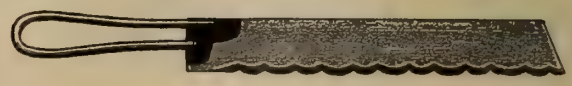
A novelty in advertising is shown in a Scotch church. The congregation could not pay its minister. To help them out of their dilemma a soap firm offered to pay $500 a year for five years on condition that its advertisement be hung up in front of the gallery in the church. The offer was accepted.

WHAT'S IN A NAME?

According to The Grey Review, Jas. A. Hunter, general merchant, of Durham, Ont., is achieving a reputation as A Hunter. About a year ago he shot a bear almost within the corporation limits, and on Tuesday last he went out on the trail of a deer whose tracks had been seen for a day previously. Before long fresh tracks were discovered, and after some tramping between the town and the Rocky Saugeen, the animal was at last sighted behind the Vessie farm and a shot or two from the sure hand of Jas. A. brought him down. He was a fine buck, 4 or 5 years old, in good condition and weighed 200 lbs.

Still Another Knife . . .





Equal in quality and appearance to knives selling for high prices.



Set of Three retails for 50c. per set.

We are going to quote exceptionally low prices on these until Christmas.

Clauss Shear Co. 67 Adelaide Street East . . **Toronto**



STEEL WIRE

Cow Ties

LIGHTEST
STRONGEST
BEST and
CHEAPEST
IN THE MARKET.

Manufactured in four sizes by . . .

The B. Greening Wire Co. Ltd., Hamilton

PROMPT SHIPMENT OF ALL NUMBERS FROM STOCK.

THE EARLY CLOSING BY-LAW.

HARDWARE AND METAL has been asked by one of its subscribers in Quebec for fuller information regarding the early closing by-law lately enacted by the Montreal City Council. The law in full is as follows :

No. 222.

BY-LAW CONCERNING THE EARLY CLOSING OF SHOPS.

Passed October 31, 1895.

Whereas, in virtue of the provisions of the Provincial Act : 57 Victoria, ch. 50, sec. 1, the Council of any city or town is empowered to pass by-laws ordering the closing of certain shops at certain hours ;

Whereas, in virtue of the provisions of another Provincial Act, 52 Victoria, ch. 79, sec. 141, the Council of the City of Montreal may impose a penalty for each and every infraction to its by-laws.

It is ordained and enacted by the said Council as follows :

Sec. 1. The shops in the City of Montreal, during the whole year, shall be closed at eight (8) o'clock p.m., and the same shall remain closed until five (5) o'clock the following morning ; nevertheless, this provision shall not be construed to include Saturdays, Mondays, and the eve of holidays.

Sec. 2. Nothing contained in the present by-law shall, during the time shops are to remain closed, prevent the sale or delivery of merchandise which may be required in cases of death, sickness or accident ; nor, in drug stores, the sale or delivery of medicine or surgical instruments or apparatus.

Sec. 3. The word "shop" shall be held to mean any establishment or place where merchandise is exposed or offered for sale retail, but shall not apply :

(1) To the establishments wherein tobacco only is sold, as well as such articles as are required in connection with the use of tobacco, such as pipes, cigar holders, matches, etc.;

(2) To the establishments or public resorts where newspapers, periodical reviews, magazines, etc., only are sold ;

(3) To hotels, saloons, taverns, restaurants, cafes or licensed establishments wherein spirituous, alcoholic, or fermented liquors, to be drunk therein, are sold retail ;

(4) To fruit and candy shops, etc.

Sec. 4. The word "closed" or "closed shop" shall mean not open for the sale of merchandise or for the admission of customers, purchasers or the public generally, during the time stipulated in sections 1 and 2 of the present by-law; but shall not be construed in such a way as to render obligatory the discontinuance of one or more sales begun at the hour fixed for closing.

Sec. 5. The stores wherein are established post offices may remain open, but only for the postal service.

Sec. 6. Any merchant or person in the employ of any merchant, who keeps a shop open, or offers for sale any merchandise in such shop, or store-room, cellar or outbuilding connected therewith, in violation of the provisions of sections 1 and 2, shall be liable to the penalty hereinafter provided.

Sec. 7. Every person offending against any of the provisions of this by-law shall be liable to a fine, and in default of immediate payment of said fine and costs, to an imprisonment, the amount of said fine and the term of said imprisonment to be fixed by the Recorder's Court, at its discretion ; but such fine shall not exceed forty dollars, and the imprisonment shall not be for a longer period than two calendar months ; the said imprisonment, however, to cease at any time before the expiration of the term fixed by the said Recorder's Court, upon payment of said fine and costs, and the said offender shall be liable to the same penalty for each and every day that such violation or contravention shall last, which shall be held to be a distinct and separate offence for each and every day as aforesaid.

Sec. 8. This by-law shall come into force on the first day of May, 1896.

AN ENTERPRISING FIRM.

Marshall & Mason, the well-known Strathroy hardware firm, have bought out the business of A. Lawrie & Co., at Sarnia, and will conduct both businesses henceforth. They have recently renovated and refitted their Strathroy establishment.

Gold, Silver
Aluminum
Imitation Gold

LEAFS . .

Gilding Oil,
Bronze Liquids, etc.

Gold
Colored
Aluminum

BRONZES

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide St. West Toronto

THE BUSINESS PAPER.

ITS TRUE POSITION, AND ITS INTRINSIC VALUE IN BUSINESS MAKING.

The trade paper is a trade necessity.

Business may be run without it.

Business never has been run without it.

The merchant can write his letters on a barrel-head—but he doesn't.

Merchandise can be sent across the continent by mule-power, but nobody uses that motor.

The fact that every trade has from one to a dozen representative papers devoted exclusively to the trade they represent, is prima-facie, as well as circumstantial, evidence that the trade paper is a part of the economy of business.

I don't own a trade paper.

I never did own a trade paper.

I never expect to own a trade paper.

I have no trade paper interest.

I simply know trade papers.

I am writing what I know.

A bank president in Boston can't write more than his own name, but his ignorance didn't make him a bank president.

There are men who don't read the trade papers and succeed, but so long as the ninety-and-nine read trade papers, and are successful, there is no need of discussing the peculiar composition of the one man who makes money and reads nothing.

The trade paper is a commercial clearing house, with members entirely confined to its particular trade.

It is more than a clearing house, it is a typographical business club, and into its arena is thrown the thought of trade.

It is a printed show-room, where everything new, and everything interesting, are placed before the reader, for the reader's benefit.

The good trade paper civilizes trade—spreads trade—increases trade—makes trade honest — disarms unnatural competition, tends to raise cold-blooded business up to the fraternity of social decency.

The man who reads a trade paper may not be wise, but I never knew a fool to read a trade paper.

The trade paper reaches into general trade, and absorbs that line of business which is pertinent to the class it illustrates.

The trade paper gives to the reader that which he wants—it is a sort of sieve through which only can pass words of business interest.

The reason that trade papers carry advertising is the same reason that magazines and daily papers carry advertising.

The first-class trade paper has just as much right to devote a part of its pages to advertising as has the magazine or story publication.

The advertising in a trade paper is as interesting as the reading matter, for the advertising pages present the names and addresses and other business information concerning the most enterprising business men in the trade represented.

The progressive manufacturer or wholesaler realizes that while the circulation of the trade paper may be small, every copy goes into the hands of a probable customer.

A man can do business without advertising in the trade paper, but the fact that comparatively few men of enterprise do not advertise indicates that the advertisement in the trade paper has money-bringing and trade-increasing value.

A paper with a circulation among one thousand probable customers is worth more than the circulation of a paper with one hundred thousand among possible customers, unless the one thousand probable customers are included in the one hundred thousand possible customers.

The only people who read a hardware paper are people who earn their living, making, distributing and retailing one particular line of goods.

They are not only interested in the news of their trade, but they are ever anxious of considering any one who supplies the goods they sell.

The advertisement in the trade paper may not bring more than one answer a month, perhaps not more than one a year, but one answer may be the beginning of a trade which will pay for the advertisement ten times over.

There are a thousand reasons why a general magazine need not be read by business men, but the sun never shone upon a reason why the man who sells hardware, etc., should not read systematically and carefully the paper which represents the trade of his living.

He reads the trade paper, and as he isn't a fool, he reads the advertising pages as carefully as he reads the reading matter, for the business man knows that the advertising pages will present to him ways and means of increasing his business, and of making more money.

The man who does not believe that people read the trade paper advertisements is advised to print at the bottom of his advertisement, in the smallest possible type, the statement that he will present a yellow dog, or a rosewood piano, to any reader of the paper who sends for it.

The best advertising in the world is the advertising that strikes men squarely between the business eyes.

The trade paper contains nothing but business—it is the one great business-bringer of wholesale publicity.

There is something the matter with the business man who can't build business better with the business assistance of business papers.

Nathanial C. Fowler, Jr., Doctor of Publicity. (Copyright, 1895.)

AN ENGLISH SYNDICATE.

The London Financial News, announces the registration of the Pipe Stone Gold Mining Co., Ltd., at Somerset House. The capital stock of the company is £100,000, in £1 shares. The new company's property consists, in part, of location 111P, Lake of the Woods, fifteen miles southeast of Ra Portage, Ont. A mining engineer and mining foreman are en route from England and on their arrival the work of development will be commenced and carried on during the winter. If the prospect warrants the outlay, a stamp mill and other machinery will be placed on the property next spring.

NICE PARTNERSHIP POINT.

Judge Gill rendered a judgment in Montreal last week which tends to settle a very difficult question of law. The judgment was in the case of Avila Lecompte vs. Chs. Duclos, restaurateur. Mr. Lecompte seized moneys in the hands of Mr. Duclos' partner in virtue of a judgment. The partner denied that anything was owing to Mr. Duclos, as it was impossible to calculate what was coming to him from the profits. These ran on from day to day and they could not be liquidated. To stop moneys of a partner by seizure would be to injure the business of the other partners and their profits might be affected by the seizure. Judge Gill refused to look at matters in that light, and he declared the seizure good and valid.

GRAND TRUNK AND WABASH.

A private Toledo despatch, received in New York, says that the fact that Chas. M. Hays became general manager of the Grand Trunk means more than the mere employment of a good man. The Gould interest has coveted the southern division of the Grand Trunk and English capitalists prevented their securing it. Some close arrangement for an eastern outlet for the Wabash over the Grand Trunk to Buffalo is expected in the near future.

The movement of lumber this fall from Owen Sound is only limited by the number of vessels which can be secured for the trade. The offer of $2 per thousand to Detroit and $2.50 to Buffalo or Tonawanda was made. Every vessel that can be put in commission is making a harvest. Coal from Ashtabula brings 50c. per ton as compared with 35c. last year.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

HAMILTON TRADE GOSSIP.

A HARDWARE merchant on James Street North, who is a bit of a wag, has a rotund parcel exhibited in his window which, on first sight, resembles a battered football. It is labelled boldly as follows :

> This is not a PUDDING !
> 'Tis a bladder of PUTTY ! !
> We sell PUTTY ! ! !

Several days ago a well-known retailer in the cut tacks and rip-saw line, who has a penchant for working late, sent one of his clerks into the cellar "after official hours" to take stock of the Lightning brown japan dryers. The assistant took a ladder, lowered the lantern down into the tank to gauge the quantity, and, as the novels would say : "The result can better be imagined than described." He escaped with loss of moustache and his hair is now a la pompadour, but the lantern hasn't Ben-zine since.

I always thought that axes were sold singly or by the dozen, but noticing one of your subscribers weighing several carefully, to please a farmer from Flamboro', I enquired if they were now sold by the pound like beef. Mr. Jack Plane laughed at my innocence, and said : "Oh no, we sell them at from 75c. to $1.25 each, but this man wants to pick out a light one because, he says, his wife is not over strong !" This yeoman evidently believes in the "new woman" being actively engaged.

There are few retail stores so well illuminated as that of Wood, Vallance & Co. Popping in the other evening, I was delighted at the bright effect given out by the number of incandescent lights. Herb. Morton, who, by the way, is related to the hardware and metal Mortons of Brantford and Chatham, is the leading assistant there, and delights to show a visitor through.

JACOB CALLIPER.

GAS LIKE ELECTRIC LIGHT.

M. Denayrouse springs a decided sensation upon the world when he claims to have discovered a process whereby the illuminating power of gas can be increased fifteen times. This statement has been made at the meeting of the Gas Institute at Edinburgh, by Professor Vivian Lewes, a friend of the discoverer. The principle of the blow-pipe is brought into use. He employs a lamp with a spherical shaped metallic body, and an incandescent mantel. In the body of the lamp is a small dynamo working a ventilator and receiving the current from a couple of small accumulators. The electrical energy required is very small. One-third volt and one-tenth ampere. This is, however, quite sufficient to force a current of air throughout the mantel, and cause the gas to burn with remarkable brilliancy.

The announcement is made from British Columbia that Professor Carlyle, professor and lecturer of mining and metallurgy in McGill University, has been appointed provincial mineralogist of British Columbia.

R. S. Smith, tinsmith, St. Thomas, has decided to sell out his business. His health has not been good of late, and a rest is deemed advisable. A good chance is offered to anyone wishing to buy the stock and tools.

The International Radial Railway Co. gave notice in The Canada Gazette that it will apply for an Act to extend the Guelph branch to a point on the Georgian Bay through Wellington, Dufferin and Grey, and the Waterloo branch to Goderich.

WILLIAMS GUNS

Are deservedly popular because of their handsome appearance, excellent shooting and lasting qualities. Liberal discounts to the trade.

Sole Canadian agents

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS

MONTREAL, Nov. 22, 1895.

HARDWARE.

THERE is a fair volume of trade passing for the season, and no change of moment is to note regarding values. Cutlery, axes, shovels, sporting goods and stove furnishings are the lines exhibiting the most activity, while wire and cuts nails rule on the quiet side, and the same can be said for most lines of wire, horse nails and horseshoes. Plumbers' supplies meet a fair enquiry, while some small lots of cow ties are moving out.

BARBED WIRE—Rules quiet and unchanged. We quote as follows: 3½c. delivered for shipments of 500 lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f. o. b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—Some enquiry is noted for small wire, but otherwise business is extremely dull. We quote discounts as follows: 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

ROPE—There is some demand for rope, but only in a very small way. We quote: Sisal, 6¾c. at the factory, and 7¼ to 7¾c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 9c. at the factory, and 9½ to 10c. in a jobbing way.

CUT NAILS—Demand continues dull as ever. We quote: $2.50 f. o. b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does exceed 25c. per 100 lbs.

WIRE NAILS—There is no animation, unless the movement of an occasional 10-keg lot can be called such. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSENAILS—Demand is restricted to a small business for actual wants. Discount, 55 off.

HORSESHOES—Nothing to report outside of a very moderate jobbing trade. We quote: Iron, $3.50 and steel, $4.75 to $5.75.

TACKS—Business quiet as before. We quote discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

SCREWS—A moderate jobbing demand is experienced. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TINWARE—There is a fair demand for stove furnishings of all kinds on local account. Outside trade though is small.

SPORTING GOODS—Business in these is not quite as brisk as it was, still a fair volume of trade is passing.

CUTLERY—A few small orders for cutlery move from time to time.

LAMP GOODS—Lamp and gas fixings are still moderately enquired for this week.

CHAIN—Small lots of cow ties have been taken during the week, but business is not active. Values are held firm.

SKATES—Good sized orders for these are still coming in.

PLUMBERS' SUPPLIES—A fair volume of trade is noted on this account.

SHOVELS—Continue firm and in fairly good enquiry.

TOOLS—Picks and axes have been moving in a small way.

SHOT—Business is rather quiet in shot.

ROOFING PAPER—Demand fair and values as they were before.

CEMENT—Business in cement has ruled quiet. We quote: English, $1.95 to $2.10, and Belgian, $1.85 to $1.95.

FIREBRICKS—Quiet and steady, as last noted at $15 to $21 per 1,000, as to brand.

METALS.

Trade in heavy iron and metals has ruled very quiet during the past week, and no change of importance is to report. Values all round are held steady.

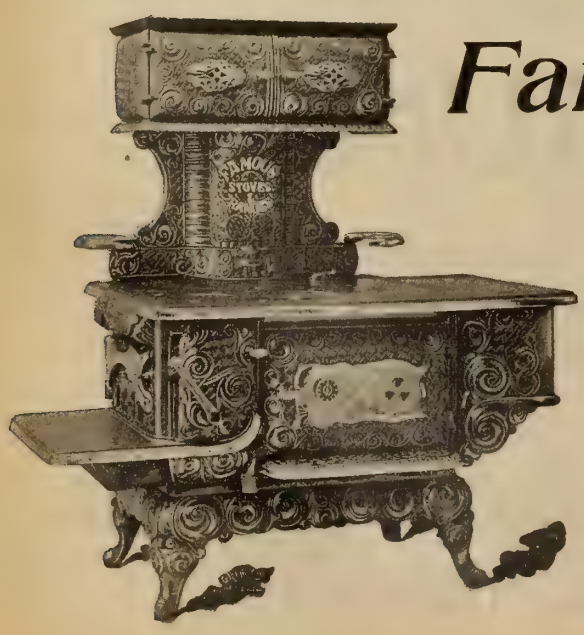
PIG IRON—Business in pig is confined to the sale of a small lot now and then ex store for actual wants. Prices are firm, at $21 for Summerlee and equal brands of Scotch, and $18 to $18.50 for Ferrona, as to quantity.

BAR IRON—No change is to note in bar iron, some moderate lots being moved on local account from makers' hands at $1.60. In a jobbing way the figure is $1.65.

PIG LEAD—No sales of importance are noted, and prices are steady at $3.25.

LEAD PIPE—Quiet and steady.

GALVANIZED IRON—The firm feeling in



Famous Active Range

THE HANDSOMEST AND BEST WORKING COOKING APPARATUS MADE IN CANADA

FOR COAL, COKE OR WOOD

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver

this line is maintained, and prices are held at $4.50 to $5.50, as to brand.

INGOT TIN—Business in tin is a bagatelle, and values are nominal at 17 to 18c.

INGOT COPPER—The advance in copper is maintained, but trade is very quiet. We quote the range firm at 12½ to 13c.

SHEET COPPER—Quiet and steady at 18 to 20c.

IRON PIPE—Some lots have been moved on the basis of 67½ per cent.

SHEET ZINC—Prices are steady and demand quiet at 4½ to 5c.

SHEET IRON—Black sheet iron is firm at $2.50 to $3, as to quantity. Demand is quiet.

BOILER PLATES—Steady, at $2 for ¼ inch and $2.25 for 3-16.

CANADA PLATES—Some lots of these have been moved at a decline, viz., $2.15 to $2.20, but for jobbing business we quote $2.25 to $2.30.

TIN PLATES—These continue firm, and the inside figure on cokes is now $2.85, and we quote $2.85 to $3, with charcoal $3.35 to $3.75.

TERNE PLATES—No change to report, business being quiet at $5.75 to $6.25.

HOOPS AND BANDS—Business is dull and prices unchanged at $2.20.

SPELTER—No new feature, the range being $4.50 to $4.75.

ANTIMONY—Quiet at 10c.

PAINTS AND OILS.

The week has not developed any new features in this branch of trade, business ruling quiet on the whole.

LEAD—A fair jobbing business is noted in lead and prices are steady. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—No feature to report, business being over.

LINSEED OIL—A considerable quantity has gone into consumption, and the stock held over for winter's use is lighter than expected, so that direct importations from England will very soon be necessary. Meantime some business has been done at about a cent decline, and we therefore quote: Raw, 56c.; boiled, 59c.; ten barrel lots probably one cent less. Terms, 3 per cent. thirty days.

TURPENTINE—The turpentine market is quiet. For good merchantable turpentine the price is steady at 43c.

CASTOR OIL—The firm feeling in this oil is maintained. We quote 6 to 7c.

PARIS GREEN—Is much sought after, but owing to difficulty of obtaining chemicals, makers are shy of booking. We repeat last week's figures as the nearest information obtainable: Casks, 13c.; drums, 14c.; packets, 15c.

VARNISHES—Continue quiet.

RESINS—No change to report. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The firm tone of the glass market continues. Business is rather quiet. We quote: $1.25 to $1.30 first break; $1.35 to $1.40 second break per 50 feet; $2.90 to $3 for third break per 100 feet.

CHEMICALS, ETC.

Strength in glycerine has been a feature of the chemical market. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 58 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

The petroleum market is fairly active on local account and prices are firm. We quote: Canadian refined at 14¾c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white is quoted at 16½c. in car lots and 17½c. in smaller quantities. Water white, 18c. in car lots, and 19c. in small lots.

HIDES.

There has been a better demand for hides. Dealers are paying 6, 5 and 4c. for Nos. 1, 2 and 3, and they are selling at 7 to 7½ for No. 1, 6 to 6½c. for No. 2, and 5 to 5½c. for No. 3. Lambskins are firm at the advance noted last week, and dealers are paying 60c. each. Calfskins are dull and steady at 6c.

WOOL.

The wool market is quiet and steady. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

Quiet and dull. Prices are steady at 5½ to 6½c.

ASHES.

The ashes market is quiet and steady. We now quote: First pots, $3 90 to $4; seconds, $3.75 to $3.80, and pearls, $4 60 to $4.70.

MONTREAL NOTES.

Wm. McNally & Co. report the receipts of firebricks at 104,000 for the past week.

The immense factories and plant of the insolvent Clendinneng Co. are being advertised for sale this week.

W. H. Cottingham & Co. are having many enquiries for their price list. The

The "Dayton"



A perfect high-grade wheel

Rigid
Elegant
Easy Running

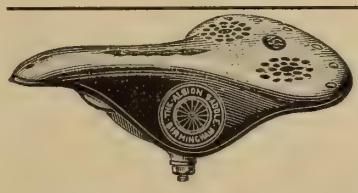
Will be the most popular wheel on the Canadian market in '96.

Your customers will ask for it; and it will pay you to handle it.

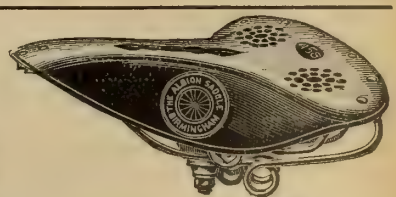
Write

J. & J. Taylor

TORONTO



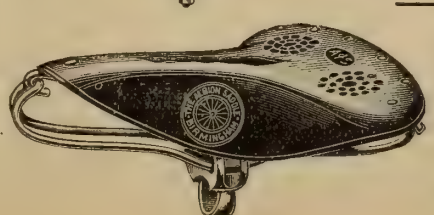
Albion Saddles







Correspondence solicited from Cycle Manufacturers for importation.



Painchaud, Squire & Co.

Sole Agents,

Montreal



fact that it is a book of 70 odd pages in fine type conveys some idea of the very complete list of colors, paints and varnishes that this firm handles.

Mr. W. D. Birchall, Montreal, representative of the Toronto Silver Plate Co., has been at the Windsor Hotel, Montreal, for the last three weeks with a line of samples valued at $6,000. Mr. Birchall reports trade as exceptionally good with him, in fact, so much so that he has found it necessary to make his visit about a week longer than usual.

The hardware store of J. S. Cowans & Co., at No. 595 Wellington street, was entered by thieves last week, and cutlery, including razors, etc., amounting to about one hundred dollars' worth, stolen. They effected an entrance by means of a rear window, which they forced up. The men broke open the cash box, in which there was a small sum of money in bills and cash, and took the bills only. There is no clue as yet to their identity.

ONTARIO MARKETS.

TORONTO, Nov. 22, 1895.

HARDWARE.

NO strikingly new features have developed during the week. Business, if anything, is rather more active than a week ago. It certainly is in some seasonably lines, in skates particularly, the colder weather having stimulated what was beforehand a good demand. Further advances are announced in chain by the manufacturers in England, but there is no change here. Cutlery is in rather better demand than a week ago, and business is keeping up well for loaded shells. The same may be said of lamp goods. Cow ties are still selling freely. Building paper is active, and so are furnace scoops, axes, axe-handles and similar seasonable goods. Payments are fairly satisfactory, and better than they were a year ago at this time.

WIRE—Stove pipe wire and coppered spring wire for mattress work have been in demand, but there is nothing doing otherwise. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Trade continues dull. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms : 60 days, or 2 per cent. off 30 days.

ROPE—Demand keeps fair at unchanged prices. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Trade continues quiet. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London ; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade in this line remains much as before. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A moderate trade continues to be done. Discounts are unchanged at 55 per cent.

HORSESHOES—Business continues active, with bulk of the business still for iron shoes. We quote f.o.b. Toronto : Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL., 0, 1, 2, $5.60 ; 3, 4, $4.85.

TACKS—Trade is fair at unchanged prices. We quote: Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto tinned, 57½ per cent.; B.B.B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent ; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

TINWARE—The feature of the trade is still an active demand for nickel-plated tea kettles.

ELBOWS — Trade is quiet at unchanged prices. We quote as follows : C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal ; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright ; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

SPORTING GOODS—A further falling off is to be noted in the demand for sporting goods, although in loaded shells the demand is still active.

CUTLERY—Business in this line has been rather better during the past week.

LAMP GOODS—A fair trade has been passing, a good demand for cheap gas globes still being a feature of this line.

COW TIES—The demand is being well maintained.

CHAIN—A further advance in price has been made by the manufacturers in England, but trade is dull and prices unchanged here.

SKATES—The cold weather has given quite a stimulus to the demand for skates of all kinds.

SCREWS—Trade is quiet and prices unchanged. We quote : Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

PLUMBERS' SUPPLIES—Trade continues fairly active. The demand is particularly good for closets and tanks.

CLOTHES WRINGERS—A fair trade continues to be done at $26.50 to $27.

TOOLS—The feature of trade in this line is activity in the demand for furnace scoops. Axes and axe handles are also in good demand.

BUILDING PAPER—Demand continues fair at unchanged prices. We quote: Plain, 40c. per roll ; tarred lining, 50c. per roll ; tarred felt, $1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

PLASTER PARIS—Trade is fair. Prices are : New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2 ; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote : Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins ; pine pitch, $2.75 per bbl.

METALS.

The conditions are much as before in this line, both as regards business and prices.

PIG IRON—There is yet no movement to report, and quotations are practically nominal. Nova Scotia, No. 1 foundry, $18 to $18.50 ; ditto No. 2, $17.50 to $18, according to quantity; No. 2 American foundry, $20.50 to $21 ; No. 1 Siemens, $20.

BAR IRON—Trade has been fair during the past week at the base price of $1.70 to $1.75 Toronto for ordinary lots.

SHEET STEEL—The demand is still active. We quote : 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24, $2.85 ; 26, $3.10.

BLACK IRON—Business remains much as before, fairly good. We quote : Up to 17 gauge, $2.45 to $2.55 per 100 lbs.; 20 gauge, $2.20 to $2.25; 22 to 24 gauge, $2.30 to $2.35; 26 gauge, $2.40 to $2.45 ; 28 gauge, $2.55 to $2.65.

TINNED IRON—Business continues to be of a moderate character only. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

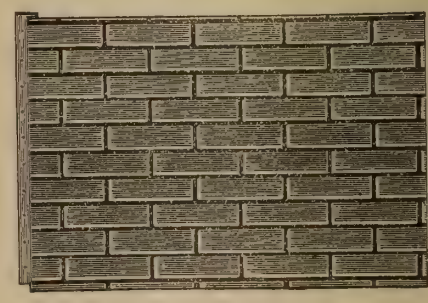
PIG LEAD—Demand is still fair for small quantities. We still quote $3.25 to $3.35 for small quantities.

LEAD PIPE—There is the usual fair demand obtaining at this season. We quote : lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Demand continues good at unchanged prices. We quote : $4 35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—There is still a fairly good

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

demand. Wednesday's cables quoted London easier. New York was a little irregular during the day, but closed firm. We quote : Lamb and Flag and Straits at 16¾ to 17½c. according to quantity and terms.

INGOT COPPER—Business continues dull and featureless at 12¼ to 12½c.

SHEATHING COPPER—There is a little doing in braziers' roofing and bath copper, but otherwise the market is quiet. Base price, 14½ to 15½c. for 16 oz.; inside figure for case lots.

IRON PIPE—There is still a good demand. We quote : Canadian, ¼ to ⅜ inch, 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2-inch, 70 per cent. American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—A fairly good trade is still to be noted. We quote : Domestic galvanized, 30 gal., $6 ; 35 gal., $7 ; 40 gal., $8; American, 30 gal., $6.50 ; 35 gal., $7.50 ; 40 gal., $9 ; copper, $16.20 to $20, according to size.

CANADA PLATES—Trade continues fair. We quote : Half-polished, $2.50 ; 60-sheet boxes, $2.55 to $2.60; 75-sheet boxes, $2.65 to $2.70.

TIN PLATES—Business is moderate at quotations. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—Is in good demand at unchanged prices. Discount, 60 per cent.

SHEET BRASS—Is quiet and unchanged at 20 to 30c.

TERNE PLATES—The improved demand noted last week appears to have been fairly well maintained. Best brands are still quoted at $6.

ZINC SPELTER—Dull and at unchanged prices. We quote : Domestic, 4¾c.; imported, 4⅜ to 4½c.

SOLDER—There is still a fair trade doing. We quote : 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Continues in fair demand. We quote : Cask lots, 4¾c.; smaller lots, 5c.

ANTIMONY—Business is quiet at 10 to 12½c., according to quantity and quality.

GLASS.

European plate glass manufacturers have withdrawn quotations, and won't fill orders for stock sizes. As there is a good demand for plate glass a scarcity has followed. Fancy glass is moving freely. The stocks of sheet glass held in Toronto are short, and those who ought to know are talking as though an advance of 5c. on first breaks in boxes of fifty would transpire shortly. Most orders being filled now are to fill immediate requirements and not to fill up outside stocks. The price just now is $1.15.

PAINTS AND OILS.

WHITE LEAD — Not very much doing, quotations still standing at 4¾ to 5c.

PUTTY—Going out freely at $1.85.

PREPARED PAINTS—Trade is very dull at $1 for pure.

TURPENTINE—Quotations run from 38 to 39c. in large quantities, 5c. more being asked for gallon lots.

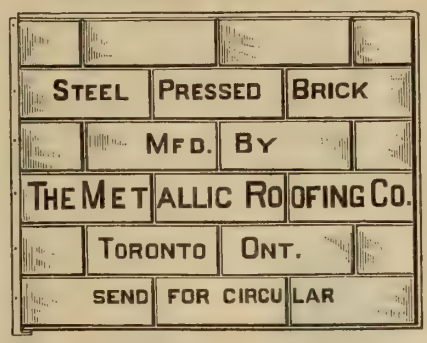
OIL—Has sunk in price to 52 and 53c. for raw, and 55 and 56c. for boiled.

CASTOR OIL—Is firm in England at an advance equal to ½c. per lb. Quoted here at 6½c. still.

OLD MATERIAL.

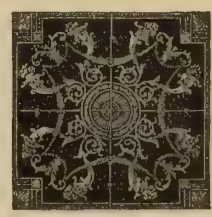
Trade is rather dull again, but prices are maintained. We quote : Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

SEEDS.

There is no change in business, which continues quiet ; there is a little more enquiry for alsike. Prices are unchanged. Current quotations are as follows : Timothy, $3 to $4 per 100 lbs.; alsike, $4.50 to $7 per 100 lbs.; red clover, $7 to $7.50 per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES — Have declined another half-cent in price and dealers are now paying 5½, 4½ and 3½c. respectively for Nos. 1, 2 and 3. Cured are held nominally at 6¾c. Business is very quiet, sales being difficult to make, and everybody seeming to be waitting.

SHEEPSKINS—Lambskins and shearlings have advanced another 5c., and now bring 75c.

WOOL—Trade continues quiet. We quote: Fleece combing, from 23½ to 25½c.; rejections, 17½ to 18½c. ; unwashed, 13½ to 14½c.

PETROLEUM.

In the States all lubricating oils have advanced 1c. per gal., and American burning oils have done the same. Crude is high and an advance is expected here, especially as small stocks are held here. Meantime we still quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 20½c.; photogene, 21½ to 22c.

TORONTO NOTES.

An active demand has developed for mincing knives.

The Marlin Firearms Co. have lately issued a new catalogue in which it is noted that the firm is now making rifles for all sizes of cartridges required.

M. & L Samuel, Benjamin & Co. report large sales of the "Victor" flour sifter ; also of the "Enterprise" meat stuffer.

About the prettiest hardware window in Toronto just now is one in Rice Lewis & Son's store that is devoted to brass goods. In the window are such articles as brass fire place goods, gas logs, brass fenders, brass fire hands or fire dogs.

Covert's saddlery works, of Farmer, N.Y. Surpless, Dunn & Alder, 15 Murray street, New York, are their general agents.

H. S. Howland, Sons & Co. are just in receipt of a full line of Shurley & Dietrich cross-cut saws, "Racer," "Maple Leaf," "Lance" and their other well-known brands.

H. S. Howland, Sons & Co. report large sales in cutlery, horse clippers (Perfection), skates, cow chains, rope ties, snow shovels, building papers, glass and other staple lines.

A. H. Symonds has been appointed sole agent for Canada for Wilkinson & Co., manufacturers of anvils, vises, etc., Dudley, Eng. Wilkinson & Co. are an old established firm, and are at present contractors to the British Admiralty and War Office.

H. S. Howland, Sons & Co. passed into stock this week their last consignment of window glass for this year. They issued a very fine card, giving particulars of all sizes and kinds in stock, and will be pleased to send same to the trade on application.

Gendron & Whalen, of Penetang, were in Toronto last week and purchased a fine stock of hardware. Both men are well up in their different departments. Mr. Gendron is a practical tinsmith and Mr. Whalen is the hardwareman of the firm. They are well liked in Penetang, and HARDWARE AND METAL wishes them every success.

The Inter-Year Association Football Faculty, and the Inter-College Association Football Faculty Trophies, in connection with the Toronto University, are being manufactured to order by the Toronto Silver Plate Co. We are pleased to have the opportunity of illustrating elsewhere in this week's issue the first named trophy. The design speaks for itself.

The Toronto Silver Plate Co. are having an unusually busy season's trade. Their factory for some little time has been running until 9 o'clock at night. It is understood that they are seriously considering enlarging their premises to give them an opportunity of employing a larger number of hands so as to avoid over-time work as much as possible. This company employ about 100 hands. Their wares have become justly popular on account of artistic merit and the very reasonable prices at which they market their goods.

UNITED STATES MARKETS.

NEW YORK, Nov. 22, 1895.

PIG TIN—There was a further shrinkage in values in this market, due chiefly to advices of another decline in London and rather bearish accounts otherwise from that quarter. Prompt and early deliveries were down to 14.40c. net cash, with sales difficult to make, but at the close the tone seemed slightly improved. The arrivals here thus far this month amount to 1,350 tons. There are afloat about 725 tons from Europe due this month, and an ample supply would thus appear in sight.

COPPER—There were renewed offers of Lake Superior ingot at 11¼c. for delivery this month and next, and some sales were made at 11⅛c. Buyers at above 11c. seemed exceedingly few, but at that price the indications were fair quantities would be taken for early delivery. The other varieties of copper are quite as unsettled in price as the Lake Superior product, and buyers seem very backward about placing orders at the present time. Electrolytic is offered at 10¾ to 10⅞c., and could probably be purchased at a small fraction less. On casting stock the range is 10⅜ to 10⅝c. according to brand and quantity.

PIG LEAD—For the day a quiet market is to be reported. There was hardly the anxiety to sell that has been manifested of late. Buyers were fewer, however, and, while the tone was somewhat steadier, only a moderate business took place, mostly at about 3.22½c. for common. London cable to the Exchange quoted £11 10s. for soft Spanish.

SPELTER—For this metal an unsettled and rather weak market is still experienced, the result chiefly of selling pressure in the west in which both smelters and outside interests were said to be identified. Few orders come to this quarter, and eastern consumers appear extremely indifferent. Western brands are quoted at 3.65c., delivered here or at common point. London cable to the Exchange was £15 2s. 6d. for good merchant brands.

ANTIMONY—Dealings continue light and prices lean slightly in buyers' favor. We quote at 7¾ to 7⅞c. for Hallett's; 6⅞ to 7c. for Cookson's, and 6¾ to 6⅞c. for Japanese.

TIN PLATE—The situation in the market here is unchanged. Buyers are extremely conservative in their purchases of stock to cover immediate wants, and rather slow also about placing orders for next year's deliveries. American makers, however, are reported to be securing quite good orders in other localities for charcoal ternes and coke tins. The latter are being sold at the basis of $3.50 f.o.b. Pittsburg for 100-pound.

IRON AND STEEL—A fair amount of business in pig iron is passing, but purchases are mostly of rather small lots for early delivery. Prices, except for inferior or not well-known brands, remain steady.

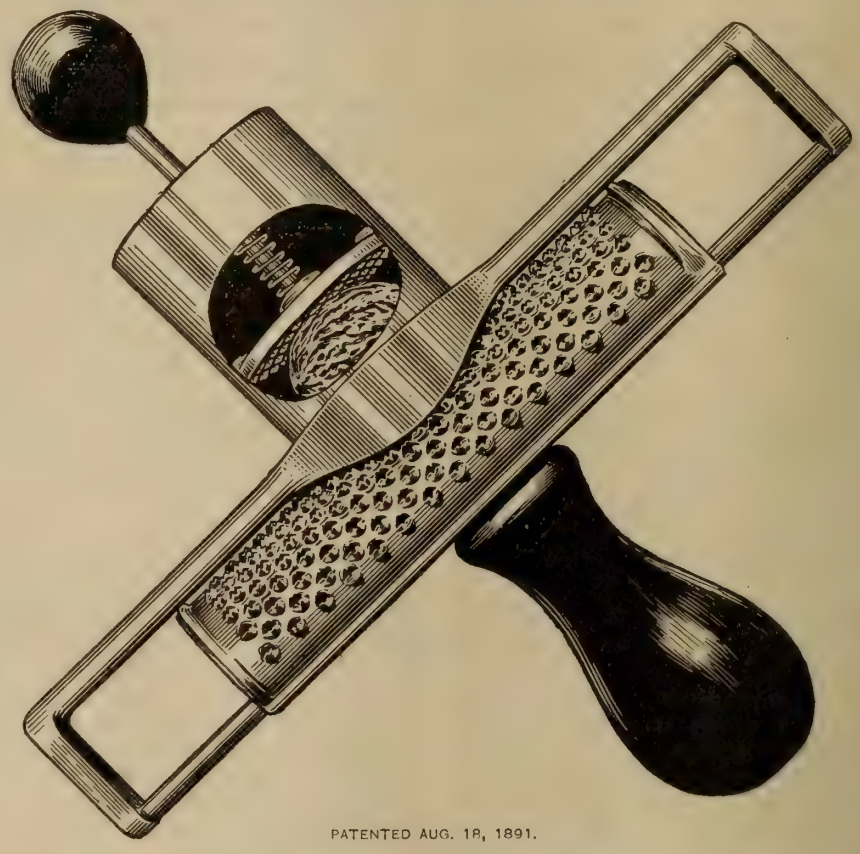
In manufactured products new business is still of moderate proportions, and there is little spirit to inquiries at the moment.

OTTAWA BOARD OF TRADE.

The Ottawa Board of Trade is a progressive institution, as has been pointed out more than once in these columns. In chatting with the secretary, N. S. Garland, a few days ago, he said they had a nice balance in the bank, and there was a possibility of their taking up the question of erecting a building of their own.

GOOD FOR HOLIDAY TRADE.

H. S. Howland, Sons & Co. have just received a large stock of the Edgar nutmeg grater, and the price is so low that the article can easily be retailed for 15c, giving the dealer a good profit. It is a very salable article for Christmas and holiday cooking, and will also find a good sale with hotel-keepers, being useful both in the bar and kitchen.



PATENTED AUG. 18, 1891.

THE EDGAR NUTMEG GRATER.

CONCERNING RETAILERS.

George Homer & Co.'s clerk "The Little Fellow," Gravenhurst, has returned from a deer hunt. As he bagged the stipulated number—two—it was not a dear hunt. Friends who may have been concerned about his health will be pleased to learn that he gained flesh as well as deer. He now tips the beam at or about 300 pounds.

Crawford, Lynch & Co., general merchants, Orillia, are occupying a store in the Syndicate block formerly occupied by Chas. Moore. The premises, however, are too limited for the firm's business, but, I am informed, they will eventually be back in their old store again after the effects of the fire have been repaired.

Alf. Courtemanche, manager and buyer for James Stafford, of Midland, has returned from a deer hunt with two beauties as the result of his labor.

The Rubber Tire Wheel Co., of Springfield, Ohio, is talking of establishing a branch in Hamilton.



Genuine Nickel Silverware

Equal in appearance to Sterling Silver.

Cleaner, Stronger, More Durable and Considerably Cheaper than Silver Plated Ware. Supplied in great variety.

PAINCHAUD, SQUIRE & CO.

SOLE AGENTS

Antwerp and Montreal

If This Meets The Eye



Of anyone dealing in Stamped, Japanned, Pieced Tinware, Galvanized Ware, Tinsmiths' Supplies, or Enamelled Ware **that our Travellers** do not call upon, we would feel obliged by their dropping us a postal card.

The Thos. Davidson Mfg. Co., Montreal, Que.

NOTES FROM HALIFAX.

HALIFAX, Nov. 22, 1895.

A MEETING of the Pictou Charcoal Iron Co. is to be held in New Glasgow on the 28th inst., for the purpose of empowering the directors to add to the plant in order to successfully make puddle blooms and bars. When this is done the company will be in a good position to compete with other companies. Their works have been idle over a year, and during that time they have been supplying the Ferrona Co. with ore.

The Halifax Electric Tramway Co. have given the Eastern Trust Co. a first mortgage in trust to secure an issue of debentures to the amount of $600,000. The company is now at work making track and laying rails. If the weather continues mild the road will be running about the first of the year.

George J. Harris, plumber, has assigned to George Monaghan for the benefit of his creditors. The assignment is only in a small way, the business of Mr. Harris not being heavy. The creditors are mostly local and for small amounts.

Your correspondent dropped into the new premises of John Starr, Son & Co., 134 Granville street, yesterday. Messrs. Starr have been carrying on a large business in electrical supplies, and found their old premises at the corner of Duke and Water streets too small. They have one of the best equipped electrical supply establishments in the Dominion, and handle every requisite in connection with electric lighting. They are making a specialty of the new mirror reflectors, which, they claim, afford the greatest illumination at a minimum cost. Their wiring and engineering department is in charge of G. C. Siebert, E E, recently with the Royal Company, Montreal. The firm manufactures the "Unique" telephone, which is in use nearly all over Canada. Halifax has hitherto been behind in the use of electricity as an illuminator in public and private buildings, chiefly on account of the unsatisfactory supply of electricity. Now, as the Halifax Electric Tramway Works are being established, electricity will be more generally used.

Business remains quiet and prices unchanged. TAUNTON.

LATE BUSINESS CHANGES.

N. C. Robillard, wholesale saddlery hardware, Montreal, has suspended.——The assets of McCrae & Watson, plumbers, Montreal, are to be sold by auction on Nov. 28. ——W. M. Stafford, tinsmith, Toronto, has assigned to N. B. Eagen, and the creditors will meet on Nov. 27.——Hurlbut & Co., lumber, Seguin Falls, Ont., have assigned to Sheriff S. Armstrong.

GOING INTO BICYCLES.

Those in the hardware trade who handle bicycles in connection with their other stock will be interested in knowing that J. & J. Taylor, the well-known safe makers, have added a bicycle branch to their business. They are handling the "Dayton," made by the Davis Sewing Machine Co., of Dayton, O., and intend supplying the trade throughout Canada with these wheels. The "Dayton," so they inform HARDWARE AND METAL, is a strictly high-grade wheel, and the most popular high-grade wheel in the United States to-day. We have no doubt that the conduct of this branch of their business will be characterized by the same energy and enterprise which is always shown in the management of their extensive safe business.

A bicycle operated by steam has been invented by a Glasgow engineer.

W. F. and R. Tichborne have sold the east fifty acres of their oil land at Petrolia to Mr. Doherty, of the Sarnia Stove Works, for $5,000.

W. J. McMurtry announces that his cash system has been a great success. He is largely interested in the hardware business, having three large stores at St. Thomas and Galt.

The most wonderful silver discovery of recent years has been made on the north shore of Lake Superior, near the mouth of the Paysplat River. The vein is said to be 10 feet wide, and where stripped it is as rich as ever the Silver Islet, Beaver, or Badger were in their palmiest days. The peculiar feature is that the lead is located where no precious metals were supposed to be found, the geological formation being granite.

LARGE CONSIGNMENT OF . . . **NITRO POWDER** Just Received.

AT CLOSEST PRICES TO THE TRADE **HARD GRAINED SCHULTZE**

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

ROPES VS. BELTS.

THE subject of the relative merits or demerits of ropes versus belts for the transmission of power is one which is more within the domain of the engineer than of the ironmonger, yet as the latter is largely concerned in the sale of shafting, pulleys, plummer-blocks, etc., the matter is one which affects him also. In a paper just read before the Institution of Mechanical Engineers by Prof. Copper the latest aspects of the question were set forth, based upon the series of very exhaustive experiments which has been conducted at Lille. These experiments have been carried out under the auspices of the Societe Industrielle du Nord by a large number of men, including Prof. Copper. Every care that experience and science could suggest has been taken to secure exactitude and uniformity, and the broad results are thus tabulated :

With a constant resistance the power expended in the several modes of transmission was as follows :

Ropes.	gross power ..	153.54 i.h.p.	slip	0.33 p.c.
Cotton belt (Lechat)	" ...	159.67 "	"	0.78 "
Leather belt (Lemaire	" ...	159,84 "	"	0.96 "
" (Domange)	" ..	160.23 "	"	0.78 "

The diameters of the pulleys were measured at the surface and line of contact. Stated in percentage value, and allowing for the variations in the mean load as given in line 18, the results were as follows :

Ropes	gross power	100.10.....	slip 0.100
Cotton belt (Lechat)....	"	100.87 ...	" 0.237
Leather belt (Lemaire)	"	100.37....	" 0.292
" (Domange)	"	101.07....	" 0.237

The linear speed of the belts and ropes and their tension per square inch of cross section were very nearly the same. Thus the linear speeds at the surface of contact with the pulley, and the corresponding tensions, were as follows :

Ropes	ran at 66.9 ft.	p.s. under	156.5 lbs. p.sq in.
Cotton belt (Lechat)	" 67.2 ft.	"	177.5 lbs. "
Leather belt (Lemaire)	" 67.1 ft.	"	133.5 lbs. "
" (Domange)	" 67.3 ft.	"	156.1 lbs. "

The paper gives a great deal of valuable statistical and other information, but the general conclusion is that ropes and belts, when well arranged, absorb almost the same amount of power.—Ironmonger.

UNSANITARY COUNTRY HOTELS.

A deputation of commercial travelers waited on Hon. Richard Harcourt on Wednesday and presented a largely signed petition calling attention to the very unsatisfactory and dangerous condition of the sanitary arrangements of the hotels and public houses throughout the country, and suggesting the appointment of an inspector.

The deputation consisted of R. H. Gray, J. Sargant, H. VanNorman, J. C. Black, John Muldrew, of Toronto ; J. Wright and W. G. Reid, of Hamilton ; J. M. Dillon, Alfred Robinson, S. Munro, P. J. Conroy, W. J. Craig, A. Neighorn, W. H. Oke, of London, and Mayor Little and C. S. Hyman, London.

Mr. T. S. Hobbs, M.P.P., of the Hobbs Hardware Co., introduced the deputation, and Mr. Harcourt promised careful consideration.

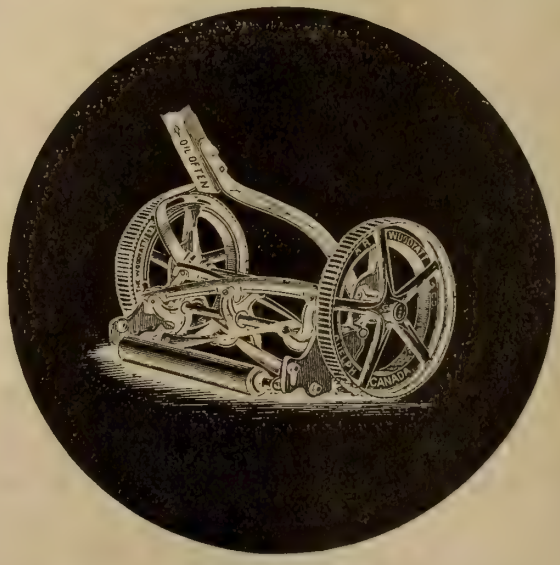
Less than a hundred miles from Orillia, on a board fastened to the fence where there is no paper, they advertise thus : Note—Any person ketched on these grounds, or cows, or wimin, will be liobul to fine herself in a skrape.

The Hamilton Iron and Steel Co. held its annual meeting last week. There was a large attendance of the shareholders. The following directors were elected : Messrs. John Milne, C. A. Birge, J. J. Morehouse, J. H. Tilden, Aemilius Jarvis (Toronto), U. V. Reynolds (New York), R. R. Morgan, W. Southam and George Hope. The directors elected Mr. John H. Tilden president, Mr. John Milne vice-president, Mr. W. V. Reynolds secretary, and Mr. J. J. Morehouse treasurer and general manager. Operations are being pushed forward at the works, and the blast furnace will be running by the end of the year, in time to earn the bonus.

Mayor Mason, of Windsor, will, at the next meeting of the City Council, introduce a resolution that the cities and towns of Ontario be asked to petition the Provincial Government to enact legislation to prevent inefficient men from holding positions as engineers.

THE . . .

Woodyatt Lawn Mower



CAN'T BE BEAT

INCORPORATION ASKED AND GRANTED.

The Ottawa Novelty Co. has been incorporated.

William Lovitt Hogg, Jas. Dickson, William Thomas Goffe, Joseph Wilfrid Michaud and Frederick Goodwin, all of Montreal, are applying for incorporation as the "A. M. C. Medicine Co." with a capital of $30,000.

Letters of incorporation have been granted to Alexandre de Lorimier, Joseph de Lorimier, both of Caughnawaga; Stephen A. de Lorimier, Albert E. de Lorimier, and Eugene H. Godin, all of Montreal, to carry on a general lumber trading under the name of the "Northern Lumber Company," with a capital stock of $20,000.

The B. C. Commercial Journal says that the Hickman-Tye Hardware Co., registered Sept. 17 last, has taken over the business of Tye & Co., (formerly Matthews, Richard & Tye). The officers of the company will be T. H. Tye, managing director; A. H. Tye and Frederick Galley, secretary.

Application was filed November 5 under the Companies' Act, 1890, by James Dunsmuir, Wm. Ralph, C.E., Theodore Lubbe and Chas. E. Pooley, Victoria, for incorporation as the Wolf Hill Mines Co. Capitalization, 100,000 $1 shares. Places of operation, "Warhorse" and "Empress" claims Wolf Creek, Sooke District.

Application was filed November 2 by Alfred Graham Ferguson, Stephen Ormonde Richards and John G. Woods, of Vancouver, or incorporation as the Argonaut Gold Mining Co. of Kootenay. Capitalization, 500,000 $1 shares. Place of operation, Rossland; office, Vancouver. Objects, particularly to take over the "Eleanor" and "Londonderry" mineral claims owned by Frederick Colleton Innes.

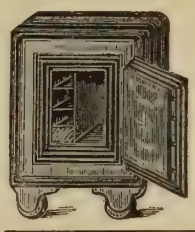
Application was filed November 8 under the Companies' Act, 1890, by Patrick Clark, president; F. E. Lucas, secretary; Jos. A. Coram, Lowell, Mass.; Chas. H. Palmer, Butte, Mont.; Chas. S. Warren, Butte, Mont.; W. J. C. Wakefield, Spokane, Wash., for incorporation as the Poorman Gold Mining Co., Ltd., of Spokane, Wash. Capitalization, 500,000 $1 shares actually subscribed. Head office, Spokane, Wash. Place of operation, Rossland, B.C. Agent, James Clark.

The Chandos Mining Co. seeks incorporation.

William Henry Gore, Elgin, Illinois; Charles Crosbie Going, Robert James Leigh and Washington Irving Gore, all of Toronto Junction, Ont.; George Walker Marsh, of London, Ont., and Walker L. E. Marsh, of Toronto, have applied for incorporation as "the Toronto Junction Foundry Co., Ltd.," to carry on a manufacturing business at Toronto Junction, with a capital of $24,000.

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., Montreal, P.Q.

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Leading Wholesalers handle Langwell's Babbit.
Leading Retailers distribute Langwell's Babbit.
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WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

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Metallurgists and Manufacturers
10 Dorchester St., **MONTREAL, QUE.**

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

The Braender Jet Pump and Water Elevator
Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 TO 542 CRAIG ST., MONTREAL

Causes of failure
in the hardware trade and how avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely.

We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

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TORONTO

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YOU FURNISH THE SAND.

PARISTONE WALL PLASTER

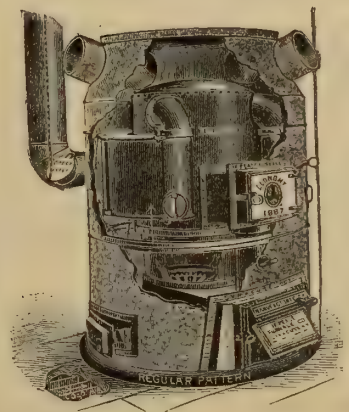
A Hard Wall Plaster at a Price within Reach of All

In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to increase the cost.

Write for Circulars, Prices and Freight Rates.

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THE ALABASTINE CO., LIMITED
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Land and **Calcined Plaster**
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"Economy" Warm Air Furnace

ECONOMY

Furnaces and Combination Heaters. . . . .

They are called "Economy" because they supply the maximum of heat from the minimum of fuel. That is the first point one considers when choosing a furnace. Then, too, they are very heavy and durable and simple in construction. These are the points that have built up their reputation as the best line of heaters in the market. **Send for catalogue.**

J. F. Pease Furnace Co.
HEATING ENGINEERS
189-193 Queen St. East, TORONTO

FOR DELECTATION OF CLERKS.

THE superintendent of a large retail store in New York, while talking to a friend one day, said :

" It is not always the most industrious or intelligent salesmen who succeed in our business. Sometimes a peculiarity of speech or manner will make them distasteful to customers. Note that young man who is selling towels, for example. He is too familiar. He leans over the counter and whispers as if he were the confidential friend of every woman who buys a napkin. He means only to urge his wares, but ladies do not like it. They will not be served by him again. I shall probably be forced to discharge the poor fellow, though he means well."

A trustee of one of our colleges was asked why Professor Blank was held in comparatively light esteem as a teacher. " He is a learned man, accurate and earnest in his teaching," said the inquirer, " and an honorable gentleman. Yet inferior men are advanced in general esteem, while he remains just where he began ten years ago."

" There is but one cause for his failure," was the reply, " his untidy habits. How can it be otherwise with a man who comes on the platform with soiled linen, a greasy coat and black finger nails? He looks like a tramp. Good and wise as he is, he does not command the respect of the students."

Dr. S. Weir Mitchell, in a lecture to nurses, said that competent, earnest women sometimes fail in the sick room because of some peculiarity of habit which renders them unpleasant to their patients. Among these was the use of perfumes. No well-bred person will carry around a scent which may be offensive to half the people whom they meet.

Men and women in every department of life find their usefulness impared by some little habit often unconsciously acquired. A sensible, friendly woman finds that her companions, after a few moments' conversation with her, look bored and manage to leave her. She is wounded and perplexed. No one has told her that she has an annoying habit of talking only about herself, or of giggling at the end of each sentence, which worries the most patient listener.

A clergyman of piety and much talent was unpopular in every parish over which he had charge because of his brusque, harsh manner of speaking.

Such little weights have burdened and hindered usefulness and success in many a human life.—Youth's Companion.

The majority of grocers in Canada are now handling B.F.P. cough drop, so that you can get them almost anywhere you go.

A SMOKELESS POWDER ADVANTAGE

" Smokeless powder has an advantage over other kinds," said Mr. MacLeod, of The Ottawa Citizen, to HARDWARE AND METAL a few days ago. " On a heavy day the smoke from ordinary powder does not rise quickly enough and sometimes we thus miss a second bird. With smokeless powder this never occurs. You have not to wait until the smoke lifts to draw a bead on your second bird. You can fire instantly after the first shot if you wish. Many sportsmen do not seem to realize this."

This is a good argument for a salesman to use in offering smokeless powders.

NEWFOUNDLAND'S COAL FIELDS.

Statistics of surprising importance are presented in connection with the newly-discovered coal deposits in Newfoundland. They cover a total area of twelve by six miles, and consist of three distinct troughs, one of which is ten miles long and a mile wide. The deposits are within 40 miles of the water, and are quite adjacent to shipping passing through the St. Lawrence River. It is expected that the deposits will greatly improve the colony's future. It is estimated that the quantity of coal in one trough is nearly 12,000,000 tons, and the others are supposed to be equally rich. The find will do much to extricate the colony from its present embarrassments, if it can be worked advantageously.

No Detail has been Neglected

In the make-up of these two splendid double heaters. Both are

Handsome in Appearance
Easy to Manage . . .
And Economical with Fuel



THE

Countess of Oxford

Has a large swell front, gracefully proportioned, which gives great mica exposure, and extra large heating surface.

The Art Countess

Is an unequalled floor ventilator, drawing the air from under the stove through the fire chamber to the top of the stove, whence it can be thrown out or carried to another room.



Both are made with or without ovens, and ALWAYS SATISFY.

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THE GURNEY-MASSEY CO. LTD., MONTREAL QUE.

WATTERSON & AULDJO

Merchants

MONTREAL

Tinplates, Coke and Charcoal,
Canada Plates,
Sheet Iron, Black and Galvanized,
Pig Iron, Ingot Tin,
Sheet Zinc,
Window Glass,
Import orders only. **Portland Cement,**
Enquiries solicited. etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain. They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

Prices, $25 to $50 each.

KINKORA KENNELS

Importers and Breeders

P.O. Box 2179 MONTREAL

P.O. Box 2501 TORONTO

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



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DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office. . . . . .

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THE BEST is the cheapest in **BRUSHES** as well as in all other goods that **ARE MADE** by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made **BY**

MEAKINS & CO., MONTREAL

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HAY PRESS

Most rapid, durable and economical. So warranted or no sale. Capacity ONE to TWO ton per hour. Descriptive circulars free.

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SPRITE CYCLES

LEAD FOR LOW PRICES — QUALITY — FINISH

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CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made,** and will have no other.

BEWARE OF COUNTERFEITS

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

PLUMBERS in Toronto continue to be very busy, as a great deal of both contract and jobbing work is being done. One Toronto firm alone has 65 plumbers busily engaged all the time.

* * *

Similar remarks may be made concerning the steam and hot water heating trade. A great many establishments, both in Toronto and outside, are being furnished with radiation systems.

* * *

The Master Plumbers' Association of Toronto, which started off with such an impetus only a few months ago, seems to be lying dormant. No meeting of the organization has been held for several months, and it seems to be dying a slow death. It may be, however, that the existing inactivity of its members may be due to the fact that the trade is so busy at this time of the year putting through work before winter sets in. Let us hope that when the rush is over the society may revive and accomplish that whereunto it was sent.

* * *

TINNING IRON.

It is an easy matter, says Master Steam Fitter, to tin small pieces of black iron at little expense and without much preparation. First, a sufficient quantity of soldering fluid for immersing the article should be procured, and to the fluid should be added a quantity of sal ammoniac in the proportion of one ounce of sal ammoniac to a gallon of soldering fluid. If the black iron is heated to the temperature of boiling water and immersed in the solution for an instant, then quickly withdrawn and plunged into a bath of melted tin, it will come out nicely coated on every part. If the pieces to be tinned are not of suitable shape to be handled in this manner, they may be heated to the temperature of melting tin by holding them on an iron plate previously heated, then sponge the black iron over with the solution, prepared as above mentioned, after which the tin is to be applied, and when it begins to melt, is rubbed over the surface by using a piece of waste, excelsior, or other suitable material, the whole surface can be evenly coated. Black iron or steel thus prepared will take the tin as readily as any other metal prepared in any other manner.

* * *

JOURNEYMEN PLUMBERS.

Journeymen are always at some disadvantage on job work. The majority of them, says Sanitary Plumber, have the good judgment to make themselves more valuable to their employers than they really are if they know enough of the details of the office side of affairs to guide them in making decisions when questions of importance are raised. A journeyman is ordinarily supposed to know nothing about whether a customer is good pay or not. He does not always know whether the house is owned by the occupant or whether it is leased. And if leased he could not tell you whether for a short or long term. Many contend that it is not the business of a journeyman to know these things. There are those among the journeymen who would do harm rather than good if they were allowed to know "too much." Nevertheless, it is reasonable to think that if a man is worthy of being intrusted with good work at all he is also worthy of having the aid of a little inside information to guide him. In the plumbing business the further a man trusts his employes the better it is for both him and them. They will when trusted do more for him, exercise better judgment in doing their work, do it with a better will and give a better impression wherever they go than will those working for self-contained men who have the reputation of knowing it all and trusting no one.

To the casual observer it appears that almost anyone can do repair work, but, as the reader knows, it is a common saying in the trade that it takes a better mechanic for job work than it does for new work. This is really true in one sense. However, it is wrong to think for a moment that a man lacking the essential knowledge and skill of a good mechanic can do new work properly. A good jobbing mechanic is one who has, in addition to theory and manual skill, a natural aptitude for bridging over difficulties in his work, and in being "at home" among men and women. The jobber must be neat, quiet and careful in many ways which the new-work-mechanic does not need to practice in order to get along. The jobber must also have other lines of information at his finger ends which the new-work-mechanic is not so familiar with. One who has always worked on new work has naturally had plans and specifications to work from, and much of his work has been planned for him; he puts up work according to orders, and when finished it stands a good test because it is new.

He continues from year to year without knowing where the jobs might be improved, simply because he does not see them often enough after they are finished. The shortcomings of the jobs which he has installed are not brought forcibly to his notice, and he does not appreciate the difference between the different jobs which he has erected. If someone asked him about the best job he ever put up he would, no doubt, describe the one which had the best-looking arrangement of pipes or costliest fixtures. If he could hear the opinion of the jobber who had been doing the repairs on those jobs there is but little doubt but that he would be surprised. The jobber could tell him of joints that had been troublesome, of tank-linings that had leaked, of pipes that had choked, etc. An explanation of how the different troubles were remedied would make a better mechanic of the new-work-mechanic. Two mechanics may be equally well versed in the theories and manual operations of the trade in the beginning, but experience will fit each for his respective line of work so that he can do better work in it than in any other branch of the business. The jobber uses his own judgment largely, and accomplishes what a new-work-mechanic would probably fail on, yet he might make less progress in erecting a new job than the new-work-mechanic would on a repair job.

* * *

TIGHT JOINTS.

All who have had experience with steam and other piping know the difficulty that is often experienced in the maintaining of tight joints. The higher the pressure of the fluid or gas in the interior of the pipe the greater is the difficulty. The leaks that occur often result in a considerable corrosion of the pipe and its fittings, as well as in the direct loss by waste. A very ingenious device for rendering the joints secure and for maintaining them in this condition is thus described:

On the inner surface of the overlapping part of the joint, where the screw thread is, one makes a groove, going entirely around, with a width of a quarter of an inch and a depth of about one-sixteenth. This recess is filled with a collar of lead. One or more holes are bored in from the outside, and screws placed so that when they are turned they will squeeze the lead and force it to flow into any crevices between the underlying screw-threads. Any ordinary leak can be stopped effectively and quickly in this way. In most of the many tests made bad leaks intentionally made were overcome in the face of 250 or 300 pounds of steam, 1,500 and 1,700 of air, 1,800 to 3,000 pounds hydraulic pressure, and also of petroleum. In one of the experiments with oil the pressure was carried up to 12,700, and with water to 16,000 pounds to the square inch! A leak in an ammonia pipe was stopped so thoroughly that the most delicate tests with "phenolphtalein" paper failed to reveal any of the vapor outside the joint. It might happen, from repeated tightenings of the screws, that they would get in as far as they could go. If a leak developed after this it would be necessary only to remove a screw or two entirely for an instant and drop

BLAIKLOCK BROTHERS
Customs Brokers, Forwarders, Warehousemen . . . .
Correspondence Solicited.
41 Common St., - MONTREAL

in small pieces of lead of the right size to render the device as efficient as ever.

* * *

RURAL HYGIENE.

A great many houses, says Nursing World, have little or no plumbing, and all the sanitary arrangements are left to the occupant. For convenience the well and the vault are situated close to the house, and the relative position is such that the well receives the overflow from the vault. In these days of public water supplies, carefully guarded and inspected, a large majority of all cases of typhoid fever originate in the country, and this faulty position of the vault and well is responsible for a great many. This seems so simple that it is difficult to believe that there are still those who are ignorant of the danger they incur in drinking water that has been polluted in this manner, but the number of typhoid cases that return to the cities each fall after the summer vacation demonstrates conclusively that the visitor to, as well as the dweller in, the country needs instruction on this subject. It is generally admitted that typhoid fever is a preventable disease, and that every case can be attributed to the ignorance or carelessness of someone. Here is an opportunity for the nurse to join with the physician in pointing out to the country people the danger they are continually running. Her instruction in the training school should enable her to clearly explain the necessity of locating the well where it cannot be polluted, and of having all sinks properly tapped so that no contamination can come from them.

The country people need instruction also in the matter of ventilation. The large, old-fashioned fireplace has been closed up in most houses at the present day, and has been replaced by the air-tight stove. This fireplace was an excellent ventilator, and kept the air in the room fresh and pure. If the people appreciated how much good ventilation contributes toward a healthy condition of the household, they would banish the pernicious air-tight stove and willingly put up with the inconvenience of an open fireplace. Instead of sleeping in a large, sunny chamber, the farmer often prefers a small, dark, illy-ventilated room on the ground floor. Here he sleeps, year after year, neutralising, in a great measure, the benefit he derives from his out-of-door occupation. Many a house in the country could be made far more healthy if the nurse would instruct the inhabitants on the importance of having plenty of fresh air in the living rooms, and on the best means of obtaining it. In case this were done the additional sunlight and cheer of her presence would not be limited to the period of her stay, as is too often the case.

Bricks made of petroleum, solidified with sawdust and pitch, are used as fuel for steam engines in France.

Cushion and Flat **WEATHER STRIPS** To the Trade Only



THOS. FORRESTER 298 St. James St., **MONTREAL**
Manufacturer of Rubber Goods and Weather Strip of all kinds.

PRINCESS THEATRE Tel. 2191.
Toronto
MONDAY, NOV. 25 and week.
Wednesday and Saturday Matinees.
Winsome **Gladys Wallis**
Accompanied by **Fred. Paulding** and sterling company of artists in superb productions of
"THE CRICKET"
under management of JOHN W. DUNNE.
Seats now on sale—Usual Prices.

Best Varnishes
FOR CARRIAGE WORK
Manufactured by
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Varnishes for House Painters, Boat Builders, etc., etc.
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CUTLERY
Splendid value in all kinds for the Fall trade. See our samples. . . . . .
WIRE
Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.
Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.
A. C. LESLIE & CO.
. . . **MONTREAL**

IMPORTATION



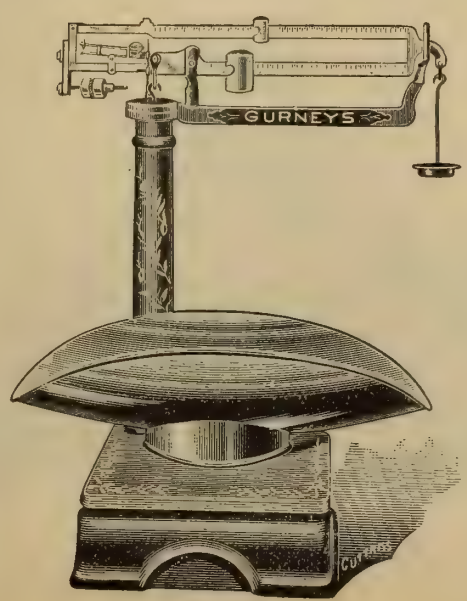
Representing **four** of the leading European factories in this line, we offer unequalled advantages in choice and prices of

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as follows:
"PURITANA" in **16** colors.
"MINERVA" in **10** colors.
PATENT "PPP" in 4 colors.
"CHINA-STEEL" in great variety.
Painchaud, Squire & Co. Agents, Antwerp and Montreal.

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

JAMES PORTEOUS, general store, Kingston, Ont., wants to compromise at 25c.

S. R. Parsons, furniture, Montreal, offers to compromise at 60c.

The Mooseland Gold Mining Co., Halifax N.S., is in liquidation.

Wm. A. De Wolfe, carriage maker, Windsor, N.S., has assigned.

James R. Rattray, harness maker, Alberton, N.S., has assigned.

There is a demand of assignment against Beland & Martineau, lumber, Quebec.

John B. McQuaid, furniture, etc., Kingston, Ont., has assigned to Thos. Donnelly.

Joseph A. Gagnon, saw mill, Three Rivers, Que., has assigned. Creditors meet Dec. 2.

James Mills, general store, Woodham, Ont., has assigned to C. B. Armstrong, of London.

The creditors of Jos. Beaulieu, general store, L'Annonciation, Que., have been called together.

The Sellers Furnace Co. and Charles Sellers, Toronto, have assigned to Geo. F. Moore, Toronto.

The creditors of the Montreal Stave and Barrel Co., of St. Gabriel De Brandon and Montreal, will meet on November 26. D. Seath is provisional guardian.

PARTNERSHIPS FORMED AND DISSOLVED.

Moore Bros. is the name of a new furniture firm at Alvinston, Ont.

The Bedford Manufacturing Co., Bedford, Que., has been incorporated.

H. Fader & Bros., general store, East Dover, N. S., have dissolved.

McFarlane & McPhee, general store, Annidale, N. S., have dissolved.

The Western Electric Light, Heat and Power Co. has been incorporated at Vancouver, B.C.

Beaudry & Jourdain, hardware, Three Rivers, Que., have dissolved. L. G. Jourdain continues.

Anthime and Joseph Desmarais are partners as A. Demarais & Fils, tanners, St. Hyacinthe, Que.

Van Meter, Butcher & Co., agricultural implements, Moncton, N.B., have dissolved. C. J. Butcher continues.

Application will be made to Parliament for an Act incorporating the Toronto, Hamilton and Niagara Falls Electric Railway Co., for the purpose of constructing and operating electric railways between Toronto, Hamilton and Niagara Falls and intermediate points.

SALES MADE AND PENDING.

Frank Steel, furniture, Forest, Ont., has sold out to A. F. Steel.

The furniture stock of Joseph A. Fournier, Ottawa, was sold at 24c.

W. W. Lyons, tins, etc., Otterville, Ont., was sold out to D. Purvis.

The stock of A. L. Vanasse, general store, Cowansville, Que., is to be sold.

John McKinnon, general store, Everton, Ont.. has sold out to George Martin.

The assets of Andrew Mitrow, second-hand dealer, Ottawa, are to be sold.

The assets of Albert Jette, furniture, Montreal, are to be sold on Nov. 25.

Roderick Ross, general store, Selkirk, Man., has sold out to M. Finklestein.

The estate of John Bruton, general store, Cobden, Ont., is to be sold by auction.

The foundry and plant of W. Clendinneng & Son, Montreal, are advertised for sale.

John McKenzie, of Petrolea, has purchased the Kincardine planing mill and sash and door factory.

The stock, etc., belonging to the estate of John Ross, general store, Freelton, Ont., is to be sold by auction on Nov. 23.

The bankrupt stock of H. A. Cooper & Co., Strathroy, has been sold by auction to John Barry at 71c. on the dollar.

CHANGES.

Bell & Mills have started a planing mill at Burk's Falls, Ont.

L. H. Gaudry is proprietor of the Heat Regulator Co., Quebec.

F. A. Noble, general store, Cookshire, Que., has moved to Marbleton.

H. Levins & Co., general store, East Clifton, Que., have moved to Cookshire.

Mrs. Henderson, general store, Belgrave, Ont., has been succeeded by D. Sproat.

Frank McCabe has opened a hardware and blacksmith business at Banff, Man.

R. H. Williams, general store, Regina, N.W.T., has opened a branch at Balgonie.

Shillington & Co., hardware, Stockton, N.W.T., are reported as moving to Roland.

J. C. Williams, furniture, Dundalk, Ont., has been succeeded by Hanbury & Stephens.

G. M. Jackson, general store, High Bluff, Man., has been succeeded by Hambly & Co.

Marie Joseph Gadbois is proprietor of the gasoline stove business of P. Gadbois & Cie., Montreal.

DEATHS.

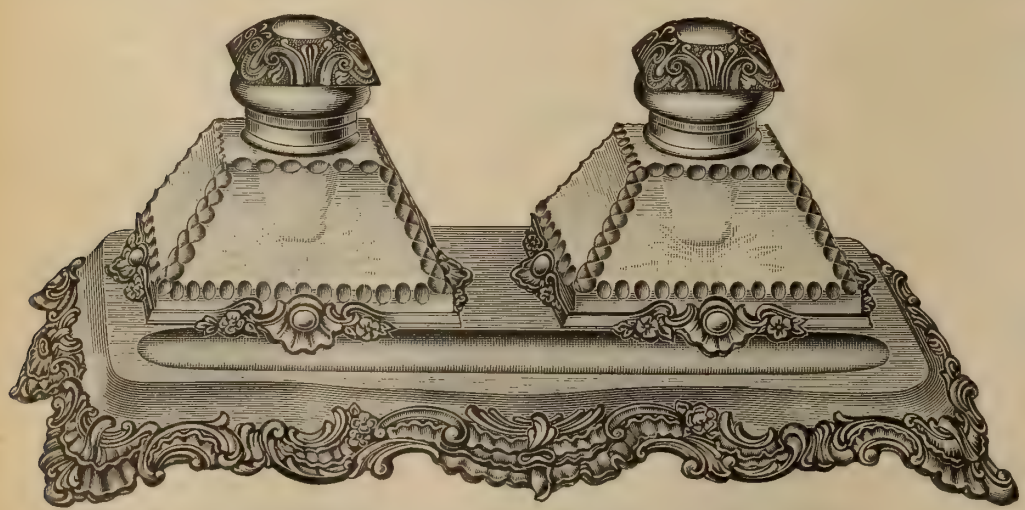
Stanislas Parent, tinsmith, Joliette, Que., is dead.

Samuel Dodd, of the firm of Dodd Bros., merchants, Watford, is dead in his 31st year. Deceased had been in failing health for the past two years.

FIRES.

Andrew Moore, carriage-maker, Petitcodiac, N.B., has been burned out.

Martin McGillis' saw mill at St. Andrews, Que., has been burned. Partially insured.



No. 52. Library Set, with Cut Glass Wells and Embossed Tops.

THE TORONTO SILVER PLATE CO.

E. G. GOODERHAM, Manager and Sec.-Treas.

Have you

placed your order for

Christmas Silverware

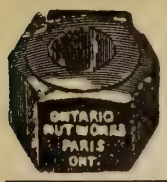
yet? If not, would it not be well to see what we have in the way of

CHRISTMAS SPECIALTIES

before doing so.

Our line is very complete and our prices consistent with the market's requirements.

Factories and Salesrooms, King Street West, TORONTO, CANADA

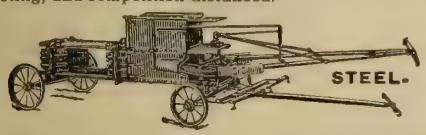


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.
275 St. Martin St., Montreal,
Manufacturers of Waterproof Paper for Building and Packing.
Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS

and all kinds of Iron and Wire Work, address
Toronto Fence and Ornamental Iron Works
73 Adelaide St. W.,
Agents Wanted. Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.
Made of Steel—lighter, stronger, more power, everasting, and competition distanced.


Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.
Manufactured by BOYD & CO., Huntingdon, Q.

THE UNIVERSAL VARNISH
Is a leader for Inside or Outside Work.
A. RAMSAY & SON
MONTREAL.

CUTLERY
H. BOKER & CO.
TREE  BRAND
PEN KNIVES in large varieties, also . . .
SCISSORS AND RAZORS
CAVERHILL, LEARMONT & CO.
TORONTO

THE VISIBLE SUPPLY OF TIN.

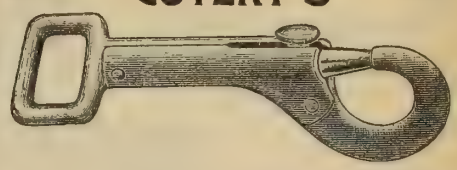
New York and London statistics of visible supply of tin have provoked considerable comment of late, and some pains have been taken to discredit the figures of The New York Metal Exchange. We learn on very good authority that London statisticians obtained their estimate of New York stocks from one source, and there is reason to suspect that in one instance at least more than ordinary guesswork was indulged in on the London end of the line. That London had not been correctly informed for several months, up to the end of October, is evidenced in the following extract from a circular bearing date of November 4, issued by a prominent local operator: "Our stocks are some 1,500 tons smaller than was supposed." With this correction the London estimate of visible supply would be 28,470 tons instead of 29,970 tons, as reported in M. P. Strauss' London circular of November 1. This would leave only 795 tons difference between that authority and The New York Metal Exchange. Results of careful inquiry warrant the statement that London authorities would come nearer to the facts were 2,000 tons, instead of 1,500 tons, deducted from their estimates of New York stocks. London has been informed as to the facts, and the probabilities are that the December circulars will show considerable revision of estimates.

Shipments from the Straits during the first half of November were 700 tons to the United States, 1,700 tons to England and 100 tons to the Continent, a total of 2,500 tons, against 1,180 tons during the corresponding period last year.—N. Y. Journal of Commerce.

THE FIRELESS LOCOMOTIVE.

On the line of railway from the heart of the city of Marseilles to the necropolis in the quarter of St. Pierre, 1.86 miles long, 2,394 feet of which is a tunnel, fireless locomotives are employed. These consist of a cylindrical receiver charged with warm water at a maximum pressure of 227.5 pounds per square inch. At the end of a run, says The Railroad Gazette, this drops to from 43 pounds to 71 pounds. The water is then reheated to 203 deg. C., corresponding to 227.5 pounds pressure by steam from the generators at the central station. The cylindrical warm water receiver is 10 feet by 3.8 feet, holding 550 gallons and about 21 cubic feet of steam. The steam from the generators is equally distributed throughout the warm water by means of properly arranged pipes. It is condensed after being used in the cylinders in a condenser over the receiver, consisting of 1,154 tubes, representing a cooling surface of 538 square feet.—Scientific American.

There is something wonderfully soothing in B.F.P. cough drops. Ask your grocer for them. If you have a sore throat or cold they will give you instant relief.

1875. **COVERT'S** 1895.

Our Triumph Snap with flat spring, and Banner Bolt Snap with spiral spring, take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write
WM. RODDEN & CO.
110-120 Ann St **Montreal**


We have put in new machinery by which we can turn out
HAMMERS AND SLEDGES
of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.
FOWLER & RANKINE,
St. John, N.B.

The Saint John Bolt & Nut Works
ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

TRADE MARK J REGISTERED **"JARDINE"**
TAPS AND DIES
Adjustable dies with separate stock for each die, size of stock suited to the die. Price same as the old kind with only one stock for the set. Anyone wanting a set of adjustable dies will buy these if they know of them. They don't need to be talked up, merely to be seen.
A. B. JARDINE & Co.
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.
Upheld by injunction in the Court of Chancery.



SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL

CURRENT MARKET QUOTATIONS

TORONTO, Nov. 22, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes		$5 25
I.X., "		6 50
I.X.X., "		7 75
T. R. & Co.—		
I.C		5 25
I.X		6 50
I.X.XI		7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price,
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 40
Half polished	2 50	....
All bright	....	3 00

Iron Pipe.

Wrought, ¼, ⅜, &7½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 45 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04½
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	0 12¼	0 12½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10

(f.o.b. Halifax, St. John, Montreal, Toronto.

James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure. per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 65 and 7½ per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 35	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 3
101 to 105	....	....	....	10 7
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break ..... 2 7(
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cen+
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 4 15
12 in. up, per lb..... .... 3 15
Per doz. set.
Screw. Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 60 p.c. 1896 list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 57½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " 3 85
F.o.b. Montreal 10c. less, and London 5c more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am.. per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P,, per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross.....	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz....	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy.....	2 50
40 dy.....	2 55
30 dy.....	2 60
20, 16, and 12 dy.....	2 65
10 dy.....	2 70
8 and 9 dy.....	2 75
6 and 7 dy.....	2 90
2. American pattern only—	
From 4 to 5 dy.....	3 10
3 dy (lath).....	3 50
3. Canada pattern only—	
From 4 to 5 dy.....	3 00
3 dy (lath).....	3 40
3 dy, A.P. fine.....	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz.....	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz..	5 00	9 00
German, per doz.....	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per 100 lbs.....	....	1 80
Tins, lbs.....	2 50	2 75

RAIL.

Barn door, per foot.....	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's. " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9¼
¼, 5-16, ⅜ in.....	7½ 00	9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 to 7½ p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.....	0 65	1 00
" N.P., per set....	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... ..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70
"Empire," McMillan&Haynes, per ft.....	0 00	0 70

Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 35 to 40 per cent.

Crosscut, Disston's, per ft....	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each.....	0 75	2 75
frame only.....	0 00	0 75

SAW SETS.

Lincoln," McMillan & Haynes, per doz.....	0 00	7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.....	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz.....	0 00	9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.....	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.....	2 30	2 45
" black.....	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'.....	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American.....	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz.....	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized	....	0 03½

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz.....		1 75
No. 1 stove paste, per gross.....		9 00
No. 2 " "		4 80

STONE.

Washita, per lb.....	0 28	0 50
Hindostan, "	0 06	0 07
" slips, per lb.....	0 09	0 09
Labrador..... "	0 00	0 13
" Axe, "	0 00	0 15
Turkey ..... "	0 00	0 50
Arkansas ..... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.....	3 50	5 00
Grind. per ton.....	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 p. c.; Zinc, 37½ p.c.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, H. & N. and 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz.....	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon..	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.....	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 15 per cent. discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06

Clothes Line Wire, 19 gauge,

per doz. coils	....	3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd....	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points.....	0 00
Steel Staples	0 00 0 2½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 85	1 90

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

THE PEOPLE'S
Building and Loan Association

(INCORPORATED)

Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. $3 deposited monthly is estimated to mature a $500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.

Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario.

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET
MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices : Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors

Are used by the largest carriage builders.

P. D. DODS & CO.

MONTREAL

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works

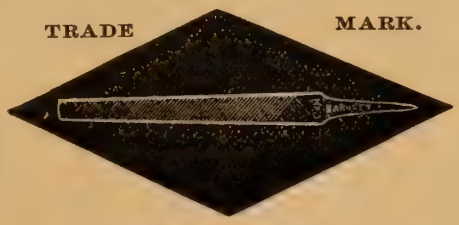


You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

BLACK DIAMOND

TRADE  MARK.

FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

THE E. B. EDDY CO. Limited

HULL
MONTREAL
TORONTO

And 9 Agencies in Canada.

Hardware Men appreciate strong and long fibred paper for wrapping purposes.

Our new makes of

Manilla
Brown Wrapping
Hardware Manilla
Leather Manilla

for the hardware trade have been made with an eye to strength, and in tests have shown a remarkable record.

FALL GOODS

Elbows — Coal Hods
Stove Boards — Stove Lifters
Stove Shovels — and
Lanterns — Pokers

WRITE FOR PRICES

THE

James Robertson Co. Ltd.

TORONTO

BELTING, HOSE, PACKINGS

MONARCH
THE GUTTA PERCHA & RUBBER MFG. CO. OF TORONTO, LTD.
TRADE MARK.
RUBBER
BELTING
RED STRIP

CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.

THE GUTTA PERCHA & RUBBER MANUFACTURING CO

61-63 FRONT ST. WEST, TORONTO.

Cutlery . .

Non XL Maple Leaf — We have a full and well-assorted line of these noted Pocket Knives.

German . . — Fine line of all patterns, including **Sporting, Lock, Combination,** etc.

Case Goods — Carvers, Dessert Knives and Forks, Fish Slice and Fork, Child's Sets.

M. & L. SAMUEL, BENJAMIN & CO.

English House
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, NOVEMBER 30, 1895. No. 48.

MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

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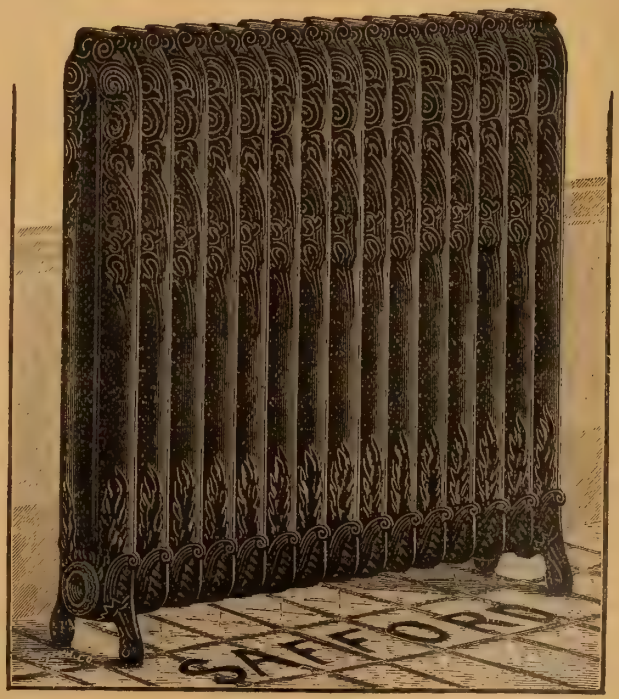
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Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly $2.00 aYear

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AMERICAN PIG AND THE CANADIAN MARKET.

PIG iron is still tending downward on the United States market. But, although the price is lower, we hear of no offerings on Canadian account. And prices will have to go a great deal lower than they now are before we are likely to find offerings of any moment.

That prices are likely to recede to the point that will permit this is not at all probable, at least for a long time to come, while a repetition of last winter's experience is, of course, out of the question.

In January last pig iron was laid down at Ontario points as low as $10.75 per ton, cost and freight, the amount actually received by the furnace men in Alabama being only $6.75 per ton. To-day this iron could not be bought within several dollars of this price. Ruling quotations at Pittsburg are now $13.50 to $13.75 for No. 2 foundry pig, so that iron from that point could not be laid down in Ontario, duty paid, less than $21.50 or $22, some three or four dollars above the figures obtaining for the Nova Scotian product, or a sum within one dollar or less of the amount of the duty.

But it is believed that the easy condition of the United States market is only of a temporary character, the lower figures now ruling being only for November and December shipment, and it is claimed that for delivery next year the furnaces will not sell for anything like present prices. The situation of ore and coke is favorable to this presumption, while in spite of the fact that the production is larger than ever before in the history of the industry, nearly 1,000,000 tons per month, stocks are lower than for several years.

There is not much pig iron of any kind being used in Canada at the moment, but the little that is being turned into the manufactured article is practically altogether of home production, and those who are using it state that it gives excellent satisfaction.

SITUATION IN SHEET GLASS.

IT HAS been a matter for remark for some time past that glass is much cheaper in Toronto than in Montreal. While $1.25 to $1.30 is quoted in the commercial metropolis as the price of the first break in fifties, $1.15 is the general figure in the Queen City. There seems to be no reason for this state of affairs unless it be excessive competition, for Toronto glass stocks have for weeks been, and still are, very short and somewhat broken.

But the long-delayed advance in quotations would seem now to be near at hand, for the manufacturers have put up their prices and refused to quote for shipment later than March. The theory is that the makers, working together, have decided to make another advance in prices in April next. Now, as in order to secure cheap freight rates, the Canadian jobbers must import via the St. Lawrence route, they will not be able to secure their stocks till the next rise in prices has taken effect.

As the situation at present stands, glass would cost $2.20 for the first break in hundreds and $1.15 for the first break in fifties, laid down in Toronto. These are the exact figures which Toronto jobbers are asking the trade, some sales being made even at lower prices.

Some outside merchants seem to have "got onto" the facts of the case, for the demand is brisk, as if in anticipation of a pending advance here.

SWANSEA FORGING CO.

The Swansea Forging Co., Ltd., who purchased the works of the late Ontario Forge and Bolt Co., are now and have been operating these for some months, continuing on the lines of the former company. They turn out all the ordinary lines of bolts, nuts, etc., and they call attention to their facilities for making bridge, canal and railway track supplies and forgings of all kinds.

EVOLUTION IN LOADED SHELLS.

EVOLUTION is, as a rule, by easy stages; occasionally it is marked by rapid ones. The evolution which has this season characterised trade in loaded shells is of the latter description. This refers particularly to the demand.

During the whole season the sales have been phenomenally large compared with previous years.

In the natural order of things loaded shells may be expected to increase in popularity, for to the average sportsman the outlay of a few extra dollars during the shooting season, when convenience and comfort is ensured, is not a serious obstacle. Then, what were luxuries a few years ago are necessities now. And loaded shells are evolving in this direction too. But no one seems to have been prepared for, or anticipated, such a demand as that which has been experienced.

The principal cause of the marked increase in the demand this season is undoubtedly the lower price that is ruling: the price is at least 10 per cent. below the figures of a year ago.

Another cause is the fact that the range of loaded shells is more complete, a sportsman now being able to get almost any style of load in both 10 and 12 gauge cartridges. Some of the houses in Canada, and the leading ones at that, up to last year only carried two or three different styles, while now they have in stock four or five different styles in all sizes of shot.

PIRACY OF TRADE MARKS.

A FEW months ago it was announced in these columns that Joseph Rodgers & Sons, Ltd., Sheffield, had obtained an injunction against another Sheffield firm for supplying razor scales bearing an imitation of the Rodgers' trade mark to German manufacturers. Recently they found a German firm imitating their trade mark on cutlery; in fact, they even copied

the style and make-up of their packages. They at once instituted criminal proceedings in the Royal Court of Justice in Elberfeld, and the accused, Otto Henkels and Walter de Haas, were found guilty and were condemned to pay a fine of 300 marks each or 30 days imprisonment, with all costs. Joseph Rodgers & Sons were authorized to publish the judgment in the leading German papers at the cost of the condemned. The fact of this case being taken in a German court against a German house shows that they knew that they had a good case.

These instances are but another proof that it pays manufacturers to make good articles, to put their name or brand on them and advertise the fact. HARDWARE AND METAL has more than once drawn attention to this fact. People often pay more money—and quite willingly too—for an article that has an established reputation. It is a fact that in the case of the firm referred to above they have not been compelled to reduce prices, as many other firms have, in sympathy with lower steel values or Customs Tariffs, and they are more actively employed to-day than they have ever been.

SMASHING TRAVELERS' BAGGAGE.

"BAGGAGE smasher" is, no doubt, an exaggerated term to apply to railway porters generally who load and unload passengers' baggage, but we are now and then forcibly reminded that the term is quite appropriate at times—yes, and in some cases hardly strong enough. One of the latter description was brought to the attention of HARDWARE AND METAL a few days ago.

A traveler of a well-known Toronto wholesale house is the complainant. He had occasion to stop over at a Western Ontario town situated on the Grand Trunk; and he is not likely to soon forget the fact.

Unfortunately the "baggage smashers" there were of the most pronounced type. At any rate they proved themselves to be baggage smashers in deed as well as in name.

The trunks of the traveler in question were thrown into a snow bank which had not enough of the "beautiful" to form a cushion, and the result was that one of his trunks was literally smashed and his samples exposed to the rain, which had followed the snow. It is said that the baggage-smashers viewed the wreck in the light of a joke instead of as a serious matter. And serious matter it was; for the demolished trunk and its contents, instead of being immediately removed, were allowed to remain for a considerable time in the rain, with the result that some of the samples were badly damaged; in some instances, in fact, their utility as samples was destroyed.

A complaint has been lodged with the Grand Trunk Railway Co, and it is to be hoped that such an example will be made of the "smashers" that it will act as a deterrent on their confreres in the practice.

Baggage smashing could be made practically a thing of the past if employes were compelled to use slides or high trucks in removing trunks from cars. The cost to the railway companies would be small, while the travelers and their employers would suffer fewer annoyances and lose less money.

The subject is one which the Commercial Travelers' Association might take up and push with all the power that in it lies.

Railway employes that have no respect for travelers' trunks should be taught to fear them. And the railways, besides producing better facilities for handling baggage, can make their employes develope this quality.

GREEN WOVE WIRE.

This is a line in which there seems to be a good deal of room for speculation at the present time.

Notwithstanding the fact that wire and all the materials used in the manufacture of green wire cloth are much higher than at this time last year, it is being offered at the present time for spring shipment at a lower figure than last season.

This seems odd, and HARDWARE AND METAL is inclined to the opinion that the retail trade would be wise to place their requirements at once.

From a conversation with a leading wholesaler we learn that at one time green wire cloth used to bear a reasonable profit, but now it is being so cut that, after paying the expenses of selling and handling, there is absolutely nothing left for the manufacturer.

We understand that pressure is being brought to bear upon the makers to fix a price which will yield the jobbers (who really distribute nine-tenths of the wire cloth sold in Canada) a proper margin. This may be done, and probably will be just as soon as the makers can arrange a satisfactory basis.

There is no reason why wire cloth should not advance in proportion to the increased cost of raw materials, and HARDWARE AND METAL looks for this advance price soon. The jobbers appear to desire it as well as the manufacturers.

A QUICK SHIPMENT.

To have a few years ago asserted that merchandise could have reached Toronto from Marseilles in less than two weeks, by ordinary freight, would have been considered more or less utopian. It is now, however, no longer utopian; it is a fact.

On Friday last there arrived on the Toronto market, and were distributed among the retail trade the same day, between two and three hundred bales of Grenoble walnuts, consigned by F. Estiene & Co., of Marseilles. Yet, on the 9th inst. these goods were in France.

The shipment came by way of New York.

TRAVELERS' MEMORIAL RE HOTELS.

THE memorial presented last week to the Provincial Secretary of Ontario by the delegation of commercial travelers, praying for the appointment of a sanitary inspector for hotels, was not based upon any supposititious grievance.

Commercial travelers suffer inconveniences, swallow annoyances, and undergo hardships with a great deal more grace than do any other class of the traveling community. Like the boy accustomed to travel barefooted over rocky roads, they became used to their surroundings, scarcely recognizing whether their pillows are made of feathers or straw.

When commercial travelers as a body have therefore a grievance to air it is usually worthy of attention.

The sanitary condition of many of the hotels which the traveler has almost daily to put up with is notoriously bad. Anyone who has traveled at all knows this. Lavatories are frequently worse than pig pens, dining-rooms unwholesome, and sleeping compartments foul.

The Provincial Government has established a code of rules for the regulation of hotels and bar-rooms in almost every other particular except their sanitary arrangement.

This one particular should be no longer made the exception. Unsanitary hotels mean a menace to health. And what threatens health courts death.

The commercial traveler is one of the greatest factors the world possesses to-day for the facilitation of trade, and it is the duty of the Government to see that the places in which he is compelled to spend so much of of his time in lieu of his home are made fit habitations for him.

HARDWARE CONTRACTS AWARDED

The Board of Works of the Toronto City Council last Saturday opened and marked the tenders for hardware, iron, etc., required for the ensuing year.

The Aikenhead Hardware Co. again secured the contract for hardware, their tender being $1,111.98. There were two other tenders at $1,342 and $1,711 respectively. The contract for wire nails fell to the Wire Nail Association, and will be supplied by the Graham Nail Works at $2.69 per 100 pounds, 15% to be paid for returned boxes. Iron castings will be supplied by Tomlinson & Son at $1.35 per 100 pounds, and the Toronto Furnace Co. secured the contract for wrought iron work at $1.90 per 100 pounds.

Last year the successful tenderers were: Hardware, the Aikenhead Hardware Co., $1,014.06; castings, Galloway, Taylor & Co., $1.40 per 100 lbs., and wrought iron, $3; 5-inch wire nails, T. Meredith & Co., $2.14 per 100 lbs.

Owing to a belief that the coal dealers had made an agreement regarding the tenders for coal, it was decided to try and deal direct with the operators in the United States.

LONDON TRADE GOSSIP.

TRADE in furnaces and stoves has been good this season. The McClary Manufacturing Co., who are so well known as makers of these articles, have been pushed in order to supply the demand. "Trade this fall has been a great deal better than it has been for the last two or three years," remarked a member of the firm. "People have been purchasing more freely and trade generally has a healthier tone."

Trade is good in enamelled ware, and the McClary Manufacturing Co. are paying particular attention to enamelled signs, which they are making in both raised and sunken letters.

Five hundred tons of Ferrona pig iron has arrived for the McClary Manufacturing Co. "We are using Canadian pig iron altogether now," said a member of the firm, "and it is giving good satisfaction."

Generally speaking, local wholesalers are not doing much in sporting goods, although an improvement is looked for between now and Christmas. There are, however, quite a number of loaded shells still going out, and Bowman, Kennedy & Co. inform me that their trade in revolvers is exceptionally good.

An active trade is being done in skates. "Of course, our skate trade here cannot compare with that of Montreal," remarked a jobber, "but there is a great deal of skating done in this part of the country, particularly by the young people."

Sleigh bells are moving well, even if they are not much in evidence on the highways yet. Prices are much the same as last year, in spite of the fact that leather is dearer.

Wholesalers have experienced an active trade this season in cow ties, but the demand is now beginning to ease off. Chain is beginning to move, although slowly as yet.

Trade has ruled active in all such seasonable lines, in addition to those already mentioned, as cross cut saws, meat choppers, grain scoops, clothes wringers. "We had an enormous year in grain scoops," remarked a representative of the Hobbs Hardware Co. "Whether we had a better class of goods or not I cannot say, but this I know: We never sold so many any previous season, while we sold to people we never sold to before." Business in scales and lanterns has been large. Trade in builders' hardware and mechanics' tools has been quiet.

Hardware dealers in London, as everywhere else, have been doing a good trade in building paper and roofing pitch; and hardware dealers in London as well as elsewhere believe that the manufacturers cannot long sell at present low prices.

Trade has been exceptionally good for snow shovels. "We figured," explained a wholesaler, "on getting through with about the same quantity as last year, but we have had to repeat orders by telegraph in order to supply our customers."

The Hobbs Hardware Company are this season handling the "King" smokeless powder, and they report having had a good demand for it.

W. L. E.

CAUGHT UP ON THE ROAD.

By Scott McKerrow.

WRITING about stock-keeping a couple of weeks ago brought pleasantly before my mind the many fine hardware stores throughout Ontario, and in retrospect I have again enjoyed the pleasure I have had in their inspection.

In many of our smaller towns there are hardware stores so extensive and elaborately built that they would be an ornament to our largest cities. Owen Sound, for its size, possesses the finest and most tastily arranged hardware stores west of Montreal; in fact, one would wonder where the business came from to keep up such extensive establishments. T. J. Thompson, one of the leading merchants of the town, has had a plate glass front put in this season, doing away with a side door, giving a floor space of 30 x 137, and the results have fully paid for the outlay. These two windows are untiring salesmen, and Mr. Thompson apparently estimates them at their full value, as the greatest taste, care and thought are given to their arrangement. And the complete lines of fancy hardware, cutlery, housefurnishings and ship chandlery which he carries gives him almost unlimited resource for continual change in attractive window display. The 30 x 137 floor space for stove display must give joy to the heart of the salesmen, and so facilitate the handling of stoves that the work would be, indeed, a pleasure.

F. N. Lepan has also remodelled the stand formerly occupied by Redfern & Lepan, putting in plate glass front and extending the rear for tin shop, giving him a store whose equipment is second to none in the Sound, or even in the province.

R. P. Butchart & Bro. occupy a prominent corner on Poullett street, in the very heart of the business centre, and carry on the oldest established business of the place. Within the past few years they have had the store remodelled, plate glass front and side, wooden drawers in shelves, sliding ladders, and inserted glass cases in counters, with as compactly arranged stock as one could wish to see.

Christie Bros., who do an extensive business in hardware, but who make a specialty of jobbing work in plumbing, hot water heating and tinsmithing, hold their own well amidst the keen competition which results from such extensive and well organized concerns, and are a factor largely felt in the business of this stirring town.

J. W. Redfern, last but by no means least, completes the list. Mention has already been made of Mr. Redfern in these columns as being the "inaugurator" of the "cash system," which, by the way, is still working satisfactorily. Mr. Redfern has been connected with the hardware trade for many years, in fact has grown up with it.

Each merchant vies with the other in the arrangement of store and window display, and the result of this rivalry is that Owen Sound (as I have already stated) has the finest equipped stores in Ontario.

W. J. McMurtry, Galt, has just completed the extension of his store, which gives him 25 x 100 ft. floor space. This is a move in the right direction, and will be beneficial, as formerly stoves had to be displayed upstairs, and many customers are averse to climbing. Now the extension will give the store a fine appearance, as well as concentrate the stock. Mr. McMurtry opened some few weeks past a branch store in St. Thomas, in the stand formerly occupied by his brother, Mr. G. A. McMurtry, who now has charge of same. Mr. McMurtry has insisted on the cash system, as being the only way in which business will be transacted, and now reports that results have been far beyond his expectations. This, no doubt, is very encouraging, but your correspondent thinks that much of the success is attributable to the fact that Mr. G. A. McMurtry has recently taken unto himself a wife, and therefore feels that he is voicing HARDWARE AND METAL'S sentiments in extending to him and consort best wishes for a long, prosperous and happy life.

I am also pleased to note that in many of the above mentioned stores, HARDWARE AND METAL is no stranger, and its weekly advent is hailed with pleasure.

I was glad to see once more the familiar face of Mr. J. G. Galbraith, who represents the Kemp Manufacturing Co., Toronto. Mr. Galbraith has been laid off for several months by illness, and for several weeks his life was despaired of. He hardly looks his old self yet, but his many friends will be glad to hear he is in harness again, and wish him speedy recovery.

Trade generally has been quiet in the stove trade, (heaters especially). Little is moving, as the weather is too fine, however the cold snap of the past few days should do much to stir up business generally.

DROPS FROM THE EDITOR'S PEN.

Experience, like a snow ball, becomes larger the more it is rolled.

* * *

Winnipeg's retail merchants appear to be going in for civic reform by the wholesale.

* * *

Trade does not run on sleds, but it nevertheless moves a little faster when snow is on the ground.

* * *

Perseverance is the key that will open the door of Success to any young man of common sense.

* * *

When illuminating gas is as cheap as political gas this will indeed be a cheap country to live in.

* * *

He who cannot give and take will not be given much of this world's goods—or the next either for that matter.

* * *

He who digs deeply into his business is likely to strike paying gold sooner than he who goes prospecting in gold lands.

* * *

A Philadelphian advertises that he sells at "Cut prices only." He is either a prevaricator or a fool; probably both.

* * *

Character is more important than education; and goodness knows how little a man can afford to be without education.

* * *

The measure of a merchant's success is gauged, not by the goods he sells, but by the proportion of his receipts to his expenditures.

* * *

A bright store will be more attractive to the public than a dull one, just as a mirror is more attractive to a woman than a blackboard.

* * *

The merchant should be careful that people who trot off to the departmental stores with their cash do not get goods from him on credit.

* * *

Oil spread on the water calms angry seas, but spread on the store floor sometimes raises angry passions in the breasts of customers.

* * *

Legion is the name of a great many people who do not believe in advertising, but who will burst their suspenders in their efforts to get a free "ad."

* * *

Because Torontonians are so particular regarding the quality of their water supply, it should not be inferred that everybody in the "Queen City" is a teetotaler.

* * *

Were we sure we would be alive to-morrow we might safely leave the doing till to-morrow of a good many things that under existing circumstances it is wiser to do to-day.

* * *

He who stands before the counter of the barroom when he should be found behind his own runs the risk of losing the capital necessary to stand either before the one or behind the other.

* * *

Young Canada could, on Thanksgiving day, easily have said that he was thankful he was not as other nations, and yet the charge of being pharasaical could not have been levied against him.

* * *

The Division Court compels the merchant who brings suit in it to divide up his profits with the court officials and lawyers. Therefore the Division Court must be an Anarchistic institution.

* * *

Merchants who keep to the pathway of honesty have no easy task at times, but the hills they have to climb are not nearly as high as the falls of those who tread the paths of dishonesty are deep.

* * *

Those who are so tied down to business that they can afford no time for association of either their family or their fellow tradesmen, are none the less slaves because the chains that bind them are of their own forging.

* * *

Canadian Pacific earnings for the second week in November were $508,000, against $437,000 last year and $501,000 the same week in 1893. These figures provide Canadians with confidence-building material, as well as the railway with food for satisfaction.

* * *

Scales have been lately introduced which will weigh a pencil mark on a sheet of paper or a hair from the eyebrow. For fine distinctions splitting hairs is not to be compared to this. Hereafter, instead of talking about splitting hairs, it will be weighing pencil marks that we shall refer to when desiring to illustrate the finest possible distinction.

MR. PATTON'S DEATH.

The death of Thos. Patton in Montreal on Tuesday was startlingly sudden. Mr. Patton, who was well up in years, attended the marriage of his niece, Miss Margaret Lynch, to Rev. C. E. Amaron, in St. John's French Presbyterian church. He had no sooner given the bride away than he fell into a pew. On being carried into a vestry it was found that he had breathed his last. The deceased was one of the best known hardware men in Quebec, having been for forty years in the employ of Crathern & Caverhill.

CHAMBER OF COMMERCE.

The Montreal Chamber of Commerce held its weekly meeting last Friday, Mr. H. Laporte, president, Mr. Joseph Contant, vice president, and Messrs. Morin, Haynes, Racine, Chagnon, Rolland and Bickerdike being present. The business, for the most part, was of a routine character. Reports of standing committees were received and adopted.

It was suggested that the Chambre de Commerce should hold a banquet, at an early date, and that invitations should be extended to leading public men of the country in order to afford them an opportunity to ventilate their views as to the possibilities, etc., of trade development. It was also suggested that the banquet should become an annual function. After some discussion the matter was laid over for future consideration.

The council accepted an invitation from the St. Jean Baptiste Society to attend a course of lectures to be given during the winter, in the Monument National. The lecture for to-day (Saturday) will be "Political Economy," by the Hon. Joseph Royal.

HE CAME OUT OF THE WEST.

Roderick Ross, a well-to-do young general merchant of West Selkirk, Man., came to Toronto last week to be married to Miss Higgins, stepdaughter of Latouche Tupper. Miss Higgins has been attending the Toronto Conservatory of Music.

MIRROR OF A TOWN'S DOINGS.

The newspapers of a town are its looking glasses, says an exchange. It is here you see yourselves as others see you. You smile on them, and they smile back at you; you frown on them, and you are repaid in kind. They are the reflex of a town. If the town is doing business the newspaper will show it in its advertising columns. If the merchants are spiritless, shiftless fellows, whose stores are jumbles of junk and jam, the newspapers will show it by the lack of space they take. If you want the world to know that you have a live town you can only let it be known through its newspapers.

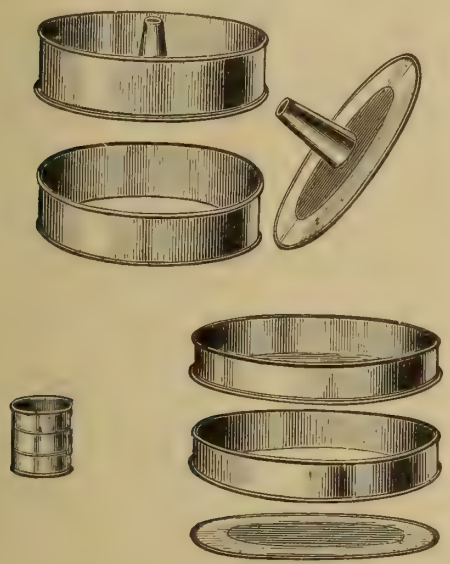
CLEANING WINDOWS.

A satisfactory way to clean windows, explains an exchange, is to select a dull day, or at least a time to do the work when the sun is not shining on the window, or it will be dry streaked, no matter how much it is rubbed. Take a painter's brush and dust the window, inside and out, washing all the woodwork before touching the glass. The glass should be washed simply with ammonia diluted with warm water. Do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners. Wipe dry with a soft piece of cotton cloth. Do not use linen, as it makes the glass linty when dry. Polish with tissue or an old newspaper.

M'CLARY'S SPECIALTIES.

Any articles that catch the housewife's eye are profitable things for the hardwareman to carry. Such are the Acme cake tins, just being introduced by the McClary Mfg. Co.

These are sold in sets only, a set consisting, as shown in accompanying illustration, of one tubed pan, three layer pans and one measuring cup. A four-page circular of cooking receipts is thrown in. These pans do not require to be greased, and the price per set is 64c., with discount.



ACME CAKE TINS.

Other special lines are just now being driven by the same company. One is their covered self-basting roasting pan, indispensable for cooking fowl, and varying in price according to size, from 80c. to $1 and $1.20.

The other is their household boxes, lithographed so as to be ornamental as well as useful in any pantry. A set consists of five tins, varying in size according to what they are to contain, labeled respectively "Flour," "Oatmeal," "Sugar," "Tea," and "Coffee," and costing $1 per set.

NO ROOM FOR US

That is what is being said in some quarters and

WE AGREE WITH THEM

but we intend to MAKE ROOM and no place will satisfy us but AT THE TOP

Walter H. Cottingham & Co.

Mfrs. of THE SHERWIN-WILLIAMS Finest Paints and Colors

SEND FOR NEW CATALOGUE

MONTREAL

TWO CORPORATIONS CONSOLIDATE

The Citizens' Light & Power Co. and the Standard Light & Power Co., of Montreal, are to be consolidated into one corporation. The move has secured the support of a number of large capitalists, and is rapidly being perfected. These two big corporations own valuable franchises for the use of electricity in all its forms in St. Henri and Ste. Cunegonde, and for street lighting in West Mount and St. Louis de Mile End, as well as the lighting of the Montreal harbor. They have also the right of erecting poles in the streets of Montreal. It is the intention of this new company to utilize the power which the Lachine Rapids Hydraulic & Land Co. will have at their disposal when the extensive works at the Lachine Rapids will have been completed. In this way the Lachine Rapids Hydraulic & Land Co. may find a ready purchaser of their commodity—electric power—as soon as the works can be completed.

LOOKING FOR FREE SITES.

J. D. Ronald, of the Ronald fire engine works, Brussels, has interviewed the Manufactures Committee of the Toronto City Council, with a view to moving his factory to the Queen City. He asked for a free site, water, and exemption from taxes.

Mr. Ronald said he would bring $20,000 worth of machinery to the city and spend $6,000 in buildings. Mr. Ronald thinks that there is some of the vacant land near the Don belonging to the city that might answer the purpose.

Chairman Bell and Ald. Davies, with Mr. Ronald, will look up a site, and the question will be considered at an early date.

A. W. Anderson and James Warren, representing the Toronto Granite Co., also appeared to ask for exemption for a factory which is to be put up by them to polish granite. At present there is no granite polished in Ontario, and all the polished granite used in tombstones and other ways is imported from Scotland or the United States. The nominal capital of the company is $45,000, of which $11,000 is paid up. The company is prepared to promise to employ twenty men all the year round, and expected that within two years 300 men would be employed. It was explained that the manufacturing would be not only in a wholesale way, but also retail. This last feature proved a stumbling block in the way of exemption. The proposed site of the works is on Yonge street, between Czar and St. Mary streets. The committee was willing to give exemption if the concern were to confine itself to manufacturing for wholesale, and not competing with the present retailers.

A PUSHING FELLOW.

R. W. Walden, general merchant, Neustadt, has put up a fine brick store 30 x 81, with plate glass windows, heated with furnace. The shelving for his dry goods is 27 inches deep. With this depth he can place a greater quantity of stock, as he can put the goods in lengthwise, and he has his shelves full. The building he formerly occupied was a small frame structure. On asking him what he did to the old building he pointed it out on the other side of the street and said, "there it is; we wheeled over there." Mr. Walden is a young fellow, very pushing, and he deserves the success that is attending him.

Pleasant to the taste, and soothing to the irritated throat, B. F. P. cough drops give immediate relief in all cases of throat troubles.

TRADE CHAT.

A SHIPMENT of $5,000,000 gold, made from New York Saturday, reduces the United States reserve to about $82,000,000.

Winnipeg merchants are moving to have the early closing by-law quashed.

The estimated gold output in the Alaska territory for the year 1895 is $3,000,000.

Ingersoll is excited over the finding of a bomb supposed to contain dynamite or some explosive.

The new sheds now being built for the Sydenham Glass Company at Wallaceburg will be of iron throughout, except the timber for supports.

Mountain Township Council has just let the contract to Isaac Johnston, of Ogdensburg, for a new iron bridge at Baldwin's, two miles east of South Mountain, Ont.

The Port Huron Petrified Brick Company will close the works at Point Edward during the winter season, as the buildings there cannot be made sufficiently warm for working in.

Bear oil sells for $4 a gallon this year in Maine, and the bears are fat enough and there are enough of them to make bear hunting the most profitable business for the trappers this season.

Sanford Vickery, a Newboro merchant, is suing the Brockville, Westport & Sault Ste. Marie Railway and R. G. Hervey, its contractor, as assignees of a number of time tickets given to men who worked on the railway.

Mr. George J. Thorp has leased the premises at Guelph now occupied by the Noxon Bros. as an implement wareroom. The store runs through from Market square to Macdonnell street, and is thus well adapted for the purposes of a produce and seed warehouse.

The marriage took place on Thanksgiving afternoon at Brantford of Miss Mary E. Mann, daughter of Mr. John Mann, of the well-known firm of John Mann & Son, to Mr. H. Judson Smith, who is associated with Ald. W. G. Raymond in the piano business.

Thomas Stacey, senior member of the Stacey Hardware Manufacturing Co., who has been engaged in the business in St. Thomas for the past 14 years, has decided to retire from active work in the business. Mr. Stacey will still retain his interest in the business, which will be managed by John Stacey, who for some time past has been the acting manager.

A cargo of nearly 3,000,000 feet of lumber was loaded at Port Townsend, Wash., a week ago for Delagoa Bay, South Africa. It was destined for use in the mines in the interior. One usually thinks of Africa as having no scarcity of timber. But it is most probably the means of cutting it that are lacking. American lumber finds a good market in most of the forest covered islands of the West Indies for the same reason.

THE ROCHESTER PARLOR HEATER.

Oil heaters are becoming "quite the thing." The accompanying cut is an illustration of the new "Rochester Parlor Heater" which H. S. Howland & Co., of Toronto, are this season offering to the trade. The heater burns kerosene without odor and gives a quick, uniform and cheerful heat. It will heat a room 15 x 15 comfortably in cold weather. The brass dome may be removed from top, when desired, to heat water, etc



The fount may be used for illuminating purposes, when desired, by removing radiator and applying No. 3 Rochester Glass Chimney. The radiator has a sliding mica door. Fount holds one gallon; has the new Rochester centre draft burner; diameter of wick 2¾ inches; height of heater 29 inches. The radiator and base are made of Russia iron. The oil fount is made of heavy brass handsomely embossed, and is visible through the open work in the base. The ornamental dome and centre rim are made of polished brass.

AFTER MEXICAN TRADE.

The Milner Wagon Works, of Chatham, Ont., are in correspondence with parties in Mexico with the view of opening up a trade for their wagons in that country. Wm. Milner says that the prospects of finding a market there are good, and that it is really only a question of being able to supply the demand.

SMOKELESS S. S. SPORTING

FOR LONG RANGE GAME SHOOTING
SMOKELESS SS SPORTING POWDER
SMOKELESS EQUALIZED HARDENED WATERPROOFED
HAS NO EQUAL

NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

Extra Hardened, Double-Waterproofed, Reliable, Safe, No Jar, Hard Hitting.

Quick and Strong, With Perfect Combustion

The Favorite Powder.
The Choice of Experts.
The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

Trials by Eley Bros. and "Rod and Gun."

VELOCITIES:
At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " " "

Far in excess of any other Powder, Nitro or Black.

Pattern 233.
Pads Penetrated (Eley's Special) 30·6.

Pressures 2·17 Tons only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

The New "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

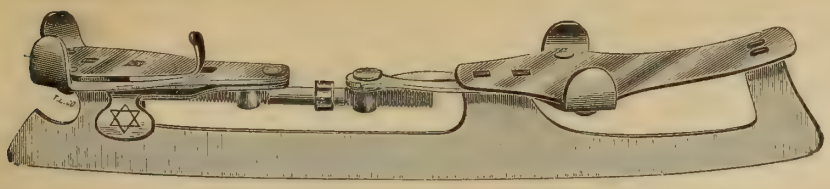
(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE ·303."
For Lee Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

"RIFLEITE ·450."
For Sporting Express and Military Rifles, ·360 to ·577 bore.

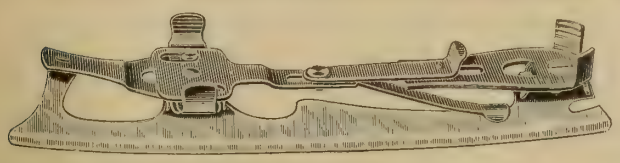
(SK) For Rook and Rabbit Rifles of 230 to 380 bore; also for Morris Tubes
(SV) For Revolvers.

Sole Manufacturers The Smokeless Powder Co. Ltd.,
Dashwood House, New Broad Street, London, Eng. Works: Barwick, Herts.
Sole Agents for the Dominion
LEWIS BROS. & CO. 30 St. Sulpice St. Montreal.

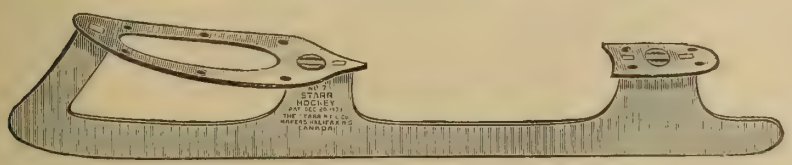


STAR

(Latest Pattern). 66c. per pair.



No. 5.	**HALIFAX PATTERN**		72c	pair
No. 5.	" "	Plated	1.35	"
No. 0.	**ACME, GENUINE**		78c.	"
No. 7.	" "		2.85	"
No. 7.	" "	Plated	3.60	"



HOCKEY

No. 7. Acme Genuine Star, 2.85 pair

H. S. HOWLAND, SONS & CO.

TORONTO

LIBERAL DISCOUNT

SIZES different kinds **7½ to 12½ Inches.**

HOW MINERAL WOOL IS MADE.

OF those who know what mineral wool is, or silicate cotton, as it is sometimes called, probably only a small number are familiar with the simple process by which it is made, says Cassier's Magazine. The wool itself, serving a variety of useful purposes, as a non-conducting covering against heat and cold alike, for steam pipes and cold storage room walls, as a sound "deadener" in floors of buildings and as a means of fireproofing, among many others, is, as its name implies, a soft and woolly substance, consisting of a mass of very fine mineral fibres interlacing one another in every direction, and thus forming an endless number of minute air cells. The wool appears on the market in a variety of colors, principally white, but often yellow or gray, and occasionally quite dark, and is made by converting scorial and certain rocks while in a molten state into a fibrous condition by a steam blast directed against the liquid material. Blast furnace slag forms the raw material for one variety of the wool, and sandstone for another, yielding, respectively, slag wool and rock wool, the latter being preferable for pipe covering because of the absence from it of sulphur, which, with moisture present, becomes an active corroding agent. The furnace slag or the rock, as the case may be, is melted in a large cupola, and as it trickles out at the tap hole in a somewhat sluggish stream it meets a high pressure steam jet which atomizes the woolen mineral, if it may be so termed, blowing it in fleecy clouds into the storage room provided for it. Soft and downy, the stuff settles wherever a resting place affords itself, the heavier and easier wool coming down first, while the lighter portions are blown further along by the force of the steam and settle in the more distant parts of the room, the material thus naturally grading itself into varieties of different quality. A thousand pounds of wool per hour are turned out by one of the cupolas, and after the storage room has been blown full the flocculent mass is pushed into bags, ready for the market. The whole process affords an admirable and interesting illustration of the utilization of an utterly waste product.

HEATING MAINS IN THE GROUND.

The heating contractor is sometimes called upon to run heating mains some distance through the ground and may be interested in a question asked of an English journal on this subject, which, with the answer, is given below :

"It is proposed to heat an extensive brick building of two floors with hot water radiators, and to place a saddle boiler a distance of about 120 feet from the building ; please say if the loss of heat will be serious, and in any way interfere with the working of the system from the flow and return pipes running this length under ground ; also kindly suggest the best size tubes to run to and from the boilers to supply the radiators." Reply.—"There is no reason why your boiler should not do good service placed 120 feet from the building to be warmed, if this distance is absolutely necessary. It is well, however, in such a case to have a boiler of full power. The very essential feature is to prevent loss of heat from these 120-foot mains, and you cannot do better than run them in a soundly made underground brick channel, and fill round the pipes inside the channel with fine cinder ashes. This latter material is a poor conductor, and does not readily become sodden-ed with moisture if rain should leak in. The channel should allow of a 4-inch space each side of the pipes, also 4 inches or 6 inches on top and 2 inches underneath. The latter is obtained by supporting the pipes on 2-inch wood fillets. Instead of cinder ash to fill in around the pipes, silicate cotton would be better, but it is about 13 shillings per hundredweight. Do your best to make the channel so that you can give the pipes a little rise from boiler to building, and keep them as deep in the earth as possible. Cover the channel with slates, cemented down, and let the earth be filled in on top of these. The best size of tube for these mains cannot be given, as you give no details of the work to be done—probably a pair of 3-inch or 4-inch cast pipes (which will require expansion joints here and there), or the job may demand two pairs of pipes, or one 4-inch flow and two 3-inch returns."

PRESENTATION TO MR. DRUMMOND

A pleasing event occurred at Radnor Forges last Friday in the form of a supper and address tendered by the employes of the Canada Iron Furnace Co. to their esteemed superintendent, Mr. J. J. Drummond, on the eve of his departure on a business tour to Europe. The spacious hall of the Radnor Church and School Association was taxed to the utmost to provide seating capacity. Ample justice having been done to a fine repast, the chairman, Mr. George Drysdale, assistant superintendent, proposed the toast of the "Queen," which was followed by the "Dominion of Canada," by Mr. Cumpston, and the "Canada Iron Furnace Co. and Allied Industries," by Mr. T. C. Brennan, who voiced the feelings of the employes when he stated that the present gathering was a fair criterion of the estimation in which, not only the special guest, in whose honor it was held, was concerned, but also of the general feeling towards the company itself. Mr. J. R. Cochrane, superintendent of the Radnor Water Co., then read an address to Mr. J. J. Drummond, who fittingly responded. The pleasure of the evening was greatly added to by musical selections rendered between the toasts. Among the invited guests were the Rev. Father Price, Cure of St. Maurice; Dr. Grenier, and Mr. French, the company's superintendent at Grandes Piles, Que.

HOW TIN PLATE BARS ARE MADE.

EVERY wholesale or retail dealer handling metals or hardware, should have as large a technical knowledge of the different qualities and of the methods of manufacture of the goods he has to deal with, as possible, says Hardware Reporter. Such a knowledge not only possesses a practical intrinsic value in itself, but it enables the dealer to successfully pose as an authority before his customers and therefore increases the confidence reposed in him by them. The following description of the manufacture of tin plate bars in the Welsh district will be found of interest to our readers. An added interest will accompany its perusal when we state that it was prepared by Anthony Howell, the United States Consul at Cardiff, in response to an inquiry made by the British representative of a leading American firm of manufacturers, which contemplates putting American iron on the South Wales market destined for the tin plate trade. The description is not so technical in character as to prevent it being easily understood by anyone of average intelligence.

"Only a few of the Welsh tin plate firms make their own 'tin bar,' which means the iron bar from which the tin plate or sheet iron is rolled, most of the bar iron being purchased from iron and steel makers. The greater part of the supply throughout South Wales is obtained from the Dowlais and Cyfarthfa works, respectively (perhaps the oldest in the world), situated in Merthyr Tydvil, about twenty-five miles from Cardiff. It is curious to note that at the Dowlais works, a dozen years since, tin plate making was tried, but the experiment failed, owing, it is to be supposed, to local causes. The orders booked at the places named vary in amount between 800 and 1,500 tons, each order comprising lots of 100 tons, which are themselves subdivided. To illustrate this, here is an exact copy of an actual specification.

Ten tons of tin bar, 16 lbs. 4 ozs. per foot.
Twenty tons of tin bar, 8 lbs. 4 ozs. per foot.
Twenty tons of tin bar, 12 lbs. 8 ozs. per foot.
Fifty tons of tin bar, 18 lbs. per foot.

"This may be taken as being approximate to the average specification, and therefore affords a correct idea of the weight per foot of the bars called for by the tin plate manufacturers. It is learned that the heaviest ever used was thirty-three pounds per foot, but that was evidently in the nature of an experiment, as the usual sizes vary between eight and eighteen pounds per foot and from five-sixteenths of an inch full to three-fourths of an inch thick and seven inches wide. It rarely happens that the bars have to be supplied to any specific length, but when such is the case, the figures given are two feet six inches, whereas the bars usually range between eight and fourteen feet, and are not sheared. No basic steel is used for this purpose in this district, the methods adopted being Bessemer and Siemens, respectively, and of these the proportion used is, roughly speaking, three to two, in the order named. There are two specified tests for tin bars, but tests are occasionally made by cutting pieces from a bar and bending them, both hot and cold, double, in order to ascertain that the steel is sufficiently soft for doubling purposes. The mechanical test imposes a tensile strain of 26.4 tons per square inch, with an elongation of 20 per cent. in ten inches. The chemical results usually show: Carbon, .11; sulphur, .07; silicon, traces, manganese, .4. It may be mentioned that, at one of the works named, the sulphur shows no more than .04 to .06, and at these works the demand for bars is said to be always greater than the capacity of the mills. In the Bessemer department, the usual cast for tin bars appears to be about twelve tons, and about thirteen casts per twelve hours are made, the pressure of blast used in the convertor being about twenty-five pounds per square inch. The size of the ingots is between four feet six inches and five feet in length, the thickness being thirteen inches square at one end and tapering slightly to twelve inches square at the other end, and the weight varying between seventeen hundred weight, three quarters, (1,988 pounds) and eighteen hundred weight, two quarters, (2,082 pounds).

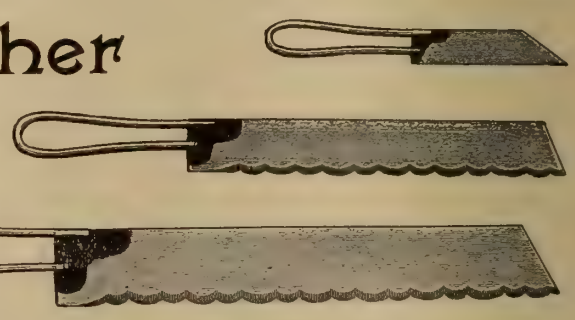
"The charges put into the Siemens furnaces for the same purpose are somewhat as follows: Four furnaces each charged with about five tons of pig iron, six and a half tons of ingot ends, bar crop, rail crop, and steel scrap, and about one and three-fourths hundred weight of ferro manganese; also, two furnaces having each about fifteen tons of ingot, ends, etc., and three and one-half hundred weight of ferro manganese. The gas in the Siemens furnaces is manufactured from the lowest grade of fine coal obtainable, which shows by analysis about 60 per cent. of fixed carbon, 30 per cent. of volatile matter, and 10 per cent. of ash. The only difference in respect of size between the Siemens and the Bessemer ingots is that the former are about three inches longer than the latter.

"The usual make of a tin bar mill is 140 tons per 12 hours; the ordinary week's work, including six days and five nights, shows an aggregate of between 1,500 and 1,600 tons.

"It should be observed that the figures given above as to the size of the ingot refer to mills where second heating is not resorted to, and that, ordinarily, the weight would vary between ten and thirteen hundred weight (1,120 and 1,666 pounds) wherever reheating is the rule. It is in one works only that this is not the case, and there can be no question that the steel suffers on that account. If all went well, a saving of no less than seventy-five cents per ton would be shown on the cost of manufacture, but as the ingot is cut into two parts, one becomes cold during the time that the other is being reduced by being passed through the rolls, and, consequently, the colder one, when finished, has laminations on its surface, so that a deal of waste is inevitable. Although apparently more expensive, the ordinary process of second heating is, therefore, preferable, for after the ingot has been roughed down in the 'cogging' mill to about six inches square in thickness and cut in two parts, these are put into coal furnaces near the rolls and are heated for about one hour before the rolling takes place."

Valuable deposits of copper ores have been known to exist in East Kootenay for a long time. The rise in the price has created an interest sufficient to induce the miners to ship some. It is understood that 40 tons of 55 per cent. ore will be sent to England in the course of a month or so, and contracts made for the production of much more in the future. The deposits referred to, situated at Spillumachene, near Golden, are of unusual richness, and are only to be equalled by those of Jubilee Mountain, in the same locality.—Statistic News-Advertiser.

Still Another Knife . . .



Equal in quality and appearance to knives selling for high prices

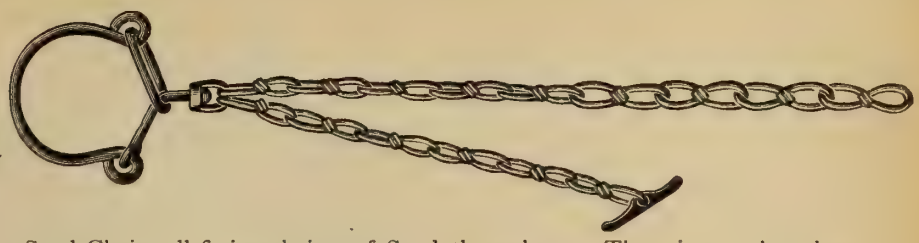
Set of Three retails for 50c. per set.

We are going to quote exceptionally low prices on these until Christmas.

Clauss Shear Co. 67 Adelaide Street East . . Toronto

Cow Ties

OPEN RING, CLOSED RING and WALTON.



Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Prompt shipment of all sizes from stock.**

Manufactured by — Write for Catalogue.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

SUPERIORITY OF THE GAS ENGINE.

IN the gas engine three-fourths of the combustible value of the fuel is secured in the cylinder for direct conversion into power under the most perfect conditions of combustion, says B. N. Thwaite in Cassier's Magazine. In the steam plant, this fuel is burnt under the worst possible conditions, in the furnaces of a steam boiler, and from the author's own experience he avers that this fuel, burnt in steam boilers of the best design, never gives out more than 9-13 of its actual evaporative value. Certain data giving evaporative results have been published by well-known engineering professors, giving much higher e vaporative values than this 9 13 factor, but the author refuses to accept these higher results as close reflections of the actual work of evaporation accomplished in day by day useful work.

The factor 9-13 is sometimes seriously reduced by steam-pipe condensation. Few, perhaps, realize the extent of the loss in long lengths of steam pipes, especially if exposed to open-air influences. This fact gives electrical transmission methods an unapproachable advantage. In the burning of hydrocarbonaceous fuel in furnaces of steam boilers the greater part of the hydro-carbons, owing to the high volatility and the irrational combustion arrangements, escape unburnt, and as certain coals contain a considerable proportion of these hydro-carbons the less is occasionally very material.

In a power gas plant, on the other hand, most of the combustible constituents of the hydro-carbon series are utilized, either in the form of heat assets, convertible into power, or in the form of pitch or tar, both of which are salable residuals. For large power installations, and it may at once be said that these will be necessary to place fuel power users on the same plane of advantage with those employing water powers, the power gas plant offers still further economical advantages, permitting the recovery of the nitrogenous constituents as well as the pitch and tar already mentioned.

It may be argued that these advantages could be obtained by converting the fuel into combustible gas and burning this gas in steam boilers. This will be conceded; but the author's own experience has satisfied him that the cumbustion of gas is not by any means effected under the best conditions in a boiler furnace, and that no man in his senses, having gone so far as to put down a gasifying plant, would do other than burn this gas directly inside the cylinder of a thermo-dynamic motor or gas engine itself.

Probably the grocer next door or over the way has B. F. P. cough drops in stock. Then why suffer from that obstinate cough when relief lies so close at hand?

TO REMOVE DIRT FROM MACHINERY

A satisfactory method of removing sticky deposits of grease and dirt from parts of machinery by means of soda lye is reported as being employed to a considerable extent in England. To 1,000 parts by weight of water, about 10 or 15 parts caustic soda and 100 parts ordinary soda is the rule. This mixture is boiled, and the parts of the machinery that are to be cleaned are placed in it, this treatment having the effect of quickly loosening all grease, oil and dirt, after which the metal is thoroughly washed and dried. The action of the lye is, of course, to form with the grease soaps soluble in water; and to prevent the lubricating oil, etc., hardening upon the parts of the machinery when in use, a third part of kerosene is added.

U. S. HARDWARE ASSOCIATION.

The delegates to the National Hardware Association of the United States, in session at Pittsburg, have elected these officers for the coming year: President, W. W. Supplee, Philadelphia; first vice-president, H. H. Bishop, Cleveland; second vice-president, John Alling, Chicago; executive committee: S. A. Bigelow, Boston; P. F. Strong, St. Paul; Brace Hayden, San Francisco; Theodore Buhl, Detroit; F. B. Eahlman, New Orleans, and C. W. Tillinghast, Troy, N. Y. Philadelphia was selected as the place for the next meeting of the association.

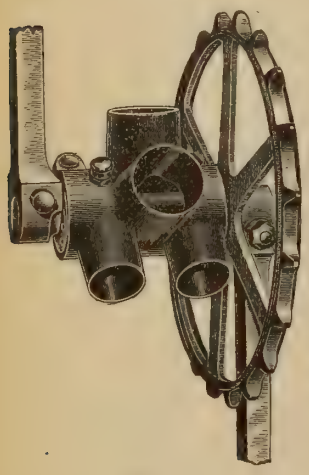
"BELL'S" (London, England) Clear Baking Bicycle Varnishes with "Masury's" Coach Colors

GIVE A SUPERIOR FINISH TO WOOD OR METAL.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide St. West **Toronto**

BICYCLE ACCESSORIES FOR 1896.

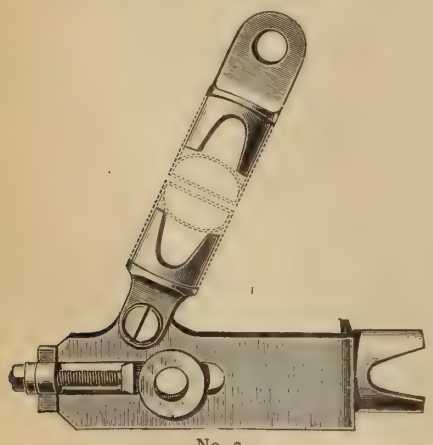
RICE LEWIS & SON, LTD., are now in possession of their samples of bicycle accessories for 1896. One of the members of the company has been in Europe for the last three months. He has visited all the different manufactories, and claims that he has succeeded in having bought the best on the market. He has secured the agency for the Birmingham Small Arms Co.'s goods, the Auto Machine Co., and several others. We give herewith cuts of the parts for an 1896 frame, and make particular mention of the rear fork adjustment, which is for D tubes. We also call your attention to the spanner shown, which fits every nut, cone, etc., on the frame. Previous to this there have always been two, and even three spanners.



No. 1.

They have had a sample machine made up, which, without doubt, is the strongest and best-looking wheel we have ever seen. They have had these parts made so as to build up a machine weighing from twenty to twenty-five pounds complete, fitted with narrow tread and large tubing and all the latest improvements in the cycle world.

Rice Lewis & Son, Ltd., will be only too glad to have this sample frame inspected—not only the parts, but also the tubing, of which they carry the largest stock in Canada; also saddles, rims, spokes, nipples, and lastly, but the most essential part of every bicycle, the Morgan & Wright quick repair tire, of which they are the Canadian agents. With this quick repair tire a puncture can be permanently repaired in two minutes (actual time).



No. 2.

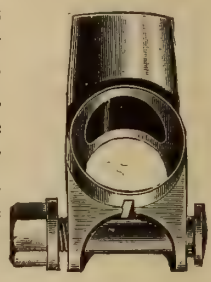
CYCLE REPAIRING: BRAZING.

THE art of brazing not only requires a fair amount of experience, but needs to be performed with the utmost carefulness and thoroughness. There are two forms of brazing-solder principally used in cycle-work—namely, the granulated and the wire form. The granulated, or spelter, as it is called, varies in regard to the size of the grains, and some workmen prefer the large to the small grained, especially for large joints. The brazing-wire should not be hard and stiff, as the softer it is the more easily it will melt, and the less danger there will be of overheating the steel tubing. Borax is used as a flux. It is best to buy it in lumps, as it is less liable to adulteration in that form. But it must be ground to a fine powder before using. Gas is very much preferable to a forge for brazing, as the heat cannot be nicely controlled in a forge, and the tubes may easily be burnt.



No. 3.

In any two surfaces to be joined by brazing the fit should be accurate, but not too tight. If the tubes fit into the lugs so tightly that they require to be driven in with a mallet, it will be advisable to make three or four slight grooves down the inside of the lug with a file, in order to facilitate the running through of the brass. The tubes should enter the lugs by a length fully equal to their diameter, and their total length should be known with exactitude, so that it may be ascertained by measurement how much of them is in the lug. When properly in they should be pinned to keep them in position, for even if the fit is tight the heat may loosen or vary the position of the parts. Wire of about 11 gauge will be suitable for pinning average sized joints, but thicker wire should be used for large tubes and thinner for small.



No. 4.



No. 5.

In those cases where the bottom of the lug is closed, so that the solder cannot drop through, it is preferable to braze from the inside—that is to say, to use the granulated brass, and insert the charge in the tube before heating. If the other end of the tube is closed also, it is imperative to make a small air-hole, for otherwise the gas generated by the heated borax might explode the tude, or blow out the melted brass and blind the operator. The borax and spelter should be thoroughly mixed before being put in, and should be mixed in about equal proportions, or with a slight preponderance of borax. When the operator has not had much experience, a suitable charge for a 1-inch tube will be about a dessert-spoonful (not piled up) of the mixture, but a skilled workman will obtain equally satisfactory results with a smaller quantity. Of course, if the other end is closed, the charge must be put in before the tube is inserted in the lug. The joint should then be placed on the hearth so that the tube stands erect, and should be built round with coke, or preferably with asbestos, but space being left to blow the heat on to the joint. It is most important that the job should be thoroughly heated through, and the flame should be blown as much as possible on all sides of it; but the inside-brazing one must begin just above the charge and work downwards, so as to melt the top of the charge first. It will melt when the steel gets to a bright red, and the borax, being the first to melt, will run into the joint and draw the spelter after it. The inexperienced may very probably not distinguish between the melted borax and the melted spelter, but with a little practice no difficulty will be encountered. If the lug is one that goes inside the tube, too much stress cannot be laid on the importance of drawing the spelter right through till it appears on the outside. For this purpose take a piece of iron wire with the end flattened, and heat it till it is just red; then dip it in borax and apply round the outside of the joint, repeating the process as often as necessary. This will assist in drawing the spelter through. When, however, as is more usually the case, the tube goes inside the lug, it will be difficult or impossible to get the spelter to rise through the joint till it appears externally; nor is there the same necessity to do so, since more

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

brass can be applied on the outside, and will run down and meet the brass that is inside. But in every case it is most essential that the joint should be brazed right through. Here the value of experience comes in, for except when the brass can be applied at one end and drawn through till it is seen at the other end, there is no positive proof that the joint is brazed throughout.

When the bottom of a lug is not closed the only plan is to braze from the outside with the brazing wire, which is done in the following way : Build round the joint with coke or asbestos as before, and blow the gas on all sides of it, but always commence on the thickest part of the metal, so as to make certain of getting it heated uniformly right through. The end of the brazing-wire must also be raised to a reddish heat to enable it to take up the borax. When the steel has attained a bright red dip the end of the wire in the borax and apply it round the outside of the joint, continuing to blow the flame on to both the steel and the end of the wire, until first the borax and then the brass melts and runs into the joint. With a large joint the wire will need to be re-dipped in the borax several times. It should be mentioned that for outside brazing the mouth of the lug requires to be slightly countersunk, so as to present a small channel which will hold the melted brass, instead of allowing it to run down on the outside of the lug.

As soon as a joint is properly brazed it should be taken from the heat and brushed immediately with a wire brush, which will get rid of a large proportion of the scale and superfluous brass. The remainder must be removed afterwards with a file and emery-cloth, but no pickling in acids should be resorted to, as the result will almost certainly be detrimental to the thin gauge tubing now in use. Other joints besides the connections of the tubes may be treated on lines similar to those described above, but in such an operation as the brazing of a chain-wheel on to the crank axle it is always advisable to feed from one side only until the brass is thoroughly drawn through. When there are screw-threads in close proximity to a joint, they may be protected from the brass by applying with a brush blacklead mixed with water. Clay is less satisfactory for the purpose, as it is apt to shrink and leave a crevice which admits the brass. In conclusion, remember that wherever the borax runs the spelter will follow it ; get the spelter right through, but do not allow it to run out of the joint, a consequence which may result either from continuing to apply the heat too long, or from the joint not being a close enough fit ; get the metal heated right through, but apply no more heat than is necessary ; and in filling up the joint afterwards be exceedingly careful not to file deep into the tube and weaken it.

Failures in brazing are most commonly due to not getting the thick parts of the metal hot enough, or to not taking the trouble to draw the brass completely through. The practice of some operators is to raise the joint to about the requisite temperature, and then turn off the gas for a minute while the heat soaks well through and distributes itself. It need hardly be said that a learner should not commence by experimenting on an actual cycle-joint, but should practice first with pieces of metal that are of no value. Among other things he should learn to distinguish the metal borax from the brass, and should try blowing the gas on to two thin pieces of steel, one behind the other, observing carefully how long it takes to bring the piece at the back to a bright-red heat.

When in doubt—use B. F. P. cough drops. They cost little and afford instantaneous relief.

Something New in Guns.

OUR CHAMPION, Single Barrel, Top Snap, Breech-Loader, opens to either side and is thus equally suited for a right or left hand shooter. Rebounding lock, automatic extractor, double bolt, walnut stock and fore-end, rubber butt, frame nickel-plated on copper.

List, $8.00. Liberal Trade Discounts.

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street — TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS

MONTREAL, Nov. 29, 1895.

HARDWARE.

NOTHING special has transpired during the week, but though quietness is not unexpected at this season, a good volume of trade of a jobbing character is doing. In fact, the demand is keeping up better than many in the trade expected, and some of the houses have orders that will keep them busy after the first of next month. This is satisfactory, for trade is usually duller at the end of the hardware year, the houses generally commencing stock-taking during the first week of December. Values generally are steady, and no changes in this particular are to note. Skates, screws, sporting goods, cutlery, etc., have contributed the great bulk of the trade. Payments are fair on the whole.

BARBED WIRE—Dull and featureless. We quote as follows: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f. o. b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—Stove wire has been enquired for to a fair extent. We quote discounts as follows: 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

ROPE—A fair jobbing enquiry is reported. We quote: Sisal, 6¾c. at the factory, and 7¼ to 7¾c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c in a jobbing way; pure manilla, 9c. at the factory, and 9½ to 10c. in a jobbing way.

CUT NAILS—A quiet trade doing. We quote: $2.50 f. o. b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The volume of trade is small, being confined to an occasional 10-keg lot. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A moderate demand is experienced. Discounts continue at 55 off.

HORSESHOES—A moderate demand is noted. We quote: Iron, $3.50, and steel, $4.75 to $5.75.

TACKS—A fair trade at steady prices. We quote discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do, tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

SCREWS—Quiet business at former prices. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TINWARE—A moderate demand is still experienced for stove furnishings and material of this sort.

SPORTING GOODS—Small orders were again noted for these goods this week, but they are expected to cease shortly.

CUTLERY—A fair trade is doing both in table and pocket cutlery.

LAMP GOODS—Lamp goods, such as globes, burners, etc., are still being asked for in a small way.

CHAIN—Advices on chain continue firm, but business here is quiet.

SKATES—There are fair orders for these, demand keeping up better than many expected.

PLUMBERS' SUPPLIES—Fairly active business doing.

TOOLS—There is nothing new to note in this line. Some enquiry is noted for axes, although of an inconsiderable character.

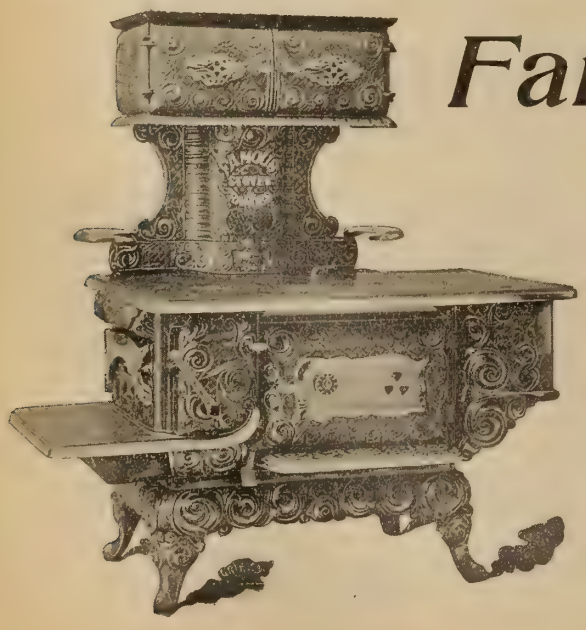
BUILDING PAPER—Nothing to report except a moderate demand at former values.

CEMENT—Trade is very quiet in cement. We quote: English, $1.95 to $2.10, and Belgian, $1.85 to $1.95.

FIREBRICKS—Quiet, with values as before at $15 to $21 per 1,000, as to brand.

METALS.

The heavy iron and metal market continues very quiet, and essentially the same as it was a week ago. Values generally are held steady, and cable advices, as a rule, are firm on all staple lines.



Famous Active Range

THE HANDSOMEST AND BEST WORKING COOKING APPARATUS MADE IN CANADA

FOR COAL, COKE OR WOOD

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature We make a cook stove in the same design. A grand line altogether

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver

PIG IRON—Business is almost nil, and prices are nominally unchanged. Holders' ideas, however, are firm, especially on all grades of Scotch pig, and the very best price that is possible on a round lot ex store is $20.50. We quote: Summerlee and equal brands of Scotch, $21; Ferrona, $18 to $18.50.

BAR IRON—The mills note a fair demand for bar iron on the basis of $1.60 f.o.b. The jobbing enquiry is small. We quote jobbing lots at $1.65.

SHEET STEEL—A moderate call is noted for this, and prices are steady at $2.75 to $3.

SHEET IRON—The firm feeling on black sheets is maintained, but business is quiet at $2.50 to $3.

TINNED IRON—A moderate call, with prices steady at 6 to 7c., as to gauge.

PIG LEAD—Small lots are moving on local account, but there is no outside business. We quote $3.25.

LEAD PIPE—Business dull and discounts the same, 30 per cent. off.

GALVANIZED IRON—There is a fair demand in a small way for galvanized iron. We quote standard brands, No. 28, $4.50.

INGOT TIN—Cables are steady on tin this week, but enquiry is of a quiet character here. We quote 17c.

INGOT COPPER—Business dull, but prices firmly held as before: 12½ to 13c.

SHEET COPPER—There is only a small jobbing trade doing at 18 to 20c.

IRON PIPE—A fair enquiry of a jobbing kind is noted. Discounts range from 67½ to 70 per cent. as to size.

BOILER PLATES—Quiet and steady at $2 for ¼ inch and $2.25 for 3-16.

CANADA PLATES—This has been a quiet line, and though the price ex-store is quoted at $2.25, it is claimed that a buyer could obtain a round lot at last week's figure, $2.15.

TIN PLATES—Cables are firm here on tin plates, but it is noted that sales have been made for delivery in the west at less than $2.85. No fresh supplies could be laid down here for less money, however, and our range of last week is a fair one, viz., cokes, $2.85 to $3, and charcoal, $3.35 to $3.75.

SOIL PIPE—Is steady and unchanged, with little doing.

TERNE PLATES — Business quiet and prices unchanged at $5.75 to $6.25.

HOOPS AND BANDS—Quiet and steady at $2.20.

SHEET ZINC—No change to report, and we quote 4½ to 5c.

SPELTER—Firm and unchanged at $4.50 to $4.75.

ANTIMONY—Quiet at 10c.

PAINTS AND OILS.

The week has witnessed no new or striking feature. The houses will soon commence stock taking now, and a quiet period is the normal condition.

LEAD—A quiet jobbing trade has been doing. We quote: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LIQUID PAINTS—Featureless.

LINSEED OIL—Stocks are not large and holders' views are firm at 56c. for raw and 59c. for boiled; ten barrel lots probably 1oc. less. Terms, 3 per cent. thirty days.

TURPENTINE—The turpentine market is quiet at 43c.

CASTOR OIL—The firm feeling is maintained at 6 to 7c., but there is little doing.

PARIS GREEN—No new feature this week. We quote: Casks, 13c.; drums, 14c., and packets, 15c.

VARNISHES—Quiet.

RESINS—Business quiet and prices steady. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The glass market continues quiet and firm, and advices from primary markets tend to strengthen holders' views, if anything. We quote: $1.25 to $1.30 first break; $1.35 to $1.40 second break per 50 feet; $2.90 to $3 for third break per 100 feet.

CHEMICALS, ETC.

The strong tone of all heavy chemicals continues, but business is quiet. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 58 per cent., $1.15 to $1.50.; chip logwood, $2 to $2.50.

PETROLEUM.

Demand is fair, and prices are higher on American oil. We quote: Canadian refined, 14¼c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white, 18c. in car lots and 19c. in smaller quantities. Water white, 19½c. in car lots, and 20½c. in small lots. Astral, 20½c. in car lots, 21c. in smaller quantities.

HIDES.

Dull and unchanged. Dealers are paying 6, 5 and 4c. for Nos. 1, 2 and 3, and they are selling at 7 to 7½ for No. 1, 6 to 6½c. for No. 2, and 5 to 5½c. for No. 3. Lambskins are firm at the advance noted last week, and

A. ROOT, LYN, ONT.

Manufacturers of . . . **DRY AND LIQUID WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

PRINCESS THEATRE Tel. 2191. Toronto

Commencing **MONDAY Eve'g, Dec. 2nd,** Manager Connelly announces the appearance of the **Garrick Burlesque Company,** at the Princess Theatre, who for one week will present a satire on the craze of crazes "Trilby," entitled, "Thrillby." The recent appearance of Mr. Palmer's Company presenting "Trilby," coupled with the fact that "Thrillby" ran for nearly one hundred nights in New York, should necessarily create considerable curiosity and cause theatre goers to turn out in large numbers to witness what is said to be the brightest burlesque since the days that Longfellow's dainty poem "Evangeline" was burlesqued. "Thrillby" is said to be irresistibly funny, and while causing no end of laughter never resorts to suggestive methods in order to make merriment. The music of "Thrillby," which is one of the principal features, is unusually melodious, of a light and catchy order which is so popular with the general theatre goer. The production is carried exclusively by the company, and in addition to witnessing the foremost exponents of comic opera in this country one may also enjoy a rare scenic feast The original cast, which includes Elvia Crox Seabrooke, Willis P. Sweatnam, Carrie Perkins, Mark Murphy, Edyth Murray, Joseph Roberts, Margaret MacDonald, Louis Wesley, Sol. Aiken, Gus Bruno, Gertrude Murray and the supporting chorus which numbers fifty members. The orchestra of the Princess Theatre will be augmented during this engagement. Sale of seats will commence on Thursday morning, Nov. 28.

A Pension for Life

DO YOU WANT ONE ?

See one of our agents about it, or send for explanatory circular to Head Office.

MANUFACTURERS' LIFE INSURANCE COMPANY

63 Yonge Street, (cor. Colborne)

Toronto, Canada.

dealers are paying 60c. each. Calfskins are dull and steady at 6c.

WOOL.

The wool market is quiet and steady. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C., 9 to 11c.

TALLOW.

The tallow market is dull and unchanged, at 5 to 6½c. as to grade.

ASHES.

The market for askes during the past few days has been weak, and prices have declined 15 to 20c. per 100 lbs. The receipts have been fairly liberal of late, for which the demand is limited and business quiet. We quote: Firsts, $3.70 to $3.80; seconds, $3.60, and pearls, $4.70 per 100 lbs.

MONTREAL NOTES.

President R. Munro of the Canada Paint Co., left for the west this week.

W. A. McLennan, Montreal agent of the Nova Scotia Steel and Iron Co., returned to town on Thursday from a short trip east.

Sales of tin plates have been made laid down in Pictou for less than the goods can be replaced here at.

ONTARIO MARKETS.

TORONTO, Nov. 29, 1895.

HARDWARE.

BUSINESS continues to be of fairly good proportions, but the volume is not as large as a week ago. This however is only to be expected at this season. Rope is in rather better demand, and the same may be said of horse nails. Horseshoes on the other hand are not in as good demand as they were. Enquiries are coming in more freely for chain. Skates are still active. Plumbers' supplies continue in good demand. Trade continues good in furnace scoops, snow shovels, and there is a fair number of ordinary spades and shovels being booked for forward delivery. An active trade is still reported for building paper. Tinware continues in fair demand. In sporting goods loaded shells are about the only thing for which there is much demand.

WIRE—Stove pipe wire and coppered spring wire are about the only kinds for which there is any demand. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Trade is still dull and featureless. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

ROPE—Demand for this article has improved slightly during the week. Prices are unchanged. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Business is still virtually at a standstill. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade in this line has fallen off somewhat, wire nails as well as cut being quiet. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is a little better, some good shipments having been made the past week. Discounts are unchanged at 55 per cent.

HORSESHOES—Orders have not been as large during the past week as they were, but there is still a good demand notwithstanding. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL., 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Business in this line continues quiet at unchanged prices. We quote as follows: Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto tinned, 57½ per cent.; B.B.B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

TINWARE—A good many copper boilers and nickel tea kettles have been going out. There is nothing special to note in other lines.

ELBOWS—Trade has naturally fallen off. In the city, however, sales are a little better than on country account. Patent pipes are also quiet. We quote: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

SPORTING GOODS—Trade continues to fall off, generally speaking the only line really being in demand being loaded shells.

CUTLERY—There has been a very fair demand during the week, chiefly for carvers, pockets, fancy scissors and the better class of table cutlery.

LAMP GOODS—Trade in this line is still chiefly centered in gas globes of the cheaper kind.

COW TIES—There are still a good many going out, although the bulk of the business is over for the season.

GREEN WIRE CLOTH—The trade is beginning to look about for orders for future delivery at prices somewhat lower than those of last year.

CHAIN—Enquiries are coming in more for prices, and a few small orders have been received.

SKATES—Business continues brisk, particularly for the cheaper kinds. The demand for hockey skates is greater than was expected, more going out than at the same time last year.

SCREWS—Trade is quiet and featureless. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

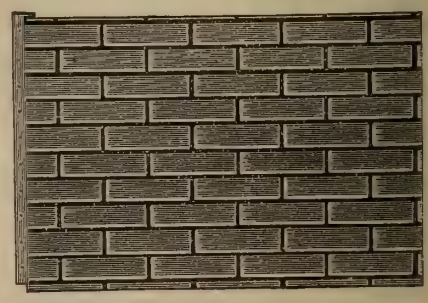
PLUMBERS' SUPPLIES—There is no new feature to note, trade continuing active.

CLOTHES WRINGERS—Orders are less numerous than they were; prices are unchanged, at $26.50 to $27.

TOOLS—Furnace scoops and snow shovels are still in good demand, the latter being especially so. A nice business is also being done in ordinary spades and shovels, orders being freely booked for forward delivery.

BUILDING PAPER—Is still in good demand at unchanged prices. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, $1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2 75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

The metal trade continues fairly active, and, on account of the open weather, business is rather better than is usual at this time of the year.

PIG IRON—The American markets are easier, but there is no material change in the situation here, as no business seems to be transpiring. Quotations are practically nominal. Nova Scotia, No. 1 foundry, $18 to $18.50; ditto No. 2, $17.50 to $18, according to quantity; No. 2 American foundry, $20.50 to $21; No. 1 Siemens, $20.

BAR IRON—Trade is not as good as it was last week, although prices are firm and unchanged at $1.70 to $1.75 Toronto for ordinary lots.

SHEET STEEL—The demand has exceeded the supply during the past week in some gauges; stocks, however, are now arriving. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Trade is not quite as good as it was, but there is still a fair business doing. We quote as follows: Up to 17 gauge, $2.45 to $2.55 per 100 lbs.; 20 gauge, $2.20 to $2.25; 22 to 24 gauge, $2.30 to $2.35; 26 gauge, $2.40 to $2.45; 28 gauge, $2.55 to $2.65.

TINNED IRON—The principal business being done in this line is for import or forward delivery, very little being done in the way of immediate shipments. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—There is very little doing indeed, although we still quote $3.25 to $3.35 for small quantities.

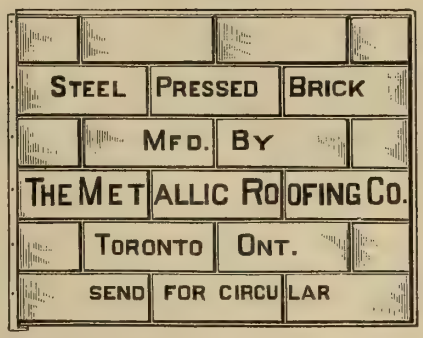
LEAD PIPE—Business is quiet in this line also, there evidently not being as much doing as a week ago. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Stocks are a little more complete than they were, but jobbers are still somewhat handicapped in regard to the number of gauges. Prices are held firm at quotations. We quote: $4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Has been going out fairly well at steady quotations. We quote: Lamb and Flag and Straits at 16¾ to 17½c. according to quantity and terms.

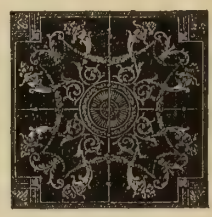
INGOT COPPER—Trade is still dull at 12¼ to 12½c.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - - TORONTO

SHEATHING COPPER—There is a little better demand for braziers', roofing, and ordinary sheeting. Prices rule firm. Base price, 14½ to 15½c. for 16 oz.; inside figure for case lots.

IRON PIPE—Trade is being fairly well maintained, being particularly good for all sizes up to 2 inches. We quote: Canadian, ¼ to ⅜ inch, 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2-inch, 70 per cent. American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS — There is again a scarcity in Canadian boilers, the manufacturers being unable to supply the demand. They expect, however, in the course of a week or two to overtake their orders. We quote: Domestic galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATES—Stocks in 60 and 75 sheet boxes are exceedingly low. The demand does not seem to decrease very much for 52 sheet boxes, in which stocks are good. Most of the dealers who had orders booked ahead have had their contracts completed. We quote: Half-polished, $2.50; 60-sheet boxes, $2.55 to $2.60; 75-sheet boxes, $2.65 to $2.70.

TIN PLATES—Some good sales are reported for cokes. In charcoal trade is only fair. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—There is nothing special to report, trade remaining fair at unchanged prices. Discount, 60 per cent. off the list.

SHEET BRASS—The usual demand exists, but there is no special feature to report. We still quote 20 to 30c.

TERNE PLATES—Some good shipments have been made during the week, but as a rule quantities going forward have been small. We still quote best brands at $6.

SOLDER—Is going out steadily at prices quoted. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Is also going out in ordinary quantities, no large lots having been reported. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

ANTIMONY—Business is quiet at 10 to 12½c., according to quantity and quality.

GLASS.

Asn oted in our editorial columns the price of sheet glass laid down in Toronto has advanced, and the Belgian manufacturers will not quote for shipment later than March. First break in 100's will now cost the Toronto dealers $2.20, and the first break in 50's, $1.15. And these are the very prices at which the local jobbers are selling to retailers. An advance locally is looked for by some.

PAINTS AND OILS.

Contrary to expectation a good sorting up trade has been done in varnishes, colors, glues and gold-leaf during the past week. White lead has slackened off although one prominent firm had a peremptory order to place a large quantity of white lead on the steamer Melbourne, which they had to team up to midnight to catch the boat. This is probably the last shipment by water for 1895. In Paris green, there has been a fair movement, chiefly for February delivery. This article has now become a staple in paint and oil circles, and dealers are not slow in anticipating their wants. The following appear to be the figures quoted for prompt delivery: Casks, 13c.; drums, 14c.; packets, 15c. Stocks of linseed oil are very light. Holders appear, however, to be content with a very slight commission, and purchasers are assured of very good value at last week's quotations.

The travelers have commenced to suspend operations for the year, it being found "dull, stale and unprofitable" to keep the men out selling a little window glass and putty. Liquid paints are sluggish, and $1 per gallon is an inside figure, while some makers are obtaining $1.05 for the best brands.

WHITE LEAD—Not very active on the whole at 4¾ to 5c.

PUTTY—Selling at $1.85.

PREPARED PAINTS—Bring $1 for pure, $1.05 being the figure named in one or two transactions.

TURPENTINE—The quotation seems to be 39c. for large quantities as a rule, 5c. more being asked for gallon lots.

LINSEED OIL—Quoted at 52 and 53c. for raw and 55 and 56c. for boiled.

CASTOR OIL—Still quoted at 6½c.

OLD MATERIAL.

Dull at last week's figures. We quote as follows: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—There is nothing doing, and a drop of ½c. is looked for at once. Meantime dealers are paying 5½, 4½ and 3½c. respectively for Nos. 1, 2 and 3. Cured are easier at 6½c.

SHEEPSKINS—Lambskins and shearlings have advanced another 5c., and now bring 75c.

WOOL—Trade continues quiet. We quote: Fleece combing, from 24 to 25c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

An advance of ½ to 1c. is noted this week. Crude is advancing, and prices for refined at quotations are stiff. The wells are quoting only for one week in advance. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18½c.; Canadian water white, 18½c.; American water white, 21½c.; photogene, 22 to 23c.

TORONTO NOTES.

H. S. Howland, Sons & Co. are in receipt of another shipment of Butler's cutlery.

Toronto wholesalers report a good demand for locks, door knobs, hinges, etc.

The Metallic Roofing Co. of Toronto has been sending quantities of corrugated iron to Sault Ste. Marie.

M. & L. Samuel, Benjamin & Co. are in receipt of another shipment of the "Star" heater. This is the firm's third consignment.

Hiram Walker & Sons, Walkerville, Ont., have written authorizing HARDWARE AND METAL to deny the report circulated in an American journal to the effect that they were interested in the formation of an annexation society at Windsor.

It was inadvertently stated in an article last week regarding the chain trade that wholesalers were selling chain about 25 per cent. above the price at which they could now lay it down. It should have read 25 per cent. below, which, however, might have been gathered from the context.

Sparling & Co. is the style of a new firm of hardware and stove dealers who have opened out at Neustadt, Ont., in the same block as that occupied by R. W. Walden, general merchant, mentioned elsewhere in those columns. Sparling & Co.'s store is a 16 by 58 establishment, fitted in good style, and fronted with large plate-glass windows.

Hugh McLennan, James Crathern, Henry Esson Murray, George Hyde, Abner Kingman, all of Montreal, and Alex. Buntin, of Toronto, are applying for the incorporation of "The Beaver Line, Ltd.," to build and run steamships on the inland waters of Canada, the high seas and foreign waters. The capital stock of the company is $250,000, and Montreal is the chief place of business.

UNITED STATES MARKETS.

NEW YORK, Nov. 29, 1895.

PIG TIN—There was some trading in options, and more or less done in the way of closing up old privileges, but speculation otherwise continues extremely tame, and is still confined within a small circle. London cabled unchanged prices, but recorded a good volume of business about equally divided between prompt and forward deliveries. Local business, outside of speculative lines, was only fair. Prices here varied but little, and 14.25c. for prompt and near future deliveries may fairly be quoted. On 'Change a sale was reported of 100 tons, sellers' option to April 30, one day's notice, at 14.25c.

COPPER—None but small transactions were reported, and no evidence was found of any change in the attitude of buyers. Apparently the popular idea on their part is that it is policy to defer purchases as much as possible pending something more tangible than has yet been foreshadowed regarding the intentions of producers. Meanwhile consumptive requirements are being largely satisfied from deliveries on old contracts. Prices on spot stock do not vary a great deal from 11c. for Lake Superior ingot, 10⅝ to 10¾c. for electrolytic, and 10¼ to 10½ for ordinary casting stock.

PIG LEAD—Moderate purchases only are being made here, and advices from the west note a dull condition of affairs there also. However, the offering is somewhat more reserved than it was a week ago, and 3 27½ to 3.30c. seem to be close prices at the moment for common domestic. A few single carload lots were sold at the top figures. London cable quoted £11 12s. 6d. for soft Spanish.

SPELTER—A small business, of hand-to-mouth type, covers about all that is going on in this market, and the demand continues light. Prices are weak, with 3.50 to 3.55c.

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

BY HARDWARE CLERK, three years experience; experienced bicycle salesman; references. W. E. H., Box 542, Lindsay, Ont. (48)

Alexander Macpherson & Son

GENERAL SHELF AND HEAVY HARDWARE

Cutlery, Sleigh Bells, Skates
Hoyt's Babbit Metals
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Cushion and Flat WEATHER STRIPS To the Trade Only



THOS. FORRESTER 298 St. James St., MONTREAL
Manufacturer of Rubber Goods and Weather Strip of all kinds.



Genuine Nickel Silverware

Equal in appearance to Sterling Silver.

Cleaner, Stronger, More Durable and Considerably Cheaper than Silver Plated Ware. Supplied in great variety.

PAINCHAUD, SQUIRE & CO.
SOLE AGENTS
Antwerp and Montreal



We have just added this line of

RICE BOILERS . . IN . . CRESCENT WARE

Sample orders solicited for Crescent Steel Enamelled Ware.
Every piece guaranteed.

The Thos. Davidson Mfg. Co. - Montreal, Que.

apparently the best that can be obtained for western delivery here or at common point. London cable was £15 for good merchant brands.

ANTIMONY—Dealings are still on a moderate scale and prices rather weak. We quote at 7¾ to 7⅞c. for Cookson's, 6⅞ to 7c. for Hallett's and 6¾ to 6⅞c. for Japanese.

TIN PLATE—Little business was reported in any quarter and inquiries were generally represented as having been light. On prices there was no change whatever, but the market still shows rather weakish unsettled tone.

IRON AND STEEL—Operations in all branches of the market are rather small at present, and buyers of both crude and finished products seem disinclined to place orders except at modified prices. Concessions by sellers have, however, been unimportant up to the present time.

PARIS GREEN MAY GO UP.

Paris green for future delivery is firmly held, and there is every probability of an advance very shortly.

Sales have been much larger than usual and the situation warrants higher prices.

There will be few if any importations from the States.

NOVA SCOTIA NOTES.

ALTHOUGH the open weather has been the means of keeping trade in many lines dull in Nova Scotia, it does not seem to have any bad effects on hardware, as a great improvement in that line is noticeable during the past two weeks. Merchants all report a good trade being done, particulary in the city. This, of course, is the busy season with the trade in Halifax, but business is equal to, if not better, than it was a year ago. That, however, would not be saying much, as last fall's trade was none too good.

The Pictou Charcoal Iron Co., referred to last week, have begun to put in new machinery to the value of $10,000 and expect to be in full blast in a short time.

The Ferrona Iron Works and the New Glasgow Steel Works are having quite a boom.

Business is beginning to look up at Londonderry on account of the activity at the iron works. The rolling mill, which has been idle for about two years, is now being repaired, under the supervision of James Wilkes, of Montreal. The firebrick and clay is being brought from Philadelphia. The pipe shop is now working on the order for the Halifax (new) Gas Company. The amount of the order is $45,000. The blast furnace is working night and day, Sunday included. This furnace turns out from 60 to 80 tons of pig iron per day. C. A. Meissner, the new manager, seems to be making things hum.

David G. Dickson, for many years a hardware merchant at Sackville, N.B., died on the 20th inst.

Walker, Hanson & Co., of Middleton, are to close their hardware business at the end of the year. M. A. Shaffner, the junior member of the firm, is likely to take the business.

TAUNTON.

NEW LIST ON BRASS AND COPPER WIRE.

The new lists on brass and copper wire, which were decided upon last week, have been issued to the trade. The discount has been reduced to 12½ per cent. off the list instead of 15 per cent. as heretofore. All round, the change is equivalent to a rise, though declines are figured out on some of the lower gauges. The delivery is f.o.b. Montreal only. The changes in detail are as follows :

	Brass Wire.		Copper Wire.	
	New List.	Old List.	New List.	Old List.
	c.	c.	c.	c.
0 to 10	17½	19	22	23¼
11 to 16	18	19	23	23¼
17 to 18	18½	19	25½	23¼
19 to 20	19	19	26½	23¼
21	20	20¾	27½	25
22	20½	21	28	25
23	22	22¼	29	26½
24	24	22½	30	26½
25	25	25½	32	29½

LARGE CONSIGNMENT OF . . . NITRO POWDER Just Received.

AT CLOSEST PRICES TO THE TRADE

HARD GRAINED SCHULTZE

E. C. S. S.

Bowman, Kennedy & Co., Wholesale Hardware Merchants LONDON, ONT.

HAMILTON TRADE GOSSIP.

I HAD a brief chat this week with a well-known metal man regarding galvanized iron, which has advanced during the last three months something like 1s. 10d. Although much difficulty has been experienced in getting supplies from the Old Country, wholesalers' stocks in Hamilton are fairly complete, while the demand is good.

Bar iron keeps steady in price, but there is not much business doing. With the winter freight rates obtaining the local rolling mills have practically a monopoly of the trade in the west just now.

There is a fair trade doing in window glass for the season. Prices are stiffening again, and compared with last spring values are about 25 per cent. higher.

Trade in plumbers' supplies is not as brisk as it was, but the volume of business is being maintained better than was expected. The demand at the moment is principally for closets, baths and lavatory work.

The Kay Electrical Manufacturing Co., James street, have invented and placed on the market an aparatus for controlling the direction and speed of the elevator cage. The patent has been applied for. In appearance the apparatus is much the same as the switch board of an electric motor car. The device simplifies the running of the elevator car, and obviates that sudden starting of the elevator, either up or down, which is so distasteful to most people. One of the controllers has been placed in the elevator of the London and Canada Loan Co.'s building, Bay street, Toronto.

Work on the Smelting Works is progressing rapidly, and it is expected that fires will be opened in the last week in December. There are twelve boilers, ten batteries and two engines of two thousand horse power. The first shipment of ore is expected to arrive in about two weeks. Lime stone will be taken from the adjacent mountain.

Work on the T., H. & B. tunnel is progressing nicely. Fifteen hundred cars of Longford stone have been used so far. Nine hundred men were on the pay roll last month. If the weather continues favorable the excavations will be finished in another week. The track has been laid on the Welland branch to within six miles of Hamilton.

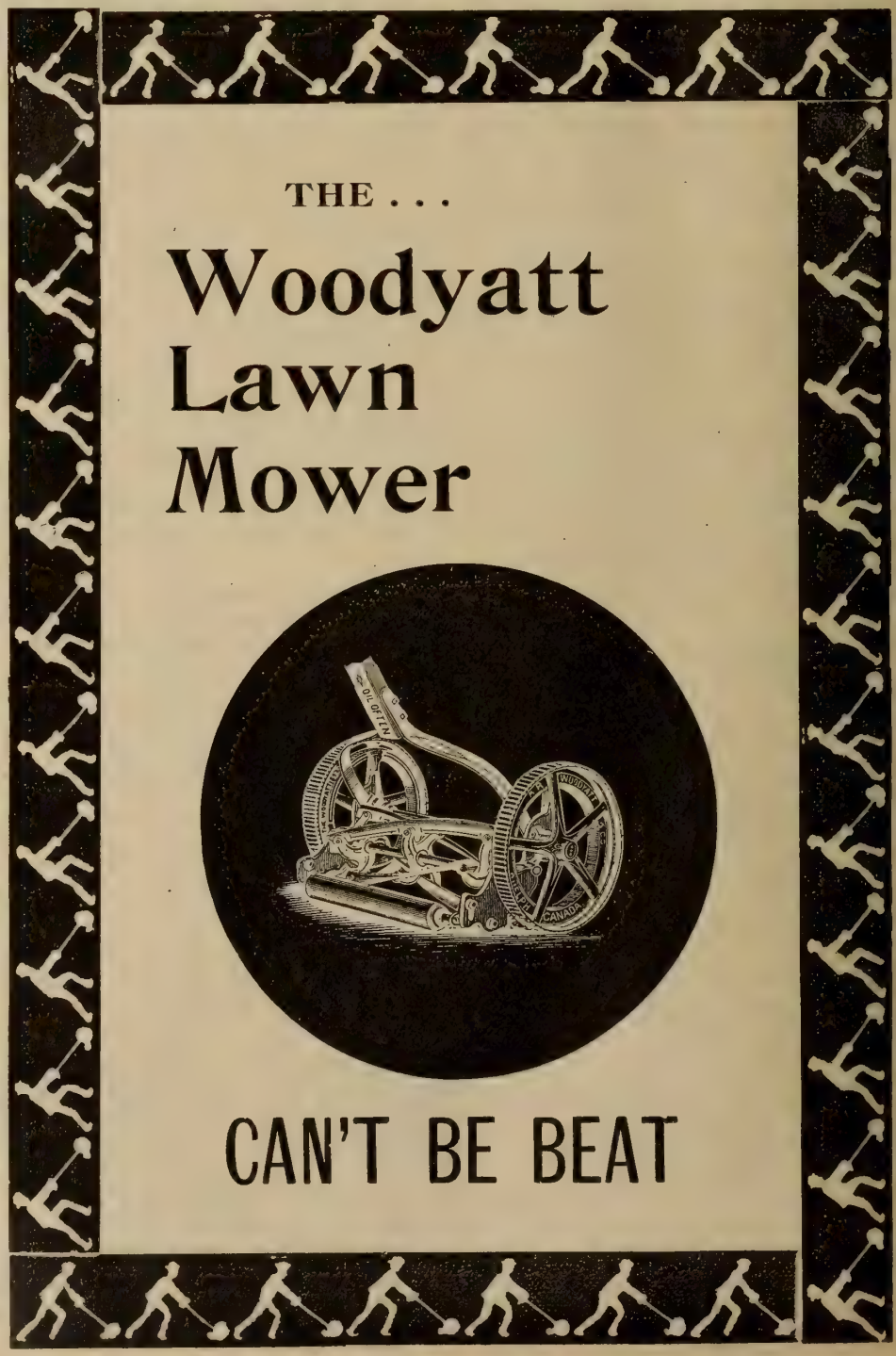
Mrs. Robert Young, wife of the president of the Young & Bro. Co., Hamilton, and mother of Mr. Wallace Young, of the same firm, died on Tuesday last. Deceased was 68 years of age. She had been ill ten days, and the cause of death was congestion of the lungs. HARDWARE AND METAL extends its sympathy to the bereaved family.

The T., H. & B. railway have begun the erection of their freight sheds on Hunter street, between Cherry street and Ferguson avenue. They will be of brick, and 50 by 350 feet.

W. L. E.

WANT FAIR RATES.

A meeting of wholesalers and hardware men generally was held at the offices of the Montreal Rolling Mills on Thursday. It was called for the purpose of appointing a committee to wait upon the railway companies and complain of the present discrimination which is said to exist on freights on hardware and metals against Montreal. It is said that nails can be delivered in the west as cheaply from St. John, N.B., as from Montreal, thus placing local makers at a disadvantage. Several other instances were also cited, but it soon became evident that the meeting was by no means of one mind. The merchants wished to know where the advantage to them came in if the rolling mills would deliver similar goods, freight free, to any port in Canada. It was decided finally that a joint committee of merchants and manufacturers be appointed to discuss the matter with the railways, with a view of modifying the present policy of the roads, if possible.



THE IRON AND STEEL TRADES.

THE following interesting summary of recent events and contemplated moves in the iron and allied trades is given in The Iron Age of October 30 :

Nothing of any consequence has been done in the Lake Superior ore trade for 1896, and it is now stated by some of the interests that the producers are not in any particular hurry to commit themselves for next year. The leading men have been holding conferences at Cleveland, but it is reported that their principal aim has been to reach some arrangement with the Rockefeller interests.

While these matters are unsettled the great steel makers are likely to maintain a very conservative attitude so far as 1896 business is concerned, since they are at sea as to their own costs. It is hinted, too, that the men at the Connellsville coke ovens are to get a further advance in wages and that prices of the fuel will also be pushed upward.

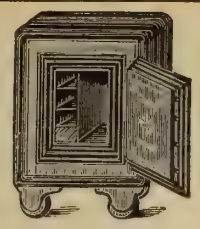
In the central west, accordingly, the markets continue very quiet, and naturally Bessemer pig has eased off again a little, while steel billets are very dull. In the meantime every live plant is being strained to the utmost to make deliveries, and the current production is phenomenal.

Some branches of the trade are exceptional, however. Conspicuous among these is the wire nail industry, whose allotment of production for November has been cut down to 200,000 kegs, when the normal output is nearly three times that quantity. This, of course, reacts back, through the consumption of rods, upon the steel trade. We understand that a movement is on foot to get the rod mills together into a pool.

While the markets in crude materials are in a hesitating position the news from the principal large distributing centres, east and west, are assuming a somewhat more cheerful tone. Chicago and Philadelphia report some good orders for structural material, while the bar and axle makers throughout the country view with satisfaction the movement among many railroads to make additions to their rolling stock.

Rumors have been afloat for some time concerning the consolidation of important interests in the Birmingham district. The fact is that representatives of the Tennessee and Sloss companies have been conferring over the proposition of the latter to sell its property to the former, which would make a more effective handling of both possible. These negotiations have not led to any result as yet. The talk that other concerns in the district were parties to the proposed deal is without foundation.

Delays are dangerous. Then don't you think you had better stop your cough at once? Get a few B. F. P. cough drops and you will be surprised at the relief they will afford you.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

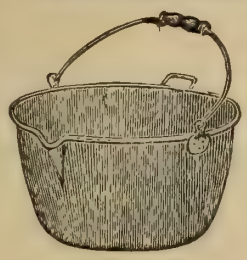
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577 Craig St., **Montreal, P.Q.**

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Representing **four** of the leading European factories in this line, we offer unequalled advantages in choice and prices of

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as follows :

"PURITANA" in **16** colors.
"MINERVA" in **10** colors.
PATENT "PPP" in 4 colors
"CHINA-STEEL" in great variety.

Painchaud, Squire & Co. Agents, Antwerp and Montreal.

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 TO 542 CRAIG ST., MONTREAL

Causes of failure

in the hardware trade and how avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely.

We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL
TORONTO

WE SUPPLY THE PLASTER—
YOU FURNISH THE SAND.

PARISTONE WALL PLASTER

A Hard Wall Plaster at a Price within Reach of All

In Quality Excelled by None.
In Price Always the Lowest.
No Royalties or Excessive Freight Rates to increase the cost.

Write for Circulars, Prices and Freight Rates.

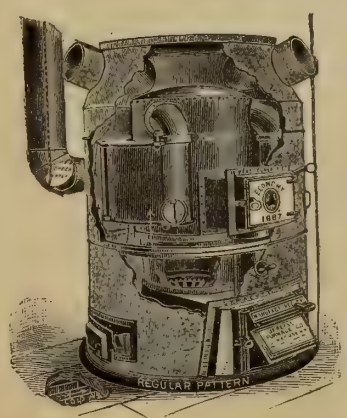
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Manufacturers of
Land and **Calcined Plaster**

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"Economy" Warm Air Furnace

ECONOMY

Furnaces and Combination Heaters. . . . . .

They are called "Economy" because they supply the maximum of heat from the minimum of fuel. That is the first point one considers when choosing a furnace. Then, too, they are very heavy and durable and simple in construction. These are the points that have built up their reputation as the best line of heaters in the market. **Send for catalogue.**

J. F. Pease Furnace Co.

HEATING ENGINEERS
189-193 Queen St. East, TORONTO

ADVICE TO JUNIORS.

I AM not wishful to make this a moral essay on truth, but rather to look at the subject from the side of ignorance, and to take a short account of the awkward predicament we are sometimes landed in by making statements that we cannot substantiate, and by covering up our ignorance by a barefaced statement, regardless of whether it is true or false, writes a "Commercial Traveler" in Ironmonger.

Now, some young men when they conclude their term of apprenticeship think they have learned all—and, perhaps, they do possess an accurate knowledge of the trade of their employers—but as soon as they find themselves in a new quarter, they will be astonished to find how many things new there are, and how very narrow their little groove has been. As we go from place to place this becomes more apparent, and we gradually find how much more knowledge there is in the world than we know of. Now all this leads up to the thought I have in view—namely, although we should not display our ignorance, still it is better to do that than to cover it with a lie. We much oftener show our want of knowledge by making a statement we cannot substantiate. I have often noticed a youth make such a statement "There is nothing of the kind made;" or "I can assure you this is the only size manufactured." Now this may go down with some customers, but we may repeat it too often, and the time may come when unknown to ourselves we are talking to a man who knows more of the trade than ourselves. I have been much struck with this lately. I have had occasion to visit several retail ironmongers' shops for trivial articles I have required, and I have received some curious displays of self-assertive knowledge, which to me, knowing at any rate a "little" about the ironmongery trade, seemed absurd. I wanted some very small wood screws a few days ago, and called at a large, well-stocked shop for them, and when asking for ⅜-inch wood screws was shown ½-inch, and told that those were the smallest size "Nettleford's" made. If I had asked for ¼-inch, or less, he would have smiled with superior wisdom at the idea of such a thing.

I heard a young man "cracking" the qualities of a common bass-broom the other day, saying that the bristles (?) were fixed in by a patent screwing process that made it impossible for them to come out. This sounded very ridiculous when the evidence of simply "dabbing" in the tufts with the old-fashioned pitchpot were so clear.

I remember a woman standing aghast at the barefaced statement of a youthful salesman that such a thing as a brass preserving-pan never existed; enamelled ones being all he knew of.

This sounded very much like an untruth to the poor old soul, who had used a "brass maslin" years before he was born, and had saved up her money to buy another, knowing that one the same as the last would do good service for a generation or two. The happy youth remained in blissful ignorance that such a thing ever existed, whilst the old woman went elsewhere to tell her story and obtain her "kettle."

On the other hand, I remember some years ago having an "improver" from one of the small towns in Somersetshire. On being asked for a "sweezer" he was naturally puzzled, but when it was explained that it was a local term for a wringing machine, he frankly confessed he had never seen one; this was some years ago.

We do not like our customers to see our ignorance, but I fully believe it is better to do this than to display it by trying to hide it which will be seen in the simple illustrations I have given, but which are in so many forms happening every day. Better to retain a dignified silence than affirm as an absolute fact anything the real truth about which we are uncertain. If we make this our rule in our business life, it will be one more inducement for us to acquire more knowledge, and we shall feel how necessary it is for us to understand every new invention, all new goods, and in actual reality become thorough masters of our trade in all the branches and in every department that we may have an opportunity of learning and seeing.



When you explain

the advantages which the Patent Duplex Flue gives to the

DUCHESS OF OXFORD

Cooking Range, you will find them wonderfully easy to sell. This patent flue is not attached to any other stove made, and it ensures the increased durability of the fire-box lining and an oven that is well ventilated and always uniformly heated. These facts will appeal forcibly to every woman.

Fitted to burn either coal or wood, with Water Front, High Shelf, Warming Closet or Reservoir, for all sizes.

The Gurney Foundry Co., Ltd., Toronto

The Gurney-Massey Co., Ltd., Montreal

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Tinplates, Coke and Charcoal,
Canada Plates,
Sheet Iron, Black and Galvanized,
Pig Iron, Ingot Tin,
Sheet Zinc,
Window Glass,
Portland Cement,
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Import orders only.
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NOVA SCOTIA STEEL CO.

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NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

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SWANSEA
Near Toronto

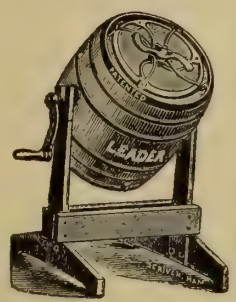
MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



LEADER CHURN

DOWSWELL BROS. & CO.

HAMILTON, ONTARIO

EASTERN AGENTS

W. L. HALDIMAND & SON, - Montreal

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office. . . . . .

HARDWARE AND METAL

TORONTO

THE BEST

is the cheapest in

BRUSHES

as well as in all other goods that

ARE MADE

by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made **BY**

MEAKINS & CO., MONTREAL

313 St. Paul St.

Also Meakins & Sons, Hamilton, Ont.

ERTEL'S VICTOR



HAY PRESS

Most rapid, durable and economical. So warranted or no sale. Capacity ONE to TWO ton per hour. Descriptive circulars free.

Write . . .

STEVENS MANFG. CO.

LONDON, ONT.

SPRITE CYCLES

LEAD FOR LOW PRICES

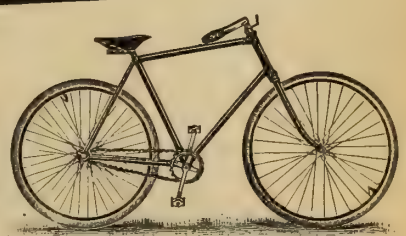
QUALITY FINISH

CATALOGUE UPON APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0
PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

JOBBING work is beginning to ease off somewhat, the conclusion being that it is pretty well finished up for the season. Prices of materials have not changed since last week.

MONTREAL PLUMBERS.

The Montreal Plumbing Association held a meeting this week, but did not discuss anything beyond ordinary routine matters. They transacted some business, however, preliminary to the annual meeting of the association, which will be held in the course of a fortnight.

* * *

MR. HUGHES BETTER.

J. W. Hughes, the well-known plumber, has been confined to his house with a severe cold for over a week past. He got out for the first time on Wednesday last.

* * *

MONTREAL NOTES.

The engineer of the Montreal City Hall has been authorized by the City Hall Committee to replace the present old furnace with a new one, and has been allowed $400 to do so.

The Montreal Water Committee has granted the application of J. A. Ogilvy & Son for a six-inch main in their new building at Mountain and St. Catherine streets.

* * *

HAMILTON'S WATER-WORKS.

The Hamilton Water-works Committee has decided to ask the City Council for leave to introduce a by-law to raise $175,000 by debentures for the improvement of the water-works system, including a main on Barton street and enlarged laterals, as recommended by Engineer Keating, of Toronto. Apart from this special expenditure, the committee will require for next year $40,000 for construction and $40,000 for expenses.

* * *

NEW POCKET PRICE LIST.

The Mechanics' Supply Co., Quebec, have issued a pocket price list of malleable and cast iron fittings, nipples and wrought iron pipe, both American and Canadian. It is one of the most complete things we have seen of the kind, and as a ready reference book is invaluable. They have a new way of showing the different classifications of both malleable iron pound fittings and nipples, which is very convenient, and shows at a glance what list to put them under. A copy will be sent to any plumber, steam-fitter or machinist for the asking and the mentioning of this paper.

PLUMBING IN THE LONDON Y. M. C. A.

Says the London Free Press: "This line of work in the new building now being erected is of considerable magnitude, being one of the largest contracts, if not the largest, of its kind which has been awarded in the city for many years. It has been secured by Mr. Thos. L. Partridge, sanitary plumber and gas-fitter, 191 Dundas street, in the face of keen competition with a large number of competitors. Mr. Partridge is a young man of practical experience, and has earned for himself an excellent reputation for workmanship and reliability since entering business on his own account, which assisted him in securing the Y.M.C.A. contract. By strict attention to business and the wants of his customers, he maintains their patronage and has established for himself a creditable business."

* * *

BUSINESS CHANGES.

The estate of Geo. J. Harris, plumber, Halifax, N.S., has been assigned.

C. Desmarteau has been appointed curator of the plumbing business of Blouin, Girard & Collard, St. Louis de Mile End, Que.

* * *

CONTRACTS OPEN AND CLOSED.

These contracts open and closed are noted by Contract Record:

Sandon, B.C., and Vernon, B.C., are both to have a water-works system.

Arnprior's proposed post office will cost $20,000.

James Warren, C.E., Walkerton, Ont., is surveying Creemore for a proposed system of water-works.

Kingston, Ont., will likely spend $20,000 on a new school house.

Blenheim, Ont., is to have a new Presbyterian church, and likely a new town and fire hall combined. J. T. Wilson, of Chatham, Ont., is architect for both.

Renfrew, Ont., is to have a new hospital. A site has been purchased.

A proposal is made to ask the ratepayers of Brantford, Ont., to vote $25,000 for a new school.

The Bennett & Wright Co., Toronto, have secured the contract for the plumbing and heating of Barrister H. T. W. Ellis' large new residence at Windsor, Ont.

At Wallaceburg, Ont., the Sydenham Glass Co. will rebuild their warehouse at once, the new building to be larger than the former one.

The County Council of Kent have the erection of a house of refuge at Chatham, Ont., under consideration. They will put an addition to the gaol and put in a better system of heating.

At St. Henri, Que., the Town Council has decided on several improvements to the public buildings, among which are the enlargement of the town hall, the transformation of Chief Massey's former residence, with a recorder's court and sleeping room for firemen and the erection of new stables and prison cells. The work will cost upwards of $10,000.

C. R. Oldershaw, architect, Chatham, Ont., has prepared plans which have been accepted for a new 16-roomed public school—brick, electric bells, hot air heating, etc. Cost, $30,000

W. H. Comstock will erect a new residence at Brockville.

The plans for Hamilton's new Collegiate Institute and Normal School have been completed, and a deputation has been appointed to go to Pittsburg and examine a new system of heating in vogue there.

St. John, N.B., is to have a new high school.

Plans are being drawn at the Public Works Department at Ottawa for the new reformatory at Alexandria.

Ottawa may have a new opera house.

The McLeod street congregation, Ottawa, will build a $7,000 church.

The Dominion Cold Storage Co. has decided to at once construct warehouses in Montreal, Toronto and Brantford, and to erect a complete system of warehouses throughout the Dominion. Among the promoters of the company are Dr. Sylvester, of Toronto, and D. M. McPherson, of Lancaster.

The Toronto Electric Light Company are about to erect a new arc lighting station to cost about $20,000. The building will be constructed of brick and iron.

The foundation for the Cobban Mfg. Co.'s new building on the Esplanade, Toronto, was commenced this week, and building operations will be commenced in the early spring.

James Jamieson has secured the contract for the heating of Craig & Co.'s new warerooms at Kingston, Ont.

C. E. Fournier is awarding contracts for F. Bayard's tenement houses on Mitcheson street, Montreal.

At Victoria, B.C., Ald. Bragg has secured the contract for building an addition to Spencer's Arcade.

At St. John, N.B., James H. Doody has been awarded the contract for plumbing for the new Aberdeen school.

At Brockville, Ont., a new school building is to be erected on the site of the present James street school, and at the last meeting of the School Board a committee was appointed, consisting of Dr. Horton, A. A. Davis, Samuel Simpson, John M. Gill, and John Menish, to procure plans and esti-

BLAIKLOCK BROTHERS
Customs Brokers, Forwarders, Warehousemen . . . .
Correspondence Solicited.
41 Common St., - MONTREAL

mates for a four-roomed two-storey building, with all modern conveniences and appli ances, and to report thereon at next board mee ing.

At Nelson, B.C., a contract for pipe, Pelton wheel and all connections, has been awarded to the B.C. Iron Works by the Electric Light Co. The contract price is $2,400.

At Gananoque, Ont., Mitchell & Wilson have secured the contract for the Bennett block, corner King and Stone streets.

Curry Bros. & Bent, contractors, Bridgtown, N.S., are at work on a station at Wilmot for the D.A.R., and three stations for the Coast Railway Co., of Yarmouth. They have just closed contracts for two buildings in Halifax, a manse on Robie street and a store and warehouse for Martin, Young & Co., Barrington street.

A HINT TO STOVE MEN.

We actually came across a stove dealer the other day, who positively heated his store with a stove that he did not carry in stock. He was asked the reason of this and the answer was that he had formerly carried the stove, but had lately substituted for it one which he thought superior, and had neglected to make the change in his own heater. The impression produced on an observant visitor could not be of a favorable nature, and must necessarily cast a reflection on every stove he carried in stock. The stove used in heating a stove store should of course not only be one of those carried in stock, but that on which the dealer is making or seeking to make his greatest run. Care should be taken to have it kept in the best of order, and the nickel and polishable parts shining their very best. It often calls particular attention to a stove to have it finished in an unique manner. As was mentioned recently, a St. Louis dealer heats his store with a stove which he sells largely, and has this particular one finished in aluminum. He says it proves an excellent advertisement.—Stoves and Hardware.

NEW USE FOR WELSH TIN PLATE.

What is likely to have an important bearing on the future of the tin plate trade of South Wales was reported on Wednesday. A consignment of Indian tea packed in tin plate chests is to be seen in the window of Mr. Frank Randell's establishment, Vaughan street, Lanelly. Mr. Randell speaks very highly of the new departure, and considers it a great improvement on the old method, as the aroma of the tea is better preserved, and the tea is safe from rubbish, such as chips of wood, etc. He is of the opinion that the new packing-cases will be generally adopted by Indian tea packers. The chests have a wooden top and bottom, covered with sheets of tin, and the sides are strengthened by sheetings of iron.—Rylands.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

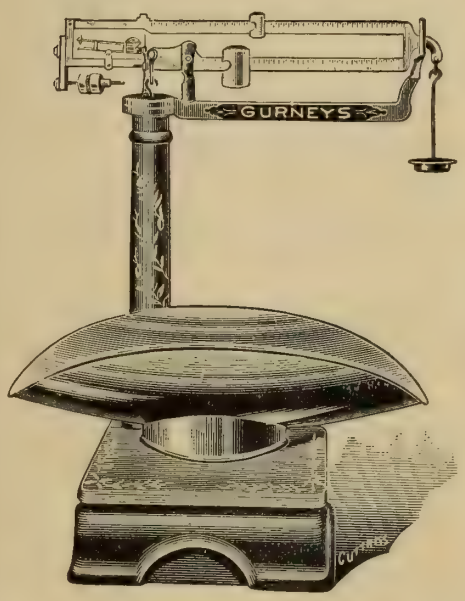
CUTLERY
Splendid value in all kinds for the Fall trade. See our samples. . . . . .

WIRE
Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
. . . MONTREAL

DOMINION COUNTER SCALE



With Patent Automatic Scoop Balance

Simple in construction. Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
Hamilton, Ont., Can.

CARD . . .

RECEIVER



No. 252.

The Toronto Silver Plate Co.
Manufacturers of Wares in Sterling Silver and Electro Silver Plate.
Factories and Salesrooms, King St. West, Toronto, Canada.

E. G. Gooderham, Manager and Sec.-Treas.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

ROMEO PREVOST & CO. have been appointed curators of the general store of Joseph Beaulieu, L'Annonciation.

Zotique Deslauriers, saw mill, Wotton, Que., has assigned.

Elzear Collin, general store, Montmagny, Que., has assigned.

Nap. Doyan, general store, St. Francois East, Que., has assigned.

Rod McDonald, carriage maker, North Sydney, N.S., has assigned.

J. W. Baker, general store and mill, Lake Edward, Que., has assigned.

James G. Miller, foundry, Chatham, N.B., wants to compromise at 50c.

Louis Beaudoin, general store, Thedford Mines, Que., has suspended.

I. Miller, general store, Emsdale, Ont., has assigned to C. B. Armstrong.

There is a demand of assignment against Daniel McLean, general store, Capelton, Que.

The Peterboro' Carbon and Porcelain Co., Ltd., of Peterboro', Ont., have assigned to R. R. Hall.

There is a demand of assignment against Louis Paquette, general store, Windsor Mills, Que.

The creditors of N. C. Robillard, wholesale saddlery hardware, Montreal, will meet on December 3.

Louis Couture, general store, St. Francois Montmagny, Que., is offering to compromise at 75c.

The creditors of J. W. Baker, general store and mill, Lake Edward, Que., will meet December 3.

There is a demand of assignment against J. T. M. Marchand, hardware, etc., Port de Maskinonge, Que.

Kent & Turcotte have been appointed liquidators of the Canada Pipe and Foundry Co.'s estate at Montreal.

Louis Beaudoin, East Broughton, Que., has assigned, and Fred. Lemieux is provisional guardian of the estate.

In the case of of Mrs. E. Morris, general store, Burin, Newfoundland, an insolvency declaration has been asked for.

A consent of assignment has been fyled in the case of Napoleon C. Robillard, wholesale saddlery hardware, Montreal.

PARTNERSHIPS FORMED AND DISSOLVED.

The Ripley Flax Co., Ripley, Ont., is seeking a charter.

The Parry Sound Electric Light Co. has obtained a charter.

The Safety Rolling Step Ladder Co., Montreal, has dissolved.

The Belleville Traction Co., Belleville, Ont., has obtained a charter.

Ross & Maw, wholesale carriages, Winnipeg, are dissolving Jan. 1, '96.

E. F. Keene & Co., lumber, Lake Megantic, Que., have dissolved, and a new partnership under the same style has been formed by E. F. Keene and Hector Rose.

Harvey & McRae, carriages, etc., Winnipeg, have dissolved. Alex. McRae continues.

Haldane Miller and Jas. A. Brook are proprietors of the Canadian Casing Co., Montreal.

Traffle Rochon and Jos. Rochon are proprietors of T. Rochon & Fils, marble works, at Montreal.

Greer & Bradburn, electrical supplies, Peterboro', Ont., have dissolved. J. H. Greer continues.

Brophy & Jukes, general store, Spring Hill, N.S., have dissolved. Robt. Jukes continues the business.

Louis Bouchard and Pierre Hubert are partners as the Waterloo Wood Manufacturing Co., Waterloo, Que.

Francis F. McGrath and Fred. H. Curtis, of Montreal, have gone into an upholstering partnership as F. F. McGrath & Co.

Cowan & Edwards and James Conn have amalgamated under style of Cowan, Edwards & Conn, at Indian Head, Man.

Clodomire Dussault and Oza Normandin are partners as Dussault & Normandin, hardware, groceries, etc., West Shefford, Que.

La Compagnie Manufacturiere De St. Gabriel De Brandon, of St. Gabriel De Brandon, Que., has obtained a charter of incorporation.

The Pelee Gas and Oil Co. of Ontario, at Kingsville, Ont., is seeking a charter; as is also the Citizens' Gas Control Co. of London, at London, Ont.

SALES MADE AND PENDING.

W. Clements has opened a general store at Ivanhoe, Ont.

Albert Jette's furniture stock, at Montreal, has been sold at 60c.

John Patton, general store, Prospect Hill, Ont., has sold out to one Smith.

Mary Cawthra, general store, Mimosa, Ont., has sold out to Alex. Farr.

G. A. Huff, general store, Alberni, B.C., has been succeeded by E. Patton.

The factory, plant, etc., of Benjamin Bros.

The "Dayton"



A perfect high-grade wheel

Rigid
Elegant
Easy Running

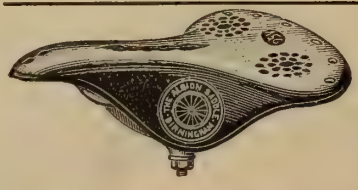
Will be the most popular wheel on the Canadian market in '96.

Your customers will ask for it; and it will pay you to handle it.

Write

J. & J. Taylor

TORONTO



Albion Saddles







Correspondence solicited from Cycle Manufacturers for importation.





Painchaud, Squire & Co.

Sole Agents,

Montreal



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

IMPERIAL WATERPROOF PAPER CO.

275 St. Martin St., Montreal,

Manufacturers of Waterproof Paper for Building and Packing.

Prices and samples on application.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, ever-lasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

CUTLERY

H. BOKER & CO.

TREE  BRAND

PEN KNIVES in large varieties, also . . .

SCISSORS AND RAZORS

CAVERHILL, LEARMONT & CO.

TORONTO

& West, manufacturers of carriage wheels, Yarker, Ont., have been sold to J. H. West.

Wm. Anderson, general store, Carievale, Man., has sold out to J. H. Elliott.

John Ferris succeeds to the general store of James M. Ferris at Campbellford, Ont.

The assets of J. Lavallee, general store, St. Aime, Que., are to be sold December 13.

The business of D. C. Crosby, general store, Maitland, N.S., is advertised for sale.

The estate of John Ross, general store, Freelton, Ont., was sold to Robt. Thomson.

Chas. Burkholder is giving up his general store at Otterville and removing to Tilsonburg.

Thos. Stiles, general store, Wingham, Ont., is giving up business and going to London.

The assets of Philippe Bourgoin, general store, Price Village, Que., are to be sold December 3.

The assets of the Compagnie Electrique St. Jean Baptiste, Montreal, are to be sold December 19.

The estate of E. M Law & Co., general store, Victoria Harbor, Ont., is advertised for sale by tender.

The estate of A. L. Mitchell & Co., wholesale carriage goods, St. Catharines, Ont., is to be sold by auction.

The buildings, plant, etc., of the Watson Manufacturing Co., Ltd., Ayr, Ont., are to be sold on Dec. 6.

The general store stock belonging to the estate of J. F. Allan & Co., Hillsdale, Ont., has been sold to J. H. Mandels.

CHANGES.

B. G. Nicoll is starting business as a hardwareman at Montreal.

George Sydney Walsh is proprietor of the Gilmour Paint Works at Bedford, Que.

Mathilde Duphily is proprietress of T. Duphily & Cie's genreal store at Vercheres, Que.

Mrs. Louis Beland is proprietress of the lumber business of L. Beland & Co., Compton, Que.

Wm. McDonnell & Co., traders, Bears' Hill, N.W.T., closed up their Wetaskiwin branch on Nov. 30.

FIRES.

James Brown's lumber mill at Weldford, N.B., was burned.

DEATHS.

Peter Bessette, saw miller, Sumby, B.C., is dead.

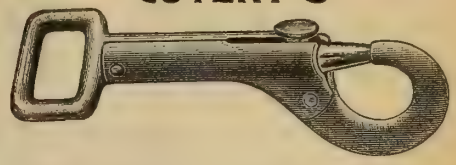
PAINTERS ASKED TO ASSIGN.

Mr. L. H. Dufresne, Montreal, on Tuesday made a demand of assignment on Poirier & Arcand, painters and decorators Mr. H. P. Wall was appointed provisional guardian.

SUDDEN DEATH.

Mrs. Maggie Jane Smiley, the wife of Mr. G. W. Smiley, hardware merchant, St. Thomas, Ont., died very suddenly on Nov. 25, in her 34th year.

1875. **COVERT'S** 1895.



Our Triumph Snap with flat spring, and Banner Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St **Montreal**



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,

St. John, N.B.

The Saint John Bolt & Nut Works

ALEX. RANKINE, Proprietor

St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

TRADE MARK J REGISTERED.

"JARDINE"

Horseshoe Sharpening Vises

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL

A. B. JARDINE & CO.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, Nov. 29, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
T. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.Xl	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price.
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 40
Half polished	2 50	....
All bright	....	3 00

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 45 p. c.
Cast, soil, 2, 3, 4 and 5 in., 16 to 20 ft.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 12¼	0 12½
Lake Superior	0 12¼	0 12½

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 24

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No.	5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

-Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½ 0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap' and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges..... 0 90
5 and 6 gauges..... 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges..... 1 65
5 and 6 gauges 1 90

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined, each..... .... 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each.... 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross.. }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders', per doz..... 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross..... .... 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red..... 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 70 and 10 to 80 per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 65 and 7½ per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 15	2 05	....	....
26 to 40	1 25	2 35	1 80	....
41 to 50	....	2 75	....	4 05
51 to 60	....	2 95	....	4 55
61 to 70	....	3 20	....	5 15
71 to 80	....	3 70	....	5 80
81 to 85	....	4 25	....	6 45
86 to 90	....	4 90	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 3
101 to 105	....	....	....	10 7
106 to 110	....	....	....	12 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 20
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P, S, & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb..... .... 4 15
12 in. up, per lb..... .... 3 15
Per doz. set.
Screw. Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 60 p.c. 1896 list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 57½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " 3 85
F.o.b. Montreal 10c. less, and London 5c more than above.

ICE PICKS.

Star per doz..... 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P,, per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross,..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 52½ and 7½ p.c.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy.....	2 50
40 dy.....	2 55
30 dy.....	2 60
20, 16, and 12 dy.....	2 65
10 dy.....	2 70
8 and 9 dy.....	2 75
6 and 7 dy.....	2 90
2. American pattern only—	
From 4 to 5 dy.....	3 10
3 dy (lath).....	3 50
3. Canada pattern only—	
From 4 to 5 dy.....	3 00
3 dy (lath).....	3 40
3 dy, A.P. fine.....	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 to 65 and 5 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per 100 lbs..... .... 1 80
Tins, lbs..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03¾
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 52½ and 7½p.c. revised list.
Wood, 20 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7	00 9¼
¼, 5-16, ⅜ in.....	7½	00 9½
Cotton		15 17
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 to 7½ p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... .... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen..... 0 40 0 70
"Empire," McMillan&Haynes, per ft..... 0 00 0 70
Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 35 to 40 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
frame only..... 0 00 0 75

SAW SETS.

Lincoln," McMillan & Haynes, per doz..... 0 00 7 50

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 0 00 9 88

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 52½ and 7½ p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross		7 50	12 00
Dessert,	"	21 00	00 00
Table,	"	30 00	30 00
Dessert Forks,	"	24 00	00 00
Medium "	"	27 00	00 00
Table "	"	36 00	00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb.....		0 28	0 50
Hindostan,	"	0 06	0 07
" slips, per lb.....		0 09	0 09
Labrador.....	"	0 00	0 13
" Axe,	"	0 00	0 15
Turkey	"	0 00	0 50
Arkansas	"	0 00	1 50
Water-of-Ayr ..	"	0 00	0 10
Scythe, per gross.....	....	3 50	5 00
Grind. per ton.....		15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 p. c.; Zinc, 37½ p.c.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, H. & N. and 70 to 70 and 5 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon..	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....	.....	0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 15 per cent. discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅞ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 0 03½
Galvanized, 4 barb, 4 and 6 inches apart 0 03½
Galvanized, plain twist, all delv'd.... 0 03¼
"Lock Barb," 4 point..... 0 00
" Glidden, 2 point 0 00
Galvanized Barb, "Lyman," 2 to 4 points..... .... 0 00
Steel Staples 0 00 0 02½
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 85 1 90

WRENCHES.

Acme. 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

Prices, $25 to $50 each.

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Island City Coach Varnishes
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MONTREAL

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Essex Handle and Wood-Turning Works

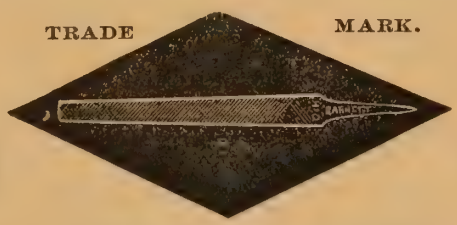


You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

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ESSEX, ONT.

BLACK DIAMOND

TRADE  MARK.

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Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

THE

E. B. EDDY CO. Limited

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And 9 Agencies in Canada.

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for the hardware trade have been made with an eye to strength, and in tests have shown a remarkable record.

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Elbows — Coal Hods
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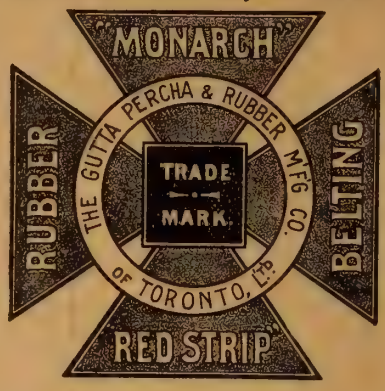
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CANADIAN

HARDWARE

AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, DECEMBER 7, 1895. No. 49.

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EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

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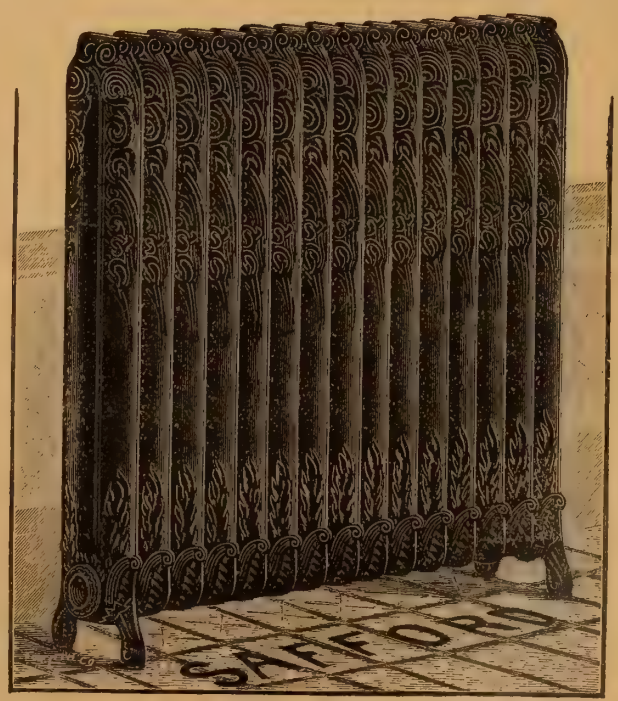
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Hot Water and Steam Radiators

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The only . . Radiator made giving universal satisfaction.



The largest Radiator manufacturers under the British Flag.

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The Booth Copper Co.

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Diamond Enameled Ware

The trade like Diamond Ware because it is first-class, light-colored, durable.

- **Diamond Ware is well coated**
- **Diamond Ware is full weight**
- **Diamond Ware has given good satisfaction**
- **Diamond Ware is guaranteed**



Our new works for making Diamond Ware are about completed. Orders will have prompt attention.

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly — $2.00 a Year

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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THE SEWER PIPE QUESTION AGAIN.

WORD comes from Ottawa that S. W. McMichael, one of the chief officials in the Customs Department, goes to Great Britain to report upon the values of sewer pipes. This is the direct outcome of the agitation started in HARDWARE AND METAL.

It will be remembered that Mr. Kilvert, now Acting Commissioner of Customs, was sent to Europe to report on the values of sewer pipes there. At that time a strike was in progress, and values were abnormally high. In fact, some of the manufacturers he interviewed refused to quote any prices, fearing that they might not fill orders. On his report the department fixed these abnormally high prices as the figures on which Canadian importers must enter the pipes for duty. By this time, however, the strike was over and prices had dropped back to the regular basis, and importers made entries at these, the prices at which they actually bought. They were told they were trying to defraud the Customs and rendering themselves liable to heavy fines. They paid the increased duties under protest and asked for an official inquiry. It happened that the man who would make the inquiry according to the Act was this same Mr. Kilvert. He would, in fact, sit in judgment on himself. The inquiry was balked in every possible way. It was first granted, but as soon as the Government found that the importers had the best of it they stopped all proceedings and refused to give any explanations; refused, in fact, to answer correspondence. In the meantime importers suffered.

This most disgraceful state of affairs might have continued; in fact, importers would long ago have given up in disgust had it not been that HARDWARE AND METAL started the agitation which worried the department and the Government and forced them to take action. To have given in and submitted the matter to the Court provided by the Act, would have been somewhat of a reflection on the department. It could have been settled in this way in a few hours, and the only expense which the country would be at would be $5 for a return ticket from Ottawa to Montreal. Instead, the country will have to pay several hundred dollars sending an official to Great Britain to secure information of which they are already possessed.

The Controller must know that this course is wrong and unfair to the business men. If the enquiry had gone on in the proper way, there is no doubt that the decision would have been in favor of the importers. This would be another set-back like the one in the scythe case. This the Controller does not want. By the round-about method now pursued they will arrive at the same result, but then there will be no apparent reflection on the Government. Herein is the secret of many of the departmental troubles.

Many officials have done things that were quite wrong. If their actions were reversed, or if matters were set right, the press would make political capital of it. This is why the Controller is not free to set matters right irrespective of the Cabinet's political necessities. As we have more than once pointed out, Mr. Wallace, with his experience as a general merchant and a manufacturer, is an excellent man for this department. Free him from political surroundings, and there will be no complaints. At present it is not so much a question of what is right, but how will it affect the vote.

ADVANCE IN MIRROR PLATE.

The two firms in Montreal who practically control the trade in mirror plate decided on Tuesday last upon another advance in price.

The old trade discount off the list was 40 per cent. This has been reduced to 30 per cent., the change being equivalent to an advance in prices of fully 12½ per cent.

GLASS GOING UP IN PRICE.

HARDWARE AND METAL'S prophesy last week regarding the price of sheet glass has already been realized, and prices in Toronto have been marked away up.

Glass has been held much higher in Montreal than in Toronto for some time, but one or two dealers in the latter city have insisted on giving low quotations and the others had to follow suit. Now, however, the "recalcitrants" have fallen into line, and both star and double diamond have been advanced about 10 per cent. all along the line.

There is a good reason for this advance, as the cost of sheet glass has gone up 30 per cent. over fall prices on the primary markets, and the supply is said to be very short.

The advance of 10 per cent. in Toronto is said to be only a foretaste of what is to come after. As one big jobber expressed it "we want to give those of our customers who have contracts to fill a chance to do so without suffering a loss."

In fact, it is prophesied in some quarters that another week will see a further advance of 10 per cent. in the price of sheet glass, and that such a second rise when it transpires will be followed shortly afterwards by a third.

As one of our informants remarked, "It cannot be long now before sheet glass must be sold at a figure commensurate with its cost."

The upward tendency in sheet glass also extends to plate glass, which is firmer and much higher in inclination. As a result of the collapse of a big manufacturing concern in England, and a reported general shortage of stock in the primary markets, the present discount of 30 per cent. will, it is stated, before long be reduced to 20 per cent. One dealer even goes so far as to say that by next spring he expects to see plate glass sold at net list figures.

Nor does fancy glass seem to have escaped the inflation, for it is reported higher in first hands. Local quotations will, it is thought, be changed in proportion.

Trade in all lines of glass has fallen off a little lately, but this is, of course, natural, as Dec. 1st generally sees the end of the season's

glass business. Some merchants, however, who foresee higher prices in the spring, are stocking up a little ahead, thus creating a briskness in the market, which would not otherwise be felt at this time.

GLASS FIRM AT MONTREAL.

Cables from Belgium on window glass this week cited an advance of two points at primary markets.

This means that it would cost more to lay down glass in Toronto than the present jobbing prices on that market.

Two of the largest jobbers in Montreal this week told HARDWARE AND METAL that an advance of 10c. was not at all improbable, especially as stocks were not heavy. In fact, with the exception of one firm, jobbers were carrying a lighter supply this winter than last.

GOLD ALUMINUM SPOONS.

Bowman, Kennedy & Co., of London, Ont., are introducing a nice novelty suitable for the holiday trade. It is a line of gold aluminum table-ware—spoons, knives, forks, etc. Bowman, Kennedy & Co. are the first to introduce them here. This line is free from any of the baser materials used in high-class plated-ware, and, having no plating, the articles will never wear out nor lose their beautiful color. They possess the best sanitary qualities, and are tough as steel, being practically unbreakable. They are cleaned quickly by ordinary methods, and retain their polish with much less care than sterling silver.

As an instance of the extraordinary nature of the gold aluminum ware, a test recently made in the United States Government's laboratory at Washington may be cited : (1) Boiling water in tablespoon, and, after the boiling, heating the spoon to red heat, after which the spoon was clean and bright ; (2) boiling vinegar in spoon ; (3) cooking salt pork in spoon ; (4) boiling coffee in spoon ; (5) frying egg in spoon. And yet after all this test the spoon was easily polished and presented as clean and handsome appearance as ever.

THE QUARTERLY MEETING.

The manufacturers held their quarterly meeting in Montreal last week, but beyond disposing of some routine business did not transact anything new or interesting. No change in values of any of the leading lines was either proposed or considered, and values, therefore, may be considered settled as they are until the coming annual meetings which will be held in Toronto early in January. Among the gentlemen present were Messrs. Whitten, representing the Ontario Rolling Mills Co. and the Ontario Tack Co ; Peleg Howland, Graham Nail Co.; Robinson, Portland Iron Works, St John, N.B.; Peck, Peck, Benny & Co.; McMaster, Montreal Rolling Mills Co., and others.

THE LOW PRICE OF REVOLVERS.

A FEATURE of the sporting trade of late years is an increased demand for revolvers. Whether it can be taken as an indication of increased pugnaciousness of Canadians, HARDWARE AND METAL is not prepared to say. We leave that for the philosophical to discuss.

But whatever may have been the motive that induced people to buy revolvers, the low prices at which revolvers can be purchased have unquestionably made the posession of the arm possible to a great many who a few years ago could not afford the luxury. During the past year there has been a perceptible increase in the demand. The epidemic of burglaries a month or two ago gave quite an impetus to the sale of revolvers.

Low-priced revolvers first began to come upon the market to any appreciable extent two or three years ago. And the German manufacturers set the pace. Manufacturers in the United States soon fell into line ; and with so much success that before long they had outstripped their confreres in Europe.

To-day the Germans can scarcely be accounted competitors in this class of goods. The United States article is cheaper, better finished and more desirable in every respect, and successfully keeps revolvers from the Fatherland from coming to the North American market in any great quantity.

A further factor inducing low prices is the competition among the American manufacturers, profits having been sacrificed in the efforts to secure business. And now they complain that at present figures they cannot make money.

But the low-priced revolvers do not necessarily mean cheap revolvers. The difference between a high class revolver now and two or three years ago is but small. The fact of the matter is, that quality has been sacrificed to price. Some of the so-called cheap revolvers on the market, HARDWARE AND METAL is assured, are not only badly put together, but they are unsafe to use.

Retailers in selling revolvers should impress this upon customers who may be in search of cheap revolvers.

ADVANCE IN WOODENWARE.

The woodenware manufacturers of Canada have been meeting in Toronto during the past week, and as a result some important changes have been made in prices and discounts.

Complete information cannot be furnished as the revision of the lists is not yet finished. HARDWARE AND METAL is, however, in a position to state that the advance in pails and tubs is about ten cents per dozen. Butter tubs and covers have been removed from the net list and placed on the regular list, and new prices have been compiled. Trade discounts are about 5 per cent. lower.

During the recent depression in the United States, it will be remembered, the Canadian woodenware manufacturers were compelled to lower their prices very materially to meet the slaughter figures at which makers were sending their goods into this country. Since the return of activity, the price of the raw material, such as hoops, wire, etc., used by the woodenware manufacturers, has advanced considerably ; as much as 30 to 32 per cent. in some instances. It is this fact that is more responsible than any other for the advances just ordered in the finished products by the makers of woodenware in Canada.

Those present at the meetings were : W. H. Rowley, of the E. B. Eddy Co., Hull, Que.; H. S. Cane, of the Wm. Cane & Sons Mfg. Co., of Newmarket, and Charles Thompson, of the Longford Co., of Orillia.

A GREAT INJUSTICE.

THE Montreal Wholesale Metal and Hardware Association held its annual meeting in the Board of Trade Wednesday afternoon. The election of officers resulted as follows :

President—Jas. Crathern.'
Vice-President—T. J. Drummond.
Treasurer—J. B. Learmont.
Directors—T. Fairman, J. Phymister, Wm. McMaster and A. C. Leslie.

Besides the usual annual routine business the association discussed the injustice of discriminating railway freights and several glaring instances were cited in illustration. One is so striking that it is worthy of repetition.

A leading Montreal jobber made an offer on a lot of heavy material to a Western Ontario buyer, and found that it paid him better, though he had the goods in store in Montreal, to buy them in Liverpool and have them shipped direct to his customer.

The through rate from Liverpool to Windsor was 20½c., whereas the best rate from Montreal to that point was 36c.

This difference in freights of over 15c. paid him to pursue the very unusual course taken.

This example speaks for itself, and requires no remarks from HARDWARE AND METAL to emphasize the great injustice under which Montreal shippers labor.

The association decided that they would combine with the committee appointed at the recent general meeting of the trade, the details of which have appeared, and named the president, Jas. Crathern and J. R. Wilson, of Thos. Robertson & Co., as their special committee, to see what could be done with the railway people in the matter of securing justice.

TRADE BALANCES AND CANADA.

POLITICAL economists differ as to the relative importance of the balance of trade. One school contends that excess of imports over exports indicates a healthy condition. The other argues that vice versa is the ideal.

Both are right to a certain extent, but the doctrine of neither will apply to all countries alike. The United Kingdom, for instance, great as it is as an exporter, is still greater as an importer, for the simple reason that it has to import the bulk of its raw materials. The United States, on the other hand, is an exporting country. She exports raw materials as well as manufactured products. Consequently when the imports exceed the exports, as they have during the past ten months, one can fairly say that the balance of trade against her is unfavorable, while the same application would only apply to Great Britain if her exports exceeded her imports.

Canada's position is somewhat unique in this respect. She is like neither Great Britain nor the United States. Canada imports both raw material and the finer class of manufactured goods, hence, when her imports exceed her exports it cannot be accounted unfavorable to her. If it did count against us we would have been bankrupt long ago, for since Confederation there have only been three years during which the exports exceeded the imports for home consumption.

Raw material is imported for the purpose of being turned into finished products. In this process profit, of course, accrues to the manufacturers.

Of Canada's total imports for 1894 over 21¼ per cent. consisted of raw materials. Our exports of manufactured goods during the same year aggregated 23.16 per cent. of the total exports of all kinds, while according to the census of 1891 Canada turns annually about $256,000,000 worth of raw material into manufactured products valued at $476,000,000, an appreciation of value of over 46 per cent., distributed among the manufacturers, artisans, public carriers, etc.

It is evident that an excess of imports over exports does not indicate an unhealthy condition as far as Canada is concerned. But it does with the United States. It indicates, first, that the products which she sends abroad are not going out in their accustomed volume, and that, consequently, gold must be exported to meet her liabilities. Then, there is a demand upon her gold reserve to pay for the securities which British and European capitalists are anxious—over-anxious it may be—to get off their hands.

The result of this two-fold demand upon its gold supply is seen in the fact that its excess of gold exports over the imports is over $44,000,000 for the ten months ending October 31st last.

The British capitalist is beginning to learn that Canada affords an excellent field for investment. As a result, much of the British capital that once went to the United States is coming this way; and this flow is destined to grow in volume as the knowledge of the richness of our resources becomes more diffused.

It is no exaggeration to say that no country in the world to-day affords, to put it mildly, better investment to capitalists than does Canada. But the trouble is that we in this country are not aggressive enough in advertising the fact.

In the Kootenay and Cariboo country we have the richest and best paying gold mining properties in the world, not excepting those of the much vaunted South Africa. On both the Atlantic and the Pacific we have the best fisheries by far in the world. In the forests we have unlimited wealth. Along the shores of Nova Scotia, in the heart of the country, and in British Columbia there are illimitable fields of coal. And in Manitoba and the Territories we have a stretch of country whose adaptability for cereal raising and ranching purposes is beyond peradventure.

A SUBJECT OF CONCERN.

OUR cousins to the south are again concerned about their gold reserve, which, on account of the demands that have recently been made upon it on export account, has again dropped some twenty millions below the legal level.

Coming at a time when gold ought to be flowing back into the country in payment for cereals exported, it is not surprising that financial men in the United States should scratch their heads in search of a reason, and that the president of the country should urge Congress to come to the rescue of the depleted reserve.

Some have opined that the decreased export of breadstuffs is the primary cause, but although up to a week or two ago the value of the wheat and flour sent out of the country was some three and a-half millions less than for the same time last season, yet the decrease in this respect was more than compensated for by the increase of 14,000,000 bushels is the quantity of corn exported. During September alone corn to the value of $2,388,216 was sent out of the country, against only $263,583 worth the same time in 1894.

Others turn to the cotton exports for an explanation; and here, in part at any rate, is to be found the explanation. According to the returns for September the exports for that month of raw cotton were valued at $4,925,015, against $8,172,421 the same time last year. But from figures collated by the N. Y. Journal of Commerce, dealing with the exports from September 1 to November 22, bales to the number of 1,258,023, and to the value of $50,336,000, based upon the average market price, were exported. According to these figures there was obviously a large increase in the cotton exports during October and November. But in spite of this the exports up to November 22 were 324,897 bales below those of the last five years and 786,288 below those of the highest year. In value the exports were $8,731,000 below those of 1894 and nearly $15,000,000 less than those of the last four years.

But the fact of the matter is, the merchandise exports from the United States have fallen off materially during the present year while their imports have increased enormously. For instance, during the ten months ending October 31 last the exports aggregated $644,944,706, in 1894 they were $660,271,397. Turning to the imports we find that they exceeded the exports by over thirty-one million dollars, while during the corresponding ten months of 1894 the exports exceeded the imports by over ninety-six and a half million dollars.

OFFICE OF THE TRADE PAPER.

Merchants who want to keep posted on matters appertaining to their respective lines must read the trade papers devoted to their particular business.

The papers devoted to hardware, dry goods, etc., are specialists. And not only must they of necessity be better qualified than daily papers to deal with trade matters, but they have better opportunities of giving information concerning matters in their particular sphere.

He who is in touch with the Government knows more of its doings than he who tarries with the Opposition. And it is the same in regard to the trade and the daily papers: The one pays particular attention to trade matters; the other to political and general news.

Take, by all means, the daily paper for political and general news, but do not fall into the erroneous idea that it will keep you informed on trade matters as well.

IRON AND STEEL FOR THE MINES.

The development of the mining region in British Columbia promises to lead to an increased demand for supplies of iron and steel in the coast provinces.

In the past the consumption of heavy material has been comparatively small, but if reports are to be believed, the mining boom is going to benefit dealers in such goods materially. In fact the demand is already being experienced by firms in Montreal who represent British steel houses.

Jas. Hutton & Co., Montreal, are one of the firms who look for better returns from the Pacific Province, as they have been shipping large quantities of Thos. Frith & Sons' cast steel to the Kootenay and other sections.

Representatives of other firms who have recently returned from the west make the same report, and say that all that has to be guarded against is overselling, evil results of which traders in the east experienced during the close of the eighties and beginning of the nineties, when renewals were the usual thing in the Northwest.

DROPS FROM THE EDITOR'S PEN.

An open winter usually means a blockaded trade.

The quickest way to get rich is to work hard.

* * *

Clerks should be readers, but they should read what will prove profitable.

* * *

He who can sell goods fast is the only kind of fast merchant that should be emulated.

* * *

People who keep stirring the political pot sometimes quench the national fire with partisan soup.

* * *

When a merchant hires help he should help that help to help itself, in order to get the best results.

* * *

Wisdom does not grow with the rapidity of a mushroom, but its cultivation is sure to yield a profitable crop.

* * *

We often talk about the good old times of long ago, but we would not have them back again for all the world.

* * *

The trouble with a great many people is that they have schemes in their head which they never take out and put into practice.

* * *

It is quite proper that a merchant should watch his competitors, but it is quite improper for him not to watch his own interests.

* * *

A merchant with a smiling countenance is worth more as a drawing card than all the fake advertisements in the community.

* * *

The merchant who is always guided in his actions by what his competitor does cannot be said, like the washtub, to stand on his own bottom.

* * *

A first-class salesman may not be able to paint a picture, but he can usually paint in glowing colors the qualities of the thing he sells.

* * *

Five years ago the United States had a surplus it did not know what to do with; now it has a deficit it does not know what to do with.

* * *

Those who have lately been found guilty of arson are now doubtless being consumed with the burning wish that they had never put their thoughts into flame.

* * *

Of course a trade paper is not an absolute necessity to a man of business; neither is a window in a shop. By carefully groping about, the merchant can manage to get along without either. He will doubtless lose a few dollars now and then in the one instance and some skin from his shins and nose in the other, but these are only trifling matters.

* * *

Young men are mistaken when they imagine they can lift themselves into affluence by dishonest methods; lifting one's self by the bootstraps is not more difficult.

* * *

Merit may be accidentally or designedly hid for a while, but it is just as sure to be revealed as the sun is to peep out from behind the clouds which have veiled its face.

* * *

C.P.R. earnings the third week in November were $502,000, against $460,000 last year and $499,000 in 1893. These figures are stronger than a column of adjectives.

* * *

The reason some merchants do not keep their store windows clean is, probably, because they are ashamed of the contents of their windows and desire to keep a veil over them.

* * *

When a Government promises to give the prayer of petitioners "careful consideration" it frequently means that it will carefully consider how it can best avoid answering it.

* * *

Beggars, beats and burglars are about the only kind of people that merchants should essay to keep out of their stores, but while a lowering countenance will not keep out people, it will those whose presence it is desirable to court.

* * *

A dull "ad." is no more read because it is in big type than is a dull article in small type. The writer of advertisements, like the writer of ordinary articles, should study to make them bright and forcible.

* * *

Liquified air is to be made an article of commerce for refrigerating purposes. A German is the inventor, and he proposes to erect machinery to carry on the industry. Political gas will not be used, having no utility.

* * *

Merchants need have no fear that in sweeping out their stores customers will be swept out in the process. Dirt will keep out more customers than a score of brooms in the hands of even a score of females.

* * *

A Toronto boy fell into a tank of hot water the other day, and the daily papers far and near chronicled the matter. But there are some business men who are everlastingly getting into hot water and not a word is said about it.

PROFITS IN INSURANCE.

The Mannheim Insurance Company has again had a prosperous year, being able to distribute a dividend of 15 per cent., as against 14 per cent. in the previous year. The profit realised for the year ending 30th June is £21,430, after an amount of £78,566 has been put in reserve for winding up pending claims and current risks. Beyond this the company has a cash reserve fund of £100,000, equal to the paid-up capital (25 per cent. of the nominal capital of £400,000). The Mannheim Reinsurance Company, which is an offshoot of the older and more important concern, realised a profit of £4,737, and is distributing a dividend of 10 per cent., the same as last year. An amount of £19,771 has been put in reserve for claims and premiums. The Mannheim Insurance Company has agencies in London, Liverpool, Manchester, Bradford, Glasgow, Dundee, Belfast, and at other places in the United Kingdom. It is one of the few German Marine Companies with a branch in the United States, where it has made deposits of $250,000. It is also represented in Canada by James J. Riley & Sons, Montreal—Fairplay, Oct. 11.

THERE WAS NO DANGER.

On Tuesday last the "penny dreadful" editor of The Toronto Mail and Empire gave, under the caption "A Disaster Averted," a graphic account of how the Toronto Lead and Color Co.'s store, on Adelaide street, was saved from destruction. According to this journal an incipient fire in the company's building was extinguished just in time to save the whole edifice from being blown to atoms by the ignition of several cans of gunpowder standing on a shelf near the flames.

The so-called "gunpowder" turns out to be "Diamond Graphite Powder," a compound sold by paint and oil men, and so far non-combustible as to be fully qualified to go through the fiery furnace and come out as unscathed as the three Hebrew children.

LAKE OF THE WOODS LUMBER.

According to The Manitoba Free Press, Wm. Margach, crown timber agent for the Lake of the Woods district, says that the present season will be a busy one in the woods in his district. The milling companies at Rat Portage and Keewatin have established a number of camps and purpose taking out 10,000,000 feet of logs during the winter. These camps will give employment to 750 men. In addition to the lumber, about 500,000 ties are being cut for the Canadian Pacific Railway Company. The Lake of the Woods Milling Company have made contracts for 4,000 cords of stave bolts to be made into barrels for their flour. This is a new industry and will give employment to a considerable number of coopers and others, and will represent an annual expenditure of from $40,000 to $50,000.



Be with the Majority . . .
. . . and you will buy **S. W. P.**

The best people will handle these paints in 1896, because they are the ***Best Paints Made***—better than anything that has been made in this country before.

WALTER H. COTTINGHAM & CO., Manufacturers **Montreal.**

PRINCESS Tel. 2191. Toronto **THEATRE**

NEXT WEEK,

Thursday, Friday and Saturday

THE TORONTO HUNT CLUB ENTERTAINMENT

PURITANA MILK STERILIZER

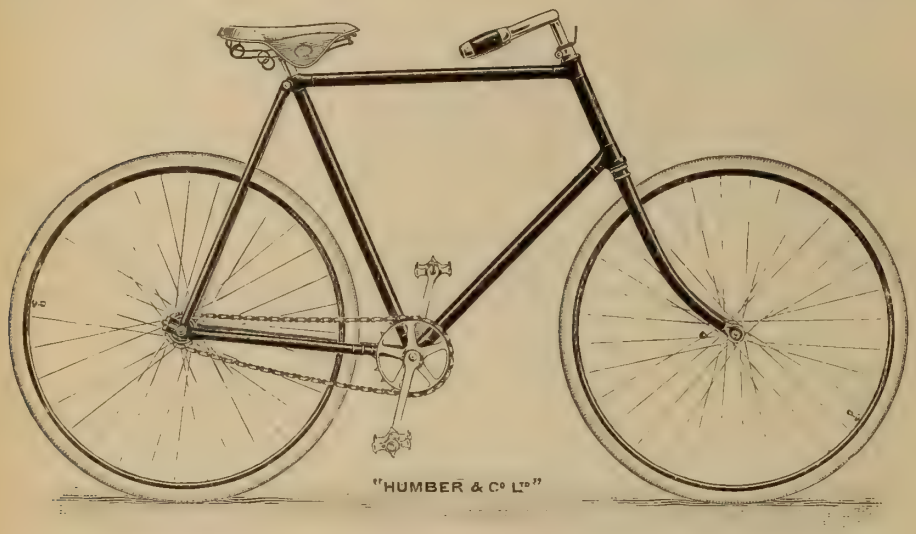


A new paying line for hardware dealers. This apparatus (Schulz Patent) **highly recommended by all medical authorities**, is sold by thousands of hardware dealers in Europe, and is being successfully introduced in all other parts of the world. It destroys all germs of disease in milk, and is worth a hundred times its cost to parents in preserving the life and health of their children. List $6.00.

Sole agents for Canada : **Painchaud, Squire & Co., Montreal**

NARROWER TREAD FOR BEESTON HUMBER.

The John Griffiths Cycle Corporation, Ltd., Toronto, are in receipt of samples of 1896 pattern Beeston Humber bicycle. A feature of the 1896 pattern is the narrowness of the tread. The width of the tread is but 4 7-16 inches, and a peculiarity about it is that it has not been secured by sacrificing the hub, which retains the width obtaining in the 1895 wheel. The object of the narrow tread is of course to increase the propelling power. Another improvement is an interchangeable sprocket wheel which can be adjusted in two or three minutes. Still another improvement is in the method of attaching the pedal to the crank, the former screwing into the latter, thus doing away with the use of the nut. Fairbank's canvas rims are to be used on next year's Beeston Humber. The cut herewith shown is an illustration of the Beeston Humber, 1896 pattern.



METALLIC MIRRORS.

The electrical production of metallic mirrors forms the subject of a patent taken out by Herr Hans Boas, of Kiel. The method is based, according to Kuhlow's, upon the by no means new observation that various metals—namely, those of high specific gravity, therefore particularly the precious metals—enclosed as electrodes in a Geissler tube or other vacuum vessel, upon the passage of an electric discharge, for example, of a Ruhmkorff spark inductor, or of a high-pressure direct or alternating current, in so far as they form the cathodes, are dissipated and deposited as metal or its oxygen combination on the walls of the vessel. If the tube or the holder be filled with an oxygen-free gas of low pressure, say with hydrogen, the metal, it is stated, is compactly deposited in perfect purity on the vessel sides, and produces a mirror of a lustre such as is not to be obtained by any other method.

HOW HE FOOLED THE CUSTOMS.

John P. Wells, 82 years of age, who ran an "immagenery bank" at St. John, N.B., was sent to jail last week for four months for indecent conduct. Wells was quite a character in his day. Some years ago, while doing business at Canning, N.S., he took a cargo of produce to Demerara and brought back a cargo of molasses. The molasses he took to St. John, landed it on what is known as the market slip, the most public wharf in that city, and sold it at auction without ever entering it at the Customs. The story leaked out and some weeks after the Collector of Customs met him on the street and accused him of defrauding the Customs. "What," said Wells, "you say I landed a cargo of molasses, without entering it and paying the duty, and sold it under your nose! Where were you? If you say any more about it I will report you to the Minister of Customs. A pretty Collector of Customs you are, to be sure." The collector let the matter drop. How Wells managed to fool the Customs officials is a mystery to this day.

A HARDWAREMAN'S COMPLAINT.

EDITOR HARDWARE,—Being a subscriber to HARDWARE AND METAL may I ask as a favor that you insert in your paper that you have a grievence laid before you from a hardware merchant, who has had twenty years experience against the manufactors of barb wire. In his experience they are the only people who do not govern prices by quantity, as a general store who wishes to buy five rolls barb wire can get it delivered as cheap as the hardware man who must carry the stock and is willing to take a carload. They will protect the jobber who does not carry one pound, but send in their orders as they get them, and the poor hardwareman who carries a carload pays the same price as the man who buys a few hundred pounds and cuts prices. I would ask outside hardwaremen how they feel about it. If they will not protect us, then let us club together and import.

F. R. J.

WILKINS & CO.'S STOCK SOLD.

The stock of Wilkins & Co., hardware dealers, King street east, Toronto, was sold at Suckling's auction rooms on Saturday at 40 cents on the dollar. F. W. Unit, hardware merchant, 364 Queen street west, was the purchaser, who represented a syndicate of retailers.

The stock was sold in pursuance of the provisions of the will of the late Mrs. Wilkins, whose death took place recently. The business will, however, be carried on as before under the old management and the old firm's name.

North AND Western Ontario

SAVE TIME, FREIGHT, PACKAGES AND MONEY . . . .

VARNISHES

We manufacture, and have the largest and best matured stock in the Dominion.

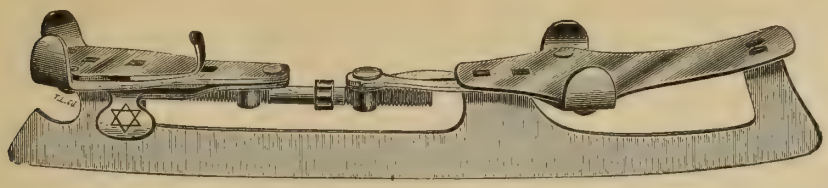
For rapid despatch, write or telephone . . . .

W. H. Evans, 90 Bay St., Toronto
Mr. Andrews, the Factory, Toronto

The Canada Paint Co. Ltd.

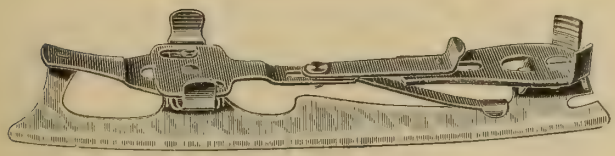
COLOR MAKERS

MONTREAL, TORONTO, and VICTORIA, B.C.

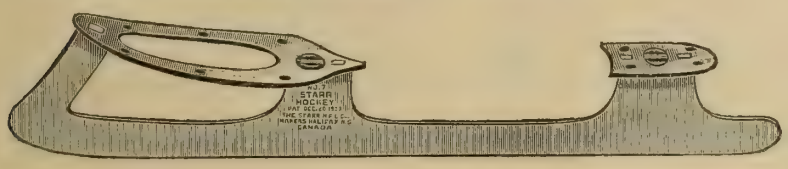


STAR

(Latest Pattern). 66c. per pair.



No. 5.	**HALIFAX PATTERN**		72c.	pair
No. 5.	" "	Plated	1.35	"
No. 0.	**ACME, GENUINE**		78c.	"
No. 7.	" "		2.85	"
No. 7.	" "	Plated	3.60	"



HOCKEY

No. 7. Acme Genuine Star, 2.85 pair

LIBERAL DISCOUNT

H. S. HOWLAND, SONS & CO.

TORONTO

SIZES different kinds **7½ to 12½ Inches.**

GLEANED BY THE WAYSIDE.

By Scott McKerrow.

DID it ever strike you that, whatever may be your lot, whatever calamity may befall you, or what trying circumstances you may find yourself placed in, you can always find someone who is worse off than you are? I was in Durham lately and found that, owing to the scarcity of feed, live stock was going pretty cheap. Cattle that formerly brought from $30 to $50 were selling at from $10 to $22. But I was incredulous when told that horses were being sold at from 50 cents to $1 per head, and some few at $5, but having seen two carloads coming down from Kincardine, I was convinced. Of course these animals were not colts, but nevertheless there were some fair specimens. During the past two weeks carloads have been shipped from Owen Sound, Wiarton, Durham, and Kincardine, and are, no doubt, the animals which have attracted the attention of the Humane Society at Toronto, where they were found in a starving condition.

Durham merchants are now talking about adopting the cash system, and those who have made a trial find it difficult in the extreme, owing, no doubt, to the fact that all the available cash is being used to buy feed. This puts me very much in mind of the Arkansas settler who was found by a traveler huddled in one corner of his hut, trying to keep out the rain. When asked why he did not fix his roof, he replied: "When the weather is fine we don't need it, and when it is raining we can't."

I have often spoken to friends of true (?) instances of strange acts of absent-minded men. For instance, when my bachelor uncle, who was in the habit of timing an egg daily for breakfast, and who always stood, watch in hand, to see that the egg was done to a turn, found one day that he had put his watch in the pot, and stood gazing vacantly at the egg. Also where he each night carefully hung his trousers over the back of a chair prior to going to bed, awoke one morning to find he had put his pants to bed and hung himself over a chair. But I tell these stories no longer with pride, as Wingham possesses a stranger tale. A young man of this town had driven his young lady to Lucknow to the fair, and afterwards hitched up his horse and drove to Clinton, a distance of 22 miles, and back to Wingham, 26 miles further. And it was not till the next day that he found that in a fit of absent-mindedness he had taken another man's horse in mistake for his own, to the consternation of the hotelkeeper at Lucknow, who had a horse on his hands which the other man refused to claim. Mr. Jas. Wilson, the hero of the story, does not deny the truth of this tale, but having lately married the young lady who shared his drive, now claims that I promised him a wedding gift when this event took place; and I console myself with the thought that if he could not tell the difference in a horse, my extreme homeliness will not enable him to single me out from the common herd of the unfortunates.

FOR LONG RANGE GAME SHOOTING

SMOKELESS SS SPORTING POWDER

SMOKELESS · EQUALIZED · HARDENED · WATERPROOFED

HAS NO EQUAL

High Velocities. Low Pressures

Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. Sole Manufacturers:

THE SMOKELESS POWDER CO., Ltd., Dashwood House, New Broad Street, London, England, Works: Barwick, Herts.

SMOKELESS S. S. SPORTING

TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " "
Far in excess of any other Powder—Nitro or Black.

Pattern 233.
Pads penetrated (Eley's Special) 30·6.
Pressures 2·17 tons only.
All future issues made to this standard.

SMOKELESS S. S. SPORTING

SMOKELESS RIFLE AND REVOLVER POWDERS

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.
"Rifleite ·303." For Lee-Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.
"Rifleite ·450." For Sporting, Express and Military Rifles, ·360 to ·577 bore.
(SK) For Rook and Rabbit Rifles of ·230 to ·380 bore; also for Morris Tubes.
(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion: **LEWIS BROS. & CO.,**

30 St. Sulpice St., MONTREAL

RECEIPTED ACCOUNTS.

MANY a business man is misjudged by a customer because an account already paid is sent in again, especially when it happens with the same person more than once. The first occurrence causes annoyance, but a repetition will probably lead to the closing of the account. The mischief is bad enough at that, but it does not end there—innuendoes are thrown out amongst acquaintances as to the honesty of such-and-such a firm, when, in reality, they are only guilty of gross carelessness, or, what is worse, have a dishonest employe without being aware of it.

It is both unpleasant and unwise to allow such a state of affairs to continue, and, moreover, it is wrong to deal so loosely with money transactions, and I therefore suggest a simple and infallible remedy.

Quite likely many ironmongers will know of it already, but I am astonished to find how many do not. Briefly, then, what is required is a receipt-book, the forms in which should be duplicate, one part being plain at back and the other gummed for sticking on account, and the two divided for perforations. It need not be expensive, but should be neatly printed and strongly bound, each receipt being numbered consecutively from 1 to 1,000, or 10,000, as desired. A book 11 inches long by 5½ inches wide and 1¼ inch thick will contain about 2,500 receipt-forms, and there would be ten on each page. It is always cheaper to order four or eight at a time. The first four, say, number A1 up to A10,000, and the next B1 to B10,000: there is nothing lost by letting a new customer know that G10,000 means 70,000 accounts paid to your firm—you go up one at least on that score! The rough sketch will explain better what I mean:

No. A 100 Fol. H 124	No. A 100 Fol. H 124
Date Aug. 6, 1895	Date Aug. 6, 1895
Miller & Co.	Received £10 2 6
Oxford	for Iron & Co.
£10 2 6	per J. F.
Discount 5s. 1d. J. F.	WITH THANKS

The idea can be worked quite simply. A customer brings in an account to pay, and you produce your book and fill in the counterfoil (which you will keep) with the folio in ledger (which you will get from the account), the date, name, and amount of account, discount if any, and your initials; on the adhesive form likewise, the date, amount, and initials below printed signature of the firm. This will please your customer, as it looks business-like, and will also be a check on yourself, whether employer or assistant.

It will then be impossible for you to forget that the account has been paid, and if by any chance the cashier should omit to enter it up at night in the cash-book—a very remote contingency, as his items would most likely be called over by the governor or some trusted person—the customer, if again applied to for payment, can at once quote date and number of receipt, and in the event of fraud the culprit will be found out. I once had to deal with a case which will illustrate my meaning. A small debt was owing to me for a long period, and several polite applications for payment were made without the desired result. Last of all a "rouser" was sent, and the aggrieved person called shortly after in anything but a good humor. He put a good deal of "side" on, and informed me that he did not understand being written to like that, particularly when the account was already paid. I naturally asked for the receipt, which he produced with a dramatic flourish; but lo! it was a badly-written one, with an almost undecipherable signature. My receipts were always printed, and I took the trouble to get my book and turn to the date of fictitious receipt. He paid, explaining as he did so that a servant had been sent to pay, and must have "faked" the receipt. I said little, but thought a great deal, knowing my man.

The most methodical person, when driven, may forget an account when written receipts only are given, but with this duplicate arrangement it is simply impossible, and I would not be without mine for a great deal. —Ironmonger.

WHY THE ROLLING MILLS CLOSED.

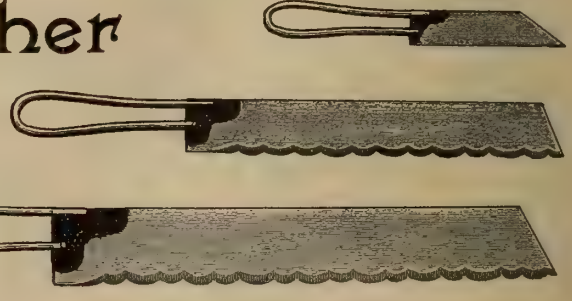
Members of the Merchant Bar Iron Association absolutely deny the report telegraphed from Birmingham, Ala., that the rolling mills there were closed in conformity with an agreement entered into by the mills composing the association, "to regulate and equalize the supply and demand." Quite a number of bar iron mills have shut down within the past few days at various points, but it is asserted that all have done so on their own account and not by concerted action. Orders have fallen off decidedly, specifications on old contracts have been coming in slowly, and rather than demoralize the market by making lower quotations the owners of these mills have decided to temporarily withdraw from the field. They are probably wise in taking this action, as cut prices would merely scare those who are about to purchase iron and cause them to wait for still lower rates. Inasmuch as the mills have been running steadily since early in the year, they can now leisurely make the repairs which are ordinarily made in the hot months. "Perhaps a month or so consumed in general repairs by numerous mills would so relieve the situation as to render the maintenance of prices comparatively easy thereafter," remarks Iron Age.

AN ENTHUSIASTIC SEND-OFF.

An interesting little ceremony took place in the Massey-Harris machine shops at Brantford a few days ago, when Foreman Charles Langley Evans was presented with a handsome combination square, on the occasion of his leaving the company's employ for another position at Brockville. The chair was occupied by F. Grobb, and W. Masales made the presentation. Mr. Evans was much taken by surprise and made a feeling reply. Accompanying the present was an address, signed by the employes of the machine shop.

Mr. Evans, who is a certificated engineer of skill, has been engaged by the Cossitt Bros., of Brockville. When saying good-bye, a stirring scene was witnessed, every man in the Massey-Harris works turning out from each department, and gathering round their late confrere en masse, sang "Auld Lang Syne." The send-off was the most enthusiastic witnessed in Brantford for many years and attracted no little attention in the neighborhood of the shops.

Still Another Knife . . .

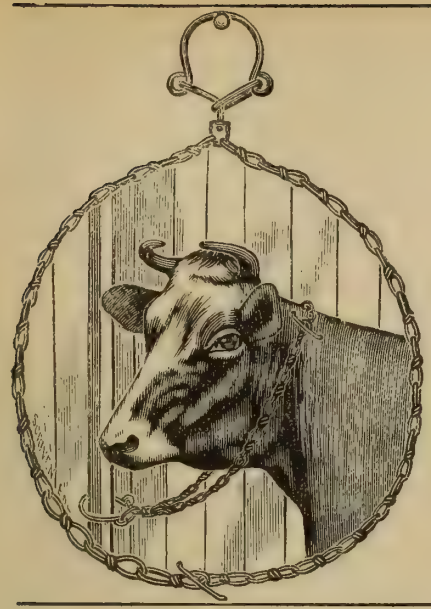


Equal in quality and appearance to knives selling for high prices.

Set of Three retails for 50c. per set.

We are going to quote exceptionally low prices on these until Christmas.

Clauss Shear Co. 67 Adelaide Street East . . Toronto



STEEL WIRE

Cow Ties

LIGHTEST
STRONGEST
BEST and
CHEAPEST
IN THE MARKET.

Manufactured in four sizes by . . .

The B. Greening Wire Co. Ltd., Hamilton

PROMPT SHIPMENT OF ALL NUMBERS FROM STOCK.

A BIG HARDWARE STORE.

IT IS stated that W. C. Crawford, of Tilbury, Ont., possesses the biggest and one of the best-equipped hardware and furniture esiablishments in Canada. His present premises were only recently completed, and the amount of trade he does in the town and surrounding coun'ry for a radius of twenty-five miles is said to fully warrant the construction of such a fine place of business. As Mr. Crawford purchases all his heavier goods in carload lots and buys his stock for cash or at 30 days, in order to secure the best discounts going, he needs lots of store room.

The establishment is a two-storey structure of brick, having a plate-glass front of 23 feet and a depth of 185 feet.

On the first floor he keeps shelf hardware, wall papers, window blinds and lamp goods, and on the same flat he has an elegant show case for silver ware, fine cutlery and fancy lamp goods.

In the rear are stored paints, oils, building papers, nails, horseshoes, bar iron, iron pipe, woodenware, glass, granite ware, tinware, agricultural tools, etc.

Down the whole centre of the store runs a full line of the finest stoves. These are samples of a big stock stored in the rear.

The whole of the upper storey of the building is filled with furniture, running from the cheapest to the highest grades, thus meeting the requirements of all classes of customers.

Several warehouses in the rear of the main building are devoted to the storage of lime, blacksmith's and stove coal, cement, plaster, and heavy building supplies, and another at the M. C. R. station is used as a storehouse for coal in carload lots as it arrives over the rails.

Mr. Crawford likewise conducts a first-class tinsmith shop, and carries a full supply of sewer pipe, drain tile, and plumbers' supplies, under the charge of first-class plumbers.

As a fitting crown to this b'g monument to trade, Mr. Crawford has erected, at an elevation of 20 feet above his main building, a sign 150 feet in length, having on each side letters 6 or 8 feet deep, which can be read half a mile away. As this sign had to be very substantially built in order to bear the stress of storm and wind at such an elevation, it cost in the neighborhood of $150.

Such an enterprising man as Mr. Crawford deserves all success.

A BOOM IN THE WEST.

Mr. G. T. Stephens, of G. T. Stephens & Co., dealers in paints, oils, glass and hardware specialties, at Winnipeg, has been in the east for two weeks past. In conversation with a representative of HARDWARE AND METAL in Toronto on Wednesday, he spoke of the condition of trade in Manitoba and the Northwest. Trade, he said, is good throughout the west, and money is coming in freely. The tremendous crops of the summer seem to have given the whole country great impetus, and although no large quantities of goods are being disposed of this fall, bills that have been standing for one, two and three years are being fast cleared off the slate. Mr. Stephens seems full of confidence in Canada's great west.

A RETAILER'S SUGGESTION.

EDITOR HARDWARE.—I consider your correspondent "Philo" struck on the right mode of buying goods in this age of combinations. But would it not be still better if each of those 200 or more merchants would place a thousand dollars cash for the purpose of establishing a jobbing house in the city through which they could buy at most advantageous prices? Yours, etc.,

RETAILER.

"BELL'S" (London, England) Clear Baking Bicycle Varnishes with "Masury's" Coach Colors

GIVE A SUPERIOR FINISH TO WOOD OR METAL.

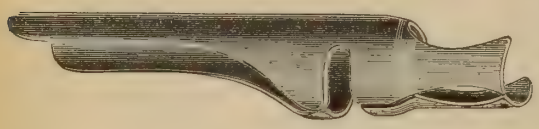
Sanderson Pearcy & Co. 61, 63 and 65 Adelaide St. West Toronto

"STEEL" EUREKA SAP SPILE.

EVERY day brings before us some instance of cast iron being replaced by steel in many of our lines of manufacture. The latest is the introduction of the steel sap spile for 1896, design of which was registered in 1895. So encouraged were the Thos. Davidson Mfg. Co. by the success which attended the introduction of their retinned steel creamer tap two years ago, that they have since been converting many of their goods from cast iron to steel.

These spiles have the advantages of both cast iron and tin combined; they are light, strong, durable; they will not rust the tree; they will not snap off when being inserted, and may be covered if required to keep dirt and rain out. No wire is required, and the bucket hangs closely and firmly to the tree.

The Thos. Davidson Mfg. Co. are making these spiles in two grades, viz.: Berlin bronzed and tinned, and are putting them up in neat cardboard boxes of 100, instead



of 500, which is specially advantageous to the dealer, thus being the more easily handled.

As these spiles are no more expensive than the cast, dealers would do well to see samples before buying, as they have many points in their favor, and are already meeting with great demand amongst the jobbers.

CHEAPER LIGHT FOR VANCOUVER.

The Vancouver City Council is completing arrangements with the Western Electric Lighting, Heat and Power Co., Ltd., for the lighting of the city at the following prices: Not exceeding 27½c. per night, per lamp, up to 200 lamps; 27c. per night, per lamp, for 200 up to 250 lamps, and 26c. per night, per lamp, for 250 lamps and over, the lamps to be kept burning for at least 310 nights in the year. That in the event of the city requiring 1,000 candle power lamps instead of 2,000 candle power, the charge be 2c. per lamp less, and that the company supply incandescent lights to the city and citizens at ½c. per ampere hour by meter. The company referred to is, says Statistic-News-Advertiser, an offshoot of the Western Electric Light Co. of Chicago, which has done a large business in different parts of the United States. The rates to be charged will put Vancouver in a most satisfactory position as regards cost of lighting.

Coughs and colds, besides being unpleasant to the unhappy possessors, are also a source of unpleasantness to the possessors' associates. If you are troubled thus, seek and find relief in B.F.P. cough drops.

RAT PORTAGE REDUCTION WORKS.

In an article upon the establishment of reduction works at Rat Portage, Ont., The Record of that place reviews the progress of gold prospecting in that vicinity. It says in part:

"Although gold was discovered in the Lake of the Woods district twenty or more years ago, the ore was until the last two or three years believed to be very refractory. Actual working, however, has proven that our ores are practically free milling with the most favorable conditions for the extraction of the gold.

"The ease of access to the Lake of the Woods gold fields is alleged by some to be one of the reasons for our slow progress as compared with districts more inaccessible. It seems incredible to some that a railroad has been passing through the district for fourteen years, and yet so little development has been made. But the early enthusiasm of first discovery was dampened by the inability to obtain titles. There are, however, few districts which can make the showing of advancement made here during the past half year. Six months ago there were only ten stamps dropping upon our gold ore; now there are fifty: ten at the Sultana, ten at the Regina, ten at the Gold Hill and twenty in the reduction works at Rat Portage."

Continuing, the article states that prospectors and mine owners now have an opportunity of obtaining mill tests and of selling their ore, and then goes on to describe the Dominion Gold Mining and Reduction Co.'s works.

The ore brought to the works by boat is landed on the extensive wharf, which has about 600 feet of water line, or if brought by rail there is a switch from the Canadian Pacific Railway about 400 feet distant. From the wharf and from the railway there is a tramway for ore cars which are hauled into the hoist house by a wire cable wound on a drum operated by the power in the works. In the hoist house is a weigh scale, and all the ore is weighed as it enters. The ore is dumped and fed into two rock crushers, one being of the Blake pattern and the other the Lynn. As fast as the ore is crushed it is carried by a belt elevator to the ore bins, from which it drops upon patent Tulloch self-acting feeders and passes automatically into the twenty stamps, there being a separate bin and feeder for each battery of five. Thus four different kinds of ore from four different mines may be treated at the same time. Provision is also made for a sample of the ore after it is crushed, but before it goes into the batteries, and in case of custom work the owner of the ore can satisfy himself from separate assays as to the value of his ore.

The pulverising of the ore is done by twenty stamps, each weighing about 850 pounds, having a drop of eight inches and dropping ninety to the minute. A double action pump in the engine room draws water from the lake and forces it into a tank situated in the upper portion of the building, from whence it flows under pressure to every part of the works and feeding the batteries and other machinery as required. Within the batteries are copper plates covered with quicksilver to catch the gold, which may come into contact with it. The working of the stamps and the flow of water forces the ore pulp through a forty-mesh screen in a muddy stream over the amalgamating plates, which catch all the free gold. The plates in the batteries and on the tables are electro-silver plated, the highest grade available. Below the plates are mercury taps, and through them the pulpy water flows away in sluices, after it drops from the plates to the concentrators, of which there are four: two of an improved pattern manufactured by the Krupp Company, of Germany, and two of the Perfection pattern from the Colorado Iron Works, Denver; the last named are known as the Gilpin County bumper. A Frue vanner is also in use to aid in the concentration of the ore pulp, and two more are to be added, which will insure the most perfect concentration, and prevent the escape of anything of value.

The motive power at present used for running the works is derived from two large steam boilers heated with cordwood. The engine is 80-horse power, of the best pattern, and works very smoothly, keeping in operation all the machinery at a uniform rate of speed. Though the boilers and engines do their work well it is the intention of the company to use electrical power just as soon as it is available.

The part of the plant which will be for the treatment of the concentrates has not yet been fully decided upon.

For the treatment of the amalgam in producing the gold bricks, there is also complete apparatus, and an assay office fitted up with every appliance necessary for the determination of the value of ores.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

AN EXTRAORDINARY LITIGANT.

The case of the People v. Shanks will probably make a little history—legal history, but still, history. It is pretty difficult to conceive of a man who, without any possible interest himself, will sue a large corporation, go on his own bond in filing an attachment, knowing all the while that he had not a cent in the world, and could not satisfy judgments of many years' standing against him. Yet this is what was developed in the case of the People v. Shanks. Shanks brought an action last spring against the Magnolia Metal Co. on an assigned claim by discharged employes for $7,000. As the Magnolia Metal Co. was a foreign corporation, some one had to qualify as surety in bringing an attachment suit. As a matter of fact, Shanks acted both as plaintiff and bondsman. More extraordinary still, he did so on the advice of counsel, who knew his financial condition, and to add to the incongruity of the situation, his counsel stated that Shanks had no pecuniary interest in the assigned claim in question.

Judge Kudlich heard the case and could not see any particular merit in the plea that the alleged perjury was advised by counsel. Colonel Bacon, the attorney for the Magnolia Metal Company, has for years been attending litigation growing out of suits brought by dummies in the interest of large corporations inimical to the Magnolia Metal Company.

The petty annoyances have grown to be intolerable, and the company is invoking the law and is bringing these irresponsible offenders to justice. It is an open question whether a trust is not forming in the anti-friction metal business, and the fact that the Magnolia people have the standard metal which, for about the same price, gives three times the same service, has undoubtedly excited the cupidity of competitors who wish to take over the company's assets and good will without paying for them.

Mr. C. B. Miller, president of the Magnolia Metal Company, stated that his company had brought suit against the Sterlingworth Railway Supply Company for $120,000 damages for breach of contract, under circumstances which bear out the theory of an attempted combination in bearing metal.

In spite of considerable persecution, the Magnolia Metal Company has thrived to such an extent that its very metal is now in use in most of the navies and railroads of the world, as well as in all classes of mechanical industry.

ALUMINUM BICYCLE CASE.

The utility of aluminum is gradually being extended. Among the latest extensions in this particular is the use of it for gear cases for bicycles. A wheel thus equipped is to be seen in the warerooms of the John Griffiths Cycle Corporation, Ltd., Toronto, who are introducing it this season. On account of the lightness of the metal we may naturally look for more covered gears than would be the case with heavier metals only available.

THE PRICE OF BICYCLES.

An Ottawa despatch to The Toronto Mail and Empire says: "Those who have been expecting a great reduction in the price of bicycles next year may be disappointed so far as the standard makes are concerned. So far the price lists that have been submitted to the Department of Customs maintain the rates very nearly up to those which were submitted last year. The discounts off the catalogue price, which were allowed last year for the purpose of valuing for duty, will not be materially altered. The department has been making a very full enquiry into the prices of the different wheels in the country of production, and acts with the amplest information in its possession."

Cleveland Blue Rocks and Traps . . .

We are Canadian agents for these celebrated Targets and Traps, which are used by all the leading Gun Clubs in America. The best and cheapest.

NO BROKEN BIRDS IN BARRELS.
SATISFACTION GUARANTEED.

LIBERAL TRADE DISCOUNT.

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street — TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Dec. 6, 1895.

HARDWARE.

THERE has been a satisfactory volume of trade doing in shelf and general hardware during the past week, the more active lines being fancy table and pocket cutlery, skates, chain of all kinds, but especially logging chain. Tools and tinware, and wire, cut and wire nails, horse nails, horseshoes, tacks and sporting goods have been quiet. No changes in values have transpired, and none of any importance are anticipated. Representatives of the different manufacturers met here last week, but all they did was to discuss some routine matters. No changes in value were deemed necessary.

BARBED WIRE—Business in barbed wire is dull and featureless. We quote: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f. o. b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—A moderate demand is to note in stove pipe wire. We quote discounts as follows: 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BRASS AND COPPER WIRE—A moderate call is noted for the latter. Discounts are 12½ off the list f.o.b. cars Montreal.

ROPE—Demand is moderate for rope. We quote: Sisal, 6¾c. at the factory, and 7¼ to 7¾c. in a jobbing way; deep sea line, 15½c. at the factory, and 16c. in a jobbing way; pure manilla, 9c. at the factory, and 9½ to 10c. in a jobbing way.

CUT NAILS—Business remains quiet. We quote: $2.50 f. o. b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Business has been quiet and confined to a demand for small lots of goods. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There is little activity to note in horse nails aside from an occasional fair-sized lot. Discounts are 55 off.

HORSESHOES—Business in horseshoes has been rather quiet, but prices are steady. We quote: Iron, $3.50, and steel $4.75 to $5.75.

TACKS—Trade ruled quieter in tacks. We quote discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

SCREWS—A very quiet trade is being done. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TINWARE—There have been some fair lots of household utensils moving, but the aggregate volume is limited.

SPORTING GOODS—Business in these has fallen off materially this week with the appearance of the snow.

CUTLERY—Continues active, and fancy table and pocket cutlery especially is enquired for briskly.

LAMP GOODS—Trade is moderate and confined to small lots of lamps and gas globes, etc.

CHAIN—There have been good enquiries for all kinds of chain this week, coil and cowties, but especially logging chain on Ottawa account.

SKATES—Good orders for skates continue to be noted, and the week's turnover has been quite satisfactory.

PLUMBERS' SUPPLIES—Without new feature.

TOOLS—There has been a fair trade in tools in the lines already referred to previously.

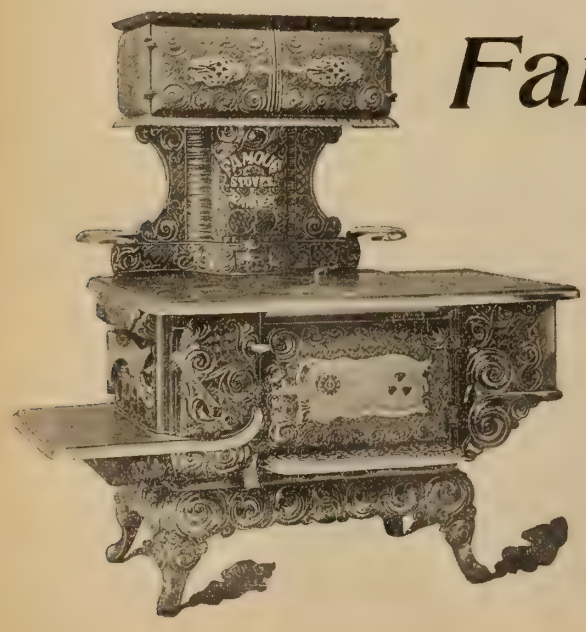
BUILDING PAPER—No change in building paper is noted, but a fair volume of business is transacting.

CEMENT—Prices now are ex store on cement and are quoted as follows: English, $2.05 to $2.20, and Belgian, $1.95 to $2.05.

FIREBRICKS—Quiet and unchanged at $15 to $21 per 1,000, as to brand.

METALS.

Business in metals and heavy iron continues quiet, and there are few new features



Famous Active Range

THE HANDSOMEST AND BEST WORKING COOKING APPARATUS MADE IN CANADA

FOR COAL, COKE OR WOOD

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver

to note here. Values generally are steady to firm, notably on tin and Canada plates. In pig iron, however, rather better figures have been offered on Nova Scotia brands for round lots, but in a jobbing way no quotable change has transpired.

PIG IRON—In pig iron offers have been made on Nova Scotia iron in round lots, but in a jobbing way prices are steady and unchanged. We quote: Summerlee and equal brands of Scotch iron, $21; Ferrona, $18.

BAR IRON—Bar iron continues as noted last week, but it is claimed that makers have shaded $1.60 in the case of round lots. We quote $1.60 to $1.65 therefore as the jobbing basis.

SHEET STEEL—There has been a fair enquiry for sheet steel at former rates, viz., $2.50 to $3.

SHEET IRON—Black sheets are in moderate demand, and prices are steady at $2.50 to $3.

TINNED IRON — Business is quiet and prices steady at 6 to 7c.

PIG LEAD—Nothing doing and prices unchanged at $3.25.

LEAD PIPE—Business quiet, with discounts 30 off as before.

GALVANIZED IRON—Business is fair in galvanized iron, and prices are steady on the basis of $4.30 for No. 28 gauge.

INGOT TIN—The feeling is firm on ingot tin, though business is quiet. We quote 17 to 18c.

INGOT COPPER—Outside markets have been easier, but spot values are steady and unchanged at 12½ to 13c.

SHEET COPPER—Business quiet in a small jobbing way, and prices the same, at 18 to 20c.

IRON PIPE—There is a rather irregular feeling on iron pipe, but we report discounts at 67½ to 70 per cent.

BOILER PLATES—No change to report—$2 for ¼ inch and $2.25 for 3-16.

CANADA PLATES—The feeling is firmer on Canada plates, though demand is limited. We quote $2.25 ex store.

TIN PLATES—Business dull and prices steady at $2.85 to $3 for cokes and $3.35 to $3.75 for charcoal.

SOIL PIPE—Quiet and steady.

TERNE PLATES--No change to mention, and business dull at $5.75 to $6.25, as to brand.

HOOPS AND BANDS—Hoop and band iron has been unchanged at $2.20.

SHEET ZINC—Business rules dull at 4½ to 5c.

SPELTER — Very little enquiry, while prices are firm at $4.50 to $4.75.

ANTIMONY—Without feature at 10c.

PAINTS AND OILS.

The houses are generally engaged in stock-taking this week, and business has been of a quiet character.

LEAD—Is firmly held, and while there is a disposition to buy forward makers prefer holding back in view of the steadily advancing quotations for dry white abroad. We repeat last week's quotations as follows: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 4¼c.; zinc white, pure, $7.50.

LINSEED OIL—Business quiet, but holders firm in their views under light stocks. We quote: 56c. for raw and 59c. for boiled; ten barrel lots probably 1oc. less. Terms, 3 per cent. thirty days.

TURPENTINE—There is nothing new to report, the price being steady at 43c.

CASTOR OIL—Firm and unchanged at 6 to 7c.

PARIS GREEN—Is the one item for which there has been quite a demand, and the principal makers have advanced their price ½c. per lb. We now quote: Casks, 13½c.; drums, 14½c., and packets, 15½c.

RESINS—No change, prices being as they were. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The glass market continues firm in tone, and advices from Belgium note an advance of two points there. Spot prices, therefore, are held firm. We quote: $1.25 to $1.30 first break; $1.35 to $1.40 second break per 50 feet; $2.90 to $3 for third break per 100 feet.

CHEMICALS, ETC.

The firm tone noted previously in heavy chemicals is fully maintained. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 58 per cent., $1.15 to $1.50; chip logwood, $2 to $2.50.

PETROLEUM.

The petroleum market is firm at the recent advance, with a very good jobbing enquiry. We quote: Canadian refined, 14¼c. in shed, and 15½c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white, 18c. in car lots and 19c. in smaller quantities. Water white, 19½c. in car lots, and 20½c. in small lots. Astral, 20½c. in car lots, 21c. in smaller quantities.

HIDES.

Continue quiet as before. Dealers are paying 6, 5 and 4c. for Nos. 1, 2 and 3, and they are selling at 7 to 7½c. for No. 1, 6 to 6½c. for No. 2, and 5 to 5½c. for No. 3. Lambskins are firm at 60c. each. Calfskins are dull at 6c.

WOOL.

The wool market is firm but quiet. We quote: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C. 9 to 11c.

TALLOW.

The tallow market remains as before, prices ranging from 5 to 6½c. as to grade.

ASHES.

Since navigation has closed the demand for ashes has been slow, and, as the receipts have been fair, the tone of the market has ruled weaker, and prices have declined 5 to 10c. We quote: Firsts, $3 70; seconds, $3.50, and pearls, $4.65 per 100 lbs.

MONTREAL NOTES.

The trade discount on mirror plate has been reduced to 30 per cent.

Cables on BB. coke from Wales are easier, quoting 10s. f.o.b. at the seaboard.

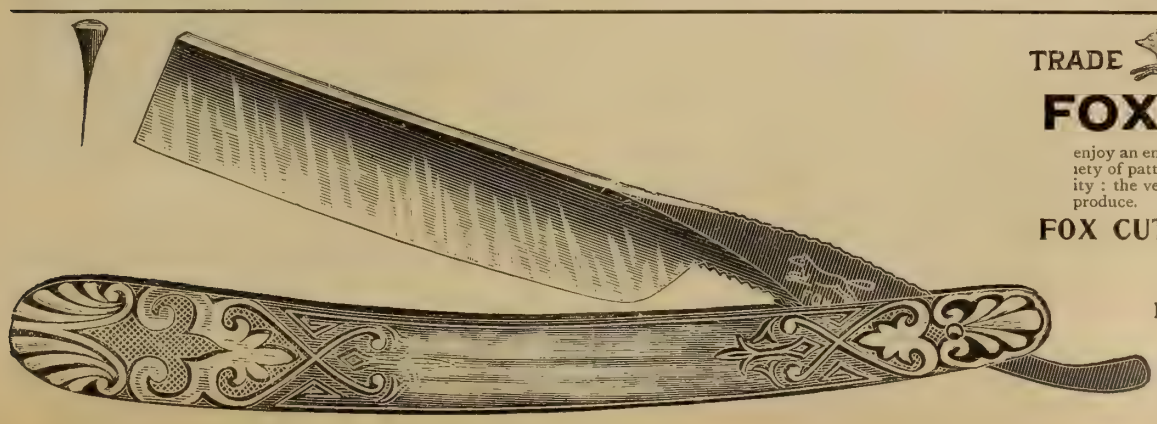
Lewis Bros. report that the season in guns and ammunition, now closing, has been one of the most satisfactory in years.

Mr. Courtenay, of James Hutton & Co., recently returned from Manitoba, British Columbia and the Northwest. He considers trade prospects very encouraging out there.

Some of the manufacturers here have shaded $1 60 for round lots of bar iron, transactions being reported at $1.55.

The annual meeting of the different makers' associations will be held early in January in Toronto.

CHARLES H. RICHES
Solicitor of PATENTS
Canada Life Bldg, King St. W., Toronto
Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.



TRADE MARK
FOX RAZORS
enjoy an envied reputation. Supplied in a variety of patterns and sizes, but only in one quality: the very best that science and skill can produce.
FOX CUTLERY MFG. CO.
PAINCHAUD, SQUIRE & CO.
AGENTS
Antwerp and Montreal

ONTARIO MARKETS.

TORONTO, Dec. 6, 1895.

HARDWARE.

TRADE is keeping up well for the season. Compared with last week the volume is rather larger. Articles suitable for the holiday trade are of course the most active. In table cutlery the demand is chiefly for the cheaper grades of carvers. The recent snow falls have given quite an impetus to the demand for snow shovels. A slightly increased demand is to be noted for sisal rope. Cut nails are still dull, although the demand is a little better than it was a week ago. The demand for horse nails is a little better than it was, but horseshoes, on the other hand, are not so much wanted. Trade continues fair in tinware. A number of orders have already been booked for green wire cloth for next season's delivery. An improved business is reported in plumbers' supplies. The price of chain has been advanced from 10 to 15 per cent. Quite a nice improvement is to be noted in the demand for plumbers' supplies. The demand for building paper is not as heavy as it was, although there is still a fair quantity going out. Blacksmiths' supplies are in good demand. Saddlery hardware is quiet, sleigh building being over, while the manufacturers have not yet begun work on buggies. Payments are fair.

WIRE (ORDINARY FENCE)—The market is still quiet and featureless. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—The situation is as before, dull. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—There is a good demand for small lots at the advanced price. Discount, 12½ per cent.

ROPE—Sisal is in rather better demand, but otherwise the conditions are much about as before. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—The demand is a little better than it was, although it is still far from satisfactory. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade continues quiet, and further falling off in the demand is being noted. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The improvement noted last week continues. Discounts, 55 per cent.

HORSE SHOES—The demand is not as good as it was, business during the week having been small. We quote f.o.b. Toronto: Iron, $3.60. Steel, assorted, $5 to $5.35; toe weight, $5.85; XL., 0, 1, 2, $5.60; 3, 4, $4.85.

TACKS—Business is quiet and featureless. We quote: Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto tinned, 57½ per cent.; B.B.B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

TINWARE—Trade is fair, although orders are not large.

ELBOWS—Trade is about over for the season, orders now coming to hand being small. We quote as follows: C & F (one piece), $1.10 per dozen in proportion of ¾ common to ¼ bright; all bright, $1.25, f.o.b., Toronto, and $1.15, f.o.b., Montreal; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

SPORTING GOODS—Trade has fallen off materially in all lines, except shot, which is in good demand.

CUTLERY—Case carvers in the cheaper lines are going out well, and some good orders are reported for pocket cutlery and scissors.

LAMP GOODS—Trade is much as before, the demand still being chiefly for cheap gas globes.

COW TIES—Business is a great deal better, although the improvement appears to be more in the English than the domestic article.

GREEN WIRE CLOTH—Quite a few orders have been booked for next season's delivery at $1.75 per 100 square feet.

CHAIN—Prices have been again advanced in the primary markets from 10 to 15 per cent., and the local market is firmer in sympathy.

SKATES—Are still in active demand, and in the output are a good many hockey and racing skates.

PLUMBERS' SUPPLIES—There is a nice trade doing.

SCREWS—Trade is quiet and featureless. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—Trade has fallen off considerably, very few orders having been received during the past week. Prices are unchanged at $26.50 to $27.

TOOLS—Snow shovels are still in active request and there are a few furnace scoops still going out.

BUILDING PAPER—Demand is moderate at unchanged prices. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, $1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

CHURNS—A slight change has been made in price, the discount from factory now being 70 per cent., instead of 65 and 7½ as formerly.

POULTRY NETTING—The discount is now quoted at 65 and 10 to 70 per cent., instead of 65 to 65 and 5 per cent. as formerly.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Pig lead is a little higher, but copper and tin are lower. Trade keeps fairly good for the season.

PIG IRON—There is still nothing to note, and quotations are purely nominal. The American market is still tending downward. Nova Scotia, No. 1 foundry, $18 to $18.50; ditto No. 2, $17.50 to $18, according to quantity; No. 2 American foundry, $20.50 to $21; No. 1 Siemens, $20.

BAR IRON—The little business that is being done is principally in the larger sizes. We still quote $1.70 to $1.75 first break.

SHEET STEEL—Shipments having arrived stocks are in better shape. Trade is good. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24, $2.85; 26, $3.10.

BLACK IRON—Business continues good, and fresh shipments have put stocks in better condition. We quote: Up to 17 gauge, $2.45 to $2.55 per 100 lbs.; 20 gauge, $2 20 to $2.25; 22 to 24 gauge, $2.30 to $2.35; 26 gauge, $2.40 to $2.45; 28 gauge, $2.55 to $2.65.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

TINNED IRON—Orders for import or forward delivery are not coming forward as rapidly as desired. At the same time, however, it must be remembered that it is yet early in the season. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Some good shipments have been made during the week. Prices have been advanced fractionally, quotations now being 3⅜ to 3½c. per lb.

LEAD PIPE—Trade is quiet and featureless. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Stocks are light and prices firm. We quote: $4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Is in good demand, but prices are easier. Figures ruling for small lots are 17 to 17½c., but these can be shaded for large quantities.

INGOT COPPER—A few good shipments have been made, but prices are easier, the ruling quotation now being 11¾ to 12c.

SHEATHING COPPER—Demand is fair, both for braziers' and the ordinary sheathing. Prices are a little easier, 16 oz. now being quoted at 14 to 14¾c.

IRON PIPE—Is still going out freely in sizes up to 2 inches. The demand for the 2½-inch and larger has fallen off. We quote: Canadian, ¼ to ⅜ inch, 67½ per cent.; ½ to 1¼-inch, 65 and 10 per cent.; 1½ to 2-inch, 70 per cent. American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—The situation is much as before, domestic made boilers still being scarce. We quote: Domestic galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATES—Are going out freely, a number of dealers in the city not having yet completed their contracts. We quote: Half-polished, $2.50; 60-sheet boxes, $2.55 to $2.60; 75-sheet boxes, $2.65 to $2.70.

TIN PLATES—Some good sales have been made in cokes, in both 14 x 20 and 20 x 28. In charcoal the demand is slow, except in the way of orders that are being booked for import. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—Trade is quiet at 60 per cent. off the list.

SHEET BRASS—Trade is quiet and unchanged at 60 per cent. off the list.

TERNE PLATES—There is practically no demand. Best brands are still quoted at $6.

SOLDER—Is going out steadily at prices quoted. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Business is moderate only. We quote: Cask lots, 4¼c.; smaller lots, 5c.

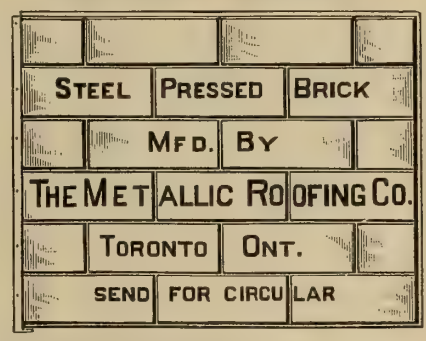
ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¼c.; imported, 4⅜ to 4½c.

ANTIMONY—Business is quiet at 10 to 12½c., according to quantity and quality.

GLASS.

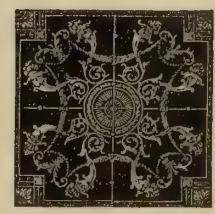
Prices for sheet glass have been advanced in Toronto 10 per cent. all along the line, and it is prophesied that the discount on plate glass will soon be reduced from 30 to 20 per cent. Fancy glass is likewise tending higher. For a review of the situation see our editorial columns this week. The price for the first break in fifties is $1.30, but this, it is said, will be improved on shortly.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

PAINTS AND OILS.

The paint and oil business is about over for the year, and travelers are in for the season.

PARIS GREEN—Not much is doing, and very little will be done until after Jan. 1.

WHITE LEAD—Is still quiet at 4¾ to 5c.

PUTTY—The price is $1.85, and business is dull.

PREPARED PAINTS—Bring $1 for pure, $1.05 being the figure named in one or two transactions.

TURPENTINE—Easier in the South, but no change here. The quotation is to be 39c. for large quantities as a rule, 5c. more being asked for gallon lots.

LINSEED OIL—Quoted at 52 and 53c. for raw and 55 and 56c. for boiled.

CASTOR OIL—Still quoted at 6½c.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—The further drop of ½c. predicted in this column last week has occurred. Dealers are paying 5, 4 and 3c. respectively for Nos. 1, 2 and 3. Cured are nominal at 6¼c., trade being slow.

CALFSKINS—Are now quoted at 6½c. per lb.

SHEEPSKINS—Lambskins and shearlings are still quoted at 75c.

WOOL—Trade continues quiet. We quote: Fleece combing, 24c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

Petroleum still tends upwards. Crude is advancing, and prices in Toronto have stiffened up by another ½c. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½ to 17c.; carbon safety, 18½ to 19c.; Canadian water white, 18½ to 19c.; American water white, 21½ to 22c.; photogene, 22 to 23c.

The Petrolia Advertiser says; "The crude market was never firmer than it is to-day, so much so that it is difficult to induce the producer to part with his product at anything like a reasonable price."

MARKET NOTES.

Coil chain is 10 to 15 per cent. higher.

Window glass is 10 per cent. dearer.

Pig lead has advanced to 3⅜ to 3½c. per lb.

Another shipment of Samson snow shovels is to hand with H. S. Howland, Sons & Co.

Bowman, Kennedy & Co., wholesale hardware merchants of London, Ont., have just received a large consignment of skates and can fill all orders promptly.

Rice Lewis & Son have their stocks of raisin stoners and meat choppers for the holiday trade complete.

H. S. Howland, Sons & Co. expect another large shipment of Acme skates on Monday or Tuesday of next week, after which all orders accepted up to date will be filled.

Rice Lewis & Son, Ltd., report that their Carpathian silver trays are taking well. These trays wear white all the way through.

Bowman, Kennedy & Co., of London, Ont., report large sales of table and pocket cutlery and case carvers. They are giving splendid value to the trade.

H. S. Howland, Sons & Co. report that their sales of Elliot's butcher knives are astonishing. The quality of their knives is excellent. The Elliot butcher knives are being used in some of the largest packing houses in Toronto.

UNITED STATES MARKETS.

NEW YORK, Dec. 6, 1895.

PIG TIN—Under the depressing influence of a further decline in the London market and confirmation of previous estimates of large increase in the visible supply prices dropped in this market to 14c. net cash for prompt and early delivery. There was some trading against privileges, but otherwise speculative operations here were small and without suggestion of any outside interest being attracted. The visible supply is 29,321 tons, against 22,445 a year ago. European spot stocks have increased nearly 2,000 tons during the past two months, or 17,924 tons. The American spot stock is 3,543 tons, against 3,243 a month ago. November consumption shows a fall last month of 301 tons in Europe and 300 tons in America.

COPPER—Values remain unsettled, and the undertone of the market is still weak. Exports continue free and are likely to be heavy the balance of the month, if not for a longer period. As far as can be learned, consumers are placing no large orders, however, and appear inclined to await further

developments from the active selling competition. Nominal prices at the moment are 10⅜ to 10⅞c. for Lake Superior ingot, 10¼ to 10⅜c. for electrolytic, and 10 to 10¼c. for casting stock, as to brand.

PIG LEAD—There was no change in the market here. The reported transactions were of moderate total, although the demand was quite heavy, and bids of 3.30c. for several thousand tons, delivery in January and February, were refused. Possibly a few single carloads might be secured at 3.32½c., but sellers at that were not at all anxious. London cable to the Exchange quoted £11 12s. 3d. for soft Spanish.

SPELTER—In this quarter few if any sales are making of larger quantities than single carloads, and the business in that way is of very moderate volume. Prices without change, 3.45 to 3.50 being quoted for western brands delivered here or at common point. London cable to the Exchange quoted £14 17s. 6d. for good merchant brands.

ANTIMONY—Small lots only are selling, and those mostly at old prices. We quote: 7¾ to 7⅞c. for Cookson's, 6⅞ to 7c. for Hallett's and 6¾ to 6⅞c. for Japanese.

TIN PLATE—Fair orders are being secured here for American plate, and it is believed that a great deal more business is being effected elsewhere particularly in the west. In foreign plate there is little doing, however, although modified terms are made on forward deliveries. Prices are rather weak.

IRON AND STEEL—All branches of the market remain quiet. There is no really new feature. If anything the tendency of values is more or less in buyers' favor, but no important changes have taken place on the products that figure with any prominence in business here.

CUSTOMS FINDINGS.

Controller Wallace has approved the findings of the Board of Customs which were reached during the session held in Ottawa last month.

The rulings are as follows: Anaglypta wall decoration, 1½c. a roll and 25 p.c.; oakum, felt, 17½c.; car jacks, 30c.; peptogenic milk powder, 25c.; beta naphthal, 20c.; single spun silk, colored, 20c.; dental furnaces, generators and gasometers, 27½ p.c.; Bunsen burners, 27½ p.c.; blowpipes, 35; vulcanizers of copper, 30; vulcanizers of iron, 27½; metal boxes, plated, when lined, 5c. each and 30 p.c.; ditto, not lined, 30 p.c.; jute cloth, woven in part with colored jute yarn, 20; solderine, free; baskets and skips containing cotton yarn, dutiable at same as if empty; lap or coach screws, 30; hasps and staples and screw hooks and eyes, 32½; leather leggings, cotton lined, 25; cotton canvas gun covers or cases, 32½; leather gun cases, 25 p.c.; chandelier or lamp hooks of iron or steel, 27½; ditto, of brass, 30; turmeric, ground, free; quilt frames and carpenters' clamps, 35; paper boxes, plain, printed on, ornamented or labelled (not including boxes covered by item 352), 35; colodion, 20; soapstone packing, 22½; electric belts, 25; potato planters, 20; carbonate of potash, 20.

SUDDEN DEATH OF SENATOR MURPHY.

THE death on Dec. 5 of Hon. Edward Murphy, of the wholesale hardware firm of Frothingham & Workman, Montreal, removes probably the oldest wholesale hardwareman in Canada. Mr. Murphy, Mr. Henry Archbald and Mr. Edward Archbald, were the senior partners in this old and respected house founded by the late John Frothington in 1809. Mr. Murphy entered the hardware business in 1831. At the age of 28, that is in 1846 (for he was born in 1818), he was head salesman with Frothingham & Workman. In 1859 he became a partner, and his connection with the firm therefore extends considerably over a generation. He had been in the hardware business for 64 years. He was born in County Carlow, Ireland, July 26, 1818, and came to Canada with his parents in 1824. He was energetic and faithful in his business habits, and readers of HARDWARE AND METAL will remember the interesting reminiscences of the trade given to this journal last summer and appearing in its issue of June 1. Mr. Murphy was a strong temperance man, and took an active part in the movement from 1841 onward. He was a captain in the Canadian Militia in 1860, and was a justice of the peace at his death. He was made a Senator by Sir John Macdonald in 1880, an appointment strongly approved by both parties. He was a life governor of the General and Notre Dame Hospitals and of Laval University. In May, 1889, on the death of Mr. Thomas Ryan, he was raised to the Senate for the division of Victoria. He had been a harbor commissioner, a member of the Board of Trade, vice-president of the Natural Society and the Numismatic and Antiquarian Society. In 1882 he was appointed Chevalier of the sacred and military order of the Holy Sepulchre. The circumstances of his death were peculiarly pathetic: he had just left his residence on Dorchester street for his usual trip down town, and near St. Patrick's Church, of which he was a member, he fell in a fainting fit. He was carried into the presbytery, and, after receiving the last rites of the Church from Rev. Father Quinliven, died in a few minutes.

BARB WIRE LOWER IN THE STATES.

A sudden and radical change has taken place in the barb wire market. A week ago it was thought likely that the differences between the manufacturers would be satisfactorily adjusted and the arrangement which has been in contemplation for some time carried to a successful completion. The efforts in this direction have, however, been fruitless, and the announcement has gone forth that the association is broken, and at the same time materially lower prices are current. In the present juncture manufacturers are marketing their goods without

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

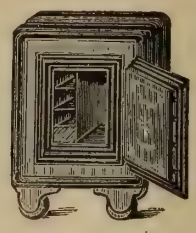
BY HARDWARE CLERK, three years experience, experienced bicycle salesman; references. W. E. H.' Box 542, Lindsay, Ont. (48)

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." HARDWARE AND METAL office, Toronto.

Cushion and Flat **WEATHER STRIPS** To the Trade Only



THOS. FORRESTER 298 St. James St., MONTREAL
Manufacturer of Rubber Goods and Weather Strip of all kinds.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., Montreal, P.Q.

A Pension for Life

DO YOU WANT ONE ?

See one of our agents about it, or send for explanatory circular to Head Office.

MANUFACTURERS' LIFE INSURANCE COMPANY

63 Yonge Street, (cor. Colborne)

Toronto, Canada.



This Week

We have added to our line of . . . . .

MILK OR OYSTER CANS

Bail and Side Handle.
IMPERIAL MEASURE.

Crescent Steel Enamelled Ware



The Thos. Davidson Mfg. Co. - Montreal, Que.

any understanding or concerted action in regard to prices, and as a result a wide diversity of quotations is current, ranging, for example, from $2.15 to $2.30 for four-point galvanized wire, at mill. Some of the manufacturers have not yet announced their prices, and it remains to be seen where the market will settle.

PERSONAL MENTION.

R. H. Galbraith, of Hillsburg, Ont., visited Toronto on Tuesday.

Henry Keys, of Weston, Ont., was in Toronto this week.

Mr. T. Mortimer, manager of M. & L. Samuel, Benjamin & Co.'s cutlery department, is in New York this week.

Mr. Ramsay, of the Pedlar Roofing Co., of Oshawa, left this week to visit the Cotton States Exposition at Atlanta, Georgia.

The many friends of the firm of Wm Stevely & Sons, stoves and tinware, London, Ont., will regret to learn of the sudden death last Thursday week of Elizabeth S., wife of Wm. Stevely. The deceased was in her usual good health up to the night previous, when she had an attack of apoplexy which terminated fatally.

These country merchants were noticed in Toronto during the week: W. J. Caven, Springfield-on-the-Credit; J. H. Glendening, Sunderland; Mr. Kirkpatrick, of Kirkpatrick & Co., Lefroy; Mr. Padget, of Padget & Hay, Unionville; W. J. Mills, Mono Mills; T. E. Trull, Stouffville; Geo. Hagerman, Zephyr; R. Thompson, Seagrove; R. H. Galbraith, Hillsburg; J. A. W. Allan, Newmarket.

NEW SCRAP CLASSIFICATION.

HERETOFORE every scrap iron dealer in the United States has made his own selection of scrap, and the consequence has been that rolling mills have been receiving a varied assortment of old material, much to their annoyance. To do away with this state of affairs, a number of the leading western rolling mills have adopted the following classification to govern their purchases of old material, and it is expected that it will eventually be adopted by all the mills west of Pittsburgh.

RAILROAD AXLES.

Scrap iron axles, scrap steel axles.

NO. 1 RAILROAD WROUGHT.

Links, pins, bars and rods, all heavy iron from railroad shops and cars, including arch bars and transoms, angle splice bars and fish plates.

NO. 2 RAILROAD WROUGHT.

Track spikes, track bolts and nuts.

No. 1 DEALERS' WROUGHT.

Bars ¾ inch, rounds or squares, and heavier; flats ⅜ inch thick and heavier, all 8 inches long or longer, but not to include wagon or buggy tires.

No. 1 COUNTRY WROUGHT.

Bars, wagon and buggy tires, horseshoes, 60 per cent. to be piling scrap free from cast, malleable or steel.

No. 1 MILL.

Bars less than ¾ inch, round or square, and flats thinner than ⅜ inch, any length, tank iron 3-16 inch and heavier, pipes and flues (latter clean and free from lime), punchings and clippings. May be cut 8 inches and less for busheling furnaces.

No. 2 MILL

Hoops and sheets less than 3-16 inch thick cut 8 inches and less for busheling, cotton tie clippings and other scrap too light for No. 1 Mill, but not to include sheets and hoops uncut.

No. 1 TURNINGS.

Heavy wrought or soft steel turnings, clean and free from borings and drillings.

No. 2 TURNINGS.

Machine wrought or steel turnings and drillings, clean and free from cast borings.

No. 1 BORINGS.

Clean, heavy cast borings and drillings, free from rust, brass and lumps.

No. 2 BORINGS.

Second quality cast borings and drillings, free from brass.

SHEETS AND HOOPS.

No. 10 and lighter sheets and hoops.

BOILERS AND MUD DRUMS.

No. 1. Boilers and mud drums cut apart in sheets and rings, free from fire box and stay bolt sheets.

No. 2. Boilers and mud drums whole, free from fire boxes.

No. 3. Locomotive fire boxes.

BUSHELING STEEL SCRAP.

Boiler plate punchings and clippings, and bars ½ inch round and square, and heavier, and 3-16-inch flat and thicker, all 10 points carbon or less.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

LONDON, ONT.

Acme Skates

Two Thousand Pair just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps. Orders filled promptly at closest prices.

BIG EXPERIMENT AT HALIFAX.

HALIFAX, Dec. 6, 1895.

AT THE last session of the Provincial Legislature an Act was passed incorporating the Peoples Heat and Light Co. of Halifax, with Geoffrey Morrow, of the firm of Stairs, Son & Morrow, as president. The bill was an innocent-looking one, and passed the House without comment. In fact, it was so innocent-looking that the newspapers did not even mention it. The charter gave the company the right to operate gas works in Halifax. We have a gas company here and two electric light companies, and nobody ever dreamed of opposition. But now the gas company is to have opposition of the most severe kind. The new company obtained permission from the City Council to lay gas pipes through the city. The old company laughed at the idea. The new company ordered $45,000 worth of pipe from the Londonderry Iron Company and are now putting them under the ground. The old company has ceased laughing. They have reason to be serious. A year ago their stock was quoted at 125 or more; a holder the other day offered to sell at 80 or less. The new company is anything but a myth or bluff. Dr. Slocomb, of Pittsburg, who is here in charge of the new enterprise, said in an interview:

"We certainly hope that this project will go down into history as the first really successful fuel and illuminating gas project, and we think it will work the beginning of a revolution in the production, not only of a cheap illuminating, but fuel gas for power purposes. Power is going to be cheapened to less than 25 per cent. of its present cost by the intervention of the gas engine. This may seem almost incredulous, but when you stop to think that the present steam engine utilizes on the average in the production of power less than 10 per cent. in the efficiency of the coal consumed, it is clear that there is plenty of room for improvement. The gas engine has been in process of development for the last decade, but mostly for small power, the reason being that the price of gas has hitherto been too great for the economical production of power on a large scale. The general cheapening of gas throughout the world has, within the last two years, created an enormous demand for gas engines of large sizes up to 1,000 h. p. Every factory on both sides of the water is so filled with orders that it is impossible to obtain a large sized gas engine under six to eight months' time after receipt of order. There is no doubt but that inside of three years 2,000 to 3,000 h. p. gas engines will be obtainable. The original cause of this enormous activity in the demand for fuel gas was the development of natural gas fields. Natural gas has forced the demand for fuel gas 40 years ahead of civilization. Appliances, economical methods of burning and all of the paraphernalia from the side of the consumer, have been developed to a high state of perfection for the economical consumption of a fuel gas and the people are educated to its use. The present plant at Halifax is the pioneer effort to produce a fuel gas and furnish it to the consumer at a price which will rival that of natural gas and thus enable manufacturing communities to enjoy the enormous advantages by cheap fuel in a like degree with those situate contiguous to the natural gas region."

The initial plant will have a capacity of 75,000 to 100,000 cubic feet of gas per day, or about 300,000,000 per year. It will also produce about 20,000 tons of coke, about 350 tons of sulphate of ammonia, 15 to 20 tons of cyanide of potash, 75 tons of sulphur, and about 150,000 gallons of tar per year.

This industry must necessarily accrue to the benefit of Halifax, as cheap gas and coke will attract new industries hither. Among those associated in the enterprise are: W. L. Elkins, Philadelphia; H. M. Whitney, Boston; James Ross, Montreal, and Wm. MacKenzie, Toronto. They are all more or less directly interested in gas properties in the States and Canada, and will likely take hold of the scheme if the Halifax experiment proves a success.

TAUNTON.

THE Woodyatt Lawn Mower

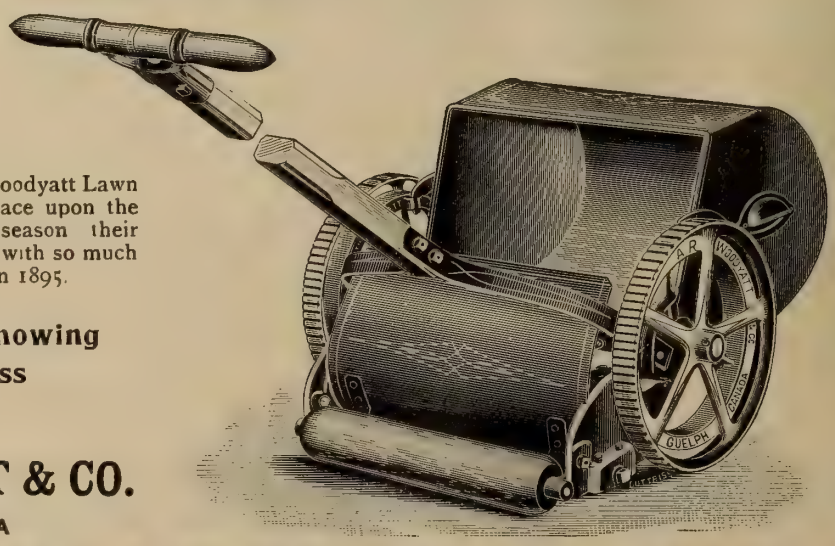
WITH GRASS BOX

Owing to the demand for an attachment

Which will catch all the grass

the manufacturers of the Woodyatt Lawn Mower have decided to place upon the Canadian market next season their GRASS BOX which met with so much approval in Great Britain in 1895.

No raking lawns after mowing
This catches all the Grass



Manufactured by

A. R. WOODYATT & CO.

GUELPH, CANADA

TRADE REVIVAL IN ENGLAND.

THERE can be no doubt that the revival of trade in Sheffield is now a very real thing and has assumed considerable proportions, says a recent publication in that place. For the present the heavy steel branches are benefiting most, for the old staple trades are not much better than they were. Fortunately the whole tendency is in one direction, and that an upward one, with increased activity in the large works and increased output in the engineering shops; there must of necessity follow a greater demand for files and various kinds of tools. New orders for armor plate are mentioned.

Since last week considerable orders have come in from the English railway companies, who are sufficiently alert to try and cover their requirements for some time to come, before finished material seriously advances in price. It is many months since so many railway tires, axles, springs, fishplates, etc., were being turned out in Sheffield as is the case at the present time. The railway companies, whose sidings three months ago were crowded with idle wagons, are now scarcely able to find stock enough to work the traffic which, as recent export returns and traffic receipts prove, has been going up by leaps and bounds.

The demand for marine work does not progress as rapidly as that for railway material, but in view of our growing exports and the advance in shipbuilding material, it is scarcely likely that the orders for new ships, which were recently witheld, will be much longer postponed.

There are no changes in prices to note since last week. Steel material is considered very low, having regard to the increased demand and the advance in raw material, and advantage will doubtless be taken of the very first opportunity to put up quotations. The lowest price for Bessemer billets is now £5 12s. 6d.

Perhaps the slackest trade in the city is general cutlery. Table cutlery is in fair demand, but the pen and pocket knife department improves but slowly. It is a fact, however, that several foreign markets long dormant are exhibiting vitality. Most notable among these are the South American republics, from which fairly good orders are already coming, with a prospect of still more to come. This is a very encouraging circumstance, because when there is any money about in these places it is freely spent, and much of it finds its way into our best cutlery, plate and silver houses. South Africa is also buying freely, and it is expected that the export returns to Canada for September will show a substantial increase.

The coal trade, in common with the other branches of industry, is improving. The change in the weather has enormously sent up the demand for house coal, and the pits are working to much better tune.

A. ROOT, LYN, ONT.

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The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

THE OAKVILLE BASKET CO.,



Manufacturers of 1, 2, 3 Bushel **Grain** AND **Root BASKETS**

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The Braender Jet Pump and Water Elevator

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in the hardware trade and how avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely.

We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

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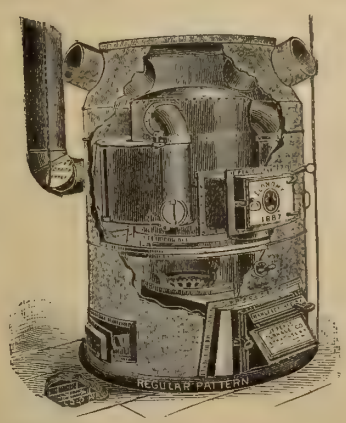
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HEATING ENGINEERS

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MAKING LIQUID AIR.

IT IS not long since liquid air was produced for the first time in quantities great enough to admit of its application for purposes of research; yet steps are already being taken to treat liquid air as an article of commerce, and to turn it out upon a large scale. The process to be used dispenses with the use of these intermediate cooling agents, and relies entirely upon initial compression by powerful engines and subsequent partial expansion of the compressed air under carefully regulated conditions.

A powerful engine compresses air, which is cooled as far as possible by ordinary refrigerating methods, and passed into a spirally coiled pipe over 100 yards long. This pipe is enclosed in a second spiral. By means of a throttle valve at the end of the inner spiral a certain proportion of the compressed air is allowed to expand in the space between it and the outer pipe. Thus the stream of compressed air from the pump is cooled by that portion which has been allowed to expand, and arrives at the throttle valve in a colder state than the portion that preceded it. Consequently it reaches a still lower temperature on expansion, cooling yet more powerfully the advancing stream in the inner tube. By carrying this cumulative cooling effect sufficiently far, the circulating air is at last brought down to its critical point and liquefies, after which a continuous stream of liquid air is merely a question of engine power. It is impossible without the aid of diagrams to explain clearly how the continuity of the process is maintained, but the cycle of operations can be readily apprehended. There is compression, expansion in a closed chamber, and utilization of the cold thus produced to repeat the cycle from a lower initial temperature. The inventor, Herr Linde, who is a man of great experience in refrigerating machinery and methods, believes that a large demand will shortly arise for this most powerful of all refrigerators. In the meantime his apparatus produces with the greatest ease a substance for which there is already a large industrial demand—oxygen gas. During the process just described the air becomes steadily richer in oxygen until that gas forms some 70 per cent. of the product. This relatively pure oxygen is sufficiently good for certain purposes, and it may be further purified from nitrogen if desired. The price of oxygen gas thus obtained compares favorably in respect of cost with that produced by the methods now in use.

The majority of grocers in Canada are now handling B.F.P. cough drop, so that you can get them almost anywhere you go.

A CONUNDRUM.

Last week, says Ironmonger, the Hampshire county police propounded a conundrum for the delectation of the magisterial bench. It took this form. When is a tricycle not a tricycle? And the solution was declared to be when it is propelled by power other than human. The point at issue was raised by the temerity of Mr. J. H. Knight, Farnham—a gentleman well-known as one of the pioneers of the oil engine—who, without providing for himself a man to walk in front with a red flag, rode a motor-driven tricycle at the enormous speed of 7½ miles per hour in a public thoroughfare, and to make matters worse he had no license. This was too great a shock for a rural "Robert" who witnessed the performance, and, with a view to a dignified maintenance of the law, he promptly laid a charge against Mr. Knight and one of his servants. When before the magistrate the chief offender unblushingly admitted his guilt, and without reluctance the bench inflicted a fine of 2s. 6d. and 12s. 6d. costs for himself and his servant. The machine, which was left outside the court during the hearing of the charge, was the source of much interest and wonder to the passers-by, but those who anticipated—the pleasure, shall I say—of witnessing its performance, were doomed to disappointment, for it is recorded that Mr. Knight caused the tricycle to be propelled at traction engine speed as he turned to his home. Now, mark the difference! On Sunday the metropolitan policemen on duty in the Kennington road, London, were highly interested in the performance of an automobile bicycle which was caused to speed along at a good ten miles per hour.

Ornamental and Practical



are the two distinguishing features of these double heaters. In both the cold air is drawn from the floor and conducted up by corner tubes through the fire chamber, and either one may be had with or without an oven.

THE

Countess of Oxford

has an extra large mica exposure, with a rotating fire-pot and duplex dumping grate.

The Art Countess

is unequalled as a floor ventilator and is very handsome, being richly carved and highly nickel plated. Air currents protect the nickel on plates and panel from discoloration.



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NEW GLASGOW, N.S.
Manufacturers of
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The Swansea Forging Company, Limited
SWANSEA
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MANUFACTURERS OF
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See our new Malleable Handle with Locking Attachment. No more Broken **Hooks** nor Lost **Plugs.**



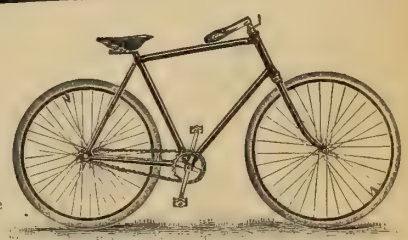
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Steam Cycle Works
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JOHN LUCAS & CO.'S
Imperial French Green
This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made,** and will have no other.
BEWARE OF COUNTERFEITS

BRUSHES
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WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**
Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TRADE is rather quiet just now. Contract work is about over for the season, and not much but jobbing will be done until the spring opens. Plumbers are, on the whole, pretty well satisfied with the fall's business.

* * *

BUILDING PERMITS INCREASED.

The building permits issued in Toronto for the last month amounted to $25,950 as compared with $40,850 for the same month last year. The figures for this year up to November 30 are $1,312,410 as compared with $970,560 for the same period last year, the total increase over last year being $341,850. This augurs well for the plumbing and heating trades.

* * *

CONTRACTS AWARDED.

S. Mellan has been awarded the contract for the steam heating of the St. Nicholas hotel, at Hamilton, now being overhauled.

Plummer & Young, of Sault Ste. Marie, Ont., have obtained the contract for heating with hot water the Shingnank Indian Home. The cost will be $3,000.

* * *

HE WAS A CHUMP.

According to Plumbers' Trade Journal Osias Berxier is a New York City journeyman. One evening about two weeks ago he was walking along Allen street, when he met two young women. Both of them were pretty. They were Annie Lynch and Mattie Keegan, both 22 years old. Berxier is a bashful man, while both the girls proved enthusiastic. To their minds the plumber looked kissable and they threw their arms about him at the same time and hugged him. Berxier got embarrassed. Then he got mad. A policeman happening in sight he was ungallant enough to order the arrest of the kissers. The girls in the Eldridge Street Station said, by way of excuse for their impetuous conduct, that they wanted to kiss something, and Berxier looked as if he would be a good subject. They will have to answer for their kissing bee.

The editor of HARDWARE AND METAL wonders how many Canadian journeyman plumbers or Canadian master plumbers for that matter would have objected so strenuously as did Mr. Berxier to receiving a few chaste salutes from two pretty misses. We are of the opinion that the New Yorker did not know a good thing when he had it.

* * *

BORN TO FAME.

Some people are born famous, some locate it, while others have it thrust at them. Mike Long, a journeyman plumber of Chicago, says Plumbers' Trade Journal, located it. Michael is an original fellow, and in order to secure this fame he adopted a rather peculiar method which may lead him into trouble.

He was sent to plumb a building on North Clark street, and right faithfully did he attend to the scientific and practical part of his trade, repairing the dislocated plumbing in first-class manner.

When Michael started to work there was nothing particularly noticeable about him except his lean and gaunt appearance. When he started to leave that afternoon he had developed, strange to say, into a man of gigantic proportions, being round of paunch, broad of girth and altogether awkwardly fat.

It so happened that a member of the household had noticed Michael's generally slim qualifications at the outset, and, seeing him in such a remarkably short period assume herculean outlines, she decided to investigate, with the consequence that Michael was arrested.

The cause of his sudden increase in size was found to be from the following articles scattered through his clothes :

One suit of grey tweed clothes, one gold brooch attached to ribbon, one pair ladies' gold earrings, one small gold brooch, one button hook, one can-opener, twenty-three lemons, sixteen buttons, twelve lead pencils, four pairs ladies' slippers, two suits underclothes, two negligee shirts, six boxes of shoe blacking, one skull cap, two pocketbooks, one tidy, one lens of a photograph camera, two yards ribbon, one pearl-handled knife, one pair pliers, one bicycle pump, one bicycle monkey wrench, one oil can, one bicycle repairing kit, one metal box filled with matches, one pair scissors, one cigar case, one watch key, one watch chain, one extension bit, one promissory note. The stuff filled two large cloth bags.

There is now no question as to the fame that is Mike Long's.

* * *

BUSINESS CHANGES.

The assets of Blouin, Girard & Collard, plumbers, St. Louis De Mile End, Que., are to be sold by auction on Dec. 9.

Howard & O'Connell, plumbers, Montreal, have dissolved.

James Ryan has been registered proprietor of the plumbing business of Walter Ryan & Co., Montreal.

The stock of McCrae & Watson, plumbers, Montreal, was sold at 36c. on the dollar.

* * *

PERSONAL.

J. Wright, of the Bennett & Wright Co., Toronto, was in Montreal this week in connection with the firm's contract for the plumbing and heating of the big Canada Life building.

* * *

TIGHT SCREWED JOINTS FOR HIGH PRESSURE.

I am satisfied that the trade generally do not understand the conditions that are necessary in order to make good work in this line, says a writer in Domestic Engineering.

If the ordinary steam-fitter was called upon to put up piping that should stand 200 or 300 pounds of steam pressure, I think he would feel that he was taking a very large responsibility, and if he was called upon to do a job that should stand 1,000 pounds of air pressure he would not feel like taking this responsibility, and any one taking this responsibility would feel that he was obliged to resort to very extraordinary means in order to accomplish such a result, and if called upon to do such work with the ordinary material that is manufactured and supplied in the general market he would say that it was an impossibility to do it.

We, however, not long ago had occasion to make joints tight in an eight-inch line so that they would stand 1,000 pounds of air pressure, and this was accomplished with the regular weight of line pipe and a coupling weighing about twenty-four pounds (which is the weight of a first-class line pipe coupling). The result of the experiment on thirty-two joints was that on the first test all were tight except one, and when this one joint was taken apart and again made up it also proved tight.

The secret of making such a joint is to overcome the friction in screwing the pipes together.

Friction is due to the large amount of surface, especially when the joints are coming up close to a bearing. Any grit or gummy material in the joint also tends very largely to produce friction. Friction produces expansion, and as the pipe is lighter than the coupling it expands more than the coupling, and then when both again become cool the pipe shrinks more than the coupling, thus causing a tendency to leak.

It is, of course, evident to any one who has given any thought whatever to the subject, that in order to make tight such joints as are mentioned above the iron must be brought together as solidly as possible.

To get such good results it is imperatively necessary that the iron should be absolutely clean ; and then it is essential that the very best lubricant is used in order to reduce the friction.

Would also add, that we have discovered that, in order to produce good joints, it is not necessary that the threads should be absolutely perfect, nor is a taper essential (one of the couplings in the experiment herein referred to had no taper at all, and others very little taper), nor is a large amount of

A REDUCTION IN FREIGHTS

and in cost of handling can be effected on small importations by employing us as shipping agents.

HOW ? Write us for particulars.

BLAIKLOCK BROS., MONTREAL

bearing necessary; in fact, we made one joint with a thread reduced to three-fourths of an inch in width, and this joint was tight at 1,500 pounds hydraulic pressure, which proves that the bearing was not essential to the making of a tight joint, and that the length of thread was not essential to prevent stripping of the thread from the coupling or the pipe.

This, I think, also proves another point that is not understood, and that is that it is not essential, in order to do good work, to have especially long threads. In fact, we are satisfied that especially long threads are a detriment in making a good joint, for it stands to reason that such long threads tend to produce friction, which prevents the iron from coming up closely together, and the irregularity of the thread on the pipe tends to prevent the iron coming up to the closest contact. This will be better understood if we go to a great extreme in the matter. For instance, should we undertake to make a joint on eight-inch pipe, with a thread six inches long, the irregularities and friction would be so great that it would be impossible to get this thread contact.

We would say, in connection with the tests referred to herein, that we cut a dovetailed recess in the end of some of the couplings, and undertook to demonstrate whether defective joints could be tightened with lead caulked in such recess, and while we did not go far in the number of these experiments, we did find in two experiments (all that we made) that we could tighten a defective joint in this manner.

LAKE CHAMPLAIN ORES.

Mention was made in these columns some months ago of the shipment to Germany of high phosphorus Lake Champlain ores for blast furnaces whose product was used in making basic open hearth steel. A Westphalian blast furnace owner, who has been experimenting with these ores, has given out some figures comparing the cost of American and native ores. The Lake Champlain ore (60 per cent. iron) at works was $3 97 per metric ton, while native minette ore (38 to 40 per cent. iron) averages about $2.20. In practice the American ore yielded 58 per cent. iron and the minette ore 35½ per cent., the result being that the cost of ore per ton of pig iron produced amounted to 66 cents more in the case of American ore. The quantity of limestone was about equal in the two cases. In the case, however, of the pig produced from the minette ore the consumption of coke was about 250 kilograms higher, equal to 70 cents per ton. Other charges, such as labor, etc., amount to about 25 cents per ton, so that it has been found that, notwithstanding the extra first cost of the ore, it is possible to effect a saving of 16 cents per ton in the cost of producing Thomas pig by using American ore.—Kuhlow's.

Best Varnishes

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Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
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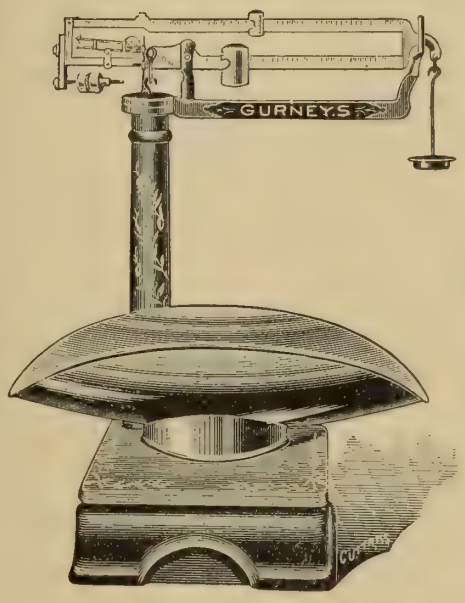
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With Patent Automatic Scoop Balance

Simple in construction Nothing complicated or liable to get out of order.

Capacity, 210 lbs. by Oz.
Size of Platform, 14 in. long, 11 in. wide.

Nickel-plated Beam, Poises and Scoop Balance. Double Beam, marked on both sides. The Automatic Scoop Balance is now offered for the first time, and every grocer who uses it will find it a great saving in time, and it will also obviate liability to error. When scoop is placed on the platform, the ball on back end of beam automatically rolls to the right, thus balancing scale with scoop on, and when scoop is taken off scale, the ball rolls to the left, balancing scale without scoop. Scale with this latest device is assuredly the most complete and desirable scale for general use in the market.

Manufactured exclusively by
THE GURNEY SCALE CO.
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New Goods
IN THE
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No. 32 Calendar

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TORONTO SILVER PLATE CO.
Manufacturers of Wares in Sterling Silver and Electro Silver Plate . . .
Factories and Salesrooms :
KING STREET WEST, TORONTO
CANADA

E. G. GOODERHAM, Manager and Sec.-Treas.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE Thomas Organ Co., manufacturers, Woodstock, Ont., have assigned to F. H. Wright.

Hamburg & Keating, furniture, Montreal, have dissolved.

The Brockville Electric Street Railway Co. has been incorporated.

P. A. Nason, general store, Fredericton Junction, N. B., has assigned.

Alfred Laferte, general store, St. Bonaventure, Que., has assigned.

Thos. Normandin, furniture, Montreal, wants to compromise at 40c.

Reynolds & Co., hardware, Toronto, have assigned to Henry Barber & Co.

John Harris, agricultural implements, Campbellford, Ont., has assigned.

J. A. Gagnon, lumber, etc., Three Rivers, Que., wants to compromise at 50c.

The affairs of A. Bell & Co., lumber, St. Agathe, Que., are being inquired into.

R. Howson, furniture, Revelstoke, B.C., has admitted F. W. Laing to partnership.

The creditors of Daniel M. McLean, general store, Capelton, Que., will meet Dec. 9.

The creditors of Louis Paquette, general store, Windsor Mills, Que., will meet Dec. 9.

Jos. Paquet, general store, St. Lambert, Levis County, Que., has compromised at 70c.

Louis Paquette, general store, Windsor Mills, Que., has assigned to Kent & Turcotte.

The Niagara Falls Metal Works Co., of Niagara Falls, Ont., is applying for a charter.

The Lincoln Street Railway, Traction and Light Co., of St. Catharines, Ont., has been incorporated.

J. L. M. Marchand, general store, Pont De Maskinonge, Que., has assigned. Creditors meet Dec. 13.

Pamphile and Frederick N. Biron are partners at Sherbrooke as P. Biron & Fils, carriage makers and dealers.

Francois Laroche and Geo. H. St. Pierre are proprietors of the lumber business of F. Laroche & Co., Coaticooke, Que.

Chas. Desmarteau, has been appointed curater of the wholesale saddlery hardware stock of C. N. Robillard, of Montreal.

Samuel T. Cheney, lumber, Cheney Station, Ont., has assigned to W. A. Cole, Ottawa, and the creditors will meet Dec. 16.

Alexander Lumsden, Nicholas Charles Sparks, George Halsey Perley, Henry Pearetb, Hawdon Brumell, and William Robertson Askwith, all of Ottawa, are applying for incorporation as "The North American Graphite Company" (Ltd.), to buy and develop mines, generally deal in minerals, etc. Ottawa is the chief place of business, and $250,000 is the estimated capital of the concern.

PARTNERSHIPS FORMED AND DISSOLVED.

The assets of Limothe & Co., tanners, Quebec, were sold.

George McGee, hardware, Estevan, Man., has sold out to J. R. Stockwell.

The assets of J. E. Labracque, undertaker, Quebec, are to be sold by the bailiff.

The stock of the Sehl Hastie Erskine Furniture Co, Victoria, B.C., is adjudicated for sale.

Fred. Talbot and Jas. F. McAllister, manufacturers' agents, Montreal, have gone into partnership as Fred. Talbot & Co.

R. H. Cunningham & Sons, general store, Guysboro', N.S., have dissolved. The business is continued by John McG. Cunningham and Willard H. Cunningham as Cunningham Bros.

SALES MADE AND PENDING.

R. Eby's stock of lime at Galt, Ont., is to be sold by auction on Dec. 19.

The stock of James Boules, general store, Windsor Mills, Que., has been sold at 64c.

The stock of James Mills, general store, Woodham, Ont., was sold out to A. T. McMahon.

CHANGES.

Alvin T. Morrill is proprietor of the Climax Bell Co., Montreal.

Wm. Irwin has commenced a lumber business at Newdale, Man.

C. R. Gordon, lumber, Manitou, Man., is reported to be giving up business.

Wm. Louch, general store, Wellburn, Ont., has been succeeded by Wm. Wait.

A. J. Abernethy, general store, Almonte, Ont., has opened a branch at Pakenham.

Mrs. Albert Jette is proprietress of the furniture business of A. Jette & Co., Montreal.

Henrietta S. Lindsay's husband has consented that she carry on a general store and lumber business in her own name at Belmont, N.S.

FIRES.

Biette & Co.'s store house at Chesley, Ont., was burned.

Henri Beauchemin, furniture, St. Hyacinthe, Que., was burned out. Partially insured.

Hill & French's lumber mill at Ship Harbor, N. S., was burned. Insurance $2,000.

DEATHS.

Colin Fraser, general store, West River Station, N.S., is dead.

John Wintermute, of Wintermute Bros., furniture, New Westminster, B.C., is dead.

THE BIRMINGHAM GUN TRADE.

The report of the official guardian of the Birmingham Proof-house, which is about to be issued, states that the gun trade has improved somewhat this year. The number of barrels of all kinds proved at the Birmingham Proof-house was: In the year 1894, 299,273; 1893, 335,271; 1892, 379,086; showing a decrease in 1894 as compared with 1893 of 35,998. The total amount of cash received for barrels proved during the past three years was as follows: For the year 1894, £3,284 1s. 11d.; 1893, £3,629 13s. 8½d.; 1892, £4,331 10s. 5d. No accident to any person has occurred, either at the Proof-house or the shooting range, during the past year.

THE PEOPLE'S

Building and Loan Association

(INCORPORATED)

Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. $3 deposited monthly is estimated to mature a $500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.

Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

The "Dayton"



Has just received the Highest Award for bicycles at the World's Exposition at Atlanta.

This certainly means perfection.

If you desire to handle the best wheel in America, it will be well to make your arrangements at once with

J. & J. Taylor

TORONTO

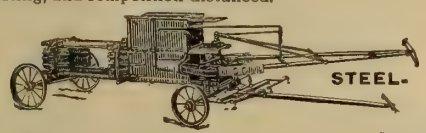


Ontario Nut Works, Paris
BROWN & CO.
Manufacturers of
All sizes of Hot Pressed Nuts, Square and Hexagon

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL
BARRISTERS, SOLICITORS, NOTARIES, ETC.
Offices—Bank of Toronto, cor. of Wellington and Church Streets,
TORONTO, - ONTARIO.
Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

FOR IRON FENCING BANK AND OFFICE RAILINGS
and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works
73 Adelaide St. W.,
Agents Wanted. Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.
Made of Steel—lighter, stronger, more power, everasting, and competition distanced.


Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.
Manufactured by BOYD & CO., Huntingdon, Q.

THE UNIVERSAL VARNISH
Is a leader for Inside or Outside Work.
A. RAMSAY & SON
MONTREAL.

Penknives
Razors
Scissors
H. BOKER & CO.'S
TREE  QUALITY
NEW STOCK JUST RECEIVED
Rice Lewis & Son, Ltd.
TORONTO

HOW CAN I INCREASE BUSINESS?

THIS is continually, writes C. G. R. in Hardwareman, the cry of the business man, both of the town and country, and many have been the schemes concocted having for their end the desired increase. But in turning over in our minds some of these popular schemes—the advertising rage, the up-to-date window dressing, the latest novelties on show, trade coupons, etc.—one is bound to come to the conclusion that unless the assistant is marked by one trait in his character, all of these schemes will undoubtedly prove a failure. This one particular trait is civility. This desirable point in the character of the assistant is, as it were, the finishing touch required to complete the business house. Why, competition in these days is so excessively keen that in a town—that is, a business town where the individual tradesman has the "go" and speculation peculiar to a true business man—in a town like this, I say, competition is so keen, and like traders run so closely together in the business race, that it is only when one stands unique in perhaps but one noticeable point, that an advantage is gained by either. Now, the one necessary point which should mark the master ironmonger and his assistants, if they would "lead the way," is undoubtedly civility. But, perhaps some will query, "what is civility?" Well, I apprehend that civility or politeness, if you will, includes proper attention to customers (to not only serve them, but to attend to them), endeavouring to please them by supplying them with the article they require, making yourself generally attentive, and being in sympathy with your customer. What I mean by this is, that when asked for a certain article that is not in stock, not to simply say, "No, we have not," but to show your sympathy with your customer for not having it, not forgetting, of course, to endeavor to supply the want by offering something you have in stock. Now, I maintain that the assistant's civility should be distinctly indiscriminate. Surely the occupant of the carriage and pair has no greater claim upon the source of the assistant's politeness than the workman with his basket over his shoulder buying a pair of butts, or even the child buying a penny money box; for even children as customers are not to be despised, and surely it were folly to treat with contempt the workingman, for were they to withdraw their support—well, you may as well put up the shutters. Why, then "bow and scrape" to the aristocrat and treat with indifference the democrat? Only let the rule become current with the assistants in our ironmongery establishments to treat with indiscriminate civility every customer and I venture to say that there would be fewer master ironmongers crying "How can I increase my business?"

There is something wonderfully soothing in B.F.P. cough drops. Ask your grocer for them. If you have a sore throat or cold they will give you instant relief.

1875. **COVERT'S** 1895.

Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write
WM. RODDEN & CO.
110-120 Ann St **Montreal**


We have put in new machinery by which we can turn out
HAMMERS AND SLEDGES
of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.
FOWLER & RANKINE,
St. John, N.B.

The Saint John Bolt & Nut Works
ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.
Manufacturers of
CHARCOAL PIG IRON
MONTREAL.
BRAND **"C.I.F."** THREE RIVERS
PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.
GEO. E. DRUMMOND,
Managing Director and Treasurer

TRADE MARK J REGISTERED. **"JARDINE"**
Horseshoe Sharpening Vises
Every Blacksmith needs one.
THEY WORK WELL
THEY LAST WELL
THEY SELL WELL
A. B. JARDINE & CO.
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, Dec. 6, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag – 56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
T. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.XI	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price,
Common Bar, per 100 lbs	....	1 70
Refined " "	....	2 35 2 65
Horse Shoe "	....	2 60 2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	....	4 00 4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel		3 00 3 25
Machinery		2 75 3 00
Cast Steel, per lb		0 10 0 14
Russian Sheet, per lb		0 10½ 0 11
Tank Plates, 1-5 and thicker.		2 00 2 25
Boiler Rivets		4 50 5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 40
Half polished	2 50	....
All bright	....	3 00

Iron Pipe.

Wrought, ¼, ⅜, &7½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 50 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c..

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE. -Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English; per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 2 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft
14 to 25	1 20	2 30	....	....
26 to 40	1 30	2 50	2 10	....
41 to 50	....	2 90	....	4 05
51 to 60	....	3 10	....	4 55
61 to 70	....	3 35	....	5 15
71 to 80	....	3 80	....	5 80
81 to 85	....	4 10	....	6 45
86 to 90	....	4 80	....	7 25
91 to 95	....	....	....	8 20
96 to 100	....	....	....	9 30
101 to 105	....	....	....	10 70
106 to 110	....	....	....	15 50
111 to 115	....	....	....	14 60

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb 4 00
12 in. up, per lb 3 00
Per doz. set.
Screw. Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc.. dis. 60 p.c. 1896 list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 62½ p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 60 per cent.

Lightning, per doz	6 50	8 40

Heath's, 52½ p.c.

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.

Russell & Erwin, per doz	2 90	7 50

Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy	2 50
40 dy	2 55
30 dy	2 60
20, 16, and 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90
2. American pattern only—	
From 4 to 5 dy	3 10
3 dy (lath)	3 50
3. Canada pattern only—	
From 4 to 5 dy	3 00
3 dy (lath)	3 40
3 dy, A.P. fine	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per lb		0 01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, "	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 60 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9¼
¼, 5-16, ⅜ in	7½ 00	9¾
Cotton	15	17
Russia Deep Sea	00	13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan&Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	8 75	9 00

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized		0 03½

Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 " "		4 80

STONE.

Washita, per lb	0 28	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador	0 00	0 13
" Axe, "	0 00	0 15
Turkey	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 p. c.; Zinc, 37½ p.c.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, steel, 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 10 per cent. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅝	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart		0 03½
Galvanized, 4 barb, 4 and 6 inches apart		0 03½
Galvanized, plain twist, all delv'd		0 03½
"Lock Barb," 4 point		0 00
" Glidden, 2 point		0 00
Galvanized Barb, "Lyman," 2 to 4 points		0 00
Steel Staples	0 00	0 02½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 75	1 85

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	

Dogs for Business Men

Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs or the woods, and very fond of the water.

Prices, $25 to $50 each.

KINKORA KENNELS

Importers and Breeders

P.O. Box 2179 **MONTREAL** P.O. Box 2501 **TORONTO**

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

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Executive Offices : Proprietors.

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Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors

Are used by the largest carriage builders.

P. D. DODS & CO.

MONTREAL

1879—ESTABLISHED—1879

Essex Handle and Wood-Turning Works



You can make no mistake by placing your order for Axe Handles with us. Our Shaved Pattern Second Growth Axe Handle is undoubtedly the best handle in the market. Our Polished Octagon Axe Handle cannot be improved. Our Second Growth Oak is a beauty. Our timbers the toughest and patterns the best. Shipment for June and July exceeds three thousand dozen. Let us have your specification for future shipment now and you will be pleased.

GARDNER BROS. & CO.,

ESSEX, ONT.

BLACK DIAMOND FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.
Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

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MONTREAL
TORONTO

And 9 Agencies in Canada.

Hardware Men appreciate strong and long fibred paper for wrapping purposes.

Our new makes of

Manilla
Brown Wrapping
Hardware Manilla
Leather Manilla

for the hardware trade have been made with an eye to strength, and in tests have shown a remarkable record.

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Stove Boards
Stove Shovels
Lanterns
Coal Hods
Stove Lifters
and
Pokers

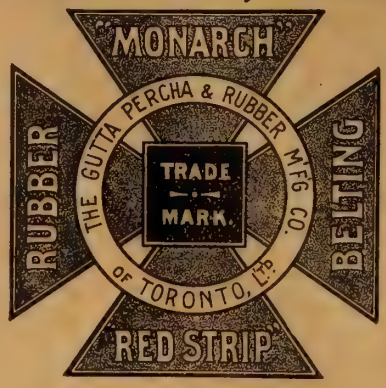
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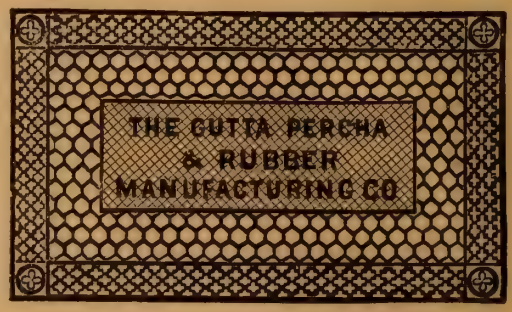
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BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

What about

SKATES?

We have all the leading lines, including Genuine and German **"ACME."**

"ATHLETIC," "RACER" and "HOCKEY"

We have a full line of all sizes. Can make shipment same day that order is received.

M. & L. SAMUEL, BENJAMIN & CO.

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Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

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CANADIAN

HARDWARE

AND METAL MERCHANT

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MAGNOLIA METAL

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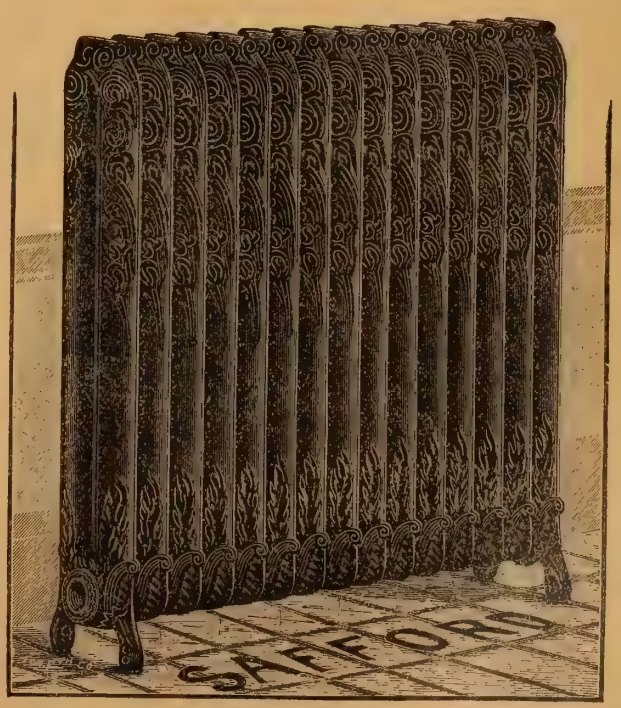
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Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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CONTROLLER WALLACE'S RESIGNATION.

HARDWARE AND METAL regrets exceedingly the resignation of Hon. Clarke Wallace, the Controller of Customs.

Politicians view it either with regret or otherwise according to their opinions as to its effect for the weal or woe of their respective parties.

HARDWARE AND METAL'S regrets are based upon none of these considerations. It matters not to us how the resignation affects either party.

One of the planks in the platform of this journal advocates a larger proportion of practical, common-sense business men in the Federal Government of the country than is now found in it.

And it is because the resignation of Mr. Wallace removes one of the business elements from a Government already lamentably weak in business acumen that HARDWARE AND METAL regrets it.

Mr. Wallace has had his faults in the administration of his department, and no paper has pointed them out more frequently or with greater severity than HARDWARE AND METAL. But the faults were due more to the political machinery and influence with which he was surrounded than to any inherent weakness on the ex-Controller's part.

He and Hon. John Haggart were practically the only two business men in a Government of fifteen members, and even then he had no voice in the Cabinet councils.

We do not claim that he always withstood, in the administration of his department, the machinations of politicians who had axes to grind at the public expense. In fact, we know he did not. But he did remarkably well, considering the company he was in: a Government whose composition was about eighty per cent. professional, and mediocre professional at that.

Whatever mistakes, however, Mr. Wallace might have made, this one thing is certain: He administered the Customs Department with an efficiency that had not been displayed by any of his predecessors, for a decade at any rate.

It is to be regretted that the department has lost such a head, and doubly regrettable that it is because of a difference of opinion with his colleagues, not regarding the administration of his department, but over a matter of no commercial signification, a matter which politicians are playing battledore and shuttlecock with.

And thus are we served with another instance of how the commercial interests of the country are made subservient to political exigencies.

Mr. Wallace had hardly warmed himself in the office of the Controllership when the business men of the country, of both shades of politics, began to express approval at the action of the Government in appointing him to the position. Being a practical business man, he readily grasped the matters submitted to him by importers and the Boards of Trade who had occasion to make representations to him. "It is a pleasure to bring anything before him: He seems to grasp it at once," was the remark a Toronto importer, who was both a prominent Liberal and prominent member of the Board of Trade, made to the writer shortly after Mr. Wallace's appointment to the position he has just vacated.

It is to be hoped that the Government in appointing a successor to Mr. Wallace will not choose a man because of his proficiency as a party hack, but by reason of his proficiency as a business man. This is what the character of the office demands. And this alone is what will satisfy the commercial interests of the country.

WE ANNOUNCED IT FIRST.

HARDWARE AND METAL was the first to announce, some months ago, that a scheme was on foot to build a bridge across the Niagara River at Queenston Heights in Lincoln County, Ontario.

Now notice is given that an application will be made at the next session of Parliament for an Act incorporating the Queenston Heights Bridge Co., "for the purpose of constructing, maintaining and operating a bridge across the Niagara River, at or near Queenston Heights, in the County of Lincoln, for the passage of pedestrians and vehicles, and for the passage of cars propelled by electrical or any power other than locomotive steam power."

The height of the arches is not to be less than 60 feet, and the interval between the abutments or piers for the passage of rafts and vessels shall at least be equal to the present width of the river from low water line to low water line. It is not intended to erect a drawbridge. The rates of toll for the use of the new bridge are not to exceed 25 cents for each carriage or vehicle drawn by two horses, including the driver thereof, 20 cents for a single horse carriage and driver, and 15 cents for each other person.

ACTIVITY IN SEAL OIL.

A leading feature in oils at Montreal during the past eight or ten days has been a brisk demand from American buyers for seal oil.

They have taken round lots off the market at an advance of 2 to 3c. per gallon, sales of over six carloads being noted to one buyer at 41c., which is now the inside price for round lots, while small quantities have commanded as high as 45c. The oil is very scarce in the States, and prices are expected to go still higher.

THE DUTIES ON DRAIN PIPE.

The Customs Department still hold to their scale of values on Scotch drain pipe on which duties shall be based, and seem as far as ever from a decision on the points raised by importers in Montreal, as outlined fully in HARDWARE AND METAL during the summer.

All the satisfaction they have been able to obtain from the Department is that it is

making extensive enquiries as to the prevailing prices in Scotland, and that when this enquiry is concluded its decision will be made known. It will be remembered by our readers that it was on an enquiry by one of its own officers that the present ruling scale of values was adjusted. If the present enquiry is of a similar nature it will hardly satisfy importers as to its impartiality.

CANADA'S POSITION.

THE St. John (N.B,) Globe deals at some length editorially with an article that appeared in this journal a few weeks ago, regarding the Canada of to-day and her possibilities. Being a political journal, The Globe naturally attempts to point a moral for the advantage of its own particular party. But that is quite within its province.

Notwithstanding, however, the partisan flavor to be discerned in our contemporary's article, there is much common sense and food for reflection surrounding. We quite agree that we need, as Canadians, a "little more common sense" in commercial matters, and "common sense to insist upon cheaper forms of administration."

We quite agree, too, with The Globe that the Dominion has an enormous debt. A national debt of over three hundred million dollars is certainly too much for a people numbering five millions. Much of this debt should doubtless not have been incurred. But the onus is upon the people, as well as upon the business incapacity and dishonesty of Cabinets and members of Parliament. Nearly every Canadian will to-day acknowledge that our debt is excessive and should not be increased, and yet the very men who are to-day crying "Economy" will to-morrow be found conniving to raid the Dominion treasury for subsidies for railroad building or the maintenance or construction of some local enterprises, some of which are no more needed than is a fifth wheel to a wagon, or that, needed, have no right to draw upon the public purse for sustenance. And mendicants of this kind are not confined to any one party, or creed either, for that matter.

But while much of our debt is the result of waste, some $77,000,000 is a legacy of Confederation, while the building of the Intercolonial Railway ($40,000,000) and the C.P.R. (about $65,000,000) were in part, at least, in pursuance of pre-Confederation arrangements. On canals we have expended $50,000,000. And although this has given us a canal system unsurpassed in the world, yet we are not warranted, for a great many years at any rate, in undertaking at the public expense any more works of this character, for, proud as we are of these canals, they have not proved the financial success that their projectors anticipated. And, with the tendency towards the abolition of canal rates, revenues from this source are likely to decrease rather than increase.

With the subsidy to a fast Atlantic line it is different. If it were not different HARDWARE AND METAL would not favor it. The possession of a fast line of steamships is a necessity. We cannot do without it if we are to be prevented from standing as still as we have been of late years.

Plying to the Antipodes and to the Orient Canada has a line of steamships that excel anything leaving United States ports. In trans-continental routes we again excel. It is on the Atlantic we are crippled, and that sorely. Even our High Commissioner in London takes a line to an American port when he visits his native land on business appertaining to his office. With a fast Atlantic line the link in the chain will be complete, and then if Canada cannot go ahead we deserve to stand still and wait till something will come along and take us and keep us under its wing—a chick always.

STEER FOR CASH PORT.

HE who would court success cannot today afford to dally with long credit. Years ago, when profits were large and competition less keen merchants could better afford to give twelve months' credit than they now can three months' credit.

There may be differences of opinion as to how near business can be done on a purely cash basis; but all will concede that the nearer the business is to that basis the nearer it is to the ideal.

The only way in which business can be done successfully to-day is by bringing the selling price of a commodity or article as near the purchasing price as possible. This may seem paradoxical, but it is true.

Some merchants, in their efforts to do this, slaughter prices. But in slaughtering prices they frequently slaughter themselves.

What is entailed in bringing the selling price of an article as near as possible to the purchasing price is the cutting down the cost of doing business to as fine a point as is consonant with efficiency.

It is not so much the width of the margin between the first cost of the goods he sells and the selling price thereof that constitutes a successful merchant as it is the money it costs to carry on business.

An apple may look beautiful to the eye while it is rotten at the core. And some merchants are apparently doing a business as successful as it is large, and yet they suddenly collapse, to the surprise of everyone not acquainted with their methods of doing business: they sold the goods all right, and perhaps got a good profit on the first cost, but their intermediary costs had swallowed the profits.

Every merchant who carries on a credit business naturally loses money. And of course the greater his losses are the more must he add to the cost of his goods, and every fraction that he is thus compelled to add to the original price of his goods counts against him in his race with the merchant who is not so heavily handicapped.

Obviously, then, every merchant should steer for the Cash Port.

BUSINESS LETTERS IN VERSE.

WHEN business houses begin to carry on their correspondence in verse things seem to have come to a pretty pass. We are afraid, if such a state of affairs continues, the overworked muses will throw up their job, and retire into private life.

The poetic stanzas given below are extracted from letters that passed between a Montreal paint manufacturing company and a Toronto jobbing firm. They are reprinted in HARDWARE AND METAL for the benefit of any hardwaremen who may read between the lines and recognize the correspondents. Those who are able to do so will be likely to appreciate the full merit of the two effusions.

The proprietors of the Toronto establishment were, we should judge, objecting to the Montreal manufacturers having attempted to trespass on their territory, when they set their remonstrances in rhyme in this wise:

No one bull-dog yet could eat
Every other bull-dog's meat;
If you have a good sized bone,
Let the other dog alone.

But the Commercial Metropolis makers of paints and oils were equal to the occasion. They also had in their employ one who had climbed the heights of Parnassus, and by return mail the Queen City jobbers received this rhythmical reply:

The dog is tough and not yet dead,
Though sometimes troubled with his head.
He willing is to share his meat,
But wants a piece himself to eat.

Judging from the unusual disposition of the words in the third line, a critic would say that the poet had borrowed his style from the Psalms in metre as sung by the Church of Scotland, but we are informed that the writer is by no means a plagiarist or imitator. His style is his own, and the similarity of construction detected in his verse and the songs of David is purely the result of accidental coincidence. The editor is careful to mention this as he is not desirous of drawing the writer of the above into the war being waged between the Canadian poets of the day.

AD "AD" WITH US PAYS.

It was a couple of weeks ago that the McClary Manufacturing Co. advertised their covered roast-pans and Acme cake tins in the columns of HARDWARE AND METAL.

Before that they say very little business was done in these lines, but ever since the call for them has been simply immense.

The company attribute the large sales to HARDWARE AND METAL, expressing especially their confidence in advertisements of seasonable goods in our columns.

A CUSTOMS REGULATION THAT ANNOYS BRITAIN.

A CABLE a few days ago announced that the London Chambers of Commerce had presented a memorial to the Home Office protesting against the Customs regulations adding to the price of goods purchased in bond the amount of the duty that would have been demanded had the goods remained in England and imposing a duty thereon. The petitioners asserted that the continuance of this rule would interfere with the transit trade of the United Kingdom.

The regulations which created the conditions against which the London Chambers of Commerce have entered a complaint are 58 and 68 of the Customs Act.

Section 58 declares that whenever an ad valorem duty is imposed on any goods imported into Canada the value for duty shall be the fair market value thereof when sold for home consumption in the principal markets of the country whence and at the time same were exported directly to Canada.

Section 68 says that the Governor-in-Council may provide that in the cases and in the conditions to be mentioned in the order-in-council goods bona fide exported to Canada from any country, but passing in transitu through another country, shall be valued for duty as if they were imported directly from such country.

A sub-section of this latter section reads: "Goods that have entered for consumption or for warehouse, or that have been permitted to remain unclaimed, or that have been permitted to remain for any purpose in any other country intermediary between the country of export and Canada, shall not be considered as in transitu through such intermediary country, but shall be treated as goods imported from such intermediary country and valued and rated for duty accordingly."

Reading section 68 and its sub-section in conjunction with 58 the Customs Department decreed some time ago that in estimating the value of a commodity purchased in bond for duty-levying purposes, not only must the original cost be taken into consideration, but that the amount of the English or United States duty, as the case might be, must be added thereto as well.

Prior to the rigid enforcement of this regulation importers frequently allowed goods coming into United States ports to go into the unclaimed warehouses, not claiming them till they had found a market for them either in Canada or the United States. Now, however, there must be documentary proof that the goods were originally destined for Canada, backed by the certificate of the United States Customs officials that they were thus designated when they arrived at the port of entry.

The primary object of these regulations is clearly to make the indirect importation of goods as difficult as possible, and, on the other hand, stimulate importation direct from country of production. In pursuance of this policy, England's transhipping trade must necessarily suffer, but all the suffering is not on its part: the Canadian importer is also a sufferer to some extent.

A HIDE COMBINE.

The principal hide dealers in Montreal, at a meeting held this week, decided to form themselves into a company for the purpose of buying and selling hides. The organization is to be known as "The Montreal Hide and Calfskin Co.," and its headquarters will be at 929 St. Catherine street.

The main object of the proposed organization is the regulation of buying prices for hides in the Montreal market, the tanners being much dissatisfied with the present condition of affairs.

At the meeting James Price was elected president, E. Galibert secretary, and A. W. Bonner general manager.

PRICES IN THE UNITED STATES.

ONLY surprising in a secondary sense to the appreciation in values has been the depreciation in the values of iron and steel in the United States during the past month or two.

When last spring prices began to ascend, not by easy stages, but by leaps and bounds, HARDWARE AND METAL, like a good many other journals, predicted that the rapidity of the pace promised to induce unhealthy conditions. And there is no questioning that it has. Production as well as prices overshot the market.

Then came the inevitable depreciation in values. A diagram in the last issue of The Iron Age shows the rapid character of this depreciation. The fall was the most marked in steel billets. From an elevation of about $24 there has been a steady drop, until the figures are within $3 per ton of being where they were at the lowest point during the depression, namely, $18 per ton. To be exact, the lowest point touched was $14.50 per ton.

Another article to show the depreciation in values to a marked extent is Bessemer pig. Although the decline in this instance was not so steady, yet it managed to come down about $4 per ton from the highest point, or within $3 per ton of the lowest point during the depression.

The market reports to hand during the last few days seem to indicate that the downward tendency of prices is likely to stop, some good transactions having been recorded, particularly in Bessemer iron. Some weakness, however, is to be noted in Southern foundry iron, in spite of the fact that it maintained its level when other irons were declining.

BICYCLE SHOW FOR TORONTO.

Toronto should have a bicycle show. It is the centre of bicycling in Canada, and for that reason HARDWARE AND METAL suggests that the bicycle dealers in that city take steps to secure the desideratum, although of course the exhibition should be open to manufacturers and wholesalers everywhere.

The bicycle dealers in Canada have never yet had an exhibit of their wares. True, several firms last fall made displays at the Industrial Exhibition in Toronto, but it was in conjunction with the carriage exhibit, and it is no exaggeration to say that there were thousands of visitors at the Fair who went not near the department allotted to bicycles.

What is wanted is a bicycle show pure and simple, and devoid of comedy, acrobatic, or race-track attractions.

True, the 1896 machines show no strikingly new features compared with those of 1895. but there are, nevertheless, several new and important improvements, and the inauguration of an exhibition of the character named would excite interest. What would then follow is obvious.

What is done should be done soon. When the season of 1896 opens up it will be too late, at least too late to reap all the benefits that might accrue from the exhibition being held within the next month or so.

HARDWARE AND METAL would like expressions of opinion regarding the matter.

BARB WIRE STILL LOWER IN THE STATES.

The decline in the price of barb wire in the United States, noticed in HARDWARE AND METAL last week, has been followed with still lower quotations, the figures now being $2.10 for carload lots f.o.b. cars Pittsburg. This is a drop of 60 cents per keg in less than a month.

The figures now obtaining would mean something like $3.10 per 100 pounds for carload lots laid down in Canada, allowing duty 75c., and freight 25c. per 100 pounds, or $3.25 in less than carload lots. As, however, the demand for barb wire will not materialize for another three or four months, it is not probable that there will be any attempt at importation of the American article. At any rate, it would scarcely be advisable, particularly as it is not known what the Canadian price will be by the time the wire is wanted.

Had manufacturers in the United States, like their confreres in Canada, made their advances in prices moderate, they would not, in all likelihood, be experiencing the marked reaction they now are.

The Canadian price of barb wire has until now been lower than that of the American article.

DROPS FROM THE EDITOR'S PEN.

Has your window got its holiday habiliments on?

* * *

The earlier closing of stores means the later closing of life.

* * *

The holiday season is a busy time for the merchant. And so would he have it be.

* * *

He who would succeed in business must be a hugger; a business hugger, mind you.

* * *

A well-dressed window is often more dependent upon the man than upon the material.

* * *

A load of hay was stolen in Guelph last week. The thief evidently had the hay fever.

* * *

You can sometimes kill a competitor much quicker with kindness than with adverse criticism.

* * *

An advertisement should be simple enough to be read by the juvenile as well as the juvenile's pa.

* * *

The barbers of Winnipeg propose shaving off a few hours from their present long business day.

* * *

There is reason as well as rhyme in the assertion that snowfalls bring money falls for the country merchant.

* * *

He who essays to collect accounts should possess a smooth tongue, but his backbone should be rugged and stiff.

* * *

The merchant who allows his store to be turned into a smoking room may attract loafers, but customers never.

* * *

The pedlar is a thorn in the side of the merchant that all the legal pincers in the land appear unable to extract.

* * *

It is during election compaigns that the politician's largeness of heart is revealed: it would all mankind embrace—for its votes.

* * *

You cannot flirt with Long Credit and keep Success by your side. She is sought after by too many to countenance inattention.

* * *

A loss of business to the one and loss of reputation to the other are the fruits of want of harmony between merchant and salesman.

* * *

Salesmen who are ever repining that if they had this or that line of goods they would "do all right," have mistaken their occupation.

* * *

The United States Government is evidently as much concerned about its treasury as is a merchant regarding his diminishing bank account.

* * *

Because a man gets into a corner there is no reason he should remain there. Push and perseverance will make an apperture for escape in time.

* * *

One swallow does not make a summer; and it seems anomalous that one or two merchants should make an early-closing movement of non-effect.

* * *

Many an idea that is now frozen stiff would be thawed out and made useful if it were brought into contact with those to be found in business men's associations.

* * *

Although not yet in the daylight of freedom, the Knights of Labor in Canada propose to work hand-in-hand no more with their confreres in the United States.

* * *

In the election campaign in North Ontario which closed last night there were a merchant, a professional man and a farmer, and each wanted to fill a dead man's shoes.

* * *

It took the underwriters about one week to increase Toronto's insurance rates, but it promises to take them more than fifty-two weeks to reduce the rates to a normal condition again.

* * *

Another batch of non-licensed pedlars has been fined by Magistrate Denison, of Toronto. The Colonel is evidently determined that the hawkers shall no longer peddle on the city's generosity.

* * *

The United States has a doctrine. It is named the Monroe Doctrine. But no one outside the United States subscribes to it; and nobody inside the United States, except politicians, and they only when they want to use the doctrine as a wand to call up latent votes.

* * *

Hon. Mr. Harcourt, Provincial Treasurer, claims that the reforms asked by the commercial travelers regarding the sanitary condition of the country hotels can be secured with the existing machinery. Perhaps so, but the machinery badly needs a vigorous cleaning and a liberal oiling.

EXPECT HIGHER PRICES IN LUMBER.

The Norwegian s.s. Florida, 2,302 tons, Capt. Hansen, arrived Nov. 28, to load at Vancouver for Port Elizabeth. The Chilian bark India cleared last week with a cargo of 801,597 feet rough and 50,000 laths, valued at $6,507, for Valparaiso on owner's account. The Nineveh will load at Moodyville for Sydney, and not as previously reported. The British ship Clan Buchanan, 1,966 tons, Capt. Rankine, is now on the way from Yokohama to Vancouver, reported chartered to load for South Africa.

It is generally understood that the organization for amalgamating all the cargo mills both of British Columbia and the Sound has been perfected. An advance in the prices of lumber for cargo shipment is expected to come into force with the new year.—B. C. Commercial Journal.

ENGLAND'S IRON INDUSTRY.

An English journal says: "Germany, France, Belgium, Switzerland, the United States, all of them, have seized with intelligence and marvelous executive ability on the advancement of science, and are rapidly cutting the ground out from under the feet of every manufacturer we have. Our supremacy as the iron-producing nation is already gone beyond recall. Sheffield's shops are idle, and the cutlery of England is no longer recognized as the first and best the world can produce. Our textile industry is also suffering, as is every other industrial enterprise. England is living on her capital; no longer creating capital, from which to live on the interest. It is high time that we accept the situation, wake up from our long lethargy, throw off the cruel yoke of fatuous self-complacency, and wake up to the fact that if we would maintain our position before the world we must adopt the newer methods that are fast making us but the residential suburb of nations which are rapidly acquiring greater commercial wealth. The letter we publish illustrates but one phase of the question. It extends to every department of manufacture, of agriculture, as well as to the production of everything used by the world at large."

DOCTORS OF CYCLING.

Bicycle repairers are so numerous that startling advertisements are necessary to secure business. A handbill of this purport has been widely circulated within the last few days on the South Side:

Bicycle surgery.

Acute and chronic cases treated with assurance and success.

Languid tires restored to health and vigor.

Tires blown up without pain. Wind free.

We understand the anatomy, physiology and hygiene of wheels, and give homœopathic or allopathic treatment as individual cases require. Sure cure guaranteed.
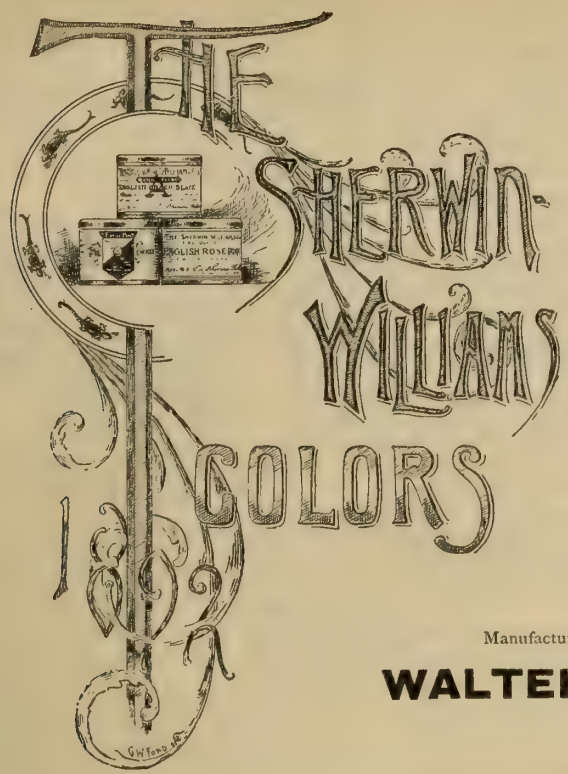
Testimonials:

"My wheel had three ribs fractured and you cured it in one treatment."

"My tires were suffering with a case of acute aneurism which had been pronounced fatal by other bicycle doctors, but you cured the disorder and I did not lose a day of my tour."

"I was troubled with varicose tires, involving frequent ruptures and incontinence of wind. You cured me."

Thousands of testimonials like the above sent on application.—Chicago Record.



Sold on Quality

A little higher in price but_____

Manufactured in Canada by

WALTER H. COTTINGHAM & CO.

Finest Paints and Colors

..... MONTREAL

PROPER CARE OF THE RANGE.

AT the recent food exhibition held in Philadelphia one of the interesting features was a series of lectures or talks by Mrs. Rorer, the well-known authority on cooking. Among her discourses was one entitled "Cooking with Coal and the Care of Fires," from which we quote as follows :

Have your range or stove provided with a cut out grate and the ashes and cinders can be effectively gotten rid of without the necessity of raking with a poker. With proper care there need be no change in your range during a lifetime. Burning out a fire brick is pure carelessness. I would not have a stove or range that required the use of a a poker to operate it. Remember that every time you stir the bed of coals you let a lot of cold air in that chills them and puts you back half an hour. The oftener the fire is fixed the worse for the pocketbook. One scuttle of coal with the direct draft cut off should keep an oven hot enough to do all the cooking you want for six hours continuously.

In banking a fire for the night, open the upper part of the range sufficiently to expose the surface of the coal to the cold air, and it will not burn up. In selecting a stove or range for economy get one that has a large fire box, as a small one will burn three times as much coal to do the same work.

Never pile the coal up above the fire brick or you will have a smothered fire which will not consume all of the coal gas. The escape of coal gas from a stove or range never occurs unless there is some radical defect in the chimney pipe or the drafts. Be sure that they are neither choked up with soot nor have holes in them. The flues should all be cleaned at least once a month.

Chestnut or pea coal is cheaper for ordinary ranges than the larger sizes. The larger the coal the hotter the fire, but the large coal costs more and burns faster, and there is a greater waste in raking, and the extra heat soon burns out the fire brick. Every baking oven should be supplied with a gauze door. With a gauze door to your range oven you can actually roast meat, but without you only bake it. In such an oven there is a constant circulation of fresh air.

THE PROPOSED NEW FOUNDRY.

Messrs. R. S. White, J. Bartley, and J. Watson, of Montreal, representing the Watson Heater Co., were in town yesterday and had an informal conference with the members of the Town Council and a number of prominent citizens, regarding the proposal to locate the works of the company in Cornwall. Among those present were : Mayor Mulhern, Reeve Gallinger, Dep.-Reeve Lalonde, Coun. Conroy, Messrs. D. B. Maclennan, Q.C., George McDonell, John G. Snetsinger, A. R. Maclennan, W. Mack, James Leitch, Q.C., D. Monroe, John McIntyre, R. A. Pringle, P. E. Campbell, and A. Denny. The Mayor introduced the deputation, and Messrs. White and Watson explained the nature of the business to be carried on by the company. In addition to the heaters, which would be their special line, they would make all kinds of plumbers' furnishings. They expected to start with fifty or sixty men, and would in all probability increase their force to 100 in a couple of years. They would be nearly all skilled workmen, and their pay would average from $2 to $2.50 per day.

The gentlemen were shown several available sites and expressed themselves thoroughly satisfied with them. They were very favorably impressed with the town and consider it a good location for their works. They will submit a definite proposition to the corporation in the course of a few days. If it is at all reasonable, as we believe it will be, the Council should lose no time in coming to terms. The advantage of an industry employing so much skilled labor must be clear to all, and we believe the people will willingly endorse a liberal arrangement with the company.—Standard, Cornwall, Dec. 6.

HAS STIMULATED GALVANIZED ROOFING.

The wonderful expansion of trade in the English colonies has, according to Hardwareman, imparted such vitality to the galvanized roofing industry of Birmingham and the Black Country as almost recalls the palmy days of 1873, when, to quote Mr. Gladstone's well-known phrase, "business proceeded not by steps, but by strides ; not by strides, but by leaps and bounds." All the galvanized-roofing makers in the district have their order books well filled with orders to the end of the current year, and those who care to do so might easily fill them up for the first quarter of the new year were they so minded. The makers of black sheets for galvanizing are equally busy, and in the absence of any great catastrophe, such as a war in the east, for example, there is every reason to expect a continuance of prosperity in trade generally—and in this branch particularly—for a considerable time to come.

TRADE CHAT.

THE Board of Directors for the Western Fair are proposing asking the city for $25,000 for the purpose of erecting new buildings.

The Belmont flax mill is closed for the season.

The Rockland branch of the Canada Atlantic Railway was opened for traffic on Monday.

On an average about 200 cars of wheat leave the C.P.R. yards at Winnipeg daily for points east.

The Drumbo Board of Trade is going to have a branch of the Bell Telephone running between Montreal and Detroit.

The postage rate on parcels for New South Wales has been increased to a uniform charge of 24 cents per pound.

A. S. Binns, of R. J. Whitla & Co., Winnipeg, has been chosen president of the Northwest Commercial Travelers' Association.

Shareholders of the Sydenham Glass Co., Wallaceburg, have decided to increase the capital stock of the company from $50,000 to $100,000.

Sixty-four ounces of gold was the last return from the Gold Hill, said to have been extracted from 43 tons of ore. About $30-000 per ton.—Rat Portage News.

The coal output at Lethbridge is increasing daily, and has now reached 600 tons. The company are now running extra coal trains every day over the south road.

Edward A. Field, who was long connected with the hardware firm of Dobbie & Co., Brockville, Ont., has left to take the position of buyer for Luke & Marshall, Sherbrooke, Que.

The Standard Oil and Gas Co. have been drilling in No. 5 well, two miles east of Kingsville, over a month, and struck a gusher, which they say is good for 7,000,000 feet per day.

The Lake of the Woods Lumber Co. will cut ten million feet of logs this season. In addition a million ties are being cut for the Canadian Pacific Railway. There are a thousand men in the lumber camps.

The Dominion Bridge Co., Montreal, have brought seventeen of their employes from the Soo, and put them at work upon the erection of the steel superstructure over Mill Creek, St. Thomas, on the L. & P. S. R.

The binder twine factory at the Central Prison began work a few days ago under Contractor Connor. All the machinery had been carefully overhauled and repaired, and Mr. Connor purchased all the stock and raw material on hand.

Several merchants of Dresden, who are doing a partnership business without having their papers registered, are being brought to time. Suits have been entered in the Division Court against Johnston & Co., millers, Piggott & Son, grocers, and Laird Bros., lumber dealers. Other business men are eagerly registering their partnerships.

At the meeting of the Quebec Board of Trade on Tuesday, Mr. R. R. Doble was elected president, Mr. P. E. Dupre first vice-president, Mr. M. Joseph second vice-president, Mr. Jos. Winfield treasurer, and Mr. N. Levasseur secretary.

The Winnipeg clearing house statistics show a steady increase. In the week ending Dec. 5 the clearings were half a million greater than in the corresponding week of 1894. The returns for November show an increase of two millions.

Barrett & Co., general merchants, intend giving up business in Tilsonburg and will remove to Essex early in January. Mr. Barrett has been looked upon as one of the landmarks of Tilsonburg, having lived there for a quarter of a century.

The Canadian Pacific Land Department report the sales for November to be about the same as during the previous months. The sales were greater than for the corresponding month of 1894, but not much in excess of anticipations.

An effort is being made to have the necessary stock subscribed to induce the Record Manufacturing Company, of Conneaut, Ohio, to establish a branch factory at Simcoe, Ont., for the manufacture of tin and wooden ware, under their Canadian patents.

The Goderich bicycle factory will soon be in full operation. The officers of the company are: George Acheson, president; Eph. Downing, vice-president; James A. McIntosh, treasurer; R. McKay, secretary; D. S. Henderson, manager and mechanical superintendent.

It is said that General Manager Hayes, of the Grand Trunk, claims there are too many officials on the pay roll of his company. His theory is that the salary of a round dozen superfluous officials will employ about sixty car builders. While bearing down heavily on the heads of departments this would place the rolling stock in good condition.

Mr. E. F. Hutchings has decided to build a large warehouse and manufacturing establishment on the transfer spur track, near Ashdown's new warehouse, next spring. The structure will be 50 x 155 feet, and six storeys high. It will be built of brick and stone, and will be modern in every respect. It is said that Mr. Macdonald and other wholesale men will also build warehouses on the spur track next year.—Free Press, Winnipeg.

Judge Barker, W. H. Thorne and J. T. Parks, a deputation from St. John, N.B., saw the Postmaster-General the other day and urged the Government to pay a subsidy of $500 per annum for the carriage of mails across the cantilever bridge at St. John.

SMOKELESS (S. S.) SPORTING

FOR LONG RANGE GAME SHOOTING

SMOKELESS SSS SMOKELESS EQUALIZED HARDENED WATERPROOFED SPORTING POWDER

HAS NO EQUAL

NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

Extra Hardened, Double-Waterproofed, Reliable, Safe, No Jar, Hard Hitting.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

Trials by Eley Bros. and "Rod and Gun."

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " " "

Far in excess of any other Powder, Nitro or Black.

Pattern 233.
Pads Penetrated (Eley's Special) 30·6.

Pressures 2·17 Tons only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

The New "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE ·303."

For Lee Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

"RIFLEITE ·450."

For Sporting Express and Military Rifles, ·360 to ·577 bore.

(SK) For Rook and Rabbit Rifles of ·230 to 380 bore; also for Morris Tubes.

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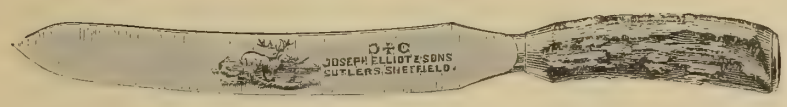
Razors, Carvers, Steels, Table Knives, Butchers' Knives, etc.

Dessert and Fruit Sets in Cases.

GUARANTEED

Fish Carvers, Fish Eaters in Cases.

Joseph Elliot & Sons



Hollis croft, Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

Sir Adolphe informed them that as the Canadian Pacific Railway was operating the bridge, the payment could only take the form of an annual mail subsidy. He could hold out no encouragement that their views would be met.

A locomotive, about one-eighth the size of those used by the I. C. R. and C. P. R., was in the I. C. R. yard, Monday, and was an object of great curiosity to the railroad men. The locomotive, thorough in every part and a beautiful specimen of workmanship, was built by H. R. Foster & Co., of Pittsburg, and is for the Nova Scotia Steel Co., New Glasgow. It was the smallest locomotive ever seen here and did not occupy one-half the space on the flat car on which it was loaded. The gauge was about two feet and the cylinder only six inches.—Globe, St. John, N.B.

"EUREKA" SAP SPILE.

It was inadvertently stated in last issue that the "Eureka" sap spile, being put on the market by the Thos. Davidson Manufacturing Co., was registered in 1895. It was not registered, but the patent has been applied for. The printer, possessed with visions of next season's maple syrup, put the cut in upside down when "setting" the article, and for that reason we re-insert the cut, but with the downside down.



STEEL "EUREKA" SAP SPOUT.

The attention of the Government has been called to the fact that large quantities of goods purchased in the United States are being sold on the northwestern coast of British Columbia, none of which supplies have paid Customs duty.

NEW HARBOR COMMISSIONER.

Mr. Hormidas Laporte, head of the large wholesale grocery firm of Laporte, Martin & Cie., and president of the Chambre de Commerce, has been appointed a member of the Montreal Harbor Board, to succeed the late Ald. Hurteau. Mr. Laporte is a self-made man, of forty-five years of age, who is widely known in French-Canadian business circles. He was born at Lachine, and when he first came to Montreal worked for five years in factories and went to night schools. At twenty he entered the grocery trade, with which he has been connected for twenty-five years. He has been a member of the Council of the Chambre de Commerce for seven years, and has been President-General of the Alliance Nationale since its foundation. He has been a member of the Board of Trade for some years. Mr. Laporte has always taken a lively interest in commercial and navigation matters, and his friends predict he will make a good commissioner.

SEEKING INCORPORATION.

John Mitford Taylor, of Montreal, George A. McLean, of Pittsburg, William H. Beatty, of Toronto, George Gooderham, of Toronto, and Philip S. Rose, of Montreal, are seeking incorporation as "The Taylor Co., Ltd.," to take over the business of J. & H. Taylor, iron merchants and manufacturers, of Montreal, with a proposed capital of $30,000.

A REVOLUTION IN FIRING.

M. Paul D'Humy, a French naval officer, has already earned fame by his new system of armour plating for vessels of war. Of late he has turned his attention to the solidifying and granulation of petroleum, and according to latest accounts has achieved results which, if reports, apparently genuine, are to be believed, will be far-reaching almost beyond conception. M. D'Humy claims to be able to reduce liquid petroleum to solid blocks, which can be turned out in any shape; these burn on the surface only, giving out intense heat, but neither smoke nor fumes, and leave, when burned, a white ash of only 2 to 3 per cent. the weight of the unconsumed fuel. A ton of this solidified oil equals over 30 tons of coal, and will cost only £1 to £2 per ton. If all this prove true, a revolution in almost every present method of heating and steam-producing is near at hand. Ships will steam thrice round the world without needing to replenish their bunkers, and factories will give forth no more smoke. Other gigantic changes of a like comprehensiveness would be brought about. But, whether we are really on the eve of these great things or not, there is a phase of the new invention to which it behoves every hardwareman to give good heed. If M. D'Humy's contrivance changes the face of the world as regards ocean transport, naval warfare, and steam generation on land, it will certainly also do the same with the methods of domestic heating. Solid oil blocks are, it is said, to be turned out which, mixed with ashes or earth, can be burned in the ordinary kitchen range or fire grate. This class of fuel is said to cost only 4s. per ton, which quantity will equal three tons of coal. Whatever the future of the invention, it is, at its outset, sufficiently startling to be worthy of close attention by all concerned with the handling or disposal of fuel.

Mr. Schreiber, Chief Engineer of Railways and Canals, has received full returns of the traffic through the Canadian Soo Canal from the opening of navigation on Sept. 9th to Dec. 6th, inclusive, the last day on which this canal was open. The total number of vessels which passed through was 1,189, of which 604 were Canadian and 585 United States. The tonnage of the Canadian vessels was 126,534, and the United States vessels 623,092.

APPLIED SCIENCE IN METAL FOUNDING.*

THE common pig iron of commerce is not a simple substance, but is an alloy composed of at least five dissimilar elements, named in the order of their proportions: Carbon, silicon, manganese, phosphorus and sulphur, and upon the proportions in which these exist depends the quality of the metal. Pig iron is never strictly homogeneous in its composition. The product of one cast will vary from that of another cast without any apparent changes in conditions whatever. Even the metal poured from the same ladle into, say four different test bars, will vary so that no two will have the same physical strength, and may vary as much as ten per cent. This will seem strange to the uninitiated, and can only be accounted for by the grand natural law, namely—that all substances, liquid, solid or gaseous, always arrange themselves in the order of their density. And so, if I want a strong, fine grain casting, it is poured from the metal in the bottom of the ladle.

The most important element to the iron itself is carbon. Its function seems to be to give fluidity to the molten metal and elasticity to the casting. Without carbon the metal would not run into fine outlines, or be sufficiently fluid to make thin plates. It would be sluggish, thick and stringy, when hot, inelastic and weak when cold, and would not possess that property which gives it the reputation of being the most rigid of all metals.

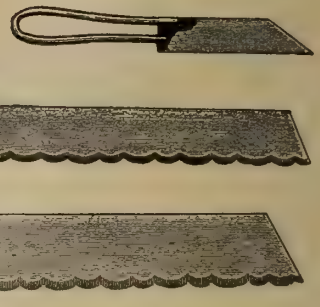
Some eminent students and authors of metallurgy state that carbon is only mechanically combined with iron, but I cannot see how this contention can be carried out scientifically. Because a mechanical union is unlimited—a chemical union is limited. Carbon will not combine with iron to over 4.60 per cent. and then only when high in manganese and silicon. About 3 per cent. is all there is in the average run of pig iron.

Arguing on the line of atomic theory, which Dalton laid down by his investigations from the year 1803 to 1808, and which establish two grand truths: "A definite compound always contains the same elements in the same proportions, and two elements uniting in more than one proportion combine in multiples of their proportions and produces so many different definite compounds." Therefore if the carbon were only mechanically combined, why should it not combine in unlimited proportions? But no; the amount is fixed and definitely regulated, of course by the amount of manganese and silicon. Again, when the iron is melted, there is no trace visible of the carbon. What has become of those bright little crystals or molecules of carbon? Where have they gone, and where do they come from, when the metal becomes cold? They are in the iron when charged into the cupola, but they are gone when it pours out. In order to try and discover where these molecules come from and when, I poured a test bar 12 inches long and 2 inches square, and as soon as it was cool enough not to collapse, I cut away the sand from the side of the mould and applied a pair of calipers, and found that at various times the bar elongated and contracted about ⅛ of an inch and that the temperature of the bar rose and fell previous and subsequent to the expansion and contraction, which action must have been caused by chemical changes. Else what caused such heat waves to occur. I concluded it must have been at these times the carbon molecules were forming, migrating so to speak, associating and combining with the atoms of the iron between the iron structure, thereby making the grain discontinuous and drawing the line between cast and malleable iron. I arrive at this conclusion because chemical action involves atoms, and in the elongation and contraction of this bar, some powerful action was at work to produce such changes, as it would have taken several thousand pounds, physical force, to cause the same results on this bar at the time. Admitting that in this cast of the solidifying iron that the heat has produced molecular disassociation (Thermolesis) into free atoms or into less complex molecules, then we are met by the fact that uncombined atoms of matter cannot exist long in a free state under certain temperatures, as in the case of this cooling bar of iron. And now we have come to the spot in the highway of chemical philosophy at which we must stop to investigate chemical force and chemical action. Chemical action is distinguished from all other actions by producing an entire change on the bodies on which it is exerted, and is further distinguished by the fact that it only takes place by fixed weights and volumes of matter. Arguing on the premises that chemical affinity is only possible when the bodies touch, and these bodies are the home of an attractive force of great intensity, and that the moment such an atom is liberated from a state of combination it finds itself in close proximity to another atom having similar desires for union, so to speak, the result being an impetuous rushing together and fixing together new relations and new combinations in simple multiples of their proportions, we are compelled to believe, and can come to no other conclusions, that the carbon in iron is a chemical fixture and not a mechanical one, as some eminent scientists claim it is. Again, in further proof of my contentions, a chemical union is of such a character, the compounds being bound together in such marvelous closeness of union, that in the couple of groups they occupy they lose all individuality; the force is so enormous and of such an attractive nature that there is no resemblance to mechanical force or energy, although in this case it probably can not be described, and it is only known by its effects. Take for example a piece of ordinary pig iron of as high a percentage of so called free carbon as can be obtained, and try to separate these bright little crystals or molecules of carbon, even by the sharpest instruments; or file the metal with a coarse file, and none of the so-called free carbon can be obtained. Then, if only mechanically combined, why not mechanically separated? But no; there is only the one means of dissociation, and that is by chemical action produced by heat.

That the foundry practice of the world has not been kept up to the times, must be admitted by all. We read in the fourth chapter of Genesis: Tubal Cain was an instructor of every artificer in brass and iron,

* A paper read by T. Doherty, of Sarnia, Ont., before the Canadian Institute, Toronto, on December 7, 1895.

Still Another Knife . . .



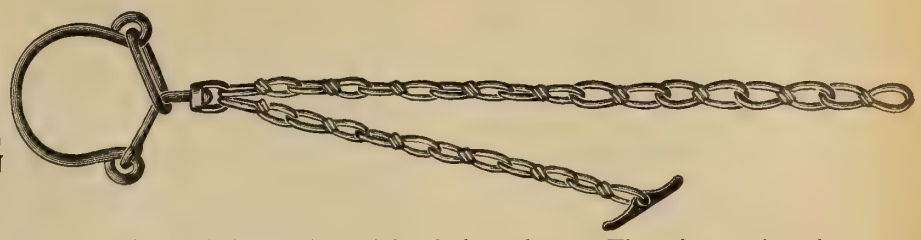
Equal in quality and appearance to knives selling for high prices.

Set of Three retails for 50c. per set.

We are going to quote exceptionally low prices on these until Christmas.

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OPEN RING, CLOSED RING and WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Prompt shipment of all sizes from stock.**

Manufactured by — Write for Catalogue.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

and some historians claim he was the inventor of the foundry. Since his day, down through the rolling ages, cast iron has not much improved, if we can rely on historical descriptions of what it was in Asia Minor thousands of years ago. This may seem somewhat remarkable, from the fact that there is a mere chalk mark between steel and iron; merely the eliminating of less than one per cent. of carbon, in many cases, from the metal. And yet science and invention in all their splendor have devised no means whereby this small percentage could be removed in such a way as would enable the world to substitute cast iron for malleable at as low a price, and have stood toeing that chalk mark ever since the 7th generation from Adam. True, in the various pneumatic processes of decarbonising cast iron, steel has been made and utilized to great advantage, and is now fast taking the place of iron, and will very likely at no distant day almost entirely take its place; but have not all these processes been the invention of men now living, whose heads are yet scarcely hoary with the passing years?

I anticipate still greater advances along this line at no distant day, when we better understand the nature of cast iron and its combinations. It is not difficult to unlock the safe and get at the contents when we know the combination of the lock, and so it is in nature, if we follow out its laws; the ultimate result is quite simple. If we deviate from them, then the whole thing becomes complex and mysterious. In these various pneumatic processes above referred to it is chemical action, not mechanical, that decarbonises the molten iron. No fuel whatever is used. The carbon and silicon of the iron combining with the oxygen of the air blast produces intense heat and further elevation of the temperature of the moulten mass. The carbon is liberated and carried off with the air, and the metal which only twenty minutes before was melted cast iron has been changed into steel, the quality being regulated by the per centage of the simple compound of iron returned to the mass. Much the same action occurs when a piece of iron is held against a revolving emery wheel. The particles of iron which become so finely divided and heated by the friction of the wheel fly in every direction; the oxygen of the air seizes them and they absorb it so greedily in proportion to the weight of the iron that the heat can not be conducted away fast enough, the result being further elevation of temperature and burning out the carbon and conversion of the particles from cast iron into steel; else why should they be magnetic, as proven by their attraction for a magnet? Another example for this action is illustrated in the old-fashioned flint lock, on the musket of our boyhood days. When the flint strikes the steel fine particles fly, take fire and ignite the powder in the pan. There are many more illustrations which I might give which are difficult to explain, but are not unlike the musket. If we don't agree on the cause, the fellow who stood in front of it is very apt to be convinced of the effect.

In this paper I have dealt mostly on the element of carbon in iron, because as I stated in the outset it is the most important factor in the metal. I have tried to show that it is a chemical fixture in the iron, and based my reasons on the principle that all matter is made up of atoms; that the atom of iron is joined to the molecule of carbon by chemical force and chemical affinity, and that it can only be removed by chemical action. Newton probably laid down the grandest of known physical laws which was afterwards confirmed by Joul, namely: When energy seems to disappear in one form it always reappears in another, and that when energy appears in any form it must be at the expense of energy in another form. Were this not so, then perpetual motion would be possible, and all we would have to do when we wanted to visit Toronto would be to touch a button and move off at any desired rate of speed, without effort or expense, or wear or tear of the rails, if any, or fuel, water or steam, to give potential energy to the machine. Therefore I contend that the carbon in iron is not produced by mechanical force or energy, but by chemical action, bound in close combination by chemical affinity; otherwise it would not be equally distributed

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Sanderson Pearcy & Co. 61, 63 and 65 Adelaide St. West **Toronto**

throughout the casting but would remain in minute pockets and could be easily removed in the shape of graphite, of which it really is a compound.

It is a very easy matter to theorise anything old, but an entirely different thing to produce something new, to give to the world a better article and at a lower price. It makes no difference to the common people how it is done, or why; nor yet who did it. Nobody cares for the hours of toil, study and investigation that may have been spent in discovery. They do not ask the question, whether genius is the gift of taking pains in investigation or, as Galton says, the automatic activity of the mind as distinguished from the effort of the will. They do not care whether the inventor of a certain machine will die a poor man, little and unknown, or his name go down to posterity with those of Galileo, Newton and Pascal. All they care for is to be sure whether a certain engine will produce more power on a given amount of fuel than any other engine, or whether a certain stove will last longer and bake better than any other stove. They do not consult science to find out whether the modus operandi is carried out along scientific lines or not, but they do consult their pockets and use every diligence to get the best value for their money. And the man who can give to the world some new inspiring thought, some valuable discovery, some new invention, whereby his fellow man is benefitted, whether he is or not, as Bacon says: adds to the glory of his Creator and the endowment of human life.

Canada is rich in iron ore of the finest quality awaiting capital and labor, the pick and shovel to mine it, and the blast furnace to smelt it. Owing to our geographical position, freight rates militate against the product of the far east, while cheap labor and cheap fuel enable the southern furnaces to enter our market even with a high tariff. This state of affairs is not likely to cease to exist for some time to come, and the only hope iron smelters can have in Canada is in producing a fine quality of iron. There is no reason why ore containing 55 per cent. of iron should not be profitably mined and smelted in Ontario even with our limited population. If our people can get as good an iron at as low a price as they can procure in the U.S., they will not go away from home for it. In referring to this matter, I have probably digressed from my subject, and my only reason for doing so is to try and draw the attention of our Canadian capitalists to this very feasible industry, which, if handled properly, should yield a fair return on the money invested.

Delays are dangerous. Then don't you think you had better stop your cough at once? Get a few B. F. P. cough drops and you will be surprised at the relief they will afford you.

HARDWAREMEN'S ASSOCIATIONS.

EDITOR HARDWARE,—If brevity is the soul of wit, "Philo" possesses it, His suggestion is brief and to the point; nevertheless, I think HARDWARE AND METAL will gladly allow him space to air more thoroughly his views on the subject, and to enlighten us as to some of the difficulties which present themselves to our minds. First: How would a buyer buy a general bill of hardware for a merchant doing a small country business, but who would be qualified, financially, to be a member of the syndicate? Second: Does "Philo" contend that 2 per cent will pay not only buyer's salary (as I see he inserts "etc."), but also the expenses of a distributing warehouse? Third: How would goods be paid for?

If "Retailer," who suggests that 200 or more merchants place one thousand dollars "cold cash" for the purpose of establishing a jobbing house in the city, will find me twenty merchants in Ontatio who can conveniently draw that amount from their business, he will confer a favor on me, as I am continually in touch with the best trade of the province, and I cannot name that number who are able or willing to produce the necessary "dough."

But, would even this accomplish the desired end? I think not, as it would simply mean the forming of a joint stock company, which would have to compete with other well established houses, and would have to sell at same prices, declare dividends (if any), which would simply be interest on the capital thus invested. And it is debatable if the merchant could not put said money to better use at home.

But where are we at? To many merchants a hardware association is a matter of little or no importance; to others it is desirable, both for maintaining prices and closer buying. Anything more? Yes, by all means, yes. To-day a friendly association for mutual and commercial benefit; to-morrow a "friend in need," to help us battle against the unjust competition of the department store, with its ill-paid labor, its abusing of our lines by selling them at cost, or below, as "leaders," or for "advertising purposes," to draw trade for their more expensive and better paying lines.

Who has not read with interest of the recent organizing of the Retail Druggists' Association? Have they not just cause for complaint? They have as much trouble over five and ten cent sales as hardwaremen have over ten times the amount. Should not their profits be remunerative?

Our Government compels a drug clerk to pass three examinations, at great expense to himself, and I heard recently that one of our department stores intend putting in a dispensing chemist, to whom they will pay the highest salary of any in the "profession" in the city, and the salary is $15 per week. Ye gods! Just think of it, $15 per week to a professional man. Whew! What in thunder do the small fry get?

At a recent meeting between the Jobbers' Association and the Executive of the Society of Retail Druggists, the case of the retail trade was given in detail. The middlemen expressed themselves as thoroughly in accord with the objects the new association had in view, and in full sympathy with the retailers in their present difficulties.

It was pointed out, however, that the great obstacle in the way of removing these difficulties in the past had been the almost complete want of unanimity in aim or action among the retailers themselves. To this the retailers replied, that that was now entirely changed, that the druggists of the province were to-day united almost to a man, and that if the wholesalemen would stand by them they would reciprocate, not only throughout Ontario, but in a short time from Hali ax to Victoria.

The position of the manufacturer was also considered, and it was pretty generally agreed that concerted action would result in inducing him also to co-operate in the movement. But to what does this portend? Simply that our turn comes next. As the department store succeeds in the cities, the large towns will quickly follow suit. Are we, therefore, going to wait till they get a foothold before we meet them? Or are we going to meet them at the gates? Will we join hands and fight them in a common cause? Or will we fight them singly (and growl) and wait (like the druggists) till they are hard to uproot?

It has been contended by other writers that our manufacturers will help us, as so they will if the drug manufacturers will help their retailers.

If the competition is legitimate, I say let it come, but when our best paying lines are used as bones of contention, then I say it is high time to be up and doing. Let us fight them with their own weapons. If they concentrate all lines under one roof for the cheaper handling, let us combine our forces for our self-preservation.

Hardwaremen of Canada (I was going to say Ontario, but from coast to coast will HARDWARE AND METAL ring out these words), let us shake off our indifference. This subject is all-important, and demands your careful consideration.

If we have our manufacturers' combinations and trusts, our jobbers' associations, we, too, must combine, else a single-handed fight will surely end in our annihilation.

Let us strike while the iron is hot. Christmas is upon us with its cheap excursions. Why not meet in Toronto and form an association that will place us alongside of all other trades, or ahead of them?

OBSERVER.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

A BLACKSMITH TRAMP ON TRIAL.

The following good little story is related by a correspondent in a contemporary, and refers to an incident which occurred in a small country blacksmith's shop.

One day, says the writer, just before twelve, in came one of those tramping jours, one of those really good workmen who can't be contented to keep a good job when they get one, but must be "on the go."

Well, he went up to the "boss" and asked him for a job the "boss" gave him a look and asked him could he "weld two pieces of iron together." A look of disgust came over the face of the tramp as he replied, "Give me a chance and I will show you." "All right," said the "boss," here is a good fire and tools, and I am going to dinner. Take hold, and show what you can do," and off he went.

Mr. Tramp took a look over the boss's kit and picked out the two best pair of tongs he could find, clasped them together, putting the jaws of one pair into the jaws of the other, slipped a ring on to the handles of each, and, taking a good welding heat, he made as pretty a weld as I ever saw, finished the job up in an A No. 1 style, laid the tongs on the boss' anvil and went his way.

The foreman's face when he came in at one o'clock, was a study; he looked the job over, and, with mingled disgust and admiration in his voice, said, "If that blanked fool was here I would give him a job—such impudence should not go unrewarded."

TORONTO IMPORTS AND EXPORTS.

THE imports for the port of Toronto during the month of October just passed totalled in value $1,422,984.74, and the exports $432,278. The figures for the corresponding month last year were $1,193,448.94 and $565,629. These returns show an appreciable increase in imports, while the exports seem to have fallen off considerably.

The most notable increases in imports occur in grain, hides and skins, iron and steel, dyes and chemicals, cottons, anthracite coal, leather, oil, soap and tea, while the imports in bituminous coal, earthenware, window glass and jewellery have fallen off. Following is a comparative statement of the imports during November, 1894, and November, 1895, particularly affecting grocers and general hardwaremen :

	Nov. 1895.	Nov. 1894.
Brass, manufactures of	$ 5,451	$ 5,487
Bicycles	449	3,607
Copper, manufactures of	563	324
Coal, bituminous	16,515	25,708
Coal, anthracite	118,962	106,389
Earthenware, stone and chinaware	14,056	17,637
Glassware, window glass, etc	24,803	31,669
Gunpowder and other explosives	2,024	690
Gutta percha, manufactures of	6,269	4,744
Jewelery, watches, and manufactures of gold and silver	26,083	41,432
Iron and steel, and manufactures of	120,706	86,718
Lead, and manufactures of	4,064	4,471
Metals, and manufactures of	8,771	8,937
Oils, mineral, linseed, etc., dutiable	14,532	9,667
Oils, vegetable, undutiable	3,626	4,040
Paints and colors	5,585	7,218
Metals, undutiable	28,010	29,657
Wood, manufactures of	9,532	9,698
Broom corn	5,743	11,640
Hides and skins	32,759	7,272
Leather, and manufactures of	22,643	17,838

There has been a great falling off in the exports of wool, meats and agricultural products, while the output of manufactures and products of the forest has increased. The following gives details :

	Nov. 1895.	Nov. 1894.
The mine	$ 149	20
Fisheries	.....	.....
Forest	27,415	18,080
Animals and their produce	180,039	257,200
Agricultural products	124,491	195,352
Manufactures	99,320	92,859
Miscellaneous	864	1,518
Total	$432,278	$565,029

Cleveland Blue Rocks and Traps . . .

We are Canadian agents for these celebrated Targets and Traps, which are used by all the leading Gun Clubs in America. The best and cheapest.

NO BROKEN BIRDS IN BARRELS.
SATISFACTION GUARANTEED.

LIBERAL TRADE DISCOUNT.

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street — TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Dec. 13, 1895.

HARDWARE.

THE aggregate volume of business this week has shown sensible decrease, and most of the jobbing houses here have been engaged in stock-taking. Despite this, however, the week has not been absolutely featureless, for orders still come to hand for fancy lines of both table and pocket cutlery, and jobbers have been stocking up a little on cut nails. Seasonable tools have also been enquired for, and there has been a fairly active demand for skates on local account. Other lines have ruled quiet. Wire of all kinds is motionless, and the same can be said of wire nails, rope, tacks, tinware, sporting goods, etc. Values all round are steady in tone, and the expectation is that they will remain so after the turn of the year. Reports regarding payments are fair.

BARBED WIRE—There is no change in barbed wire and business is dull. We quote: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f. o. b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

PLAIN WIRE—No activity is noticeable in plain wire. We quote discounts as follows: 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BRASS AND COPPER WIRE—A few small lots continue to move at the advance. Discount 12½ per cent. off the list.

ROPE—There is no change to note in this line, business being quiet. We quote: Sisal, 7¼ to 7¾c., and manilla, 9½ to 10c.

CUT NAILS—Jobbers have been doing some stocking up, but in a regular way business is quiet. We quote: $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Quiet and unchanged. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A few small orders are received. Discounts 55 off.

HORSESHOES—Little or no business to report. We quote: Iron, $3.50, and steel $4.75 to $5.75.

TACKS—These continue featureless. We quote discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

SCREWS—Much as they were last week. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TINWARE—Orders are smaller, but are still noticeable.

SPORTING GOODS—Trade in these has diminished to small proportions.

CUTLERY—Orders are still fair for fancy lines of both table and pocket cutlery.

LAMP GOODS—Business remains much the same as it was last week.

CHAIN—The firm feeling at primary markets has not influenced spot prices, but the tone is steady.

SKATES—Continue active in a sorting way on local account.

PLUMBERS' SUPPLIES—Trade fair, with nothing special to report.

TOOLS—In seasonable lines moderate orders are noted, but are restricted to actual wants.

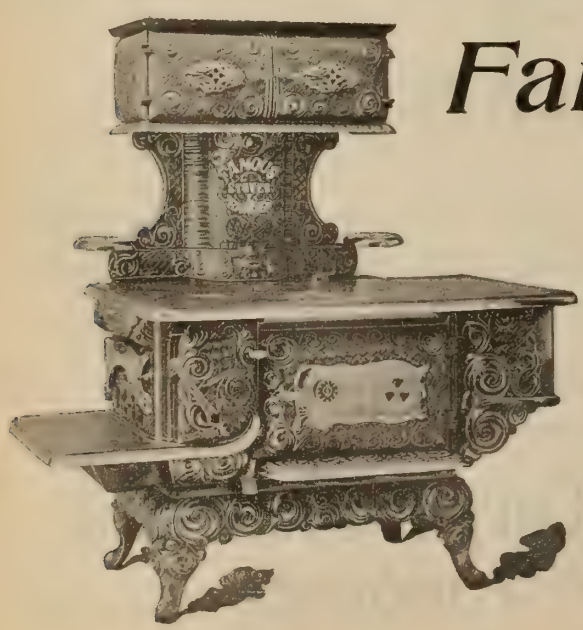
BUILDING PAPER—No change to report, with a moderate trade doing at old prices.

CEMENT—Demand quiet and prices steady. English, $2.05 to $2 20, and Belgian, $1.95 to $2.05, as to quantity.

FIREBRICKS—Unchanged at $15 to $21 per 1,000, as to brand.

METALS.

Heavy lines of iron and metals continue firm in tone on the whole, though there is some speculation as to whether American pig is going below the importation point. This is about the only easy feature of the situation, tin plate, Canada plate, copper, tin and lead ruling steady to firm.



Famous Active Range

THE HANDSOMEST AND BEST WORKING COOKING APPARATUS MADE IN CANADA

FOR COAL, COKE OR WOOD

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver

PIG IRON—There is little change to report in the pig iron market, and there is little trade moving. We quote Summerlee and equal brands $21, Ferrona $18.

BAR IRON—Business is quiet and prices unchanged for ordinary trade at $1.60, though we hear of round lots leaving makers' hands at $1.55.

SHEET STEEL—Business quiet and prices unchanged at $2.50 to $3.20.

SHEET IRON—No change in black sheets is noted, trade ruling quiet at $2.50 to $3.

TINNED IRON—Business quiet and prices unchanged at 6 to 7c.

PIG LEAD—Prices rule firm, but business is quiet at $3.25.

LEAD PIPE—No feature to report, with values as before.

GALVANIZED IRON — Demand is small, but prices are firm at 4½ to 5½c. as to brand.

INGOT TIN — Quiet and rather easier at 17 to 17½c.

INGOT COPPER—The easiness outside has an influence on local prices, which are quoted rather lower at 12 to 13c.

SHEATHING COPPER—Quiet and dull at 18c.

IRON PIPE—The irregular feeling continues in iron pipe; discounts vary. Nominally they range from 67½ to 70c. per cent.

BOILER PLATES—Quiet and steady at $2 for ¼ inch and $2.25 for 3-16.

CANADA PLATES — Continue quiet and unchanged at $2.25 ex store.

TIN PLATES—Business continues dull, and some shading on coke prices are reported. We quote $2.85 to $3, and charcoal $3.35 to $3 75.

SOIL PIPE—No change to report.

TERNE PLATES— Quotations steady at $5.75 to $6.25 as to brand, and business almost nil.

HOOPS AND BANDS—No movement in either hoop or band iron is noted. We quote on the basis of $2.20.

SHEET ZINC—Dull and unchanged at 4½ to 5c.

SPELTER—A small local enquiry at steady prices, viz.: $4 50 to $4.75.

ANTIMONY—Quiet at 10c.

PAINTS AND OILS.

Beyond a few contracts for Paris green we do not hear of much business passing in this branch of the trade. There is considerable anxiety as to the future of dry white lead, which is steadily advancing in England. Meantime in the absence of important business prices are nominally as quoted.

WHITE LEAD — Quiet locally. We repeat last week's quotations as follows: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 3¾ to 4¼c.; zinc white, pure, $7.50 ; No. 1, $6.50.

LINSEED OIL—Some lots of boiled have changed hands. We quote 56c. for raw and 59c. for boiled; ten barrel lots less. Terms, 3 per cent. thirty days.

TURPENTINE— Easier feeling, quotation nominally 43c.; for a few barrels 42c. would be taken. Terms, 3 per cent. thirty days.

PARIS GREEN—Demand active at last quotations. Casks, 13½c. ; drums, 14½c., and packets, 15½c.

CASTOR OIL—Quiet but firm at 6 to 7c.

SEAL OIL—In a jobbing way has been advanced to 42 to 45c., ten barrel lots, 41c.

RESINS—No change, business dull. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The firm feeling in glass continues, but actual business is small. Prices are held strong. We quote: $1.25 to $1.30 first break ; $1.35 to $1.40 second break per 50 feet ; $2.90 to $3 for third break per 100 feet.

CHEMICALS, ETC.

The only change in chemicals is a rather firmer feeling in sal soda for small lots, which are quoted at 80c. We quote as follows: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70 ; soda ash, 48 to 58 per cent., $1.15 to $1.50 ; chip logwood, $2 to $2.50.

PETROLEUM.

The petroleum market continues firm for domestic oil, which has advanced ½c., but American, on the other hand, has declined to a similar extent. We quote: Canadian refined, 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white, 17½c. in car lots and 18½c. in smaller quantities. Water white, 19c. in car lots, and 20c. in small lots. Astral, 20c. in car lots, 21c. in smaller quantities.

HIDES.

A weaker feeling has prevailed in hides, and prices have declined ½c. per lb., which is due to the recent weakness on Western Ontario markets and liberal receipts here. Dealers are paying this week 5½c. for No. 1, 4½c. for No. 2, and 3½c. for No. 3.

WOOL.

The wool market is firm and unchanged. We quote : Cape, 14 to 15½c. ; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C. 9 to 11c.

TALLOW.

The tallow market remains firm, as noted last week, 5 to 6c. for prime.

ASHES.

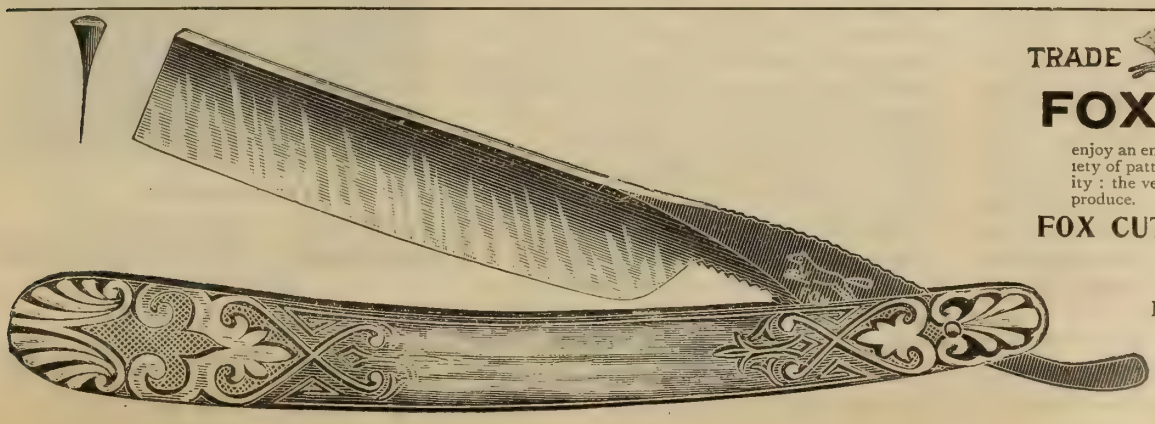
Continue quiet but steady. We quote: Firsts, $3 70 ; seconds, $3.50, and pearls, $4.65 per 100 lbs.

MONTREAL NOTES.

The assets of N. C. Robillard, saddlery hardware, 255 St. Paul street, will be sold on the 20th.

Wm. Johnston, retail hardware merchant, has assigned. The liabilities are not heavy. J. McD. Hains has been appointed curator.

The Cottingham Varnish Co., Ltd., have commenced actual operations in the manufacture of varnish. The goods are the well-known Pratt & Lambert varnishes and japans, and the establishment is under the direction of one of Pratt & Lambert's men from Chicago. W. H. Cottingham & Co.



TRADE MARK

FOX RAZORS

enjoy an envied reputation. Supplied in a variety of patterns and sizes, but only in one quality : the very best that science and skill can produce.

FOX CUTLERY MFG. CO.

PAINCHAUD, SQUIRE & CO.

AGENTS

Antwerp and Montreal

are the sole selling agents, and have got out a neat little booklet telling all about these well-known goods. The factory is on St. Patrick street, Montreal.

W. B. Murdoch, of Halifax, who represents Peck, Benny & Co., the Dominion Wire Co., Alex. McArthur & Co., the Ontario Silver Co. and the W. R. Gardiner Tool Co. in the Lower Provinces, was in town this week.

Lamplough & McNaughton have been appointed agents for a leading American firm of manufacturers of hardware and house-furnishing specialties. A very full list of curling irons is a feature with the firm. Members of the trade who have not received the illustrated catalogue and price list can have one sent by writing Lamplough & McNaughton, 59 St. Sulpice street, Montreal, and mentioning HARDWARE AND METAL.

ONTARIO MARKETS.

TORONTO, Dec. 13, 1895.

HARDWARE.

TRADE this week exhibits the near approach of the usual holiday quietude. Compared with last week there is a diminished volume of business to be noted, but at the same time the turnover is good for the season and larger than the same time a year ago. There does not yet appear to be any diminution in the demand for skates, they still going out in large quantities. Cutlery is still going out well, and such lines as coal hods, snow shovels, sleigh bells, etc., are in brisk demand. In wire the only feature to be noted is an improved demand for galvanized wire. Slightly better sales are also reported in both horseshoes and horse nails. A good many orders are still being booked for green wire-cloth for import. Some nice orders are reported for plumbers' supplies. A number of orders have been booked for spades and shovels for forward delivery. The same may be said regarding churns. American manufacturers are quoting higher prices on range boilers. Payments are fair.

WIRE—There has been quite a demand for galvanized wire. Business, however, is still quiet in the ordinary fence and bright wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Is as dull as ever. There is practically none selling. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms : 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—The good demand previously noted has been maintained. The discount is now 10 per cent., and not 12½ per cent., as erroneously stated in last issue.

ROPE—Business is still exceedingly quiet. What little there is doing is in sisal ; manilla is at a standstill. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—A number of orders have been received during the week for the usual ten keg lots, but there have been no large sales. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London ; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—There has been a little improvement in wire nails, but it is small indeed. Discounts, 75 per cent. with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The volume of business is being well maintained at the discount of 55 per cent.

HORSESHOES—An improved demand is to be noted, but orders are still on the small side. We quote f.o.b. Toronto : Iron, $3.60. Steel, No. 0, 1, 2, $5.60; 3, 4, $4.85 ; assorted, $5 to $5.35 ; toe weight, $5.85.

TACKS—Business is quiet and featureless. We quote : Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto tinned, 57½ per cent.; B.B.B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent ; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

TINWARE—The demand is principally for coal hods and furnace scoops, but generally speaking trade is quiet.

ELBOWS—Trade is fairly active on city account, but there is not much doing in the country. We quote as follows : C & F (one piece), $1.10 per dozen in proportion of ¼ common to ¼ bright; all bright, $1.25, f.o.b. Toronto, and $1.15, f.o.b., Montreal ; 4 and 6 piece elbows, 75 to 90c. per dozen, half common and half bright ; patent pipes, 6¼ to 6¾c. per length, half common and half bright, in crates of 25 lengths.

SPORTING GOODS—Business has dropped to small proportions for all lines.

CUTLERY—The situation is much the same as a week ago. Case carvers in the cheaper lines are going out well, and some good orders are reported for pocket cutlery and scissors.

LAMP GOODS—Trade is about over for the season. The season's trade has compared favorably with that of last year.

COW TIES — Trade remains much the the same as reported a week ago. Prices range from $1.25 to $2.80 per dozen.

GREEN WIRE CLOTH—Orders are still being booked for forward delivery at $1.75 per 100 square feet.

CHAIN — Business is still quiet at the recent 10 to 15 per cent. advance.

SKATES — Are still exceedingly active, jobbers reporting that the volume of business still exceeds that of last season.

PLUMBERS' SUPPLIES — Trade remains fairly good, especially on country account, some nice orders for general supplies having been received.

SCREWS—Trade continues quiet and featureless. We quote : Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

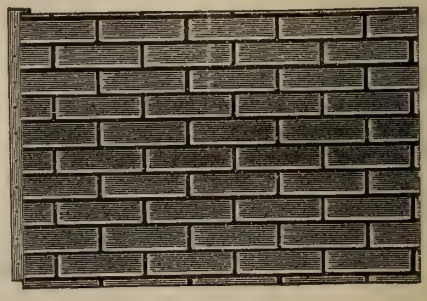
CLOTHES WRINGERS—Are quiet and unchanged at $26.50 to $27.

TOOLS—A number of orders for spades and shovels are being booked for forward delivery. Trade from stock is also fair. Snow shovels are being regularly called for.

BUILDING PAPER — The demand has fallen off materially, although quite a quantity is still being sent out, principally in small lots, however. We quote : Plain, 40c. per roll ; tarred lining, 50c. per roll ; tarred felt, $1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

CHURNS—There is nothing doing in the way of immediate shipment, but forward orders are being freely booked, both for shipment from factory and from stock. The discount from factory is 70 per cent.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

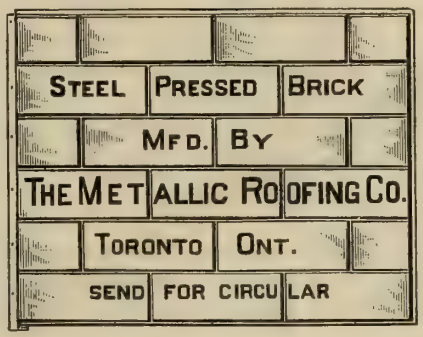
POULTRY NETTING — Business in this line is confined to forward delivery lots. Discount, 65 and 10 to 70 per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

MANUFACTURERS

84 to 90 Yonge Street - TORONTO

METALS.

Trade in metals is keeping up fairly well, but with the colder weather a smaller business is now being looked for.

PIG IRON—We hear of no transactions and quotations are purely nominal. Nova Scotia, No. 1 foundry, $18 to $18.50; ditto No. 2, $17.50 to $18, according to quantity; No. 2 American foundry, $20.50 to $21; No. 1 Siemens, $20.

BAR IRON—Business is still largely confined to the larger sizes, and there is very little doing. The base price is unchanged. at $1.70 to $1.75.

SHEET STEEL—Business is not quite so good as it was, orders being for considerably smaller quantities. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24 $2.85; 26, $3.10.

BLACK IRON — Orders are for smaller quantities. We quote: Up to 17 gauge, $2.45 to $2.55 per 100 lbs.; 20 gauge, $2.20 to $2.25; 22 to 24 gauge, $2.30 to $2.35; 26 gauge, $2.40 to $2.45; 28 gauge, $2.55 to $2.65.

TINNED IRON—Orders for both import and forward delivery are coming in more freely. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—The demand is better than it has been for some time. Prices as quoted are still being adhered to. We quote 3⅜ to 3½c. per lb.

LEAD PIPE—An improvement is also to be noted in this line, although no large quantities have been moving. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON — Trade continues good. A number of orders are being booked for import and spring delivery, both in "Queen's Head" and "Gordon Crown" brands. Prices are firm. We quote: $4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Some good sales have been reported during the week, but in general Lamb and Flag is only going out in small quantities. We quote 17 to 17½c. per lb.

INGOT COPPER—Is quiet at 11¾ to 12c.

SHEATHING COPPER—The demand for the larger sizes, such as 72 x 48 and 72 x 30 is a great deal better than for the smaller, such as 60 x 14. Prices are unchanged at the recent decline, namely, 14 to 14¾c. for 16 oz.

IRON PIPE—Trade has fallen off a little, but there is still a fair quantity going forward. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—Manufacturers of domestic boilers report that they will be in a position to supply the demand the beginning of next week, having been able to secure supplies of raw material. The manufacturers in the United States have again advanced prices and dealers here who handle American boilers have followed in sympathy. We quote: Domestic galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.50; 35 gal., $7.50; 40 gal., $9; copper, $16.20 to $20, according to size.

CANADA PLATES—Stocks of 60 and 75 sheet boxes are exhausted, and consumers are compelled to use 52's. There is a good demand from the country and city dealers are obtaining larger quantities in order to complete their contracts. We quote: Half-polished, $2.50; 60-sheet boxes, $2.55 to $2.60; 75-sheet boxes, $2.65 to $2.70.

TIN PLATES—In the ordinary charcoal trade is fair. In cokes, outside a few large sales, the demand is light. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3.15 for squares and stamping cokes.

SOIL PIPE—Is moving more freely, some good shipments having been made during the week. Discount, 60 per cent.

SHEET BRASS—Trade is quiet and unchanged at 60 per cent. off the list.

TERNE PLATES—There is practically no demand. Best brands are still quoted at $6.

SOLDER—Is going out steadily at prices quoted. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Business is moderate only. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

ANTIMONY—Business is quiet at 10 to 12½c., according to quantity and quality.

GLASS.

The price quoted in this column last week, viz., $1.30 per first break in fifties, seems to have become general, the chief Toronto dealers having advanced quotations to this mark. The figures given in HARDWARE AND METAL'S current price department this issue may be accepted as a fair index of how quotations run, though the prices of the different sizes vary somewhat on jobbers' lists. The fact of the case is that quotations have been advanced by from 10 to 15 per cent. all along the line, and judging from present indications further advances may be looked for. A marked reduction in plate glass discounts is expected. Mirror plate is likewise pointing higher, while the discount on German mirror glass plate has been reduced from 30 to 15 per cent. Fancy glass is very firm in this market.

PAINTS AND OILS.

The present turnover is extremely limited, and although values are strengthening very materially in the dry lead market in the Old Country, small buyers prefer to purchase from hand to mouth. In the meantime the Canadian grinders are not at all anxious to book ahead. Credits are also being closely scrutinized and the trade generally is expected to be on a much healthier footing for the coming year.

WHITE LEAD—The favorite brands of pure white lead, bearing the makers' guarantee, we quote at 5c., No. 1 at 4¾, No. 2 at 4½c; dry white lead, in kegs, 5c.; red lead, 4 to 4¼c.; No. 1 red lead, 25c. per 100 lbs.

LINSEED OIL—Is without change; 52 to 53c. for raw and 55 to 56c. for boiled seem to be the prevailing figures.

TURPENTINE—Quiet at last week's quotations, viz., 39 to 40c.

PARIS GREEN—A few decent sized orders for pure Paris green have been placed,

chiefly by those who were caught short last season. The leading makers are indifferent about quoting for round lots, as they anticipate getting a better price when the enquiry becomes more general. We quote: Casks, 13½c.; drums, 14½c.; packets, 15½c.

PUTTY—Is dull at $1.85.

PREPARED PAINTS—The average quotation for pure is still $1.

CASTOR OIL—Quoted at 6½c.

OLD MATERIAL.

Business is quiet and there is no demand. The prices of both old iron and metals tend lower. We quote: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10 to 12½c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 1¾ to 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 70c.; clean dry bones, 50 to 55c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—No change. Dealers are paying 5, 4 and 3c. respectively for Nos. 1, 2 and 3. Cured are nominal at 6¼c., trade being slow.

CALFSKINS—Are still quoted at 6½c. per lb.

SHEEPSKINS—Lambskins and shearlings are still quoted at 75c.

WOOL—Trade continues quiet. We quote: Fleece combing, 24c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

Crude is very firm and prices for refined are likely to advance. Merchants all over Ontario are endeavoring to get oil below quotations, but they are not likely to succeed. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½ to 17c.; carbon safety, 18½ to 19c.; Canadian water white, 18½ to 19c.; American water white, 21½ to 22c.; photogene, 22 to 23c.

MARKET NOTES.

Rice Lewis & Son, Ltd., are showing a nice line of brass kettles and stands, with trays for tea cups.

H. S. Howland, Sons & Co. are in receipt of a shipment of genuine "Acme" skates, also "Starr" hockey skate.

The Gendron Mfg. Co.'s factory at Toronto is to be furnished with ceilings throughout by the Metallic Roofing Co.

A shipment of dessert, fruit and fish sets in cases suitable for the holiday trade is to hand with H. S. Howland, Sons & Co. The sets have celluloid, ivory and pearl handles, and the blades are of course plated. The firm is also in receipt of carvers and steels in cases with stag and ivory handles, and Elliot's table and dessert knives, which they warrant from special instructions from the makers.

M. & L. Samuel, Benjamin & Co. are receiving a consignment of "Maple Leaf" spades and shovels.

A novelty for this market is to be seen at Rice Lewis & Son's, in the shape of a dinner gong, with cathedral chime attachment.

The Metallic Roofing Co. are supplying the Winnipeg Hotel, at Winnipeg, with metallic ceilings for its ground floor throughout.

H. S. Howland, Sons & Co. are showing snow shovels of large size. They are made of extra heavy steel plate, and are suitable for bush and road work.

The McClary Manufacturing Co. report furnaces in unusual demand for this late in the year. In three days this week they disposed of 7 large furnaces. The only other lines in which they report any special activity are coal hods, cake tins, etc.

M. & L. Samuel, Benjamin & Co. are in receipt of a consignment of genuine "Acme" and hockey skates. They are now in a position to fill all orders. The firm reports that its sales of "Acme" skates exceeds its expectations.

Rice Lewis & Son have a window devoted to tool boxes suitable for the holiday trade. The tools are taken from the regular stock and are useful as well as ornamental. The display is attracting a great deal of attention.

UNITED STATES MARKETS.

NEW YORK, Dec. 13, 1895.

PIG TIN.—Continued depression in the London market and a fall early in the day of 10s. there stimulated selling here, and about 150 tons changed hands, chiefly at 13.85c. for December and January delivery. Later quoted a reaction of 7s. 6d. from the lowest point and this market stiffened to 13.90c. bid for December and 13.85c. bid for January. It is understood that 500 to 600 tons have yet to be delivered on December contracts, and there was an impression that the "shorts" do not find it easy to secure the necessary tin despite the weak condition of the market for later deliveries. Out-of-town sales were fair and mostly on the basis of 13.95 to 14c. for early deliveries.

COPPER—Weakness more or less pronounced still prevails, and the feeling of uncertainty is so deep-rooted that large consumers hardly venture to name a price at which they would place extensive orders. There were some indications, however, that purchases of fair amounts would be made at about 10¼c. for Lake Superior ingot for delivery during the first quarter of the coming year, and also of the better class of electrolytic selling at or below 10¼c. Sellers seem disinclined to go below 10½c. for Lake Superior, 10¼ to 10½c. for electrolytic and 10 to 10¼c. for casting, as to brand. Export business is very fair, more particularly matte, pig and bars.

PIG LEAD—Only moderate transactions are being effected in this quarter, and the demand is momentarily slow. Buyers would probably give 3.25c. for good sized lots for delivery next year, but sellers hold firmly for 3.30c. and quote up to 3.32½c. on single carloads for prompt delivery. London cable was £11 11s. 3d. for soft Spanish.

SPELTER—Very little business is taking place in this quarter, and inquiries are few, with larger quantities than single carloads of metal rarely involved. There is no pressure to sell, however, and prices remain quite steady at 3.50 to 3.55c. for western delivered here or at common point. London cable was £14 12s 6d. for good merchant brands.

ANTIMONY—Jobbing parcels are about all that find sale at the moment, and prices are barely steady. We quote: 7¾ to 7⅞c. for Cookson's, 6⅞ to 7c. for Hallett's and 6¾ to 6⅞c. for Japanese.

TIN PLATE—The market remains in poor shape. Few orders are being placed for other than American plates, and the business in those is only fair. Competition in ordinary cokes and ternes continues keen and keeps prices very unsettled.

IRON AND STEEL—Orders for American pig iron are running somewhat small at present, mainly for the reason that buyers and sellers are apart in their ideas as to best policy in the matter of making forward contracts. Several furnace men decline to book six-months' orders at any concession from their list prices, although meeting small competitors on early deliveries, and some are disinclined to enter orders except at prices current at time of delivery. Some consumers seem inclined to contract on the latter terms, because of belief that prices will eventually rule lower, but the majority want

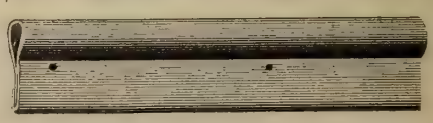
SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

BY HARDWARE CLERK, three years experience; experienced bicycle salesman; references. W. E. H., Box 542, Lindsay, Ont. (48)

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." HARDWARE AND METAL office, Toronto.

Cushion and Flat **WEATHER STRIPS** To the Trade Only



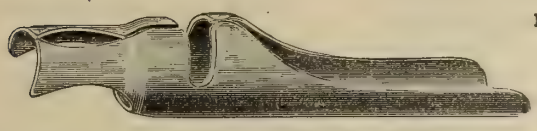
THOS. FORRESTER 298 St. James St., **MONTREAL**

Manufacturer of Rubber Goods and Weather Strip of all kinds.

Steel Eureka Sap Spouts

DISCARD the old Cast-Iron Spouts and get steel ones. Steel have the advantages of both cast-iron and tin combined; light, strong, durable, will not rust the tree, requires no wire, bucket hangs close and firmly to the tree.

Use 1-2 in. bit in tapping. Packed in neat cardboard boxes of 100 each.



Made in two qualities

"Berlin Bronze," AND Tinned

Now is the time to place Sample Orders.

MANUFACTURED BY

The Thos. Davidson Mfg. Co., Ltd. - Montreal

a fixed price, with the basis not above $12.50 for No. 2 X foundry. Transactions are therefore of unimportant character and moderate all told.

Old material finds irregular and rather slow sale and prices are still variable. Recently about 1,000 tons iron "T" rails were sold at $14.50 on line of railroad; 200 tons steel do. went at $12 50 at Jersey City, and 100 tons No 1 wrought scrap at $13, free to lighter.

TRADE GOSSIP FROM HALIFAX.

A LOCAL paper, in giving a kaleidoscopical view (or review) of the "beautiful and useful," for the Christmas holiday, departs from the usual custom of only mentioning what is to be found in the dry goods, groceries, book and stationery and general novelty lines, and devotes considerable space to the hardware business. This is a pointer for the hardware people. When one looks over the list of useful articles for Christmas presents as generally found in the "write ups" of dry goods, grocery or novelty lines and compares them with what is to be found in a well assorted hardware store he will find that the latter has the best inducements to offer. Mr. A. M. Bell, as a case in point, has a long "write up" in the paper in question, and he enumerates a number of articles which, for moderation in price and general usefulness, cannot be excelled by any of the other lines mentioned. The new departure is timely. The hardware business has all along, in this province at least, given away at the holiday season to the other lines. There is no reason why they should not boom business at Christmas as well as anybody else. It is true that here in Halifax the hardware trade is not in as good a position to make a display as other lines. With the exception of Cragg Bros, all our hardware stores are situated on Water street, a street not frequented by the general public. Ladies very seldom go on it, and, as a matter of course, window display is not attempted. Cragg Bros. have their store on Barrington street, the leading street in the city, and they make a really fine window display. The other stores are located on Water street because they do a large ship-chandlery business; indeed, the bulk of their business is with the ships. At this season of the year they do a particularly large business, supplying the fall fleet. This trade will be over in a couple of weeks, and then we may look for a lull till after the New Year's holidays.

Trade is reported as fairly good during the past few weeks. There is no change in prices. I dropped into Messrs. Stairs, Son & Morrow's to-day, and during a conversation with one of the proprietors the question of prices came up. It was remarked how few and far between were the changes in prices here. An article might advance in price in the English or Canadian market, or it might decline, but in Halifax it "went on all the same."

The People's Heat and Light Co., of which I wrote last week, has purchased the old penitentiary property here for their gas works. They paid $22,500 for it. The building was used as a provincial penitentiary before the Dominion institution was built at Dorchester. It was purchased by the Church of England people here, who intended using the stone for a new cathedral. They paid $10,000 for it. The cathedral idea never matured, and they make good interest on their investment. The new company is making contracts to supply gas at $1.50 per thousand feet. The present company charge $2.25.

John Inglis & Son, Toronto, are putting in the engine and machinery at the New Glasgow flour mill and elevator. The engine is 150 h.p.

The Halifax Electric Tram Co. have several hundred men employed laying the new track. They will complete about three miles and then suspend for the winter. The completed part will form what is known as the south end circuit.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

LONDON, ONT.

Acme Skates

Two Thousand Pair just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps. Orders filled promptly at closest prices.

ALBERTITE.

ALTHOUGH at present apparently exhausted, no mineral found in New Brunswick has, according to Canadian Manual, awakened greater interest or has possessed a higher pecuniary value than this. First discovered in the year 1850 as occurring a few miles distant from the town of Hillsboro', in Albert County, its development was for some time retarded by litigation, arising out of the disputed ownership of the mine—a dispute involving the consideration of the nature of the mineral itself, whether this was coal or asphalt; but immediately after the settlement of this difficulty, its prosecution was so rapid and its value found to be so great, that in the course of the years 1863-65, the annual export amounted to from 18,000 to 20,000 tons, worth at Hillsboro' from $20 to $22 per ton. This very high spot value, as compared with ordinary bituminous coal, finds its explanation in the nature of the mineral and the consequent uses to which it was found to be applicable. Though pronounced, at the time of the litigation referred to, to be a true coal, and since generally so called, the facts as to its mode of occurrence, its physical and chemical characteristics and its associations, all indicate that although not identical with asphalt (differing in solubility and some other respects) it is more nearly related to this than to coal, and is of the nature of an oxygenated hydro-carbon, derived probably originally from veins of fluid petroleum. Its mode of occurrence is quite like that of ordinary veins, being sometimes coincident with the bedding, but as often oblique or at right angles to the latter, besides varying greatly in thickness in different parts, and sending off innumerable smaller veins or veinlets, sometimes forming a complete network of the latter. The principal deposits, those of the Albert mines, occur in highly bituminous and petroleum-bearing shales, situated at or near the base of the lower carboniferous formation, and these are undoubtedly the original source of the mineral, but smaller veins are occasionally found penetrating both underlaying and overlaying strata.

The maximum thickness of the vein at Hillsboro', as found near the surface, was 22 feet, and was found to occupy a nearly vertical tissue, which was mined to a depth of over 1,400 feet. The mineral is jet black in color, highly lustrous, breaking much like asphalt, and entirely destitute of stratification, being also destitute of microscopic structure, and of uniform quality throughout. It softens under the influence of heat, and ignites readily, burning with sooty flame. Subjected to distillation it yields 100 gallons of oil per ton, and of gas about 14,000 cubic feet, the latter being of superior illuminating quality. From it, a burning oil, known as Albertine, was for a time manufactured, but its principal use was an enricher in gas manufacture, for which it was highly esteemed.

Bituminous Shales—The bituminous shales or pyroschists, which have been referred to as holding the mineral Albertite, constitute in themselves also, to some extent, a source of combustible material.

THE CONTROLLERSHIP.

On Friday morning the Ottawa corespondents of the Toronto dailies stated that there was a probability that the office of Controller of Customs would be abolished.

Another rumor having its origin in the Capital City couples the name of Col. Tisdale, M.P., with the vacant office.

PERSONAL MENTION.

Louis Pribat and F. S. Spies, hardware and stove dealers at Williamstown and Hawkesville, Ont., respectively, were in Toronto this week sorting up their stocks preparatory to the Christmas trade. Messrs. Pribat and Spies are brothers-in-law, and they generally arrange to strike the Queen City together, so that they enjoy each other's company while buying their goods.

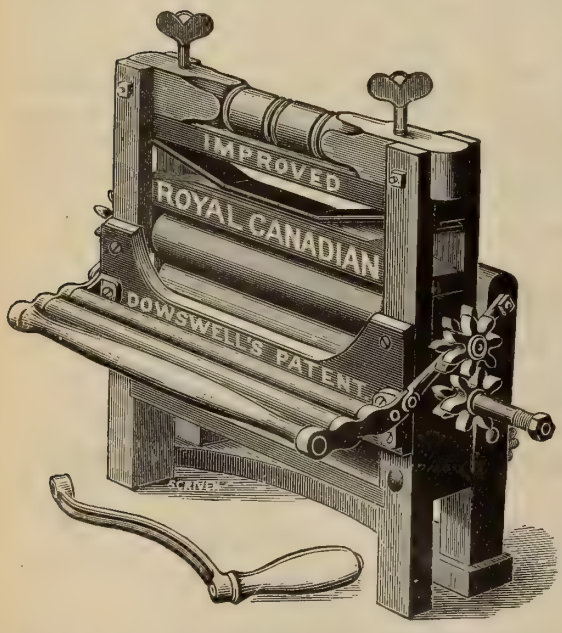
H. Keys, of Weston, Ont., visited Toronto this week.

Messrs. A. B, and T. B. Lee, of Rice Lewis & Son, Ltd., Toronto, who have been in Europe for the past three months are expected to arrive home on Wednesday next. They are on the St. Paul.

M. & H. Heitman, of Feversham, was in Toronto this week on business.

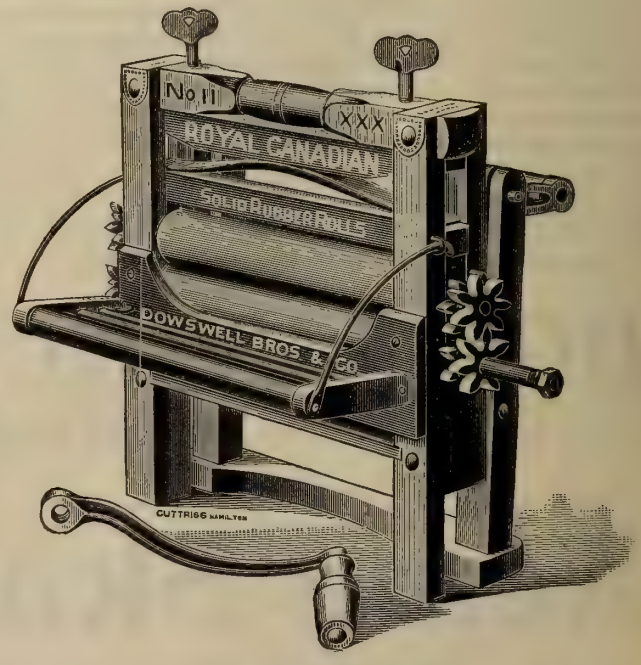
Is Reputation Worth Anything?

IF NOT, DO NOT SEND FOR PRICES OR CATALOGUE.



The Workmanship is of the **Highest Order.** All parts are closely matched. No rough, ragged or chipped edges. The joints are close and tight, and frames securely bolted and dovetailed together.

All surfaces are sand-papered and brought to a smooth furniture finish, showing that the best of care has been exercised. All goods are carefully packed, and customers can depend on getting them in good shape.



DOWSWELL BROS. & CO., Hamilton, Ont.

KEEPING SEASON GOODS UNDER NOTICE.

LOSSES to ironmongers sometimes occur through staple seasonable goods (such as, at the present time, lamps, heating stoves, coal boxes, etc.) not being brought forward and displayed early enough in the season, says a writer in Hardwareman. This may be caused either through the failure of the manufacturer to send order or by stored goods being overlooked through pressure of business. But if this is prone to happen with the larger articles it is certain to with the multitude of sundries in an ironmonger's establishment. As a remedy for this the following plan will be found as effective as it is, I believe, original, and will also be a useful aid to the salesman.

Let a space be set apart in the ordinary desk diary (or, if preferred, a smaller scribbling diary may be kept exclusively for the purpose), into which, at regular intervals (say, monthly) during the year, enter beforehand lists of season's requirements on the dates when they should first be brought out for show. Any new method of display, such as appear in The Hardwareman, should also be noted by the side of the articles for which they are intended. The year's list should be preserved, as it will form a good basis from which to make a larger and improved one in the future.

A valuable supplement to the foregoing is a "Goods Display List," mounted on cardboard, and hung up in a prominent position for the guidance and help of the assistants. This should be revised weekly, and any specialties or novelties underlined. Of course, the list in different districts will be varied as the dialect of the people.

SPECIMEN "GOODS DISPLAY LIST."

Goods Display List.

WINDOW. — Lamps, Oil Stoves, Gas Stoves, Incandescent Goods, Fancy Hearth Brushes, Footballs, Shooting Requisites, Brass Candlesticks, Fire Extinguishers, Horse Clippers, Anti-Incrustators.

SHOP. — Chimneypieces, etc., Tortoise Stoves, Carpet Sweepers, Coal Savers, Dust Preventers, Portiere Rods, Foot Warmers, Dumb Bells, Pruning Knives, Pruning Shears, Draught Excluders.

OUTSIDE. — Rat Traps, Snaring Wire, Cinder Sieves, Galvanized Mats, Door Scrapers, Seed Lips, Plough Lines, Winter Tools, Lanterns, Buckets, Baths.

Pleasant to the taste, and soothing to the irritated throat, B. F. P. cough drops give immediate relief in all cases of throat troubles.

A. E. French, general merchant and postmaster, of Copper Cliff, has sold out his stock-in-trade, post-office and livery business to Jas. Hamilton & Sons, of Glen Huron. Mr. Fred. Hamilton is managing the business there.

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc.
MONTREAL

CUTLERY
Splendid value in all kinds for the Fall trade. See our samples. . . . . .

WIRE
Tinned Mattress Wire (American) and Coppered Steel Spring Wire (WW brand) in stock and for import.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
. . . MONTREAL

THE BEST
LAWN MOWER
..IS..
THE WOODYATT

Have you placed your order yet?

"Rialto" Cold Meat Fork
HALF SIZE



In buying Silverware from your jobber see that it is stamped
"TORONTO SILVER PLATE CO."

As all Silverware stamped in this way is fully guaranteed as to quality. . . . .

Factories and Salesrooms, King St. West
E. G. GOODERHAM, Manager and Sec.-Treas. TORONTO, CANADA

COMMERCIAL TRAVELERS MEET.

THE general meeting of the Commercial Travelers' Association of Canada for the purpose of nominating officers for the ensuing year was held on Saturday evening in the association's rooms on Yonge street, Toronto. There was an exceptionally large attendance of members. The president, Mr. Robert H. Gray, occupied the chair. The annual report of the secretary, Mr. James Sergeant, who has been the efficient officer of the association for over fifteen years, was submitted, and showed an increase in membership and a substantial addition to the reserve fund. The report was unanimously adopted.

The following nominations of officers were then made for the ensuing year: President, R. H. Gray; first vice-president, R. J. Orr, second vice-president, C. E. Kyle; treasurer, J. C. Black (all elected by acclamation).

Directors for Toronto—D. D. Baird, H. Bedlington, W. Caldwell, R. H. Cosby, J. H. Devaney, M. C. Ellis, H. Goodman, A. F. Hatch, W. Hopwood, John Hodge, W. L. Holdmond, John Muldrew, C. H. Murdoch, W. R. Mosey, J. McKay, E. E. Starr, J. Taylor, G. N. White. Of these nine are to be elected.

Hamilton Board—First vice-president, John Hooper; second vice-president, W. E. Lachance (elected by acclamation); directors, Wm. Bremner, James Hooper, Fred Johnston, T. M. Davis, H. G. Wright, W. G. Reid, J. H. Herring, J. Madill, J. P. Stedman, Richard Coleman. Six to be elected.

The old boards for Guelph, Brantford, Montreal, Kingston, Berlin, Winnipeg and Victoria were all elected by acclamation. The scrutineers appointed to count the ballots were John Everett, W. D. Wynn and E. Fielding.

The main topic of discussion at the conclusion of the nominations for officers was the advisability of the appointment by the Government of a special inspector for hotels. At present the inspection of hotels is in the hands entirely of the license inspectors, and the opinion seemed to be that the work was not very efficiently done. During the discussion it came out that during the year there had been no deaths by accident on the railways.

Short speeches were made by ex-Presidents Captain McMaster, Hugh Blain, James Patterson and A. A. Allan.

ONTARIO FLAX MILLS ORGANIZE.

There are twenty-eight flax manufacturers in Ontario, about half of whom were represented at the meeting held on Tuesday in Stratford, when it was decided to form an organization, to be known as the Flax Manufacturers' Association of Ontario, and a committee, consisting of D. K. Erb, president, Sebringville Flax Company; D. A. Forester, Clinton, and John Hogarth, proprietor of Perth Flax Mills, was appointed to draft rules and set forth the objects of the association. As an outcome of the organization it is hinted that Stratford may be the site of a new industry at some not far distant day.

COMMUNICATION WITH FRANCE.

Further consideration of the subject of direct trade between France and Canada has created, according to the Ottawa correspondent of The Mail and Empire, a doubt in the mind of the Minister of Trade and Commerce as to whether better results might not be obtained by trading at Bordeaux, or some Mediterranean port, with an extension to some Italian port, than could be expected by trading to Boulogne or Havre, or any other part in the north of France. It appears that the chief demand for Canadian lumber and fish comes from the south of France, and it is questionable therefore whether it might not be better to have direct connection with the south than with the north. Again, Italy is proposing to meet Canada to discuss reciprocal trade, and it is not at all unlikely that negotiations now going on may result in something practical. In that event a line to the south of France might easily be extended to include a port or ports in Italy. Besides, it must be remembered that an existing line, the Hansa, gives us direct communication with Hamburg and Antwerp.



They're Up-to-date

IN EVERY RESPECT.

The . .

DUCHESS OF OXFORD

Ranges are fitted with a Patent Duplex Flue, which is one of the great inventions of the age. It increases the durability of the fire-box lining, and not only thoroughly ventilates the oven, but keeps it **uniformly warm throughout.**

These are the facts that count with the buyers of stoves, and this patent flue is not attached to any other stove made.

Send for Descriptive Catalogue.

The Gurney Foundry Co., Ltd., Toronto
The Gurney-Massey Co., Ltd., Montreal

WATTERSON & AULDJO

Merchants

MONTREAL

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

THEILE & QUACK

ELBERFELD, GERMANY

Fine ***POCKET CUTLERY***
RAZORS
SCISSORS

From all . . . . Wholesale Dealers.

Quality unsurpassed

LAMPLOUGH & McNAUGHTON

Agents for Canada

MONTREAL

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office. . . . . .

HARDWARE AND METAL

TORONTO

THE BEST

is the cheapest in

BRUSHES as well as in all other goods that

ARE MADE

by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made **BY**

MEAKINS & CO., MONTREAL

313 St. Paul St.

Also Meakins & Sons, Hamilton, Ont.

Alexander Macpherson & Son

GENERAL SHELF AND HEAVY HARDWARE

Cutlery, Sleigh Bells, Skates
Hoyt's Babbit Metals
Nicholson's Files

378 St. Paul Street . . . MONTREAL

SPRITE CYCLES

LEAD FOR LOW PRICES

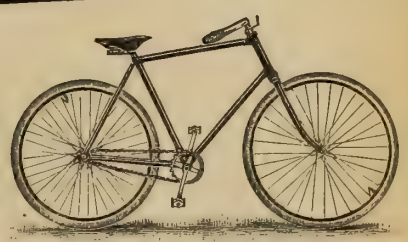
QUALITY FINISH

CATALOGUE UPON APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0
PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

BRUSHES

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE Montreal Plumbers' Association held their annual meeting on Friday last for the election of officers and other routine business. The new officers for the ensuing year are :

President—J. Lamarche.

Secretary—Wm. Briggs.

Treasurer and Correspondence Secretary—J. W. Hughes.

Executive Committee—The above and J. Date, A. Demers, A. Chapagne, H. Paddon, W. A. Stephenson, P. Carroll, J. Watson, D. McCrea, F. Brunet, J. Thibeault and J. C. Jacotel.

The Executive will have a conference with the manufacturers some time after the New Year to discuss the matter of selling goods, etc., the trouble with which has already been referred to in this column.

* * *

STATE OF BUSINESS.

In contract plumbing very little is being done, and trade is expected to be quiet until the New Year, unless meantime a first-class spell of cold comes along and bursts all our pipes.

Trade in radiators and steam and hot water apparatus generally is brisk.

* * *

TRADE ITEMS.

The stock of Geo. J. Harris, plumber, Halifax, N.S., is advertised for sale by tender.

The stock of Blouin, Girard & Collard, plumbers, St. Louis de Mile End, Que., has been sold.

Dussault & Denis, plumbers, Montreal, have dissolved.

* * *

A HIBERNIAN PROTEST.

The following, says Truth, is an authentic extract from the complaint book of a club which numbers several Irishmen among its members : "The hot water in the lavatory to-day was quite cold, and there was none of it."

* * *

PLUMBER WINS A SUIT.

Alex. Milne, plumber, London, Ont., recently recovered $40 from Thomas Jefferies, of the Boswell house, for plumbing done. Milne sued for $175, but the defence was unsanitary work.

* * *

CONTRACTS OPEN AND CLOSED.

The Gurney Foundry Co. will supply the new McGill College building at Montreal with radiators.

According to The Contract Record :

W. T. Harris will build a brick block at Chatham, N.B., in the spring.

A new Episcopal rectory is to be built at Wellington, Ont.

The Methodists of Parrsboro', N.S., are to erect a new church in the spring.

Guelph is talking of a new sewer system.

New barracks are to built at Kingston or Portsmouth, Ont., for the regulars.

N. S. Hoffar is calling for tenders for erecting premises for The Province Printing and Publishing Co. at Vancouver, B.C.

Gravenhurst, Ont. ratepayers have voted $10,000 bonus for the consumption hospital to be built there.

The Watson Heater Co. may locate at Cornwall, Ont.

Joseph A. Likely is to erect a 3-storey brick business and house flat building at St. John, N.B.

Architect H. Stavely is preparing plans for a new English church at Danville, Que.

Up to Dec. 24 will F. Aseelin, St. Faustin, Que., receive tenders for a new school building.

Alexandria, Ont., is to have a new public hall.

James Adams, architect, is preparing plans for the Dominion Reformatory to be built at Alexandria.

The proposed system of water-works, drainage and electric light at Levi, Que., will cost $180,000.

The Niagara Falls Electric Light Co. will erect a new power-house.

Allandale, Ont., may have a house of refuge and a water-works system.

Power & Son's plans for improvements to the Wall Street Methodist Church, at Brockville, Ont., have been accepted. The work will cost $20,000.

Brockville, Ont., may have a new public school.

John T. Clark & Son will build a brick block at Fredericton, N.B., and other structures are proposed.

Collingwood, Ont., ratepayers will vote on the question of building a house of refuge.

Renfrew, Ont., is considering a water works and sewage system.

The electors of Perth county will vote at the municipal elections on the erection of a house of refuge at an expenditure of $16,000.

H. J. Powell, Stratford, has drawn plans for an R. C. church at Tilbury, Ont., to cost $5,000.

Improvements will likely be made to Stratford's market buildings.

Improvements to the extent of $12,000 will be made on St. Mary's church, Winnipeg.

W. A. Edwards, Hamilton, Ont., is receiving tenders for a new store and dwelling.

Hamilton ratepayers will be asked to vote $175,000 for improving the water-works system.

At Hamilton E. Smith has taken out a building permit for two 2-storey brick dwellings to cost $4,000 ; John Faulker for a 2-storey brick dwelling to cost $1,000, and A. W. Peene for five 2-storey brick dwellings to cost $7,500.

The C. P. R. has accepted plans for a combined station and hotel at Montreal, to cost $350,000.

Dunlop & Heriot are calling for tenders for Chas. W. Lindsay on a store at Montreal.

The architects of the new Bank of Toronto building at London, Ont., are McBride & Farncombe.

Ottawa is likely to have a home for friendless women at an outlay of $20,000.

The Ottawa Amateur Athletic Club is talking of improving its home at an expenditure of $18,000.

Arnoldi & Ewart have submitted plans for additions to the Ottawa Protestant Hospital. The propossd additions would cost $58,000.

Ottawa moneyed men are talking of building a new hospital for $100,000.

A NEW HEATING SYSTEM.

Mr. P. Spragge has an improvement or, at least, a valuable addition, to the Fowler oil gas burner, which promises to revolutionize an important branch of domestic economy. The burner makes its own gas from rough oil that can be purchased at 4½c. per gallon. It can be put into any cook stove or furnace, hot water, steam or hot air apparatus. Mr. Spragge has invented a special furnace for the burner, that can be built for ten dollars. It has been demonstrated that by this means a ten-roomed house can be heated at a cost of half a cent an hour. Mr. Spragge has one of the burners in operation at his residence, and will be pleased to show to anyone its cooking and heating qualities. — Herald, Guelph.

GUELPH IRON AND STEEL CO.

The Guelph Norway Iron and Steel Co., Ltd., of Guelph, Ont., have both sides of their mill ready for operation. They will make only the finer grades of bar iron, and have equipped the mill with that object in view.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

Save Double Freights

Shipments to western firms, which have then to be reshipped north, south, or east, can be economically handled by us. Write for particulars.

BLAIKLOCK BROTHERS, MONTREAL

PRACTICAL PUBLICITY.

By Nath'l C. Fowler, Jr.

No. 1.

NEW DRY GOODS STORE,
No. 283 Broadway, opposite
Washington Hall.

A. T. STEWART informs his friends and the public that he has taken the above store, where he offers for sale, wholesale and retail, a general assortment of fresh and seasonable DRY GOODS; a choice assortment of Irish Linens, Lawns, French Cambrics, Damasks, Diaper, &c.

N.B.—The above goods have been carefully selected and bought for cash, and will be sold on reasonable terms to those who will please favor him with their commands.

The above advertisement, greatly reduced from the original, appeared in The New York Daily Advertiser, on September 22, 1823. It represents the initial business announcement of the greatest merchant of his time, or of any other time, and it presents a style three quarters of a century old, when advertising was a luxury, and not indulged in by more than one merchant out of a half a dozen. There is no record to prove that this advertisement was successful in the day of it. It was certainly better than the majority, and the best, however poor, generally succeeds. Half the advertisements, even in our progressive cities, are close copies of this old style. Merchants who believe in progressive methods of business don't always realise the necessity of modernism in advertising. The world moves, and business with it. However successful our grandfathers' advertisers may have been, their method cannot, in the nature of things, be profitable to-day. The man who follows old styles of advertising is as foolish as he who tries to sell hoopskirts to Fifth Avenue women. The successful merchant is he who adapts his business and advertising to the times, allowing his advertisements to contain all the good of the old style and all the good of the new style, a happy compromise between present over-originality and former over-conventionality. I present the advertisement, rewritten and reset, following a style of modern success.

New Store

My new store is open—everybody is convenient to it—283 Broadway, facing Washington Hall—dry goods and all that dry goods stand for—only the best for the best people, whether they have much money or not.

Yours for business,
A. T. STEWART.

PREVENTION OF ERROR.

Unless great care and diligence be exercised, writes Robert Reeve in Hardwareman, a certain number of errors will be sure to happen even in the best regulated establishments, and these, unfortunately, often lead to considerable friction between the tradesman and his customer, the former having frequently to give in for the sake of retaining his customer, when all the time he is morally certain that he is in the right. As a means of preventing these errors, I think the system I herein describe may be useful; in fact, I may say that I have seen it used with marked effect, but I do not think its adoption is by any means general. Let each porter and errand boy, whose duty it is to deliver goods, be provided with an order book, such a one as he may easily carry in his pocket, and let an entry of all goods taken out by him during the day be made in this book. It must be insisted upon that all orders given to him by customers are made a note of in this book. By this means a record is kept of each day's transactions, and the porter has not to trust to his memory in delivering messages; and supposing a dispute arises about an article not being received, the date on which it was sent out, and by whom it was delivered, can at once be ascertained. The duty of sending out goods should be in the hands of a competent assistant upon whom should rest the sole responsibility of entering the goods in the porter's book, of seeing that they are despatched promptly, and of ascertaining that all orders brought in by him are duly entered in the order book; he should also make it a practice to read the porter's book over to the latter every night before closing time, so that any omissions or errors that may have arisen may be at once detected and put right. By following this practice the possibility of an error occurring is reduced to a minimum.

GLASS WORKS FOR LEAMINGTON.

Jas. Lydiatt, of Toronto, representing the window glass importers of Canada, was in Leamington on Friday to make arrangements to start a glass factory to employ sixty hands and a pay sheet of $800 to $1,000 per week, providing the town gives a free grant of 1½ acres, free water, free gas, and free taxes for ten years. A committee was appointed to get opinions on a site, and to wait on the Council and ask them to grant their request. A second well, according to The St. Thomas Journal, will be put down for the company a short distance from the first well.

When in doubt—use B. F. P. cough drops. They cost little and afford instantaneous relief.

A. ROOT, Lyn, Ont.
Manufacturers of . . . **DRY AND LIQUID WOODEN MEASURES**
The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

CAUSES OF FAILURE
In the Hardware Trade and How Avoided.
As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **25 cents**
HARDWARE AND METAL, Toronto

The
"Dayton"
bicycle
is
strictly
high-grade.
Its design
is the
very
latest;
and finish
the
very best.

It will pay dealers to examine into its merits; and get prices.

Write

J. & J. Taylor

TORONTO SAFE WORKS

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THEODORE DUPOIS, general store, St. Thecle, Que., has assigned. Creditors will meet December 16.

W. H. Steep, hardware, Winnipeg, wants an extension.

F. Moore, lumber, Woodstock, N.B, has stopped payment.

Simon P. Grimm, general store, Springfield, N.S., has assigned.

Wm. Johnston, hardware, Montreal, has assigned to J. McD. Hains.

S. R. Parsons, furniture, Montreal, has fyled consent of assignment.

T. A. Knox, hardware, Coldwater, Ont., has assigned to Andrew Patterson.

M. A. Guilmette, general store, St. Clothide de Horton, Que., has assigned.

Thos. Harkness, general store, Oxenden, Ont., has assigned to James W. Falls.

R. Guilbault, general store, St. Marcel, Que., has assigned to Lamarche & Benoit.

Robert Ellis, jr., general store, O'Leary Station, P.E.I., offers to compromise at 50c.

Mary A. Hunter, general store, Chalk River, Ont., has assigned to Gideon Delahaye.

S. J. Sheridan & Co., general store, Oakwood, Ont., have assigned to W. A. Campbell, Toronto.

Alphonse Danville, general store, St. Jean De Chaillons, Que., has assigned. Creditors meet Dec. 16.

Samuel Foster, general store, Chatsworth, Ont., has assigned to Wm. Breese. Creditors meet Dec. 13.

Wm. Mooney, general store, Orton, Ont., has assigned to Geo. A. Lacey, Hillsburg. Creditors meet Dec. 19.

PARTNERSHIPS FORMED AND DISSOLVED.

Pelletier, Pruneau & Co., furniture, Montreal, have dissolved.

"The J. Stevens & Son" (Ltd.), have been incorporated to carry on a business in druggists' supplies and surgical instruments in Toronto.

The Prismatic Glass Co. (Ltd.), Toronto, has obtained a charter.

The Adams Furniture Co., of Toronto, are applying for a charter.

The Canada Aluminum Power & Pulp Co., Ottawa, is to apply for incorporation.

The Henderson Bicycle Co. of Goderich (Ltd.), Goderich, Ont., has obtained a charter.

Charles Farand and Eugene Delorme have formed a partnership as Farand & Delorme, boiler makers, at Montreal.

Joseph Bourque and Faida Ray have been registered proprietors of the general store of Jos. Bourque & Cie, St. Gertrude, Que.

SALES MADE AND PENDING.

J. Lavalle's general stock at St. Aime, Que., has been sold at 64c.

Hector Lemieux's general stock at Chicoutimi, Que., has been sold at 60c.

W. J. Stanhauten, hardware, Nanaimo, B.C., advertises that he is to sell out.

The assets of J. E. Desbiens, general store, St. Bruno, Que., are to be sold Dec. 19.

The stock of Jos. E. Gravel, general store, St. Casimir, Que., has been sold at 23c.

Phillipe Bourgoin's general stock at Price's Village, Que., has been sold at 65c.

E. M. Law & Co.'s general stock at Victoria Harbor, Ont., has been sold to J. B. Horrell.

A. E. Peters, hardware, etc., Sundridge, has sold out his grocery and boot and shoe business.

The assets of N. C. Robillard, wholesale saddlery hardware, Montreal, are to be sold Dec. 30.

E. O. Runians, general store, Brampton and Hillsburg, Ont., has sold out his Hillsburg branch to D. J. Dutton, of Parkhill.

CHANGES.

Burton Bros. are opening a general store at Cobden, Ont.

W. H. Tonkin is opening a general store at Leskard, Ont.

Peter C. Larkin is proprietor of the business of P. C. Larkin & Co., teas, Montreal.

F. W. Cooper, general store, Craigvale, Ont., has been succeeded by Rebecca McConkey.

Frank Morell & Co., carriage makers, Acton, Ont., have been succeeded by J. B. Boisclair.

H. Garon & Co., general store, Notre Dame de Rimouski, Que., are opening a branch at Causapscal.

Currie & Co., general store, Nottawa, Ont., have removed to Rosemont, having been succeeded by J. W. Currie & Co.

FIRES.

Rufus Wood, general store, Amherst, N.S., has been burned out. No insurance.

DEATHS.

Olivier Samson, cabinet maker, Quebec, is dead.

Mrs. E. Morris, general store, Burin, Nfld., is dead.

Geo. Willescroft, general store, Port Simpson, B.C., is dead.

Hon. E. Murphy, of Frothingham & Workman, wholesale hardware, Montreal, is dead.

A STOVE CASE.

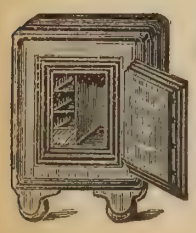
The case of Lang vs. the Wrought Iron Range Co. occupied the greater portion of the time of Judge Jamieson in the Division Court, Thursday. In this action the plaintiff, who had bought a range from the defendants, was suing the Range Co. for breach of warranty, claiming damages to the full price of the range. After hearing a number of witnesses His Honor adjourned the case to next court to enable evidence to be brought as to the condition of the flue. Field & McMillan were acting for plaintiff and Coffee & Buckingham for the defendants.—Herald, Guelph.

NORTHERN
ASSURANCE COMPANY
Established 1836. OF LONDON.

Capital and Funds, $36,465,000.
Revenue, $5,545,000.
Dominion Deposit, $200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., **Montreal, P.Q.**

PURITANA MILK STERILIZER



A new paying line for hardware dealers. This apparatus (Schulz Patent) **highly recommended by all medical authorities**, is sold by thousands of hardware dealers in Europe, and is being successfully introduced in all other parts of the world. It destroys all germs of disease in milk, and is worth a hundred times its cost to parents in preserving the life and health of their children. List $6.00.
Sole agents for Canada: **Painchaud, Squire & Co., Montreal**

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 TO 542 CRAIG ST., MONTREAL



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

FOR IRON FENCING BANK AND OFFICE RAILINGS



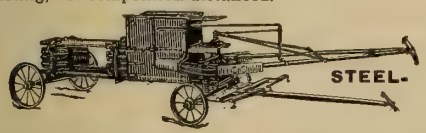
and all kinds of Iron and Wire Work, address

Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Agents Wanted. Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

THE UNIVERSAL VARNISH

Is a leader for Inside or Outside Work.

A. RAMSAY & SON

MONTREAL.

H. BOKER & CO.'S

IMPROVED CUTLERY

Razors

Penknives, Etc.

For sale by . . . .

Wood, Vallance & Co.

HAMILTON

FURNITURE MEN MEET.

The Canadian Furniture Manufacturers' Association held their quarterly meeting on Tuesday afternoon in the office of the secretary, J. R. Shaw, 36 King street east, Toronto. President Anthes occupied the chair. Among the firms represented were the following: The Anderson Furniture Co., Ltd., Woodstock; Zoellner & Co., Mount Forest; Siemon & Bros. Manufacturing Co., Wiarton; American Rattan Co., Toronto; Snyder, Roos & Co., Waterloo; Anthes Manufacturing Co., Berlin; Thos. Bell, Wingham; Watson & Malcolm, Kincardine; Dowling & Leighton, Harriston; Knechtel & Co., Hanover; Hibner & Co., Berlin; John Mundell & Son, Elora; Ellis Furniture Co., Ingersoll.

The main feature of the business transacted consisted of a discussion in regard to proposed new factories which are being started in various towns in the province. The towns in which the factories are to be started have been asked for bonuses or loans, and in all cases the towns in question will ask the Local Legislature at its next session for powers to grant them. The Furniture Association considers the state of the business to be such that a course of this kind on the part of the towns will be ruinous, as trade at present is at a very low ebb and few of the concerns now in operation are paying fair profits on the capital invested. After a thorough discussion of the matter the association decided to take a determined stand in opposition to the passage of the necessary legislation and instructed Secretary Shaw to use every effort to prevent its enactment, a fund being placed at his disposal for this purpose.

B.C. MINING ENTERPRISES.

Of the Kootenay country and its prospects too much cannot be said. All the propositions that have so far been handled have been taken up with the object of development and real mining work—not upon paper, like so much of the Kaffir and other South African "deals" which have been mines in nubibus. In their case it has been another of "dog eat dog," and the confiding public have been deceived and robbed. In the case of the Kootenay and other British Columbia mining enterprises real ore has been brought out of the earth and made a merchantable article to an extent that few could have imagined.

"Kootenay" and "Cariboo" will be the watchwords of the future. Money is coming in to develop their prospects from all parts of the world, and the fact that Americans have taken hold so extensively is a conclusive proof of excellence which should commend the British Columbia mines to those who have capital invested and sufficient enterprise to expend it upon what are really grand ventures. The record of Kootenay, we may observe, has been unequalled, and those who know confidently assert that mining there has hardly begun. — B. C. Commercial Journal.

1875. **COVERT'S** 1895.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St — Montreal



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,

St. John, N.B.

The Saint John Bolt & Nut Works

ALEX. RANKINE, Proprietor

St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

TRADE MARK J REGISTERED.

"JARDINE"

Horseshoe Sharpening Vises

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL

A. B. JARDINE & CO.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, Dec. 13, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag -		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.		Per box.
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
J. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.XI	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
X.X., 14x56, 50 sheet bxs, 14x60, " , 14x65, "	0 06 0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
28 "	0 07¼	0 07½

Iron and Steel.

		Base Price.
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅛ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 40
Half polished	2 50	....
All bright	....	3 00

Iron Pipe.

Wrought, ¼, ⅜, &7½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 50 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c..

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll	0 04¼	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ¼ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb	....	0 10
" Umber, " "	....	0 10
do. aw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra " "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

-Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½ 0 07½

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's.

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjustable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window.

Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 30	2 50	....	....
26 to 40	1 40	2 70	2 10	....
41 to 50	....	3 10	....	4 45
51 to 60	....	3 40	....	4 95
61 to 70	....	3 80	....	5 15
71 to 80	....	4 05	....	6 15
81 to 85	....	4 65	....	6 95
86 to 90	....	5 45	....	7 95
91 to 95	....	....	....	9 20
96 to 100	....	....	....	10 75
101 to 105	....	....	....	12 65
106 to 110	....	....	....	14 95
111 to 115	....	....	....	17 70

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair .. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb 4 00
12 in. up, per lb 3 00

	Per doz. set.	
Screw. Eureka	1 13	1 80
Gate, Clark's	1 50	2 20
" Shepard's, dis. 50 to 60 per cent.		
	Per doz. pair.	
Spring	1 00	3 50
" Shepard's Samson	....	1 20

HOES.

Garden, Mortar, etc.. dis. 60 p.c. 1896 list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 o 47½ per cent.

Wire.

Hat and coat, dis. 62½ p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Snow, " 3 85
F.o.b. Montreal 10c. less, and London 5c more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 60 per cent.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz..... 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross..... 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz..... 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz..... 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
   - Basis –50 to 60 dy..... 2 50
   - 40 dy..... 2 55
   - 30 dy..... 2 60
   - 20, 16, and 12 dy..... 2 65
   - 10 dy..... 2 70
   - 8 and 9 dy..... 2 75
   - 6 and 7 dy..... 2 90
2. American pattern only—
   - From 4 to 5 dy..... 3 10
   - 3 dy (lath)..... 3 50
3. Canada pattern only—
   - From 4 to 5 dy..... 3 00
   - 3 dy (lath)..... 3 40
   - 3 dy, A.P. fine..... 4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

PICKS.

Per doz..... 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross.... 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz..... 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning..... 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz..... 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set..... 0 00 0 72
" hollow, per inch.... 0 00 1 00

PUTTY.

Bladder, per lb 0 01⅞
Tins, lbs..... ..... 2 50 2 75

RAIL.

Barn door, per foot..... 0 03 0 03¼
Sliding door, " 0 03¼ 0 03½
Lanes, ... 0 03½ 0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 60 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz.. 8 00 18 00
Boker's, " .. 7 50 11 00
Wade & Butcher's, " .. 3 60 10 00
Arbenz's. " .. 9 00 18 00
Theile & Quack's " .. 7 00 12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9¼
¼, 5-16, ⅜ in.....	7½ 00	9¾
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set..... 0 65 1 00
" N.P., per set.... 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen..... 0 40 0 70
"Empire," McMillan&Haynes, per ft. 0 00 0 70
Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each..... 0 75 2 75
frame only..... 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz..... 0 00 7 50
Whiting..... 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz..... 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz.... 3 50 4 50
Door, per doz..... 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz..... 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz.... 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz..... 2 30 2 45
" black..... 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,
Acme 3 00 5 00
Lock, Andrews'..... 4 50 11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English 1 80 5 00
Iron, American..... 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " " 27 00 00 00
Table " " 36 00 00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz..... 1 75
No. 1 stove paste, per gross..... 9 00
No. 2 " " 4 80

STONE.

Washita, per lb..... 0 28 0 50
Hindostan, " 0 06 0 07
" slips, per lb..... 0 09 0 09
Labrador..... " 0 00 0 13
" Axe, " 0 00 0 15
Turkey ..... " 0 00 0 50
Arkansas ..... " 0 00 1 50
Water-of-Ayr .. " 0 00 0 10
Scythe, per gross..... .... 3 50 5 00
Grind. per ton..... 15 00 18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 p. c.; Zinc, 37½ p.c.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
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Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, steel, 70 to 70 and 5 p.c.
Mouse, per doz 0 35 1 50
Rat, per doz..... 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb..... .... 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb 0 17 0 18
Mattress, per lb..... 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55
Binding, Blue Ribbon..... 0 06¾ 0 07¼
" Red Cap..... 0 06½ 0 06½
" Prison..... ..... 0 00
Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz 6 50 13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00

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Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 10 per cent. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb 0 05⅝ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 0 03½
Galvanized, 4 barb, 4 and 6 inches apart 0 03½
Galvanized, plain twist, all delv'd.... 0 03½
"Lock Barb," 4 point..... 0 00
" Glidden, 2 point 0 00
Galvanized Barb, "Lyman," 2 to 4 points..... ..... 0 00
Steel Staples 0 00 0 02½
Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 75 1 85

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.
Towers' Engineer, each 2 00 3 00
" S., per doz 5 80 7 00
G. & K.'s Pipe, per doz 6 00
Burrell's Pipe, each 3 40
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Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively), for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs or the woods, and very fond of the water.

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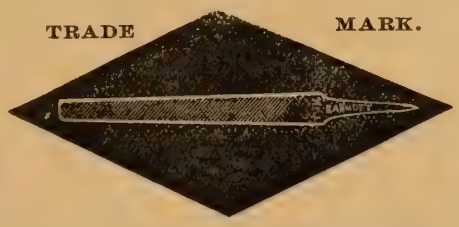


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Elbows
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Stove Shovels
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and
Pokers

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CANADIAN
HARDWARE
AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, DECEMBER 21, 1895. No. 51.

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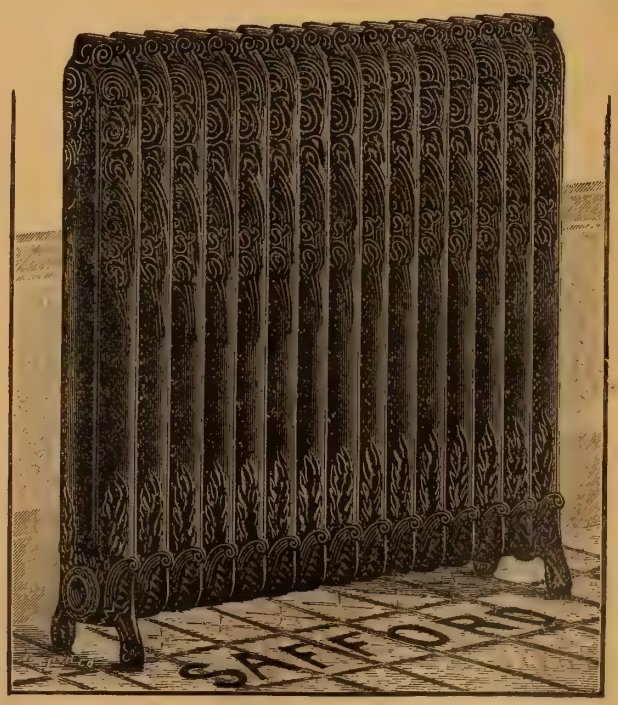
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A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

Vol. VII. TORONTO AND MONTREAL, DECEMBER 21, 1895 No. 51

J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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WHAT THE UNITED STATES WOULD LOSE BY WAR.

A WAR between the United States and Great Britain would be a most calamitous thing: calamitous both for the world at large and the contending parties.

While it is difficult to persuade one's self that such a thing as war between the two great English-speaking nations of the world is probable, yet, in view of the present strained relations between the two countries over the Venezuela affair, such an undesired event is possible. It is to be hoped that wiser counsels will prevail, and that an open rupture between people so closely allied to each other by blood relationship, and, in many respects, interests in common may be obviated.

At the same time, however, England cannot recede from the position she has taken. She is obviously in the right, and to withdraw from the ground she has taken would be tantamount to confessing that in the first instance she was wrong.

As Lord Salisbury points out in his communications with the Government of the United States, the Monroe doctrine is not in the code of international law. But granted that it was, no just tribunal in the world would assert that it applied to the dispute now pending between Great Britain and Venezuela. England is not seeking to extend its territory on the American continent. It is merely claiming what was its own before Venezuela had a being. And for the United States to arrogate to itself the divine right to dictate to Great Britain in the premises is presumption of the most pronounced type.

But, Monroe doctrine or no Monroe doctrine, when did the Creator of the universe allocate to the people of the United States the prior claim of decreeing what should or should not be done on the continent outside its own domain? Great Britain was a power on this continent nearly two centuries before the republic of the United States was ever dreamed of, while the British Empire in America to-day is quite a few acres larger than the United States.

Nations, like individuals, should possess some sense of decorum, but the United States is often possessed of the bullying characteristics of the western cowboy rather than those of a dignified nation with a sense that other nations besides itself have some rights in the world.

A war with Great Britain would be the most unfortunate thing that could possibly happen for the United States commercially. Every seaport in the United States would be blockaded by the British navy so effectually that not one ounce of merchandise would either have ingress or egress.

To be cut off from her trade with the British Empire alone would be a calamity more dire than British shot and shell could directly inflict on her great seaboard cities. This is evident from the trade returns of the United States for the fiscal year ending June 30th.

These returns show that during the period in question the United States exported to the different parts of the British Empire merchandise to the value of $474,273,032, or 59 per cent. of her total export trade. Her imports from the British Empire aggregated about $238,000,000 or 31 per cent. of the whole. The aggregate trade (imports and exports) with the British Empire is valued at over $712,000,000.

This is a sum whose import is greater than the human mind can grasp. But it would by no means represent the total loss that a war with Great Britain would entail. Every vessel carrying the United States flag would be driven off the high seas or drop into England's pocket. Then, besides this, there is the loss of traffic that the railways and the internal system of navigation would incur through no goods being carried to the seaboard for export. Furthermore, a loss would be entailed through the large amount of British capital that would necessarily be withdrawn from the United States by British capitalists in the event of hostilities.

Of course, all the losses would be by no means on the part of the United States. Great Britain would suffer, and suffer heavily. But Great Britain's trade would only be crippled as far as that with the United States is concerned. With the rest of the world her communication would remain intact, and the United States could not lift a finger to prevent it.

The more one considers the frightful loss commercially that a war with Great Britain would entail, the less probable does war appear to be, for Uncle Sam is, at least, guided as much by dollars as by patriotism, providence or anything else.

IT IS DISCOURTEOUS.

Complaints are frequently heard in wholesale quarters that many hardware merchants are very careless concerning their notes of hand.

They, it is said, often without any good reason allow their paper to fall due without taking the trouble of even so much as communicating with the firm to whom it is payable.

Inasmuch as the acceptance of a note by a jobbing house is in many cases a simple act of courtesy, it is certainly right to expect the man who receives the favor to be a little courteous in return.

We have heard of case after case where jobbers would be willing to extend a dealer's time for meeting his paper, but are so exasperated by the man's carelessness in letting the note go to protest without saying a word, that they press for payment.

If, instead of waiting until the date of settlement has passed, the retailer would ask for an extension before the note falls due, he would often have his request granted. We know of at least one house who has resolved to grant no favor to any man who does not request it before his note matures.

CANADIAN STOVES IN ENGLAND.

ATTEMPTS are being made by leading Canadian stove manufacturers to introduce their wares into Great Britain, but their efforts are meeting with very little success.

In the first place heating stoves are, speaking comparatively, little used in the Old Country, the weather, as a rule, being so mild as to call at its coldest for nothing more than a gas or coal fire in a grate to take the chill out of the atmosphere.

Cooking ranges, therefore, are the only stoves called for in very large quantities in England, and for the trade in these Canadian makers are unable to compete successfully. Steel ranges of a very fine type are manufactured in Birmingham at so low a rate that our stove-builders cannot, after paying freight and other charges, undersell their English rivals. Another consideration is, that while our ranges are constructed to burn anthracite coal, the English public call for stoves suited for the bituminous article.

The result is that only a few base-burning heaters are manufactured in Canada for the English market, and we understand that American stove makers cut no figure across the water whatever.

THE VACANT CONTROLLERSHIP.

MANY rumors have been rife regarding the Government's policy towards the Customs Controllership, and all sorts and conditions of men have been mentioned as likely to succeed to the office. The latest names connected with the position are that of Col. Prior, of Victoria, B. C., whom it is understood the Government has decided to take into the Cabinet, and Hon. J. F. Wood, now Controller of Inland Revenue.

Col. Prior is senior member of the hardware and implement firm of E. G. Prior & Co., Victoria, and is most certainly the class of material the Cabinet badly needs. Whether, however, there is any substantial reason for coupling his name with the Controllership, or whether he is the best material procurable for the position, is another thing. Mr. Wood is a lawyer.

But whoever the Hon. Clarke Wallace's successor happens to be, one thing he must be: he must be a business man; not a type that has obtained his alleged qualifications because he once occupied a bed with a merchant or because, forsooth, he has a few hundred dollars invested in the shares of a joint stock affair, but because he has the hard business sense which is only gathered by years of practical experience behind the counter or in the warehouse.

There are, no doubt, scores of men in Parliament and hundreds of men in the country with, to use a slang term, a "pull," who feel themselves qualified to fill the office. It is true that for some positions in or under the Government the chief duty which those filling them are called upon to do is to draw their salary at regular and stated periods. But the Controllership of Customs requires the additional ability of actually controlling the department over which he presides. Daily a multiplicity of nice distinctions are submitted to the Controller for his consideration, nice distinctions upon which none but a business man de facto can possibly give an intelligent ruling. May as well expect a man who has never studied astronomy to give a learned dissertation upon the heavenly bodies as to expect a man who knows nothing of the practical in business to solve the problems which arise in a department which so appertains to the commercial interests of the country.

With so many around it hungry for office, the Government will no doubt find it difficult to select a man for the position because of his fitness and not by reason of his services to party. But the Government will strengthen or weaken itself in the commercial community just in proportion as it complies with the demands of the business men of the country.

BUILDING PAPER LIKELY TO BE HIGHER.

Although the makers of building paper have so far failed to arrive at an agreement with a view to bringng about more satisfactory conditions regarding prices, factors are at work which threaten to force prices above their present figures, and that not improbably to a material extent.

The particular factor is the price of straw. Owing to the extraordinary scarcity of the hay crop in Ontario, the farmers are using large quantities of straw as feed for their stock. In consequence of this some of them will not part with their straw at any price, while others, again, are demanding much enhanced figures.

It is a common practice with the makers of building paper to send men with presses throughout the country to purchase straw as it stands in the stacks, and baling it on the spot, paying three to four dollars per ton. On account of the demand there is for straw for feeding purposes, it is said that fifty to sixty per cent. more is now demanded.

On account of the difficulty that is being experienced in getting straw, a scarcity of building paper is in evidence, and it is said that some mills contemplate closing down.

A GOOD TIME TO SETTLE.

This is a most convenient season for hardware merchants to get square with the world; that is to say, to settle up their accounts with the wholesalers from whom they buy.

In the first place, the pre holiday trade is likely to cause a little extra gold to find its way into the retailers' coffers, and in the second place, as some jobbing houses offer an extra discount of one per cent. on accounts settled before December 31, something is to be saved by paying up now.

When girding up yourself for resolutions for the New Year, don't forget to resolve to start 1896 free of debt, if possible.

A BUSINESS ESSENTIAL.

THERE are many things essential to a successful trade. Among them none is scarcely more important than stock-taking.

A merchant, like a mariner, must take his bearings periodically if he is to know his position.

Many a merchant who has followed the way of the bankrupt would not have done so had he known in the early drifting stages the way he was going.

Just as "a stitch in time saves nine," so the discovery of a leakage in business often means its stoppage, for stock-taking is something more than merely ascertaining the volume of business transacted and the amount of money made or lost. In addition to these it implies a careful diagnosis. Success in business is only obtained by skilful manipulation. Not only is it essential that every possible advantage shall be appropriated, but it is just as necessary that every weight be thrown aside as far as possible. Where these weights are and the nature of many of them can only be ascertained after careful investigation. And the best way to make this investigation is by taking stock at least once a year.

The stock-taking season is close at hand. In fact, as far as the wholesalers are concerned, it is already here, and has been for two or three weeks.

Beyond comprehension as it may seem to some, yet it is nevertheless a fact: there are numbers of retail merchants that never have an inventory taken of their stock, at least till the assignee is deputed to do so.

Besides discovering leaks, and revealing the merchant's financial condition, stock-taking unearths slow-selling lines, thereby determining action in regard to buying in future, so that bad selling and unprofitable lines may be eschewed as much as possible. What are the best selling lines are often discovered along with the revelation of what are the worst sellers.

Every merchant should know his business; and unless he has taken stock he has not this knowledge.

THE SITUATION IN GLASS.

If we may judge from the latest cable advices from Europe the present high figures for glass will be maintained during the winter, even if they are not bettered before the spring season opens.

When the spring shipments set in, how-

ever, quotations will, according to the opinion of local jobbers, drop off somewhat.

We give the trade this information for what it is worth with the idea that dealers, who are in a position to do so, may, instead of placing their import orders early, wait until later in the coming year.

THE CHRISTMAS PRESENT EVIL.

A MEAN merchant is an abomination. But during the Christmas holiday season some merchants practise liberality that is little short of an abomination. We refer to the custom of giving Christmas presents.

It is more blessed to give than to receive—under certain conditions. When love or sympathy is the motive that actuates the giver, then and only then does the proverb apply.

It is not for philanthropic objects that a man starts a store. He goes into business for the purpose of at least making a living. The giving of Christmas presents is therefore not a natural concomitant of business. Men go into business to buy and sell.

To lay down a hard and fast rule in the premises is not advisable even if it is possible. Where the merchant can afford it, the giving of a present is sometimes politic. And because a thing is politic it does not follow that it is always mercenary. A slight token of remembrance here and there may prove a good investment. Where it promises such who shall say him nay. Nor should anyone say nay to a known and deserving case of charity.

The evil of the present-giving custom and what has given rise to the crusade against it is the indiscriminate giving of presents.

We one and all condemn the merchant who sells his goods at a price which will not afford him a living profit. And the indiscriminate giving of Christmas presents is in the same category: a merchant cannot give to every Tom, Dick and Harry, or Tom, Dick and Harry's sisters cousins and aunts and be just to himself. And we all know what Shakespeare says about the man who is not just to himself.

Give where it will pay you to do so, give if you can to cases of deserving charity, but discriminate in the bestowal of your goods or means, as you would or should in the matter of credit.

REDUCTION IN BARREL CHURNS.

A reduction is announced this week in the price of barrel churns, the discount having been increased 5 per cent, the rate now being 70 and 5 per cent. from factory and 70 per cent. from stock.

Although very few of the old-style perpendicularly-worked churns are now used, yet the competition for the supply of the barrel churns of various styles has become so keen that prices are being affected, hence the reduction in question.

HALIFAX TRADE GOSSIP.

THE Nova Scotia Iron and Hardware Association have appointed a committee, consisting of A. M. Bell, E. Stairs and W. G. Robertson, to take into consideration the tariff and wharfage rates now in use by wharf owners of Halifax. The committee has invited a number of business men to meet with them and discuss the question. This is purely a local question, but it is nevertheless one of considerable importance to the trade. The present rates bear an unreasonably high percentage of the value of goods to-day, as against the time when the tariff was first framed. At present, on goods shipped here, the vessel collects the outward wharfage, along with the freight at the port of discharge, and the country purchaser does not like this. The rates at St. John and Montreal are not so high or detrimental to trade as those here.

Munro Bros., wire workers, New Glasgow, have secured a contract from the Dominion Government to supply their passenger (wire) cushions for the I. C. R. and P. E. Island railways. They have also secured a contract for 625 wire gates for fencing along the I. C. R.

E. T. Wright & Co., of Hamilton, Ont., have adopted the combination dinner pail, invented by Geo. Way, of this city. They will manufacture on a royalty.

D. G. Whidden, formerly manager of the P. Walsh Hardware Co., and latterly in business as a retail hardware dealer on Barrington street, has gone into the produce and commission business.

HARDWAREMAN DEAD.

Henry Westman, son of Elijah Westman, the well-known hardware merchant on King street east, Toronto, died very suddenly on Saturday morning. He was about town on Wednesday, and in the evening he was taken ill with pneumonia. The attack was of an aggravated character, and he died from it very suddenly on Saturday. Deceased had been in his father's firm for over nine years.

RADIATORS IN ENGLAND.

English manufacturers are just now complaining loudly of the inroads Canadian and American radiator companies are making in their trade.

The Toronto Radiator Mfg. Co. have opened branches in the Old Country, throughout which they are fast introducing the "Safford" radiator, and other hot-water and steam-heating apparatus. The Gurney Foundry Co. are doing the same with their "Oxford," and the American Radiator Co. are putting forth efforts along the same line.

The New World article is attaining considerable popularity across the water; hence the kick of the English manufacturers.

Our radiators are meeting with success over there simply because they have many advantages over the old-fashioned English contrivance. The latter have none of the patent nipples and other improvements used in connection with the article made in this country.

It is believed that if the Britishers ever "get on" to our handy devices and adopt them, they can speedily drive the Canadians and Americans out of their markets, as they can manufacture at much less cost than we can over here.

PIG IRON PRODUCTION.

THE Iron Age in its monthly summary of the pig iron production says: During November there was only a relatively unimportant change in the rate of production of pig iron. In the central west there was some falling off, while in Virginia particularly there was a notable increase in the number of plants working. From present appearance it looks as though the total production of pig iron for the second half of 1895 will be 5,250,000 gross tons.

The weekly capacity of all the furnaces on December 1 compared as follows with that of preceding periods:

	Furnaces in blast.	Capacity Per Week. Gross tons.
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732
March 1	133	110,166
February 1	125	99,242
January 1	130	99,087
December 1, 1893	130	99,379
November 1	117	80,070
October 1	114	73,895
September 1	125	83,434
August 1	169	107,042
July 1	220	153,762
June 1	244	174,029
May 1	251	181,551
April 1	255	178,858

The position of stocks, sold and unsold, as reported to us December 1, was as follows, the same furnaces being represented as in former months. It does not, however, include the stocks of the large steel companies:

Stocks—	Sept. 1.	Oct. 1.	Nov. 1.	Dec. 1.
Anthracite and coke pig	303,596	280,453	267,594	276,607
Charcoal pig	157,915	137,650	129,075	127,788
Totals	461,511	418,103	396,669	404,395

We note an increase in stocks in the two valleys of about 18,000 tons, and the principal decrease in charcoal iron in Michigan, of about 3,000 tons.

DROPS FROM THE EDITOR'S PEN.

A merry Christmas.

—

Success is won by men of action, not dreamers.

—

—

Bright new features every day are what will make a business pay.

—

He who saves his discounts saves himself from a multitude of troubles.

—

Put on a Christmas smile and keep it on till next Christmas : and then renew it.

—

Many obstacles to trade will fly asunder when merchants get their heads together.

—

Do not take any "stock" in your memory as a receptacle for keeping account of your stock.

—

Store windows were made to show goods, not hide them. It is well to keep this fact in mind.

—

We all believe in the perseverance of the merchants if we do not the perseverance of the saints.

—

There is one feature about advertisements along the route of railways : you cannot read them as you ride.

—

Men behind the counter who are not cleanly dressed can scarcely be expected to have good address.

—

The man who invented matches is dead. It is to be hoped he has not gone where Lucifer is king.

—

System is the oil of gladness which obviates friction and facilitates the transaction of business.

—

Reading develops ideas, but do not spend all your time in reading : work off your ideas before they get stale.

—

A conscience void of offence may the price slaughterer have, but he is doing an illegitimate business nevertheless.

—

A regular advertisement, like a substantial bank account, indicates that the merchant is in good standing in the community.

—

Just as essential to the success of the business is goodwill between the partners as is goodwill in the shape of dollars in the business.

—

It is too bad that the man who was robbed of $900 in Kingston the other day was a commercial traveler. Every Knight of the Grip will now be considered a man of wealth until some Bill Sykes learns to the contrary.

—

The intrinsic merit of a thing may be good, but a good salesman and a bright advertisement are necessary to securing a customer for it.

—

Now that the war is over in North Ontario the merchants in that riding will be able to turn their attention to business and other arts of peace.

—

The merriment of a merchant's Christmas does not all depend on the dollars he takes in during the holiday season, but a lack of dollars alloys the Christmas festivities. May readers of HARDWARE AND METAL have many dollars and much merriment this Christmas season.

—

Many a merchant who has slid to the bottom of the hill would have been on top to-day had he used a little sand of common sense when he first began to descend.

—

The difference between an engine without steam and a business with a know-nothing merchant at its head, is that while the one will not go at all the other will go backward to destruction.

—

When politicians cringe one-half as much to business interests of the country as they now do to sectarian interests the dawning of the mercantile millennium will not be many moons distant.

—

Young men who are now enjoying tobogganing rides should be careful to become possessed with the idea that success in life is obtained, not by sliding down hill, but by climbing up.

—

The Customs Department was for a week without a captain or even a second in command ; the Controller had resigned and the acting commissioner was in Europe.

—

It is to oblivion and not eminence that some young men are opening up a road, while they imagine they are cutting a swath in the world that will lead them up to everlasting prominence.

—

The merchants of a Missouri town are employing ladies, pretty ladies of course, to collect bad debts ; and the innovation has proved successful. It is said that a women always does have her way. And why should she not collect bad debts as well as get seal sacks when she has set her mind upon them?

A boy walked into a merchant's office the other day in search of a situation. After being put through a catechism by the merchant, he was asked : "Well, my lad, and what is your motto?" "Same as yours, sir," he replied ; "same as you have on your door, 'Push.'" He was engaged.

OFFICERS MONTREAL BOARD OF TRADE.

WHEN an important personage like the Minister of Trade and Commerce visits one of the commercial centres of the Dominion there are always subjects of more or less importance which the merchants and manufacturers of these centres desire to bring before him. But frequently the Minister has made his entrance and his exit before the commercial men are aware that he has been in their midst.

At the annual meeting of the Montreal Board of Trade, held on Wednesday, this was one of the particular subjects up for discussion. It was considered that notice of these visits should be given so that the merchants having matters to which they desire to call his attention may have an opportunity of doing so. The Government will be memorialized to that effect. The Minister of Trade and Commerce was in Montreal this week, but he was gone again before some of the merchants knew that he had been in town.

These officers were elected :

President, Chas. Chaput
Vice-President, G. A. Childs.
Treasurer, A. Hebert.
Directors, J. E. Quintal, H. Laporte, and G. E. Forbes.
Committee of Arbitration, H. H. F. Hughes, S. J. Carter, E. Villeneuve, L. W. Telmosse, and P. Grace.

ST. JOHN'S WINTER SERVICE.

The St. John Board of Trade has written the Montreal Board of Trade, stating that St. John is now thoroughly established as a winter port, having no less than four lines sailing from the port. They are the Beaver Line to Liverpool, the Furness Line to London, the Donaldson to Glasgow, and the West Indian, calling at Bermuda, St. Croix, St. Kitts, Antigua, Dominica, Martinique, St. Lucia, Barbadoes and Trinidad. The St. John Board also announces that arrangements have been made for through freight rates as low, if not lower, than by United States ports, and it urges that western shippers should patriotically support their own port.

A DRUMMER CONVERTED.

During the evangelical meetings conducted by Mr. Gale in this city, a short time ago, Messrs. Hunter and Crossley, who stopped over here on their way to Charlottetown, told of a well-known commercial traveler and agnostic who had been converted in their meetings in Fredericton. His name was not given, but since then it has been learned that the man in question was Mr. B. Rautenburg, the well-known representative of Park, Blackwell & Co., of Toronto. Mr. Rautenburg, who was at the American yesterday, tells an interesting story of his conversion.—Moncton, N.B., Times.

OVERWHELMING

The success that has so far attended our introduction in this market of the Sherwin-Williams Paints and Colors has quite overwhelmed us. We expected encouraging results, but were not prepared for such general and hearty response as we have experienced from all parts of the country.

We can assure all those who have booked so generously for these goods, that they will not be disappointed in them. The Sherwin-Williams Paints have long been tried and are never found wanting.



PROGRESS

This is an age of progress and advancement. Better and better goods are what is being demanded by the consumer. By experience man becomes more critical. The enterprising, up-to-date merchant is the one who recognizes this demand, and makes ready to supply it. The Sherwin-Williams Paints are up-to-date and embody the very latest improvements and methods in paint making. Not low priced, but most value for the money. "Keep with the progressive."

Manufactured in Canada by

Walter H. Cottingham & Co.

MONTREAL

. . . . A GHOST AT SEA . . . .

THE AWFUL EXPERIENCE OF A CANADIAN BUYER ON HIS CHRISTMAS TRIP HOME.

IN THE long list of buyers who cross the ocean Reuben Stoddart is one of the best known. He is literally a strong man—strong in muscle, with a vigorous mind, impressing itself on a firm, calm countenance. When Stoddart speaks he is listened to. We were lolling in the smoke room of an ocean vessel ploughing its way toward the Gulf of St. Lawrence. One of us looking out of the door, which was open and hooked back, espied an iceberg miles away on the horizon, and said : " It looks like a ghost." Someone else said scoffingly : " It's the only ghost a sober man ever sees."

Stoddart's clear grey eye flashed, and he put in quickly : " You are wrong." We all started. No one who knew Stoddart ever scoffed at what he said.

" Do you mean," said one, " that you can tell us a ghost story—you ? "

" No, not a story, an actual experience," he returned quietly. " Tell us " was the cry all around. Stoddart, in his deliberate way, took his cigar out of his mouth, and began in the low, distinct tones that were characteristic of him :

" I have crossed the Atlantic many times. Whenever possible I took the Montcalm—took, I say, for I never take her now. On the voyage in question I was returning very late from my fall trip, having been detained in London by private business until December. On embarking at Liverpool I found there were an unusually large number of saloon passengers for the time of year. I noticed a peculiar expression on the steward's face when I said that my state room was 97, lower berth. I followed him below. On the way we met the ship surgeon, who shook hands and said : 'Where are you quartered this trip?' 'In 97,' I replied, and the expression on the doctor's face caused me to regard him with surprise. He looked uncomfortable and nervous. 'You may find——share mine with me,' he stammered. 'I shall be glad of your company.'

"'I thank you very much, doctor, but I shall no doubt be quite comfortable without inconveniencing you,' I replied, and proceeded to 97 with the steward. The stateroom seemed to be one of the usual sort on board the Montcalm—comfortable if you are a good sailor, a place of misery if you are not. I had no misgivings, although it struck me as rather an annoying thing that I could not, even at that season, get a room to myself. There was a good-sized travelling bag already at one side of the room, and a man's overcoat thrown into the upper berth. I said nothing, mentally resolving to steer clear of my companion as far as possible. It's a safe plan to avoid bores at sea. On assembling for tea at six o'clock I could not see a face I knew among the passengers. I retired early and was in a drowsy condition when the occupant of the upper berth came in. I had drawn the curtains across my own berth and could not see him. He seemed a hasty sort of a man, for he undressed quickly, tossed his boots outside the door with some noise, and climbed hurriedly into his upper berth.

" I fell into a heavy sleep and had some uneasy dreams. I was awakened suddenly in the night by the sound of my fellow passenger jumping out of the berth and landing with a thud on the floor. He threw the door open and rushed out. I waited a full two minutes, for it doesn't do to be too cranky about the habits of your companions on board ship. As he did not return I threw aside the curtain and peered out. The room was dark, and the passageway outside but dimly lighted by a distant lamp. The room was very cold, and a strong smell of stale sea-water greeted my nostrils. The porthole was open. I reached up and closed it and then shut the door. In a few minutes I was asleep again, and it was seven in the morning before I woke. The upper berth was empty, and the clothes of its former occupant were scattered about the room. After dressing and going on deck I sought the captain and related the episode. He drew me aside and said : 'Mr. Stoddart, you are a man who can keep silence about an unpleasant affair. Your room-mate has disappeared. We fear he is gone overboard, for we cannot find him anywhere. What makes me the more uncomfortable is that he is the second passenger who has similarly disappeared from stateroom 97. You might change your room to-night and say nothing of this matter to anyone, will you ?'

"'As to keeping silence, certainly, captain, but I see no reason to change my berth. I am quite comfortable in 97, and am in no way superstitious.' 'As you please, of course,' he retorted shortly, 'but I would have liked to close up 97 altogether.' Nothing more was said. On retiring the second night I was not quite so easy in mind as I expected. The idea of my room-mate—dead, drowned—tossing about among the waves two hundred miles astern, would dwell in my mind. Just as I was about to step into bed a draft of cold air struck me, and, turning, I saw that the porthole was wide open ! I closed it quickly, with an angry imprecation at the steward's carelessness.

" I lay awake for some time, occasionally glancing at the porthole, which I could just see from where I lay, and which, in the darkness, looked like a faintly-luminous soup plate suspended in blackness. I believe I must have lain there for an hour, and, as I remember, I was just dosing into sleep, when I was roused by a draft of cold air, and by distinctly feeling the spray of the sea blown upon my face. I started to my feet, and not having allowed in the dark for the motion of the ship, I was instantly thrown violently across the state-room upon the couch which was placed beneath the porthole. I recovered myself immediately, however, and climbed upon my knees. The porthole was again wide open and fastened back !

" Now these things are facts. I was wide awake when I got up, and I should certainly have been waked by the fall had I still been dozing. Moreover, I bruised my elbows and knees badly, and the bruises were there on the following morning to testify to the fact, if I myself had doubted it. The porthole was wide open and fastened back—a thing so unaccountable that I remember very well feeling astonishment rather than fear when I discovered it. I at once closed the plate again, and screwed down the loop nut with all my strength. It was very dark in the state-room. I determined to watch the porthole and see whether it would open again. Those brass fittings are very heavy and by no means easy to move ; I could not believe that the clump had been turned by the shaking of the screw. I stood peering out through the thick glass at the alternate white and grey streaks of the sea that foamed beneath the ship's side. I must have remained there a quarter of an hour.

" Suddenly, as I stood, I distinctly heard something moving behind me in one of the berths, and a moment afterwards, just as I turned instinctively to look—though I could, of course, see nothing in the darkness—I heard a very faint groan. I sprang across the state-room, and tore the curtains of the upper berth aside, thrusting in my hands to discover if there were anyone there. There was someone.

" I remember that the sensation as I put my hands forward was as though I were plunging them into the air of a damp cellar, and from behind the curtains came a gust of wind that smelled horribly of stagnant sea-water. I laid hold of something that had the shape of a man's arm, but was smooth, and wet, and icy cold. But suddenly, as I pulled, the creature sprang violently forward against me, a clammy, oozy mass, as it seemed to me, heavy and wet, yet endowed with a sort of supernatural strength. I reeled across the state-room, and in an instant the door

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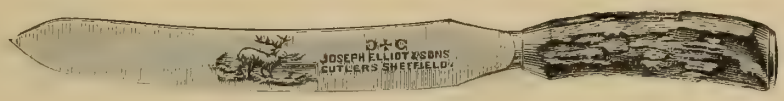
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TORONTO, ONT.

opened and the thing rushed out. I had not had time to be frightened, and, quickly recovering myself, I sprang through the door and gave chase at the top of my speed, but I was too late. Ten yards before me I could see—I am sure I saw it—a dark shadow moving in the dimly lighted passage, quickly as the shadow of a fast horse thrown before a dog-cart by the lamp on a dark night. But in a moment it had disappeared, and I found myself holding on to the polished rail that ran along the bulkhead where the passage turned towards the companion. My hair stood on end, and the cold perspiration rolled down my face. I am not ashamed of it in the least: I was very badly frightened.

"Still I doubted my senses, and pulled myself together. It was absurd, I thought. The Welsh rare-bit I had eaten had disagreed with me. I had been in a nightmare. I made my way back to my state-room, and entered it with an effort. The whole place smelled of stagnant sea-water, as it had when I had waked on the previous evening. It required my utmost strength to go in, and grope among my things for a box of wax lights. As I lighted a railway reading lantern, which I always carry in case I want to read after the lamps are out, I perceived that the porthole was again open, and a sort of creeping horror began to take possession of me which I never felt before, nor wish to feel again. But I got a light and proceeded to examine the upper berth, expecting to find it drenched with sea-water.

"But I was disappointed. The bed had been slept in, and the smell of the sea was strong; but the bedding was as dry as a bone. I fancied that the steward had not had the courage to make the bed after the accident of the previous night—it had all been a hideous dream. I drew the curtains back as far as I could and examined the place very carefully. It was perfectly dry. But the porthole was open again. With a sort of dull bewilderment of horror, I closed it and screwed it down, and thrusting my heavy stick through the brass loop, wrenched it with all my might, till the thick metal began to bend under the pressure. Then I hooked my reading lantern into the red velvet at the head of the couch, and sat down to recover my senses if I could. I sat there all night, unable to think of rest—hardly able to think at all. But the porthole remained closed, and I did not believe it would now open again without the application of a considerable force.

"In the morning I related the whole story to the captain. He listened attentively, and with a puzzled, but not sceptical, air. I told him that there might be a practical joker on board, and that the ship's carpenter should thoroughly examine the state room to see if there was any place of concealment for a would-be clever person. The carpenter came, and the whole place was thoroughly explored. The planks were tried, the flooring tapped, and every fitting tested. There was nothing amiss. The captain then said, if I was willing, we would both occupy 97 that

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" 43 " 872·72 " "
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Full report of trials can be had on application to the Company or their Agents; also copies of

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night and watch results. I was only too eager to have a companion and solve the mystery in the company of a courageous, level-headed man. We went below shortly after 10 o'clock, and the captain closed the door behind us and bolted it.

"'Supposing we put your trunk before the door,' he suggested. 'One of us can sit on it. Nothing can get out then. Is the port screwed down?'

"I found it as I had left it in the morning. Indeed, without using a lever, as I had done, no one could have opened it. I drew back the curtains of the upper berth so that I could see well into it. By the captain's advice I lighted my reading lantern, and placed it so that it shone upon the white sheets above. He insisted upon sitting on the trunk, declaring that he wished to be able to swear that he had sat before the door.

"Then he requested me to search the state-room thoroughly, an operation very soon accomplished, as it consisted merely in looking beneath the lower berth and under the coach below the porthole. The spaces were quite empty.

"'It is impossible for any human being to get in,' I said, 'or for any human being to open the port.'

"'Very good,' said the captain, calmly. 'If we see anything now, it must be either imagination or something supernatural.'

"I sat down on the edge of the lower berth.

"'The first time it happened,' said the captain, crossing his legs and leaning back against the door, 'was in March. The passenger who slept here, in the upper berth, turned out to be a lunatic. He rushed out in the middle of the night, and threw himself overboard, before the officer who had the watch could stop him. We stopped and lowered a boat; it was a quiet night, just before that heavy weather came on; but we could not find him. Of course his suicide was afterwards accounted for on the ground of his insanity———what are you looking at?' he asked, stopping suddenly in his narration.

"I believe I gave no answer. My eyes were riveted upon the porthole. It seemed to me that the brass loop-nut was beginning to turn very slowly upon the screw—so slowly, however, that I was not sure it moved at all. I watched it intently, fixing its position in my mind, and trying to ascertain whether it changed. Seeing where I was looking, the captain looked, too.

"'It moves!' he exclaimed, in a tone of conviction. 'No, it does not,' he added, after a minute.

"I rose and tried the nut. It was certainly loosened, for by an effort I could move it with my hands.

"My reading lantern, which had been placed in the upper berth, was suddenly extinguished. There was still a good deal of light from the pane of ground glass near the door, behind which loomed the regulation lamp. The ship rolled heavily, and the curtain of the upper berth swung far out into the state-room and back again. I rose quickly from my seat off the edge of the bed, and the captain at the same moment started to his feet with a loud cry of surprise. I had turned with the intention of taking down the lantern to examine it, when I heard his exclamation, and immediately afterwards his call for help. I sprang towards him. He was wrestling with all his might with the brass loop at the port. It seemed to turn against his hands in spite of all his efforts. I caught up my cane, a heavy oak stick I always used to carry, and thrust it through the ring and bore on it with all my strength. But the strong wood snapped suddenly, and I fell upon the couch. When I rose again the port was wide open, and the captain was standing with his back against the door, pale to the lips.

"'There is something in that berth!' he cried, in a strange voice, his eyes almost starting from his head. 'Hold the door, while I look—it shall not escape us, whatever it is!'

"But instead of taking his place, I sprang upon the lower bed, and seized something which lay in the upper berth.

"It was something ghostly, horrible beyond words, and it moved in my grip. It was like the body of a man long drowned, and yet it moved, and had the strength of ten men living; but I gripped it with all my might—the slippery, oozy, horrible thing—the dead white eyes seemed to stare at me out of the dusk; the putrid odor of rank sea water was about it, and its shiny hair hung in foul, wet curls over its dead face. I wrestled with the dead thing; it thrust itself upon me and forced me back and nearly broke my arms; it wound its corpse's arms about my neck, the living death, and overpowered me, so that I, at last, cried aloud and fell, and left my hold.

"As I fell the thing sprang across me, and seemed to throw itself upon the captain. When I last saw him on his feet his face was white and his lips set. It seemed to me that he struck a violent blow at the dead being, and then he, too, fell forward upon his face, with an inarticulate cry of horror.

"The thing paused an instant, seeming to hover over his prostrate body, and I could have screamed for very fright, but I had no voice left. The thing vanished suddenly, and it seemed to my disturbed senses that it made its exit through the open port, though how that was possible, considering the smallness of the aperture, is more than anyone can tell. I lay a long time upon the floor, and the captain lay beside me. At last I partially recovered my senses and moved, and instantly I knew that my arm was broken—the small bone of the left forearm near the wrist.

"I got upon my feet somehow, and with my remaining hand I tried to raise the captain. He groaned and moved, and at last came to himself. He was not hurt, but he seemed badly stunned.

"Well, do you want to hear any more? There is nothing more. That is the end of my story. The carpenter put half a dozen four-inch screws through the door of 97; and if ever you take a passage in the Montcalm, you may ask for a berth in that state-room. You will be told that it is engaged—yes—it is engaged by that dead thing.

"I finished the trip in the surgeon's cabin. He doctored my broken arm, and advised me not to 'fiddle about with ghosts and things' any more. The captain was very silent, and never sailed again in that ship, though it is still running. And I will not sail in her either. It was a very disagreeable experience, and I was very badly frightened, which is a thing I do not like. That is all. That is how I saw a ghost—if it was a ghost. It was dead, anyhow."

CHEAP ADVERTISING.

The biggest mistake I ever knew a merchant to make, said the lounger, was when one of my friends concluded to spend $70 to have illustrated signs painted on fences and barns in the country. The pictures were all humorous and in colors, to be painted on a white background. One was a bullfrog reaching out after a bug; another a dog catching a fellow by the seat of his pants, and another a snake and a bird, a sort of a take-off on the "early bird catches the first worm." Well, the painter used whitewash and cheap colors. After the first rain, says a writer in Farm Machinery, the bullfrog picture and the words of the advertisement got wonderfully blended together, and the bulldog was made to chew the advertiser's name instead of the other fellow's trousers; at least that is the way the blur made it appear. After the second rain there was only a vague sort of an indication of an advertisement, the water having washed out some words and letters and leaving others untouched. For instance, the line "Purchase Your Buggies" on the sign appeared as "Chase our Bug."

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON



STEEL WIRE

Cow Ties

LIGHTEST
STRONGEST
BEST and
CHEAPEST
IN THE MARKET.

Manufactured in four sizes by . . .

The B. Greening Wire Co. Ltd., Hamilton

PROMPT SHIPMENT OF ALL NUMBERS FROM STOCK.

ORE SHIPMENTS.

The ore shipments on the lakes have, says New York Journal of Commerce, been about one-third greater than last year, and they exceed by more than 10 per cent. the shipments of the banner pear, 1892. Furthermore, ever since 1892 a surplus of about two and a half million tons of ore has been lying on the docks, while now the supplies have been drawn down to such a point that there are fears of an ore famine, and the price has advanced accordingly. The Mesaba mines began shipping in 1892, but the amount was nominal. In 1893 there was a considerable shipment, which was nearly tripled in 1894, but the shipments of four million tons in the past season is a good deal more than double the shipments of last year. The older ranges are being carefully explored, and valuable finds are made. On the Gogebic range a repetition of the boom of six years ago is deemed probable. The Vermilion region has been declining a little lately, but within a short time a hundred mining leases have been taken on the State's lands on this range. At the beginning of the past season only ten mines on the Mesaba range contemplated making any shipments, but at the close of the season twenty-two mines are in full operation and ten or a dozen more are making arrangements to ship as soon as spring opens. The Mesaba can easily ship 6,000,000 tons next season if the vessels to take the ore can be provided, and lake shipbuilding is going on at a great rate. Most important additions have been made during the past season in extending the facilities for getting the ore from the mines to the lake shore and for storing it and loading it upon vessels.

THE USES OF MICA.

One of the latest developments is distinctly novel, remarks a contemporary. An ingenious Australian has invented and introduced a mica cartridge for sporting and military guns. The filling inside the cartridge is visible, and a further advantage is that instead of the usual wad of felt a mica wad is used. This substance being a nonconductor, unaffected by acids or fumes, acts as a lubricant. When smokeless powders, such as cordite or other nitroglycerin compounds are used, mica has a distinct advantage over every other material used in cartridge manufacture. Being transparent any chemical change in the explosive can be at once detected. The peculiar property it has of withstanding intense heat is here utilised, the breech and barrel being kept constantly cool. The fouling of the rifle is also avoided, the wad actually cleaning the barrel.

STEEL PRODUCTION IN GREAT BRITAIN.

The production of Bessemer steel ingots in Great Britain for the first six months of 1895 amounted to 801,860 gross tons, as compared with 810,392 tons in the first half of 1894, 784,712 tons in the first half of 1893, and 649,816 tons in the first half of 1892. The production of Bessemer steel rails for the first half of 1895 was 312,314 tons, being nearly identical with the output for the corresponding half of 1894, namely, 315,336 tons, and is very little different from the corresponding output in 1893, which was 317,395 tons.

PIG IRON IN GREAT BRITAIN AND GERMANY.

The production of pig iron in Great Britain for the first half of 1895 was 3,721,870 tons, which is at the rate of 7,443,740 gross tons, against the production for the year 1894 of 7,427,342 tons.

The production of pig iron in Germany for the first ten months of 1895 was 4,788,571 metric tons, against the production for the first ten months of 1894 of 4,579,180 tons, an increase in production of 209,391 metric tons.

A

Merry and Joyous Christmas

To all our friends.

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide St. West Toronto



"THE QUEEN, GOD BLESS HER"

Snap Shot

This is a new powder made with the greatest care, and specially suited for

Trap Shooting . .
Pigeon Shooting



It is a strong powder, and clean, and will give every satisfaction to the sportsmen who value a good powder. It is equal, if not superior, to any powder in the market. This powder is made from three sizes of grain and similar to the grain of Dead Shot.

FOR SALE BY

M. & L. Samuel, Benjamin & Co.

TRADE CHAT.

THE mill and handle factory, Port Stanley, belonging to the Ellison estate was on Saturday sold to Arthur Ellison for $3,500. The business will be resumed at once.

Wallaceburg is now a town.

Chauncey Depew says: "It is sweeter far to enjoy taffy while living than to be decorated with epitaphy when dead."

The M.C.R. are building a siding three miles in length for the Ontario Peat and Fuel Co., four miles west of Welland.

Three eastern wholesale houses have given it out that they will start branches in Vancouver, B.C., within the next three months.

Work has been started in the Empress gold mine at Jack Fish Bay, and highly satisfactory results attained. It is expected to have a ten-stamp mill in operation by April 1.

Since Canadian capitalists have become so extensively interested in the smelting works at Hamilton there has been a growing desire to exclude Americans, and make the concern purely Canadian. It is now practically a Hamilton concern. J. J. Morehouse, the secretary-treasurer, has retired, and his place has been taken by A. T. Wood. The furnace will be lit by January 1, and the bonus will be earned.

The business of the book-keeper
Is too sedate and solemn
For all the exercise he gets
Is running up a column.

The commercial travelers of the United States expend in passenger fares annually $172,000,000, book 600,000,000 tons of freight each year, pay nearly $25,000,000 for excess baggage, and nearly $1,000,000 in storage.

The annual meeting of the Tulameen Mining Co. was held the other day. A dividend of 10 per cent. was declared. The company consists almost wholly of Ottawa capitalists, and is engaged in placer mining in British Columbia.

T. J. Watters, ex-Acting Commissioner of Customs, was arrested at Gatineau Point, a few days ago, on a charge of fraud, laid by F. R. White, a Boston mica dealer. Mr. White claims $2,500 overpaid to Watters and $6,000 damages.

P. H. Griffin, president of St. Thomas Car Wheel Works, is interested with others in the erection of car wheel works in Pittsburg. The plant will cost $150,000. Charcoal iron, which is not now made in Pittsburg, will be used in the construction of the wheels. It will be imported from Canadian mills in which Mr. Griffin is interested.

Notice has been given that the Canadian and American Bridge and Tunnel Co. will apply to the Canadian Parliament at its next session for power to build a high lever bridge over the Detroit River, between Windsor and Detroit. The promoters of the company comprise D. O. Mills, of New York; Mr. Onderdonk, also of New York, a wealthy contractor; James Ross, of Courtright, and some other wealthy Canadians. The company was organized several years ago, and is not connected with any particular railroad, although most of the promoters are interested in railroad enterprises.

James Lydiatt, Toronto, will, it is said, establish a glass factory at Leamington. He has been negotiating with the Council and Board of Trade, and satisfactory terms have been arranged. He represents large importing houses in Montreal, Toronto and other Canadian cities. The plant to be erected by Mr. Lydiatt's company will employ from fifty to a hundrrd hands. It will cost $25,000, and the annual output of the factory will be about $300,000.

Merry Christmas to all

If you decide to get in line for '96 by applying for our agency you will always remember the Christmas of '95 as the merriest in your history. . . . We have the best and most complete line of **WHEELS** offered by any house in Canada.

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street — TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Dec. 20, 1895.

HARDWARE.

TRADE during the present week has presented few features of interest. Some of the houses are in the midst of their stock-taking, others have not commenced and, again, others have finished. Then most of the travelers are in off the road, and, in a word, the usual quiet prevailing just previous to and during the holidays rules the situation. In fact, the only business moving has been in skates and fancy lines of pocket and table cutlery, enquiry for which has been maintained. For future account orders have been noted for wire, horseshoes, and also import orders for green wire-cloth. Payments continue fair.

WIRE— A few orders have been coming in for certain lines, but, as a whole, the market is quiet. We quote discounts as follows : 20 per cent. off the list 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton ; in Ontario only freight is prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—No activity to note. We quote: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f.o.b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—There is a moderate call for these goods. Discounts are figured at 10 per cent. off the list, but some goods go out at 12½ per cent.

ROPE—The demand for rope is quiet, and prices are steady. We quote : Sisal, 7¼ to 7¾c., and manilla, 9½ to 10c.

CUT NAILS—A few jobbing sales have been made. We quote : $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Some small orders have been noted. Discounts : 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Business in these is of moderate volume, and discounts 55 per cent.

HORSESHOES—Demand for horseshoes is quiet, but a few orders are coming in. We quote : Iron, $3.50, and steel $4.75 to $5.75.

TACKS — No change to report. We quote discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B.B.B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

TINWARE—Stove supplies, such as coal hods, etc., have been asked for, but in a very small way.

SPORTING GOODS—Little trade of any kind to report.

CUTLERY—Fancy cutlery both table and pocket continues in good enquiry.

LAMP GOODS—Nothing special to report.

GREEN WIRE CLOTH—Forward business is passing to a moderate extent.

CHAIN—Business quiet, with the firm feeling fully maintained.

SKATES—A good quantity of skates have been moving out of jobbers' hands.

PLUMBERS' SUPPLIES—There has been a moderate demand for plumbing supplies.

SCREWS—There is no change in screws. Discounts are : Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TOOLS—Shovels and spades have been asked for in a small way.

BUILDING PAPER—There is no change in this line, and business rules quiet.

CEMENT—Nothing doing except in small lots on city account. We quote : English, $2.05 to $2.20, and Belgian, $1.95 to $2.05.

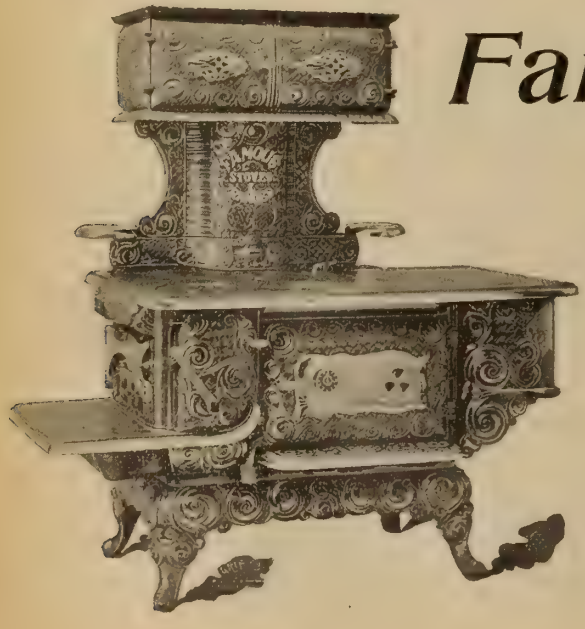
FIREBRICKS—Quiet and steady at $15 to $21 per 1,000, as to brand.

METALS.

Business in metals and heavy iron is quiet and few changes of importance are to report. Nothing in the advices from primary market is calculated to have any effect on values here until the spring trade opens.

PIG IRON—There is no change in pig iron, which rules quiet. We quote: Summerlee and equal brands $21, and Ferrona, $18.

BAR IRON—The mills note a fair demand for bar iron at $1.55, but we quote $1.60 in a jobbing way.



Famous Active Range

THE HANDSOMEST AND BEST WORKING COOKING APPARATUS MADE IN CANADA

FOR COAL, COKE OR WOOD

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver

SHEET STEEL — Business is dull and prices range from $2.50 to $3.10.

SHEET IRON — Black sheets are only moving in a very small way. We quote: $2.25 to $2.75.

TINNED IRON—Business quiet at 6 to 7c.

PIG LEAD—There is a moderate enquiry at $3.25.

LEAD PIPE—Discount unchanged and trade unimportant at 30 per cent. off.

GALVANIZED IRON—Nothing of importance to report. Prices are unchanged at 4½ to 5½c., as to grade.

INGOT TIN—Quiet and unchanged at 17 to 17½c.

INGOT COPPER—Prices are steady at 12 to 13c.

SHEATHING COPPER — No activity to note, and prices are unchanged at 18c.

IRON PIPE—No change is noticeable in iron pipe, discounts ranging from 67½ to 70 per cent.

BOILER PLATES—Quiet and steady at $2 to $2.25, as to gauge.

CANADA PLATES — Very little demand, and prices are unchanged at $2.25 ex store.

TIN PLATES—Tin plates are quiet, and though no quotable change is to note the tendency of values is in buyer's favor. We quote: Coke $2.75 to $2.90, and charcoal $3.35 to $3.75.

SOIL PIPE—No change to report.

SHEET BRASS—Quiet and unchanged.

TERNE PLATES—Quiet and featureless, at $5.75 to $6 25, as to brand.

SHEET ZINC — A moderate trade, with prices steady, at 4½ to 5c.

ANTIMONY—Quiet at 10c.

PAINTS AND OILS.

There has been very little business during the week, and no feature of any importance reported.

LEAD—The prices are nominally as before, but makers are not disposed to continue these quotations, which may be higher at any moment. Meantime we repeat last week's figures: Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 3¾ to 4¼c.; zinc white, pure, $7.50; No. 1, $6 50.

LINSEED OIL—Remains without alteration at 56c. for raw and 59c. for boiled. Spring delivery can be bought at a couple of cents lower; terms 3 per cent. 30 days.

TURPENTINE—Firmly held in response to higher figures in the south; single barrel lots 43c., 5 barrel lots 42c; terms 3 per cent 30 days.

PARIS GREEN—Continues in very active request without further alteration in price. We quote: Casks, 13½c.; drums, 14½c.; packets, 15½c.

CASTOR OIL—Firm and unchanged at 6 to 7c.

SEAL OIL—Scarce and strong at 42 to 45c.

RESINS—Business quiet and prices unchanged. We quote: Resins, $2.50 to $5, as to brand; coal tar, $3.25 to $4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The anticipated advance in glass has been established, and the inside price now is $1.30 to $1.35 for first break, $1 40 to $1.45 second break per 50 feet, and $3 per 100 feet for other breaks.

CHEMICALS, ETC.

The chemical market is without change. We quote: Bleaching powder, $2.50 to $2.75; bicarb soda, $2.25 to $2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70; soda ash, 48 to 58 per cent., $1.15 to $1.50; chip logwood, $2 to $2.50.

PETROLEUM.

The feature in petroleum this week has been the continued weak feeling in American oil, and a further decline of ½c. per gallon is noted. There is no change in Canadian oil, which is quiet and steady. We quo as follows: Canadian refined, 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white, 17c. in car lots and 18c. in smaller quantities. Water white, 18½c. in car lots, and 19½c. in small lots. Astral, 19½c. in car lots, 20½c. in smaller quantities.

HIDES.

The hide market is unchanged at the recent decline. Dealers are paying 5½c. for No. 1, 4½c. for No. 2, and 3½c. for No. 3.

WOOL.

Wool is quiet and unchanged. We quote as follows: Cape, 14 to 15½c.; Canadian fleece, 23 to 25c.; B.A. scoured, 26 to 32c.; Canada pulled, 20 to 21½c. for supers, extra, 23 to 26c.; Northwest wool, 14 to 16c.; B.C. 9 to 11c.

TALLOW.

The tallow market is quiet at 5 to 6c., as to grade.

ASHES.

The ashes market is steady. We quote: Firsts, $3 70; seconds, $3.50, and pearls, $4.65 per 100 lbs.

MONTREAL NOTES.

President Brooks, of the Peterboro' Lock Company, was in town during the present week, calling on the trade.

American petroleum has been reduced ½c. per gallon.

Jobbers who have commenced taking stock say that their shelves indicate a year of remarkably good business in guns and ammunition.

Glass, which advanced at the close of last week, is expected to advance still further in the near future.

Sellers, though they may not have actually done so, are disposed to shade prices on coke tin plate, and it is possible that $2.75 would move a round lot of goods if the order was forthcoming.

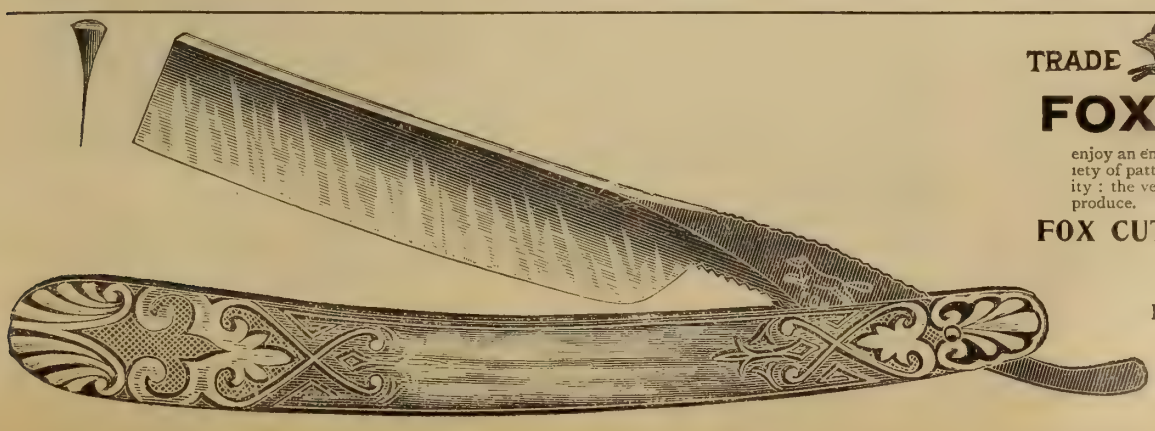
Cables on tin latterly have been easier by 5s. to 10s., but the spot price is unchanged at 17c.

ONTARIO MARKETS.

TORONTO, Dec. 20, 1895.

HARDWARE.

THERE have been very few changes during the week either in regard to business or prices. Some lines are in little better demand, while others are less wanted, but the general volume of business is much as before. Plated ware is one of the



TRADE MARK

FOX RAZORS

enjoy an envied reputation. Supplied in a variety of patterns and sizes, but only in one quality: the very best that science and skill can produce.

FOX CUTLERY MFG. CO.

PAINCHAUD, SQUIRE & CO.

AGENTS

Antwerp and Montreal

lines which shows increased activity in the most marked degree. The only thing worthy of special note in regard to nails is the decision of the makers of horse nails to discontinue the use of the 30-lb. boxes. A good business has been done in horseshoes during the week. In a sorting up way an improved trade is to be noted in tinware. Skates are still going out in large quantities. In cutlery there has been a nice trade doing. Churns are 5 per cent. lower. The feature in lamp goods is an active demand for banquet and library.

WIRE—Trade is quiet and featureless. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—There is nothing doing. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—The demand remains much as before. The quantities wanted are, of course, only small, and those for which there was any demand were of the lighter gauges. Discount is unchanged at 10½ per cent.

ROPE—Dulness still obtains. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Are quieter than usual, orders received during the week having been very few, and those that did come to hand were for small lots. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—The demand is better than that for cut nails, but the volume of business is still light. With stock-taking near at hand it is natural, however, that retailers should desire to keep their stocks as small as possible. Discounts, 75 per cent., with 10-keg lots delivered to points where the frieght rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Some of the manufacturers have discontinued putting horse nails up in 30-lb. boxes, adhering altogether to the 25-lb box, either in bulk or 1-lb. papers. The situation remains much as before. Discount is unchanged at 55 per cent.

HORSESHOES—Some very good orders have been received during the week for prompt shipment, and generally speaking trade has been good. We quote f.o.b. Toronto: Iron, $3.60. Steel, No. 0, 1, 2, $5.60; 3, 4, $4.85 assorted, $5 to $5.35; toe weight, $5.85.

TACKS—Business continues quiet and featureless. We quote as follows: Trunk tacks, black or tinned, 50 per cent.; B.B B. iron, carpet, blued, 50 per cent.; ditto tinned, 57½ per cent.; B. B. B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

TINWARE—An increased trade has developed during the week, some large orders for assorted lots having been received.

SPORTING GOODS—A fair quantity of ammunition has been moving during the week, but trade is practically over in firearms.

CUTLERY—Carvers and table cutlery have been going out well in sorting up parcels, and the trade has done fairly well in pocket knives. On the whole the holiday trade appears to have been a little better than expected.

LAMP GOODS—Banquet lamps have been in good demand. In novelties there has not been much done, but the sorting up trade has been fairly good.

COW TIES—Trade has been moderate only, at from $1.25 to $2.80 per dozen.

GREEN WIRE CLOTH—There is still a little being done in the way of booking orders for future delivery. The price is unchanged at $1.75 per 100 square feet.

CHAIN—Trade is quiet and featureless.

SKATES—Further shipments of genuine "Acme" skates have been received, covering repeat orders. The German-made skate is scarce, the season being too far advanced to order fresh lots. A feature of the trade during the past week or two has been an increased demand for plated skates.

PLUMBERS' SUPPLIES—Trade remains much about the same as a week ago, the bulk of the trade still being on country account.

SCREWS—Trade continues quiet and featureless. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—Are quiet and unchanged at $26.50 to $27.

TOOLS—Spades and shovels are still being booked for forward delivery.

BUILDING PAPER—The demand has improved during the week, some large orders having been received. Not many orders are being booked for forward delivery. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, $1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

CHURNS—There is virtually nothing doing in shipments from stock. Forward orders are, however, still being freely booked. A reduction of 5 per cent. in the price is announced, the discount now being 70 and 5 per cent.

POULTRY NETTING—What is being done in this line is in the way of forward delivery. Discount, 65 and 10 to 70 per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

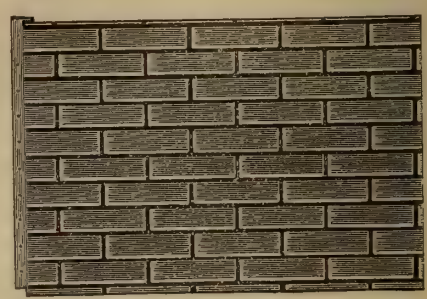
TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Nothing specially new has developed during the week in the metal market. Sheet steel has been in little better demand. In pig lead a smaller trade is to be noted. If anything, tin plates show increased movement. The same may be said of soil pipe and fittings.

PIG IRON—News regarding pig iron is as scarce as violets in December as far as the local market is concerned. Prices are nominally unchanged. We quote: Nova Scotia, No. 1 foundry, $18 to $18.50; ditto No. 2, $17.50 to $18, according to quantity; No. 2 American foundry, $20.50 to $21; No. 1 Siemens, $20.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

BAR IRON—There is little doing in the larger sizes, but business is, of course, small at this season of the year. Base price is unchanged at $1.70 to $1.75.

SHEET STEEL—Trade is a little better again in this line, although no large quantities are moving. Prices are virtually the same as quoted last week. For No. 2 quality, "Dead Flat," however, prices run from 3¼ to 4¼c. per lb. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24 $2.85; 26, $3.10.

BLACK IRON — A number of orders are reported for black iron for oven-lining. We quote: Up to 17 gauge, $2.45 to $2.55 per 100 lbs.; 20 gauge, $2 20 to $2.25; 22 to 24 gauge, $2.30 to $2.35; 26 gauge, $2.40 to $2.45; 28 gauge, $2.55 to $2.65.

TINNED IRON—Orders for import and forward delivery are still being booked. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Trade in this line shows diminished volume compared with last week. Prices are firm and unchanged at 3⅜ to 3½c.

LEAD PIPE—A few ton lots have changed hands, but trade in general is only for small lots. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON — Business is still good, import orders for delivery in February and March still being freely booked. We quote: $4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—While the prices has been firm and trade has been fair, no large quantities have changed hands. We still quote 17 to 17½c. per lb.

INGOT COPPER—Remains quiet at 11¾ to 12c.

SHEATHING COPPER—The principal demand is for braziers' copper; 72 x 48 ordinary sheathing is moving slowly. Prices are unchanged at 14 to 14¾c. for 16 oz.

IRON PIPE—Black is still in good demand, but galvanized is quiet. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—The situation is much as before. We quote: Domestic galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.75; 35 gal., $7.75; 40 gal., $9.25; copper, $16.20 to $20, according to size.

CANADA PLATES—The demand for 52's continues good, there only being a limited time now for the city dealers to finish their contracts. We quote: Half-polished, $2.50; 60-sheet boxes, $2.55 to $2.60; 75-sheet boxes, $2.65 to $2.70.

TIN PLATES—Demand has been good, especially for the 20 x 28 gauges, both in "I C" and "I X." In other sizes trade is quiet. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3 15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Are in better demand. Discount is unchanged at 60 per cent.

SHEET BRASS—Trade is quiet and unchanged at 60 per cent.

TERNE PLATES—Continue dull at $16 for the best brands.

SOLDER—Is in fair demand. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Quite a number of cask lots have changed hands during the week, but, generally speaking, orders are only for small quantities. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

ANTIMONY—Business is quiet at 10 to 12½c., according to quantity and quality.

GLASS.

Though glass is quoted by Toronto jobbers on a basis of $1.30 for the first break in fifties, the advance is not wholly maintained by one or two of the bigger dealers. Consequently it is somewhat difficult to reflect the exact state of the market. Some jobbers hold to $1.30 firmly, while others go as low as $1.20. As regards prospects, sheet glass is not likely to be cheap until the spring shipments begin to arrive.

PAINTS AND OILS.

There is no great activity noticeable in any line, but prices in some instances have changed slightly.

WHITE LEAD—Is higher on the English market, and the prospects are that the first of the year may see an advance here. For the present, the favorite brands of pure white lead, bearing the makers' guarantee, we quote at 5c, No. 1 at 4¾, No. 2 at 4½c., dry white lead, in kegs, 5c.; red lead, 4 to 4½c.; No. 1 red lead, 25c. per 100 lbs.

LINSEED OIL—Cable advices show linseed oil to be lower in England, and the local market is likely to be affected. For the present prices are as they were last week: 52 to 53c. for raw and 55 to 56c. for boiled seem to be the prevailing figures.

TURPENTINE—Is firmer in the south and may be higher here. Prices vary from 38 to 40c.

PARIS GREEN—Is very quiet.

PUTTY—Dull at $1.85.

PREPARED PAINTS—Pure is quoted at $1.

CASTOR OIL—Higher in England. It is quoted in case lots at 6½c.: and in single tins at 6¾ to 7c.

HIDES, SKINS, WOOL AND TALLOW.

HIDES — Quiet. Dealers are paying 5, 4 and 3c. respectively for Nos. 1, 2 and 3. Cured are nominal at 6¼c., trade being slow.

CALFSKINS—Are still quoted at 6½c. per lb.

SHEEPSKINS—Lambskins and shearlings have risen 5c., and are now quoted at 80c.

WOOL—Dull. We quote: Fleece combing, 24c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

Burning oils are firm and likely to rise. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½ to 17c.; carbon safety, 18½ to 19c.; Canadian water white, 18½ to 19c.; American water white, 21½ to 22c.; photogene, 22 to 23c.

TORONTO NOTES.

Churns are 5 per cent. lower.

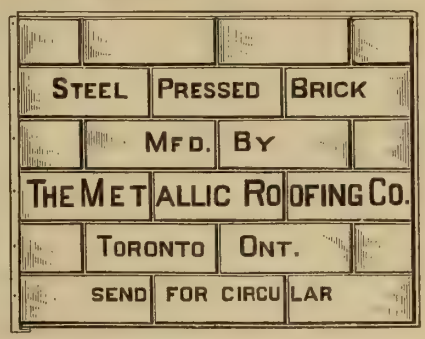
Some of the horse nail makers have discontinued the use of 30-lb. boxes.

Rice Lewis & Son, Ltd., have a handsome display of cutlery in cabinets in one of their windows.

We understand a new catalogue is being compiled by the Canada Paint Co., who will introduce a number of bright and salable features for 1896.

M. & L. Samuel, Benjamin & Co. report that their trade in plated ware has been brisk during the week, and better than last year at the same time. Trade was also good

Steel Brick



Beware of Imitations.
The "Owl" brand is the only original.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.
MANUFACTURERS
84 to 90 Yonge Street - TORONTO

in such case goods as carvers, fish knives, and children's sets.

Excepting for the light demand for colors and varnishes for interior decoration and for carriage manufacturing purposes, trade has been extremely limited lately.

In glue there is not much doing, competition being very keen and some very cheap low grades being offered from the Continent.

H. S. Howland, Sons & Co. have this week received 20 cases of skates. They now have a full assortment of the genuine "Acme" skate from No. 0 to 7, and hockey skates No. 7.

M. & L. Samuel, Benjamin & Co. have this week received another good-sized shipment of the genuine "Acme" and hockey skates. There was also included in the shipment a complete assortment of fixtures.

Although their trade has been brisk during the week, M. & L. Samuel, Benjamin & Co. report that they have still a nice assortment of library and hall lamps.

A line of "Perfect," granite tea pots with white metal and nickel trimmings is being offered by M. &. L. Samuel, Benjamin & Co, at low figures.

Sanderson Pearcy & Co. report the arrival of a car of turpentine from a new district in the south. This "turp" is distilled from a virgin "run," and is, they claim, the clearest and best specimen they have ever had in their place. It is put up in new barrels.

A subscriber desires the address of a firm that manufactures instruments for dehorning cattle. Can any of our subscribers supply us with the name of such firm?

It is announced by the mercantile agencies that A. Jeffrey & Sons, wholesale carriage hardware, Toronto, are about to call a meeting of creditors.

UNITED STATES MARKETS.

NEW YORK, Dec. 20, 1895.

PIG TIN—Our market was weak and unsettled. In some quarters effort was made to establish high quotations for public guidance or something else, but when it came to the matter of actual business the trading basis was different. In any event, December delivery could have been purchased at 13.90c., although as high as 14c. was paid on the quiet Monday to "ring" out contracts, and January was offered at 13.80c. Outside of the speculative arena, where darkness seems to be in favor, business could have been effected at prices on the basis of 13.75c. net cash for late December or early January delivery. Two ships arrived with a total of 325 tons of tin, making 665 tons landed thus far this month. There are over 1,000 tons on the way from Europe, due within the next ten days, and 1,590 tons are afloat from the east. The statistical position, in fact, continues weak, and there is not enough bona fide trade or inquiry from consumers or dealers to offset the weak position.

COPPER—One of the prominent Lake Superior companies, it is understood, has made, or endeavored to make, quite heavy sales recently in the foreign market. No particulars could be learned as to the amount involved or the price, but rumor had it that the latter was not over 10¼c. The deliveries, it is believed, were to extend over the first six months of next year. Apart from this, we learn of no movement outside of ordinary orders, the aggregate of which is by no means imposing. Prices continue rather weak, with sellers at 10½c. for Lake Superior ingot, 10¼ to 10⅜c. for electrolytic and 10 to 10⅛c. for ordinary casting stock.

PIG LEAD—The market remains in a dull condition and rather weak. There seem to be few buyers here or at the west, and purchases not only small in number but almost invariably on hand to mouth lines. Common domestic was obtainable at 3.20c. laid down here, early shipment from the west, and 3.22 to 3.25c. seemed top prices for spot parcels. London cable was £11 7s. 6d. for soft Spanish.

SPELTER—Very limited transactions are taking place here, and the demand continues light. Western markets were also reported as being slow, with prices very uneven. Here the range is about 3.45 to 3.55c. for ordinary brands, early shipment. The London cable was £14 11s. 3d. for good merchant brands.

ANTIMONY—About the usual jobbing distribution covers the movement and prices are without change. We quote at 7¾ to 7⅞c. for Cookson's, 6⅞ to 7c. for Hallett's and 6¾ to 6⅞c. for Japanese.

TIN PLATE—No improvement is noticeable in business in this quarter and there were no advices of a more satisfactory condition of affairs elsewhere. The market, in fact, remains in a very quiet condition and values remain unsettled with continued weakish tendency. The stock of tin plate in bonded warehouses in the port of New York, on the 1st inst., was, according to Custom House data, 7,828,293 pounds, against 6,547,262 pounds at corresponding date last year.

IRON AND STEEL—There is no appearance of greater animation in the market for crude material or any variety of finished products. Buyers, with very few exceptions, adhere to a very conservative policy. Prices stand about as they have been for some time past, but the undertone in all, except a few branches, is more or less weak.

The tenth annual report of the Commercial Travelers' Mutual Benefit Society of Western Ontario, just issued, shows that the reserve fund is now $10,519.30.

At the last meeting of the Woodstock Board of Trade the advisability of affiliation with the Maritime Board was under consideration. Owing to lack of information the matter was laid over till the January meeting, the secretary to procure all necessary information.

The management of the Beaver Line entertained a number of our citizens at a luncheon on Tuesday, December 10, on board the steamer Lake Superior. It was a pleasant gathering, and many kind and hopeful words were heard, both from the management and the citizens.

SITUATION VACANT.

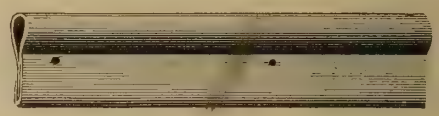
A LIVE, PUSHING SALESMAN, POSTED IN shelf, heavy and carriage hardware. Apply with particulars and references to HARDWARE AND METAL. (51)

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." HARDWARE AND METAL office, Toronto.

Cushion and Flat **WEATHER STRIPS** To the Trade Only



THOS. FORRESTER 298 St. James St., **MONTREAL**
Manufacturer of Rubber Goods and Weather Strip of all kinds.

WITCHKLOTH

The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.

Sole Agency for Canada
TEMPLE BUILDING, 113a, MONTREAL

Printers' Ink Helps.... Advertisers!

It's a weekly journal, furnishing you with practical advice, and reliable information, about every detail of the business of advertising.

Enables you to profit by the experiences—and adopt the methods—of successful advertisers, as it gives complete information about every way of advertising which they have found to be feasible and profitable.

Instructs you—and exemplifies—how to write advertisements that will sell goods; or the "Ready-Made Ads" it contains can be used to accomplish the same object.

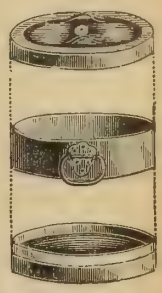
Contains timely hints about mediums, tending to aid you in selecting profitable ones to advertise in.

SUBSCRIPTION PRICE, $5 A YEAR.
SAMPLE COPY, 10 CENTS.

10 Spruce St., New York.


Patented 1894.

MILK CAN TRIMMINGS



We are now prepared to supply the trade with the best trimmings which GOOD MATERIAL, GOOD WORKMANSHIP and KNOWLEDGE of what is wanted can supply.

NO PAINS SPARED TO MAKE PERFECT GOODS.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

POINTS FOR CLERKS.

INDIVIDUAL insolvency, as well as national bankruptcy, always follows where consumption exceeds production, says, an exchange. That is, unless persons and communities eat less than they grow, and wear and use less than they manufacture, financial ruin is imminent. The unit of society, as well as the aggregate, will enjoy comparative immunity from poverty as long as more comes in than goes out. Unquestionably the secret of making and keeping fortunes lies simply in never quite living up to one's income. There must always be an unused margin of profit, a surplus not demanded by necessities, which takes on the character of capital, which in turn may be used as an instrument of wealth.

Socrates used to say that "he who wants least is most like the gods, who want nothing;" and it may be added that he that wants least will save most. If a youth has been reared luxuriously, so that fine clothing and various indulgences have come to be indispensable, and if he has been thrown on his own resources, it will be difficult for him to satisfy what he regards as his legitimate wants on an ordinary salary. The temptation in such a case is to spend more than is earned. A man cannot dress like a lord and feed like a prince on a pittance. To live up to one's income is bad enough, but to go beyond is merely to mortgage the future, with the prospect of inability to pay when it reaches maturity.

At this point the baleful influence of excessive pleasure discloses itself. It squanders on what is unproductive the margin of profit; and it constantly diminishes the capacity to produce, by enervating energy and unfitting the mind for industry; that is, it consumes the forces by which production becomes possible. Hence, the pool-room, the ball-room, and especially the theatre, to say nothing of the saloon, which is the foul mother of pauperism, inevitable tend to diminish the prosperity of a community. No diversion ought to be allowed to intrench on wise frugality. A portion of a young man's wages should be placed in a savings bank that really saves, or invested in some building or loan association where the funds are not systematically appropriated by the managers to their personal use. And certainly the "goose that lays the golden egg" ought not to kill itself by idleness and theatre-going, which no self-respecting goose was ever known to do, unless it were one of the human species.

When nations and individuals live beyond their means, they must, if they continue to live at all, provide in some way for the difference between expenditure and income. This is generally done by borrowing. At times this expenditure may be justified. When one country becomes debtor to another, if its prospective resources are adequate to the full redemption of its obligations, sound statesmanship will not hesitate to contract the loan. Prof. Rogers, in extenuation of the national debt of England, says that, though it increased during a specified term of years, the wealth of the nation increased more rapidly. But supposing it were otherwise, when the day of settlement came liquidation would be impossible, and insolvency would follow. Further loans could not then be negotiated, and the entire land would be cursed with pauperism. The same principle rules in the economics of men as of states. Borrowing is always to be avoided; and it is never warranted by honesty or sound policy of finance, unless it is evident that the pecuniary resources of the individual, though not immediately available, are in advance of the promises to pay.

One of the most deplorable instances of living beyond an income, and of unhappy borrowing, is furnished in the disposition of many people to buy on credit. What I refer to in particular is the somewhat prevalent habit of making a finer appearance than circumstances justfy, and of purchasing more than can be paid for. Clothes are procured, and the wearer poses as stylish and upright; and yet the tailor has never seen

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

LONDON, ONT.

Acme Skates

Two Thousand Pair just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps. Orders filled promptly at closest prices.

any money in return, and he that bought did not know how he was to settle for them in cash, and cared not. Such broadcloth ought to feel like the poisoned shirt of Nessus, and he that wears it will have to descend to many contemptible tricks for the purpose of evading the creditor. Better be honest in a poor coat than a trickster arrayed in purple and fine linen.

Someone has said that our children desire to begin where their parents leave off. Consequently, if they can procure the elegances of life in no other way, they will secure them on the credit system, and pay interest on a cut-throat chattel mortgage, a form of finance that would bankrupt the Rothschilds and lead to a panic on every exchange in the world. For it is a fact that the poor pay far higher for the accommodations that they receive than do the rich for theirs. The not unusual outcome of this kind of housekeeping is that the debtor falls behind in his payments, is annoyed by duns, borrows a trifle from a friend to ward off the evil day, and at last abandons hope, losing furniture and all that has been paid as interest and principal.

In happy contrast was the course adopted by a bright-eyed, youthful wife in Chicago. Calling at the house, I remarked: "Your home looks very pretty." She replied emphatically: "It is pretty, for we have paid for everything in it." Then she told me that before her marriage her intended requested her to select a carpet, and he would buy it on trust; but that she stoutly refused, and assured him that the bare floor was good enough for her until he could afford to pay for what he purchased. I exclaimed "Bravo!" and I am persuaded the little woman has made a good business man of her husband by this time.

I commend a wise thrift. It is not the extent of our property that comforts, but the genuineness of our title-deeds. A little that is really our own is better than much more that we may call "ours" in which we only have a shadowy equity. Especially should the habit of borrowing to provide for imaginary necessities be abandoned. The danger is that it will grow on a man, like gambling and drinking. I have known persons that could hardly be in company five minutes without soliciting a loan; and some of them, too, were professors of religion, who could hardly express their interest in young converts without asking for a slight pecuniary accommodation. To succeed in this way of getting on, calls for much ingenuity; and one-tenth of the dexterity shown in escaping from duns, and 1 per cent. of the prevarications employed, would enable a youth to prosper in legitimate business.

I entreat those that are in danger of swelling the ranks of the already enormous debtor army to pause and consider. If they are unwilling to fawn, cringe and lie, if they have no liking to be humiliated by direct insults and gross insinuations, and if they are not ready to become hypocrites despised by the community, and deceivers despised by themselves, then let them determine never to borrow and always to live within their means.

BACK FROM ENGLAND.

Messrs. A. B. and T. B. Lee, president and manager respectively of Rice Lewis & Son, Ltd., Toronto, have returned from Europe. They were away over three months. Mr. A. B. Lee, his friends will be pleased to know, returns very much improved in health. With Mr. T. B. Lee I had a brief conversation, and it naturally turned upon the business conditions in England. "I found," he said, "a marked improvement since I was over there in January last. The manufacturers are very busy. They are getting better prices, and the indications are that next year will see still better values ruling."

PERSONAL MENTION.

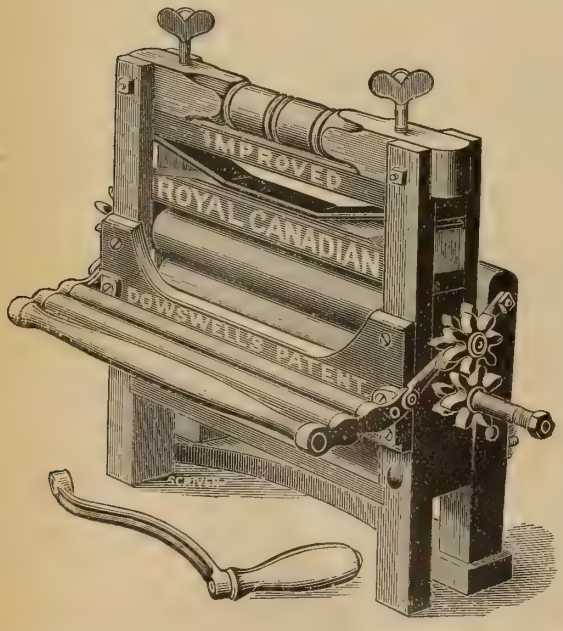
W. H. Evans, local manager of the Canada Paint Co. at Toronto, accompanied by his assistant, J. W. Lee, is in Montreal this week attending the annual convention of the Canada Paint Co.'s traveling representatives. Robert Bremner and Harry Clucas, of the western traveling staff, passed through Toronto on Saturday night on the same errand.

Mr. Marshall, of Congdon & Marshall, Dunnville, spent a few days in Toronto this week.

A son was born to Mr. and Mrs. Peleg Howland, of H. S. Howland, Sons & Co., on Thursday.

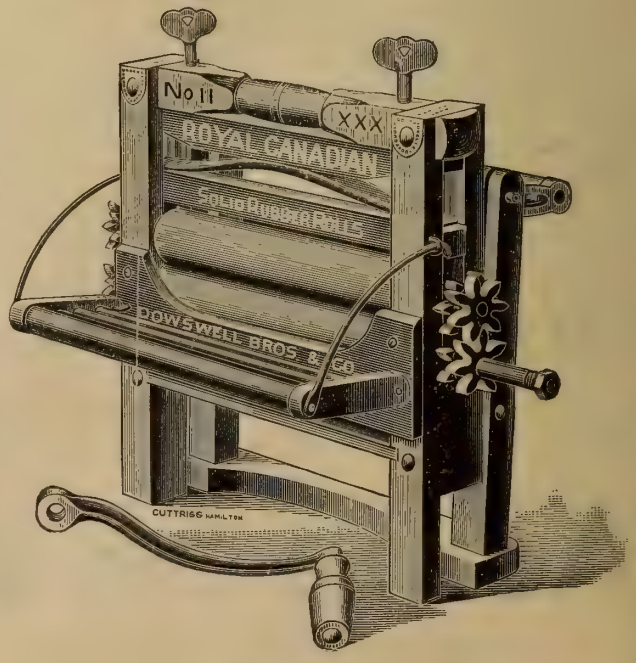
SOLD ON THEIR MERITS

Royal Canadian Wringers



The Workmanship is of the Highest Order. All parts are closely matched. No rough, ragged or chipped edges. The joints are close and tight, and frames securely bolted and dovetailed together.

All surfaces are sand-papered and brought to a smooth furniture finish, showing that the best of care has been exercised. All goods are carefully packed, and customers can depend on getting them in good shape.



DOWSWELL BROS. & CO. - Hamilton, Ont.

A. ROOT, LYN, ONT.

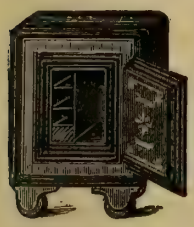
Manufacturers of . . . **DRY AND LIQUID WOODEN MEASURES**

The Champion Curry Comb ; Grocery Barrel Covers and Hub Blocks. Send for Price List.

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL

BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets,
TORONTO, - ONTARIO.
Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors ; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., **Montreal, P.Q.**

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **25 cents**

HARDWARE AND METAL, Toronto

Best Varnishes

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

TIN PLATE

Makers' Agents for **Lydbrook, Allaway's Dominion,** and other brands.

Enquiries for IMPORT orders solicited.
CUTLERY in Store.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
. . . MONTREAL

It will pay you to see a sample of the grass box attachment for the Woodyatt Lawn Mower for 1896. It will do what is claimed— catch the grass. It's a good thing—push it along.

DOMINION TRAVELERS MEET.

THE annual meeting of the Dominion Commercial Travelers' Association of Montreal was held in the Temple on Dorchester street Saturday evening, and Max Murdock, of the firm of James Coristine & Co., was elected vice-president, and Mr. E. Garneau, of Quebec, headed the list of the new members elected to the Board of Directors. Lieut -Col. Massey, who was re-elected president by acclamation, occupied the chair, and there was a large attendance of members of the association.

The annual report of the directors was submitted. It contained the following : For the year now closed we find the sum of $7,064.84 added to our capital account ; while the increased membership brings the number of names on the roll to 2,630, the increase for the year being one hundred and sixteen. The death-rate among the members is smaller than last year, it being 24 against 26 in 1894.

Your committee on investments has viewed with approval all outstanding risks represented by real estate mortgages to the amount of $116,500, and bonds, $21,500, bringing the total up to $137,650, as the amount of funds invested. Owing to the insufficient maintenance of our benevolent fund by voluntary subscriptions of members, it is proposed that an annual grant from the general funds of the association be appropriated for the purpose of relieving deserving applications, and the directors further recommend that the sum of $500 be placed at their disposal annually for above purposes.

It is pleasing to note that the effort to amend the law, which was referred to in last annual report, exempting commercial travelers from serving as jurors, has been partially successful, the law being amended so that travelers will be legally notified only when the summons shall have been served personally. The trustees of the Educational Fund report only two pupils at present enjoying the benefits of this fund. It should be generally known among the members that this fund was created for the education of children of deceased members who have left their families in destitute circumstances. The dinner this year will be given at the Windsor Hotel on Monday evening, December 23rd. The railways have kindly consented to issue to commercial travelers from December 20th to 25th, inclusive, return tickets at single fare, good to return up to the 7th January, thus offering to many an opportunity to attend the dinner and reach home for the holidays.

The treasurer's statement showed the total receipts on revenue account to be $33,706.95, and the expenditure on revenue account $26,522.84.

The adoption of the report was moved by Wm. Brewster, seconded by Mr. Morin, and in the discussion which ensued John Woods emphasized the importance of the insurance liabilities of the association being included in the annual reports, and Robert Wilkins wanted to know why the commercial travelers were not treated with more consideration by the railway corporations, and especially as regarded excess baggage. Why, even the cattle dealer from the backwoods was looked upon, comparatively speaking, with a lenient eye. And then what about the tax on commercial travelers going into Prince Edward Island, which he (Mr. Wilkins) considered as opposed to the inherent principle of inter-provincial trade and altogether ultra vires. The president pointed out that the Prince Edward Island law was perfectly within the jurisdiction of that Provincial Legislature. The sanitary condition of hotels was also alluded to by some of the members, and after some further discussion the motion to adopt the report was carried.

The secretary, H. W. Wadsworth, then submitted the annual report of the trustees of the Educational Fund, which was adopted, and the following were elected trustees of the fund for the ensuing year : Messrs. George Sumner, R. Henderson, George Boulton, D. Watson and Chas. Gurd.

The following amendments to the by-laws were adopted :

To amend article 6, clause 5, by " placing the voting paper in a sealed envelope ad-

dressed to the scrutineers instead of to the secretary."—N. Tucker.

To amend article 12, clause 7, re Educational Fund, by taking candidates not under eight years of age, instead of "not under nine years of age."—David Watson.

To amend article 1, clause 5, by adding, "Holders of conditional certificates shall not be entitled to accident insurance."—Max Murdock.

To provide that five out of the ten directors shall be elected at each annual meeting, and that the retiring president shall be a director on the Board during his successor's term of office.—G. Piche.

T. L. Paton also introduced a new by-law regarding a benevolent fund to provide assistance to members sick or in misfortune who have no other means of support, a sum to be voted at each annual meeting to support the fund.—This was also adopted.

Mr. Piche moved that $500 be voted to the relief of members during the present year.—Carried.

J. Woods moved, seconded by S. J. Carter, "that the directors of the association be instructed to furnish in their next annual report a statement of our insurance liabilities, such report to be ascertained by insurance experts."—Carried.

The president then announced the report of the scrutineers on the election of vice-presidents and directors :

Vice-President—Max Murdock, 875 votes; R. G. Stokes, 466.

Directors—E. B. Garneau, Quebec, 683 ; T. L. Paton, 617 ; Wm. Brewster, 593 ; David Watson, jr., 565. The next on the list, J. T. Le Sueur, who had 493 votes, will be appointed later by the Board of Directors, in accordance with the amended by-law.

Mr. Garneau expressed sincere thanks that, for the first time, a representative had been elected on the Board outside of Montreal, and he had been chosen to represent the good old city of Quebec. The other newly elected members of the Board also briefly returned thanks for the honor conferred upon them, and after "Auctioneer" Moore, had disposed of the usual papers and magazines put under the hammer, a most successful meeting was brought to a close.

During the meeting the president read the list of members who had died during the past year, the members present all standing in reverence to the memory of the departed. The names were : Jas. S. Bullock, A. Faranback, D. H. Pike, D. W. Macdonald, W. J. Farmer, E. Davis, C. M. Tourville, J. S. Mayo, C. K. Adams, David Armstrong, Claude Bertrand, C. F. Stewart, L. T. Whitehead, N. Turcot, J. R. Bayne, H. Fitzsimmons, Albert Stone, Ralph Bolton, Jas. Douglas, Wm. Robertson, N. A. Hurteau, Jos. Heathcote, Jas. MacLean, R. L. Gault.

SEEKING INCORPORATION.

Geo. Booth, Arthur G. Booth, Clarence H. Booth and Joseph Wright, of Toronto, and Walter E. Booth, of Chicago, are applying for incorporation as "The Booth Copper Company, of Toronto, Ltd."

The object for which incorporation is sought is to purchase and own patent No. 47818 of the Dominion of Canada, being a patent for a new and useful improvement in copper range boilers under said patent, and to manufacture boilers of all kinds, whether under said patent or otherwise, and to manufacture, buy, sell, and generally to deal in boilers, metal goods and metals, and all other materials and supplies incidental to or used in the carrying on of the business of manufacturing and selling all kinds of sheet, wrought, cast and stamped metal goods.

Toronto is to be the chief place of business, and the capital is $25,000.

He never fought a battle ;
His accomplishments are few ;
But you know just where to find him
When a
Bill
Falls
Due.

Exceptional Value . .

is given by these two unequalled double heaters.



THE

Countess of Oxford

has a magnificent appearance, large mica exposure, Duplex dumping grate and rotating fire pot.

The Art Countess

is richly carved, highly nickel-plated, and unequalled as a floor ventilator.

Both Stoves draw the cold air from the floor, conducting it from corner tubes through the fire chamber. Both are made with or without ovens, and both are exceedingly economical with fuel.



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WATTERSON & AULDJO
Merchants
MONTREAL

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

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NEW GLASGOW, N.S.
Manufacturers of
Ferrona Pig Iron
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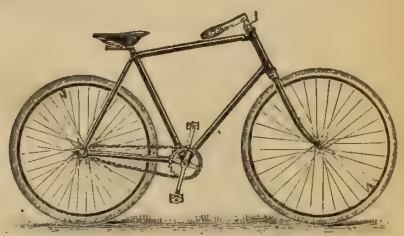
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SWANSEA
Near Toronto
MANUFACTURERS OF
CARRIAGE, MACHINE AND TRACK BOLTS
Spikes Coach Screws Rivets
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THEILE & QUACK
ELBERFELD, GERMANY
Fine POCKET CUTLERY
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From all . . . . Wholesale Dealers.
Quality unsurpassed
LAMPLOUGH & McNAUGHTON
Agents for Canada
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Heating Appliances
FOR SALE
We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office. . . . . .
HARDWARE AND METAL
TORONTO

THE BEST
is the cheapest in
BRUSHES as well as in all other goods that
ARE MADE
by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made BY
MEAKINS & CO., MONTREAL
313 St. Paul St.
Also Meakins & Sons, Hamilton, Ont.

Alexander Macpherson & Son
GENERAL SHELF AND HEAVY HARDWARE
Cutlery, Sleigh Bells, Skates
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SPRITE CYCLES
LEAD FOR LOW PRICES
QUALITY
FINISH
CATALOGUE UPON APPLICATION
PRICES
CUSHION TIRES FROM £5 8 0
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At works, London, Eng. Packed in crates free

SPRITE CYCLE CO.,
Steam Cycle Works
BLOOMSBURY, London, W.C

JOHN LUCAS & CO.'S
Imperial French Green
This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.
BEWARE OF COUNTERFEITS

BRUSHES
BRUSHES
WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**
Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE regular monthly meeting of the Master Plumbers' Association of Toronto will be held at 8 p.m. on Monday, Dec. 23, in room No. 2 Y. M. C. A. building, corner Yonge and McGill streets. The secretary is anxious that the meeting shall be a full one, and all members are therefore requested to make it a point to be present. For the past few months the association has been in a comatose state, but now that there is a temporary lull in trade, it is hoped that the society will take unto itself new life, and grow in strength and influence.

As set forth in these columns before, our plumbers, if they work together with a will, can right many hardships under which the trade labors. Besides, the individual members, by the interchange of ideas, can often be of mutual assistance to one another.

And another thing is to be thought of, and that is this: Toronto plumbers are looked to by the trade all over Western Canada, they being taken as ensamples by outsiders generally.

* * *

A GENTLE SLAP AT THE TRADE.

A subscriber in Flushing sends us a postal card which he received from one of his customers. It is so decidedly original that we publish it as follows:

"DEAR SIR,—Please send a man to repair leak in our refrigerator. Tell him to bring the solder so that he will not have to come twice."

Once and awhile—ever and anon, etc.—our trade is the recipient of a friendly little touch, as it were, in this manner. There is, however, more truth than poetry contained in the "Please bring the solder." When an order is given so explicitly as the above our tradesmen should carry such tools and materials as they believe will be required. The sending of the boy back to shop for pliers, putty or nails is an old worn-out chestnut. "Please bring the solder" is a good business maxim to remember.—Plumbers' Trade Journal.

* * *

HARD ON THE PLUMBER.

A rather peculiar case was that of Wm. McAdam against F. D. Shallow, tried before the Recorder, says The Montreal Gazette. McAdam, who is a plumber, employed with John Burns & Co., while in the prosecution of his calling, had occasion to do some work at Mr. Shallow's house. While there he made the acquaintance of the housemaid in Mr. Shallow's service, which acquaintance ripened into friendship, and led to the young man paying subsequent visits to the house. On Sunday last, after seeing the young maid home from church, McAdam went with her into the kitchen to spend a few moments there. The girl had occasion to go up-stairs, leaving him sitting by the stove, and, while she was away, Mr. Shallow had occasion to go down to look after the furnace fires. The kitchen was dark and he did not discover McAdam until a movement by the stove attracted his attention, and then, thinking there were burglars in the house, he asked the young man if he was a robber. McAdam explained that he had come in at the invitation of the maid, and that his intentions were good. He was ordered to leave, the proprietor telling his wife to ring for the guardians of the peace. Ultimately, the incident led to Mr. Shallow kicking the young man out of the house.

The plaintiff's lawyer argued that Mr. Shallow's action was unjustifiable, that McAdam was visiting the servant and that she had a right to receive callers in the kitchen.

His Honor decided that Mr. Shallow, as master of the house, had authority over his servant, and that she should have had his permission before receiving the young man as a visitor. The Recorder also held that Mr. Shallow had a perfect right to use force, if he thought it necessary, to expel an intruder. The case was dismissed with costs.

* * *

NEW DRAIN-TESTING MACHINE.

One of the hardest problems confronting the modern scientific plumber has been a satisfactory method of testing the drainage system of an old building or of a new building after the fixtures have been set.

The "water test" is very thorough and complete as far as it goes, but no practicable means has ever been devised for plugging the fixtures themselves and applying the water test, after the fixtures are in position; consequently, even in the best work there remain two or more joints at each fixture which are not subject to a test, and which may or may not be tight, depending upon the skill and carefulness of the workman.

Two methods, namely "the peppermint" and "the smoke test" have been in common use for some time in the United States.

In applying the peppermint test, atmospheric conditions, moisture, dryness and currents will nullify it entirely in time. When a single leak inside of a house is developed the odor of the peppermint is diffused so that it is impossible to discover other defects, and the test is stultified.

The smoke test has many advantages over the peppermint, and a number of smoke machines have been put upon the market within the past few years.

A firm of New York city master plumbers, says Plumbers' Trade Journal, the Rossman & Bracken Co., after having tried all of the former machines, made up their minds that a far better and more reliable method could be devised for testing finished work.

Calling to their aid a member of the architectural profession, who is an expert chemist as well, and who was also deeply intereste l in the subject, they have devised an apparatus which they call the "chemico drain tester."

This machine has been given a thorough trial within the past few months by this firm upon a number of residences, and also a large hospital building, and it is said its workings are most satisfactory.

MYOPIA OR SHORT-SIGHTEDNESS.

Dr. G. Sterling Ryerson, the well-known eye specialist and professor in Trinity Medical College, had an article in The Lancet, which has been reproduced in the leading papers and magazines in the States. It is specially interesting to business men and commercial travelers. He says:

"Myopia being essentially a condition due to abuse of the eye, one is constantly obliged to say 'don't' to patients. It occurs to me that it might be useful to put these prohibitory rules in aphoristic form:

"(1) Don't read in railway trains or in vehicles in motion. (2) Don't read lying down or in a constrained position. (3) Don't read by firelight, moonlight or twilight. (4) Don't read by a flickering gaslight or candlelight. (5) Don't read books printed on thin paper. (6) Don't read books which have no space between the lines. (7) Don't read for more than fifty minutes without stopping, whether the eyes are tired or not. (8) Don't hold the reading close to the eyes. (9) Don't study at night, but in the morning when you are fresh. (10) Don't select your own glasses at the outset.

"It would almost seem as though some of these rules were too obvious to require mention, but practical experience shows that myopes abuse their eyes just in the ways stated. Reading by firelight or by moonlight are favorite sins. Reading lying down tends to increase the strain on the accommodation, and reading while traveling tires the ciliary muscle because of the too frequent adjustment of focus. In short, anything which tends to increase the quantity of blood in the organ favors the increase of the defect, leading in extreme cases to detachment of the retina and blindness."

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

Consignments Stored in Bond

And shipped when sold to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital - - -	$2,000,000.00
Assets, over - -	2,375,000.00
Annual Income -	2,200,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

The

"Dayton"

bicycle

is

the

highest

grade

wheel

on the

market.

See it

and be

convinced.

J. & J. Taylor

TORONTO SAFE WORKS

FACTORY FOR THE FALLS.

The Town Council of Niagara Falls, Ont, has granted R. C. Eldridge, Jas. Barry, J. A. McCrea and Alex. Fraser free water for and exemption from taxation on a factory shortly to be built at that point. These privileges are to extend over a period of ten years. The factory is to be erected on a central site not yet positively decided upon. It will be of stone or brick, two storeys ; main building 120 feet long by 40 feet in width, with two wings, 40 x 40 feet and 40 x 120 respectively ; also another building of considerable size.

The company, which is composed of wealthy local men, will be known as "The Niagara Falls Metal Works Co., Ltd," with an authorized capital of $95,000. Of this amount $75,000 will be paid up—probably all of it.

The product of the factory will be chains and saddlery hardware, and kindred goods. A wood turning department will also probably be added, and eventually a malleable iron plant may be introduced.

It will be, it is said, one of the best equipped factories of the kind on the continent, and although only twenty-five hands are guaranteed on the start, one of the promoters said he would expect to see that number doubled before the factory had been running a month.

Building operations will be commenced at once, if the weather permits, and it is to be entirely completed by May 15th, 1896.

AUTO-PNEUMATIC SIGNAL SYSTEM.

Mr. F. L. Dodson, chief engineer in charge of the construction of the Auto-Pneumatic Railway Signal Service System which is being put on the Toronto, Hamilton and Buffalo Railway at Hamilton, was in Toronto on Thursday. The T. H. & B. is the first railway in Canada to use the system. As its name implies, the Auto-Pneumatic Signal System is worked entirely by air pressure, the force being generated at power stations and forced through ordinary gas pipes to the various signals. In Hamilton nearly five miles of this piping is being used, three miles of which consist of half-inch pipe. The first consideration claimed for the Auto-Pneumatic System is safety, and the second is conservation of time. "In fact," said Mr. Dodson to me, "it is the Auto-Pneumatic System as much as anything else that has made fast traffic possible." Mr. Dodson's home is in Rochester, which is also the headquarters of the company.

You are drawing near to Christmas,
Which brings to you good cheer,
When your uncles, aunts and cousins
Come to end another year.
You gather around the festive board
With turkey, goose and duck
Plum pudding, pastry and mince pies,
And lots of other truck.

—W. Johnston, Sarnia.

THE PEOPLE'S Building and Loan Association

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Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. $3 deposited monthly is estimated to mature a $500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.

Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

We again draw

the attention of the trade to the fact that we have a special department devoted to the manufacture of . . . .

PRIZE CUPS TROPHIES and MEDALS

We have a number of new designs suitable for Curling, Hockey and other winter sports.



No. 1202 -Curling Cup.

If interested write for catalogue illustrating same.

The Toronto Silver Plate Co.

FACTORIES AND SALESROOMS

King Street West, TORONTO, CAN.

E. G. GOODERHAM, - Manager and Sec.-Treas.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

ELZEAR COLLIN, general store, Montmagny, Que., wants to compromise at 15c.

A. Bell & Co., lumber, St. Agathe, Que., have assigned.

R. Scale & Son, undertakers, Montreal, have suspended.

George W. Talbot, general store, Pictou, N.S., has assigned.

J. R. Levasseur, general store, St. Felicite, Que., wants to compromise at 50c.

Henry Cook, cabinet maker, Watford, Ont., has assigned to F. W. Coles.

The creditors of S. R. Parsons, furniture, Montreal, have been called together.

A. J. Davidson, general store, Burnt Church, N.B., offers to compromise at 60c.

Alph. Gaumond, general store, St. Jean de Chaillons, Que., wants to compromise at 25c.

The creditors of H. H. Turcotte, general store, St. Ephrem de Tring, Que., have been called together.

M. McLennan & Co., general store, McLennan, Ont., have assigned to W. H. Plummer, Sault Ste. Marie.

Romeo Prevost has been appointed curator of the general store of J. I. M. Marchand, Pont de Maskinonge, Que.

Minnie Jacobs, general store, Sudbury, Ont., has assigned to R. W. MacCuaig, Ottawa. Creditors meet December 23.

Lefebvre & Taschereau have been appointed curators of the general stores of Alph. Donville and Alph. Gaumond, at St. Jean de Chaillons.

PARTNERSHIPS FORMED AND DISSOLVED.

The Queen Charlotte Oil Co., of Victoria, B.C., has been incorporated.

The Non-Magnetic Asbestos Co. is seeking incorporation, and the Northern Electric and Manufacturing Co. has obtained a charter. Both are of Montreal.

The Hub, Spoke and Bent Goods Mfg. Co., of Sarnia, Ont., seeks incorporation.

Wm. Bolvier and Frank Arnold are proprietors of the Victoria Pipe Co. at Montreal.

Joseph & Hormisdas Etienne are partners in the wholesale leather business as Jos. Etienne & Fils.

Ernest and Wallace McArthur are partners in a planing mill as John McArthur & Sons, Hopewell, N.S.

Napoleon Larue and Arthur Galarneau are partners as Larue & Galarneau, manufacturers of wire fence, at St. Jeanne de Neuville, Que.

Letters patent have been issued incorporating "the Railway Securities Companies, Ltd.," and "the Northern Electric and Manufacturing Co., Ltd."

SALES MADE AND PENDING.

The furniture business of Alex. Glennie, Lancaster, Ont., is for sale.

John Wynn, wagon maker, Brussels, Ont. advertises his business for sale.

The general stock of Isabella Miller, Emsdale, Ont., has been sold at 45c.

The effects of The Sehl-Hastie-Erskine Furniture Co., Victoria, B.C., were sold to L. E. Erb.

CHANGES.

Mrs. J. J. Hunter, crockery, Kingston, Ont., is retiring from business.

Stephen Pierce, general store, Fleming, B.C., has been succeeded by Thos. Elliott.

J. H. Cavanagh, general store, Calgary, N. W. T., has opened up a general store at Rossland, B. C.

Jos. J. Duhamel has been registered proprietor of the carriage business of A. Desrochers, Montreal.

The wife of Chas. Villeneuve has been registered proprietress of the general store of Villeneuve, Freres & Cie, St. Anne de la Perade, Que.

FIRES.

Reame & Co., general store, Staples, Ont., has been burned out.

Robinson & Co., general store, Codrington, Ont., have been burned out.

Mich. McLaughlin, general store and cheese factory, has lost his factory by fire. Partial insurance.

DEATHS.

F. J. Rosar, undertaker, Toronto, is dead.

W. B. Johnson, saw and grist mills, Hemmingford and Barrington, Que., is dead.

MARITIME TRAVELERS.

The fourteenth annual meeting of the Maritime Commercial Travelers' Association was held at Halifax last week. The directors' report shows the association to be in a healthy condition. There was not a death during the year.

The financial statement of the treasurer shows an increase of $1,961.39 in the funds of the association, and that the total resources now amount to $12,384.56. Of this amount $6,484.56 is at interest in banks, and $5,900 in real estate mortgages — $2,400 having been loaned on mortgage during the year under direction of the Board of Trustees.

The following officers were elected for 1896:

President—Frank C. Simson.

Vice-presidents for Nova Scotia—G. A. Woodill, T. A. Cossman, J. P. Wallace, B. Quinan.

Vice-presidents for New Brunswick—G. F. A. Anderson, F. W. G. Brock, A. R. Melrose, Wm. J. Robertson.

Directors—E. Y. Rowland, F. J. Cragg, H. P. Douglas, W. L. Kane, R. F. Merlin, F. W. Moore.

Treasurer—Wm. Robertson.

PRINCESS THEATRE
Tel. 2191.
Toronto
CHRISTMAS WEEK || GRAND SPECIAL ATTRACTION
MR. LEWIS MORRISON
In the following repertoire
FAUST
YORICK'S LOVE
RICHELIEU
PRESENTED WITH SPECIAL SCENERY AND A STRONG CAST
Matinees Xmas Day and Saturday.

PURITANA MILK STERILIZER



A new paying line for hardware dealers. This apparatus (Schulz Patent) **highly recommended by all medical authorities**, is sold by thousands of hardware dealers in Europe, and is being successfully introduced in all other parts of the world. It destroys all gems of disease in milk, and is worth a hundred times its cost to parents in preserving the life and health of their children. List $6.00.
Sole agents for Canada: **Painchaud, Squire & Co., Montreal**

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

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536 TO 542 CRAIG ST., MONTREAL



Ontario Nut Works, Paris

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Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

FOR IRON FENCING BANK AND OFFICE RAILINGS



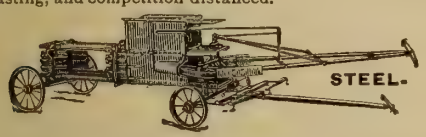
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Toronto Fence and Ornamental Iron Works

73 Adelaide St. W.,
Agents Wanted. **Toronto**

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

RAMSAY'S

Furniture Varnish
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Inside Varnish
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In Handy Cans

IS THE PROPER LINE.

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Alexander Works

White Enamelled inside, red japanned outside, and finely decorated

Meat Cutters

New stock just in.

FROTHINGHAM & WORKMAN
Montreal

THE GREEN GRASS AV OWLD IRELAND.

The green grass av owld Ireland,
Whilst I be far away,
All fresh an' clean an' jewel-green,
It's growin' there to-day.
Oh, it's cleaner, greener growin'—
All the grassy worrld around,
It's greener yet nor any grass
That grows on top o' ground.

The green grass av owld Ireland
Indade, an' balm't 'u'd be
To eyes like mine that drip wid brine
As salty as the sea.
For still the more I'm s'oppin' here,
The more I'm sore to see
The glory av the green grass av owld Ireland.

Ten years ye've paid my airnin's—
I've the l'avin's on the shelf,
Though I be here widout a queen,
An' own meself meself.
I'm comin' over steerage,
But I'm goin' back firrst-class,
Patrolin' av the foremost deck
For firrst sight of the grass.

God bless yez, free Ameriky,
I love yez, dock and shore,
I kem to yez in poverty
That's worstin' me no more.
But most I'm lovin' Erin yet,
Wid all her graves, d' ye see,
By reason av the green grass av owld Ireland.

—James Whitcomb Riley, in Century.

ALL VISITED THE "SUPERIOR."

There is hardly a man or boy in St. John who did not visit the Beaver Line steamer Lake Superior while she was in port. All are interested in the success of St. John as a winter port. The loading of 2,000 sheep was also a new feature there, and attracted a great deal of attention. The Lake Ontario, expected this week, is to load some 80,000 bushels of grain. Many will be anxious to see the elevator in full working order. The steamer had many more passengers than she expected, and a good freight, among which was 1,000 barrels apples, 4,000 boxes cheese, 1,000 boxes smoked herring, 1,000 cases eggs, and a large quantity bacon, butter and lumber.

IRON STOCKS IN CLEVELAND.

The Cleveland Ironmasters' Returns, issued at Middlesbrough, Eng., show an increase in stocks of 4,000 tons for November. There have been previously uninterrupted decreases since April. Production was 245,000 tons, 120,000 tons being Cleveland iron and the remainder hematite, etc. The total stock of Cleveland iron is 271,000 tons. Ninety-three furnaces in blast—one increase. Double the quantity of hematite was shipped compared with October, which accounts for the increase, hematite stocks not counting. The total stocks twelve months since were 200,000 tons.

1875. **COVERT'S** 1895.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St **Montreal**



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

The Saint John Bolt & Nut Works

ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

TRADE MARK J REGISTERED

"JARDINE"

Horseshoe Sharpening Vises

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL

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HESPELER, ONT.

CORPORATE MARK

JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Dec. 20 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley.	
I.C., usual sizes	$5 25
I.X., "	6 50
I.X.X., "	7 75
J. R. & Co.—	
I.C	5 25
I.X	6 50
I.X.Xl	7 70
Raven & P. D. Grades—	
I.C., usual sizes	3 75 4 00
I.X., "	4 75 5 00
I.X.X., "	5 75 6 00
I.XXX., "	6 75 7 00
D.C., 12½x17	3 50 3 75
D.X.	4 50 4 75
D.X.X	5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

	Per lb.	
Cookley Grade—		
X.X., 14x56, 50 sheet bxs " 14x60, " " 14x65, "	0 06	0 06¾

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	
28 "	0 07¼	0 07½

Iron and Steel.

	Base	Price.
Common Bar, per 100 lbs		1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "		2 20
Hoop " "		2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch		0 10½
3-inch		0 13½

Steel Boiler Plate.

¼ inch		2 45
⅛ "		2 35
¾ " and thicker		2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 40
Half polished	2 50	
All bright		3 00

Iron Pipe.

Wrought, ¼, ⅜, 67½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 50 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c..

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs		6 00
" ¼ " "		4 75
" 5-16 " "		4 00
" ⅜ " "		3 75
" 7-16 " "		3 35
" ½ " "		3 25
" 9-16 " "		2 95
" ⅝ " "		2 85
" ¾ " "		2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to 7/8 in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, " "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb		0 21
Spun, per lb		0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks		0 04¾
Part casks		0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb		0 03
Bar, 1 lb		0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon		0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French "	0 05
Marine Black	0 09
" Green	0 09
Chrome "	0 08
French Imperial Green	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt		2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb		
" " 100 lb. drums		
Burnt Sienna, pure, per lb.		0 10
" Umber, " "		0 10
do. raw		0 09
Drop Black, pure		0 09
Chrome Yellows, pure		0 18
Chrome Greens, pure, per lb.		0 12
Golden Ochre		0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal		0 69
Extra " "		0 90
Brown Japan "		0 65
Brown Japan, Turpentine, p.g		0 85
No. 1 Carriage, per gal		1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish		1 30
Oil Shellac		1 40
White Shellac		2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

Barrel lots		0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½ 0 07½

Cod Oil.

Cod Oil, per gal	0 50 0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear		0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blacking (Catchpole's.)

No. 1, Egyptian Blacking 9 00
No. 2, " " 4 50

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, per doz 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz 0 30 0 60
Wine, per doz 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Window. Box Price.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	1 20 to 1 30	2 30 to 2 50	....	....	....
26 to 40	1 40 to 1 45	2 60 to 2 70	....	2 10	....
41 to 50	....	2 90 to 3 10	....	....	....
51 to 60	....	3 20 to 3 40	....	....	....
61 to 70	....	3 50 to 3 80	....	....	....
71 to 80	....	3 80 to 4 05	....	....	....
81 to 85	....	4 65	....	....	....
86 to 90	....	5 45	....	....	....
91 to 95	....	....	....	....	....
96 to 100	....	....	....	....	....
101 to 105	....	....	....	....	....
106 to 110	....	....	....	....	....
111 to 115	....	....	....	....	....

Pilkington.

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 65
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.

1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge—
6 to 10 in., per lb 4 00
12 in. up, per lb 3 00
Per doz. set.
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring 1 00 3 50
" Shepard's Samson 1 20

HOES.

Garden, Mortar, etc.. dis. 60 p.c. 1896 list.
Planter, per doz 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 62½ p.c.
Belt, per 1,000 ..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb 0 30 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am., per gross 1 60 4 75

KNOBS.

Door, japanned and N.P,, per doz 0 85 3 00
Bronze, Berlin, per doz 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 60 per cent.

Lightning, per doz	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz	1 70	4 50

LEMON SQUEEZERS.

Porcelain lined, per doz	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz 2 90 7 50

Cabinet,

Eagle, dis. 40 to 42½ p.c.

Padlock.

English and Am., per doz	0 50	6 00
Scandinavian, "	1 00	2 40

Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz	8 50	10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz	0 42	2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—

Basis—50 to 60 dy	2 50
40 dy	2 55
30 dy	2 60
20, 16, and 12 dy	2 65
10 dy	2 70
8 and 9 dy	2 75
6 and 7 dy	2 90

2. American pattern only—

From 4 to 5 dy	3 10
3 dy (lath)	3 50

3. Canada pattern only—

From 4 to 5 dy	3 00
3 dy (lath)	3 40
3 dy, A.P. fine	4 10

Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American	1 85	3 50

NAIL SETS.

Square, round, and octagon, per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto)	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz	0 00	19 50

Zinc and tin, dis. 50, 50 and 10.

Copper, per doz	1 25	3 50
Brass, "	1 50	3 50

Malleable, dis. 25 per cent.

PAILS.

Galvanized, per doz	2 25	3 30

PENCILS.

Dixon's, per gross	1 00	4 25
" Carpenter	2 25	3 60

PICKS.

Per doz	6 00	9 00

PICTURE NAILS.

Porcelain head, per gross	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz	2 00	5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.

Button's Imitation, per doz	5 00	9 00
German, per doz	0 60	2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz	1 35	2 00

PRUNING SHEARS.

Per doz	4 00	5 50

PULLEYS.

Hothouse, per doz	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set	0 00	0 72
" hollow, per inch	0 00	1 00

PUTTY.

Bladder, per lb		0 01⅞
Tins, lbs	2 50	2 75

RAIL.

Barn door, per foot	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes,	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 60 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz	8 00	18 00
Boker's, "	7 50	11 00
Wade & Butcher's, "	3 60	10 00
Arbenz's, "	9 00	18 00
Theile & Quack's "	7 00	12 00

RAZOR STROPS.

Currier's, per doz	1 25	3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7	9¼
¼, 5-16, ⅜ in	7½	9¾
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set	0 65	1 00
" N.P., per set	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz	4 75	5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

Emery, per quire	0 55	0 90

SASH CORD.

Per lb	0 22	0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs	1 40	1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen	0 40	0 70
"Empire," McMillan & Haynes, per ft	0 00	0 70

Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 40 to 40 and 10 per cent.

Crosscut, Disston's, per ft	0 35	0 55

S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz	3 50	4 50
Door, per doz	8 75	9 00

SCREW DRIVERS.

Sargent's, per doz	0 65	4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.		
" R. H., " dis. 72½ p.c.		
" F. H., brass, dis. 75 p.c.		
" R. H., " dis. 70 p.c.		
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.		
Bench, wood, per doz	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set	0 77	1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz	2 30	2 45
" black	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c,		
Acme	3 00	5 00
Lock, Andrews'	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.

Per lb	0 00	0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz	1 65	2 90

Steel, dis. 10 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized		0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz		1 75
No. 1 stove paste, per gross		9 00
No. 2 "		4 80

STONE.

Washita, per lb	0 28	0 50
Hindostan, "	0 06	0 07
" slips, per lb	0 09	0 09
Labrador	0 00	0 13
" Axe, "	0 00	0 15
Turkey "	0 00	0 50
Arkansas "	0 00	1 50
Water-of-Ayr "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind. per ton	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 p. c.; Zinc, 37½ p.c.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz	1 25	2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz	2 60	

TRAPS.

Steel.

Game, Newhouse, dis. 33½ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, steel, 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz	6 25	9 00

TWINES.

Bag, Russian, per lb		0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon	0 06¾	0 07¼
" Red Cap	0 06½	0 06½
" Prison		0 00

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each	6 00	7 00
Peter Wright's, per lb	0 12	0 13
Pipe, each	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz	4 00	8 50

Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 10 per cent. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]

Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.		
Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points	0 00
Steel Staples	0 00 0 03½

Terms, 60 days, or 2 per cent. in 30 days. Freight prepaid on lots of 500 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 75	1 85

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33⅓ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz		6 00
Burrell's Pipe, each		3 40
Pocket, per doz	1 25	

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Irish Terrier Puppies for Sale—From stock that has won first prizes in leading British and American shows. They are now the fashionable breed in Great Britain. They are the most faithful companions, best watch dogs (the Standard Oil Co. use them exclusively) for they will fight until the last drop of blood in their daring little bodies in defence of their master or his property. No rats can live where they are. They are excellent dogs for the woods, and very fond of the water.

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AND METAL MERCHANT

VOL. VII. TORONTO AND MONTREAL, DECEMBER 28, 1895. No. 52.

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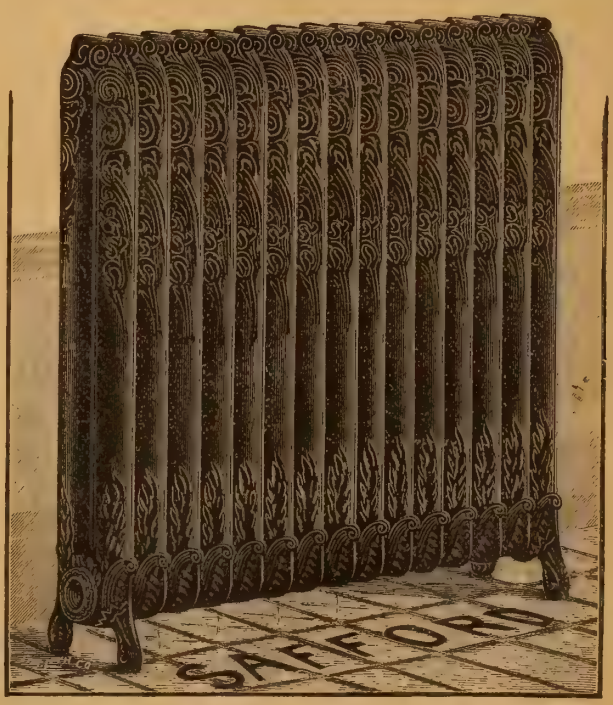
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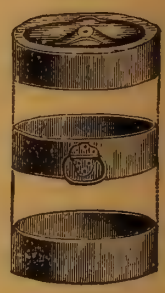
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HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED SHEET AND SPUN METAL TRADES.

Published Weekly **$2.00 a Year**

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J. B. MacLEAN, President. *HUGH C. MacLEAN, Sec.-Treas.*

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THE COACH SCREW IS A SCREW.

A LAG or coach screw is a coach screw once more. This is the decision of the Customs Department.

The readers of HARDWARE AND METAL will remember that some months ago the Department ruled that a coach screw was a bolt.

Importations of coach screws into this country are very small, and up to a few months ago they had been coming in under a duty of 30 per cent. The clause which was deemed to rule this article was paragraph 272, which read :

Screws of iron, steel, brass or other metal, n.o.p., 30 per cent.

It now transpires that the manufacturers in Canada who made coach screws made representations to the Controller of Customs to the effect that coach screws should be placed under paragraph 273, which reads :

Wrought iron, or steel nuts and washers, iron or steel rivets, bolts, with or without threads, nut and bolt and hinge blanks, n.e.s. and "T," and strap hinges, 1c. per lb. and 20 per cent.

Every hardwareman knew that a coach screw was not a bolt, and the trade was naturally indignant.

HARDWARE AND METAL championed the cause of the trade in a series of articles and the daily press of the country reproduced these articles. And so hot did the fusilade become that the appraisers, at a recent meeting, took the matter into their consideration, and, from what we can gather, unanimously decided that clause 272 was the one which properly governed coach screws, and so recommended to the Department. A few days ago the Department concurred in this recommendation, and coach screws now come in at 30 per cent.

It transpires that the higher duty at 1c. per lb. and 20 per cent. was put on by the Customs Department at the solicitation of some, at least, of the home mannfacturers and without the Board of Appraisers being consulted at all.

The manner in which it was put on increased the enormity of the ruling. A coach screw is a screw to all intents and purposes, and men who have spent all their lives in the hardware trade know that it is no more a bolt than is a pop-gun a pistol.

Importations of coach screws into Canada are small. But that does not affect the matter. The making of a coach screw a bolt meant the imposition of a duty of 50 per cent, or 20 per cent. higher than it would have been had it remained a screw.

Not having a practical experience in the hardware trade, the Department may have been honest enough in making the ruling it did, but it was by no means wise. It should not have taken upon itself to rule in the matter. It should have consulted the appraisers, and it is to be hoped that it will be more careful to do so in the future. It is no use for the captain of a vessel to take a pilot on board if he does not use him.

If the present duty of 30 per cent. does not afford sufficient protection to the manufacturer, then by all means let there be a sufficiency, but for goodness sake do not create it by methods that are unreasonable or that will not stand investigation.

The present has not been the first time within the past year that HARDWARE AND METAL has succeeded in inducing the Government to withdraw rulings that we have deemed inimical to the hardware and metal trade of the country, among which may be cited those relating to scythes, bicycle parts, etc., and to lead to the Government sending an official to investigate the drain pipe matter.

THE CUSTOMS CONTROLLERSHIP.

THE Dominion Government appears to have again made one of its periodical unbusinesslike blunders : It has appointed Hon. J. F. Wood to the Controllership of Customs.

Against Mr. Wood personally HARDWARE AND METAL has not a word to say beyond the fact that he is not the man for the position. As far as we are aware, he has made an acceptable Controller of Inland Revenue, and his name has been free from political scandal.

But the Controllership of Inland Revenue and the Controllership of Customs are two different things : the one is a sinecure compared with the other. In the Department of Inland Revenue the practical head and generallisimo is Commissioner Miall; in the Customs Department the Controller is the head de facto. But, granted that equal ability is demanded at the heads of the two departments, that does not alter the fact that the Government has made a blunder in this, its latest appointment.

Controlling briefs and not business is Mr. Wood's fort.

The Customs Department is a strictly commercial branch of the governmental system, and the exigencies of the case demand, and the business interests of the country have demanded, that its head shall be a practical business man. But right in the face of this the Cabinet has placed in charge a lawyer. Verily, how doth the partisan ignore business material, either in constructing or reconstructing Cabinets !

Scarcely would the Government appoint a counter-jumper as the commandant of a revenue cutter or a business man to the Chief Justiceship of the Supreme Court. But it is certainly putting a round peg into a square hole when a lawyer is deputed to do the work that can only be performed satisfactorily by a business man pure and simple.

It is quite clear that the mercantile interests of the country can receive no recognition from the present Cabinet. And not only from the present, but probably from all others, until the merchants of this country present a more united front than they now do.

Let by all means lawyers be appointed to

Government positions both in and out of the Cabinet, where proficiency in legal lore is essential, but the business interests demand that practical business men, and not lawyers, shall be appointed to offices purely commercial in their character. But the present Cabinet appears to be so lacking in common sense that we even despair of a solid phalanx of business men being able to knock sense into it. A surgeon at any rate would first need to perform an operation before sense could be injected into their official craniums.

THE CASH SYSTEM.

BY SCOTT MACKERROW.

WITH the closing of the year we are prone to form good resolutions. Spiritually, morally, physically and commercially we resolve; and generally with the same ease we break our vows, and go along in the same old rut as before. 'Tis the divine within us which causes us to make the resolutions; but while the spirit is willing the flesh truly is weak, and the breaking of the vows decreases our powers of resistance for the future.

With the experiences of the past year, many hardwaremen will consider seriously the commercial outlook, will hope and seek earnestly for a solution of, and deliverance from, the burdens of the credit system. Some will decide upon retrenchment. Some will consider a cash business hopelessly beyond them. Some, upon the impulse of the moment, will adopt the cash system, as the basis of future business, (but, like "seed sown among thorns," the hot sun of the difficulty of its successful introduction will soon cause them to "wither away,") while others will give "cash system" the careful consideration it demands, count the cost, risk their financial existence upon it, and with unflinching determination carry it to a successful issue.

But is the cash system practicable? If I ask this question in an agricultural district, the answer is No! But it would be in a town or city where mechanics are the consumers. If I reverse it and ask the towns, I am again answered in the negative, while the country is suggested as the best field for its successful adoption.

But is it practicable? I say yes! For I know that Clinton, Ont., has ten stores at least which are carrying on a successful cash business, and this town does a purely agricultural trade. There are many other towns wherein "cash only" is being introduced successfully.

In speaking to Mr. Stacey, of the Stacey Hardware Co., St. Thomas, the other day, I asked: "Why can you not do a strictly cash business?" And he replied: "This ought to be a cash town, as our trade is done almost altogether with mechanics, but they seem to have been educated differently, and this month's salary is used to pay last month's debts; and while many draw good wages, many are living on next month's pay. Thus, whenever railway business is slack, and they are laid off, we have to carry them till next pay day, and very often we are nipped, for, at times they, like Arabs, silently fold their tents at night and flee away."

These are the days of small profits and quick returns; everybody finds us doing business on closer margins, making us less able to afford to lose, by bad debts, than in the days of big profits. A loss to-day means the profit on a large amount of business, and now everything must count if we would be successful.

There are several things the departmental stores have taught us, viz.: that the cash business can be done successfully and on much smaller margins; that the public can always get the money, if the price is low enough; that cash business is simply a matter of education.

Taylor & Sons, boots and shoes, Clinton, have, to my mind, the most methodical and successfully organized cash business of any country town. I introduced myself and mission to Mr. Taylor some time ago, and the following is the substance of Mr. Taylor's remarks: "We had for some time contemplated the adoption of the cash system, but, fearing as to the results, we deferred so doing, thinking that our customers would be offended and leave us. One day, having purchased a bankrupt stock of boots and shoes, we issued a circular stating that we would sell for cash only these goods at very low prices. The goods went fast, and I was surprised that very few asked for 'time.' I reasoned, therefore, that if buyers could find money in special cases they could at all times, if prices were sufficiently low. I, therefore, got out the following circular:

TO OUR PATRONS:

We have now been in business for nearly twenty years, and have long felt the necessity for a change in the method of doing business, with reference to the present credit system.

We have had the matter under consideration for some time, and during the past two weeks have asked the opinions of as many of our credit customers as could be seen, and their almost unanimous verdict has been that if we would lower our prices to a cash basis they would be thoroughly in favor of the change.

On the first day of February next we take stock, and have decided on and after that date to close our books and carry on our business

ON A STRICTLY CASH BASIS.

The inducements we will offer to the cash buyer, in contrast to the old credit prices, will be so apparent that we are satisfied the change will be appreciated by all. The credit system is a great injustice to the cash buyer, as all the expenses of running a credit business have to be considered when marking goods. For example, in our business:

Cost of stationery, postage, etc., one year.....$100
One man's time taking care of books..... 400
Losses from bad debts 200
Interest on $5,000 in ledger, at 8 per cent.
bank interest..... ..... 400—$1,100

This amount with the cash system will all be saved, and thus enable us to lower our prices as stated above. When you can get your goods at least 10 per cent. cheaper it will pay you to borrow money, if necessary, for a short time, for 10 per cent. reduction in the price of goods means a saving of at least 15 per cent. per annum on the yearly account.

Try buying boots and shoes for cash for one year, at cash prices, and then contrast the saving you will make with the old credit system, and we are satisfied you will not wish to return to the old prices and old style of doing business.

Try buying boots and shoes for cash and there will be no possibility of your having to pay your neighbor's bad debts.

"We have what is called an approbation fyle properly indexed, and in this way, when goods are sent out for approval, the account runs for a week or ten days, but never later. And as our losses last year amounted to $1.75, we don't feel bad. We have sold for cash for three years, and if I could not continue so, I would quit business before I would return to the old credit system. With the hardware trade, where contract and roofing work is a branch in connection therewith, a certain amount of booking is necessary; or, when a jobbing trade with blacksmiths, builders and mills is done, a certian amount of credit must be given. But as thirty days is considered cash, these accounts could be confined to that time, and thus be consistent with the spirit of a strictly cash business. 'But,' you say, 'many men have tried the cash business, and, having failed to carry it out, are in a worse position than before.'"

"Too true, but that need not be your case; you know what the Good Book says about 'He that putteth his hand to the plow, etc.'"

In speaking of the fast Atlantic line Sir William Hawthorne made the following significant statement, viz.: "If Canada cannot have the fastest and best service she may at least save her money. A competitive steamship enterprise does not differ materially from a competitive railway, hotel or manufacturing enterprise, in which inferiority means ruin. There are too many people who have not the courage to do such things well, and this is the cause of most failures. It is folly to swallow an anchor and stick at the tail. It is folly to spoil the ship for want of a ha'puth of tar."

The introduction of the cash system means the revolutionizing of your whole business. Therefore, don't start it till you have fully decided to put your future business in the balance, and "sink or swim." Abide by the result. The public will test the sincerity of the venture; if you stand firm you will gain their respect, and, having so done, their trade will shortly follow. If you put all your tact, energy and perseverance into the new move, and clearly demonstrate (by taking them into your confidence and explaining matters) that it is to their advantage to help you, you will soon secure their co-operation. The cash system in your business means less capital, less anxiety, less expense, no losses and less work.

The cash system is the system of the future. It puts you in the best position to buy goods; your position is unequalled for selling goods. If you would advance with the times adopt it. But unless you are willing to stand or fall by it, and be like the laws of the Medes and Persians, which changeth not, you had better stay in the old rut.

CHISELS AND DRAWING KNIVES DEARER.

UNSATISFACTORY for some time has been the condition of the chisel and drawing knife trade in the United States. The particular cause of the trouble was the low and irregular prices ruling.

With a view to remedying matters the manufacturers have had several meetings, and these meetings have at last borne fruit, an agreement having been reached whereby it is expected better prices will be obtained; some of the discounts that were extreme have been withdrawn and the price advanced to 75 and 10 and 10 per cent.

The advances, it is thought, will not affect the Canadian market materially, the quantity of tools of the description coming into the country being small. We have three or four factories making chisels and an equal number making draw knives. The home-made chisels are both cheaper and better than the article produced in the United States. In draw knives some lines are as cheap, while some are rather dearer than the American.

The greater proportion of the chisels handled by the wholesale trade are home-made. HARDWARE AND METAL knows one large house that has imported none from the United States during the past year. As the Canadian market is so well supplied by the home manufacturer importers who have been spoken to regarding the matter are of the opinion that the Americans will have little or no chance of getting their goods in here at the higher prices.

HE TOOK TO HARDWARE.

By PAUL GIMLET.

ON the first day of March, in the year of our Lord 1895, an addition was made to the firm in the form of a partner who formerly was in the dry goods business, and who knew as much about hardware as the average hardware clerk knows about the ins and outs of the frills and furbelows of the female garb or the stove artist knows of cretonnes. He wasn't green by any means on how to sell goods, but as to what he was selling, he hadn't the faintest idea of its uses, its comparative value nor its technical nor its every-day farm hand name. He was a gem at selling dry goods, and knew the people, but when he tried to impress a mill hand with the qualities of sash weights as bearing metal he was out of his limit. He couldn't sell "Copper's Spooneriine" without being quietly laughed at by the customer.

"What the deuce," he said one day, "is that babbit for anyhow?" And when he was told that it was for boxing he grunted as if he understood the idea, but later wanted to know "what the deuce you mean by 'boxing' anyhow?" He sends locks to contractors without screws or escutcheons and supplies mortice locks with rim knobs, but these little things don't disturb his peace of mind half as much as when lifting a keg of nails into a waggon "to get his hand in" he skinned two fingers.

"Is that the usual thing in hardware?" he asked, "or is it just awkwardness?" Awkwardness justly got the decision.

Then he was wrathy when he found $2.50 for nails didn't mean $2.50 for all sizes.

"Base price, old man," said the other member of the firm "is a price to figure from, and if you take a look at the lists you will soon see into it." Glass broke his heart. "First break to tenth break be d—d," he remarked.

A hardware invoice filled him with wonder and dismay. "Seventy and ten, thirty-three and a third and ten and ten, sixty-seven and a half, fifty-two and a half and seven and a half," he said. "What in the name of heaven makes them make out invoices like that? Fifty-five and five, fifteen, eighty and twenty, seventy-five and ten and five. Why the deuce don't they put it down in decent plain every-day English? I'd like to be an invoice clerk in a hardware house, I'd earn my salary, I bet. A man would need the memory of a god and the education of a professor of mathematics to wrestle from morning till night with 57½'s and 32½'s and double-barreled, double-jointed, ungovernable, eternally changeable discounts and ¼c. per 100 lbs. added for brads and ⅛c. for this and ½c. for that. It's enough to drive a man to drink to read it." In this strain the first few invoices were criticised, but time tempers all things. And Mr. Dry Goods Man began to know the discounts and to see the error of his way. Now 75, 10 and 5 rolls off his lips as neatly as blue serge suits for $16 used to emerge from the same source. He knows that 10-dy. nails are about 3 inches long, and that twist drill bits are used for boring iron or steel; that wire nails, wire, and screws go by gauges. He knows a screw driver bit from a countersink, but occasionally runs up against a small-sized snag if someone asks for asbestos or soapstone packing, or rail screws, or cold sheets. It is strongly suspected that he doesn't know a smooth plane or a jack plane from a fore plane, and there are difficulties yet to be unearthed in the carpenters' tool department.

It's a good man can sell bull rings for harness rings, but he has tried it—and failed—miserably. A farmer gave him a lecture one day last week on the dangers of selling linseed oil. "Remember," he said, "never," (and he accented the never), "never give a man boiled oil for raw when he specially asks for raw, for boiled oil will kill a horse if it is used for medicine, whilst raw is the clean cheese, so to speak, and you are liable to a heavy fine if you cause a horse's death this way."

Have you ever noted the little errors a man will make? The simple little things which are to you the tamest, oldest chestnuts are to him mysteries unfathomable, at least unfathomable with nothing but his inventive faculties to fathom with. It's a nice business, this hardware, and a good job for us that every farmer isn't quite sure he could run a hardware store. Let us encourage them all to start in groceries or something else than hardware. We have plenty in it, and they are getting so thick that if a place has 200 inhabitants it has its thoroughly equipped hardware, where catalogues enable them to fill big orders with two days' notice. That's where dry goods gets the bulge—on catalogues.

HALIFAX TRADE GOSSIP.

THE Waterous Engine Works Co. have put in a new band saw mill at Ellershouse, about nine miles from Halifax, for T. G. McMullen. It has been tested and works very satisfactorily. The same company is constructing engines for a coal elevator for the People's Heat and Light Co. of Halifax.

Part of the new electric street railway at Halifax will be in operation by January 1st. The big engine for the company, manufactured by the Robb Engineering Co., has arrived from Amherst, and is being put in position. It is a fine piece of work. The passenger cars are being built by the Rhodes-Curry Co., of Amherst. This company has just completed a handsome passenger car for the Coast Railway Co.

The trade is enjoying the usual holiday dulness. Complaints, however, are few and far between.

WESTERN TRAVELERS.

President Dillon was in the chair at the annual meeting of the Western Ontario Travelers' Association, held in London on Saturday afternoon, and other members present were Messrs. Alf. Robinson, secretary; P. J. Conroy, R. C. Struthers, W. E. R. Eardley, Robt. Tait, W. H. Escott, R. R. Golding, W. S. Case, H. B. Callander, A. S. Tassie, Dan. MacKenzie, J. M. Logan, H. Line, Wm. Mayo, George Axton and A. B. Greer.

A proposition to make it incumbent upon all beneficiaries to give notice of claims within six months after the same become due was defeated.

A notice of motion by Mr. Crabb to raise the mortuary benefits of members of eight years' standing and over from $700 to $800 was lost.

A motion by Mr. Tassie, seconded by Mr. Logan, to do away with proxy voting, except at elections, was discussed at length, and finally was dropped by the mover, who promised to bring the matter up at a later date.

Mr. Tait moved, seconded by Mr. Conroy, that $150 be placed to the credit of the board for benevolent purposes. Agreed.

DROPS FROM THE EDITOR'S PEN.

The great merchant is the fruit of the great boy.

—

Business is a race. What speed did you develop during the year?

—

An advertisement is to the business what breath is to the body—life giving.

—

May your new year be fraught with enlarged business, good profits and a healthy body.

—

He who is careless about the little things in the store cannot be careful about the big things.

—

It is not so much education as energy and common sense that makes men successful in business.

—

Smiles for customers and frowns for clerks is a mixture that debilitates instead of tones business.

—

Stores that have not a holiday appearance can scarcely expect to get much of the holiday trade.

—

The measure of your happiness during the New Year will greatly depend on your own exertion.

—

There is one thing about the average traveler: When orders are small it is not usually his fault.

—

The "drummer" may be a traveler, but the average one is a "stayer" when he is after business.

—

The trade paper is a text book to the young man who aims to make himself proficient in business.

—

When a merchant gets down to bed rock he has sometimes started the foundation of a towering business.

—

He who has push, pluck and purpose, need have no fear that he will be shaken down among the small potatoes.

—

When you turn over a new leaf at midnight on Tuesday fasten down the old page so that it cannot be turned back again.

—

Merchants who undertake to help other people up hill should ascertain first whether they are able to undertake the task.

—

If some men had looked as earnestly for work as they did for liquor they would now be rolling in affluence instead of in the gutter.

—

Many less bankrupts would there be every year were the ambition of those launching into business seasoned with a little more foresight.

—

If we could only get some of our bright commercial travelers into our municipal councils and halls of Parliament, many of the old fogies that are now in these representative institutions would be compelled to go on the road to obscurity.

—

Clerks who shirk their duty because their efforts are not appreciated by unreasonable employers fail to recognize what they owe to themselves.

—

There is one great difference between an advertiser and his advertisement: the one is no more after a few years, while the other lives forever.

—

There are plenty of people sighing for municipal honors, but many of the men for whom the people are sighing respond not to their importunity.

—

What a lot of work the politicians are doing for their respective parties these days, and what a lot of work for the business interests of the country they are leaving undone!

—

It is possible that ideas too large for one store will be too small to keep alive another place of business into which the possessor of the ideas has moved.

—

Cleveland's doctrine is more likely to cleave the land of the Stars and Stripes in twain than to sever the British lion from its purpose in Venezuela.

—

Merchants or clerks who gamble may win money, but they are as sure to lose all chances of success in life as is the maple to lose its foliage in November.

Nearly every community of merchants believe in business men's associations, but, like religion, they will never get the desideratum until they reach out to possess it.

—

The merchant of Allegheny have organized against dead beats. If the membership is composed of live members, some at least of the beats will be dead before long.

—

The baking business has become so hot in London that the price of bread has been dropped to four cents per loaf, and instead of decreasing it has rather increased the heat.

—

If the late President Monroe could be interviewed it is quite likely he would repudiate President Cleveland's interpretation of the doctrine that bears his (Monroe's) name.

—

The ice fortress that is being built at Quebec is not for the purpose of freezing out the Yankees. It is rather an outward sign of an inward desire that our quarrelsome cousins should come and enjoy the carnival.

IT REFERRED TO HIMSELF.

Editor Trade Paper (day after Christmas)—Mack, I see you have written no less than three paragraphs about the cut nail market, and the third and last reads: "The effect of the holiday season is naturally being felt." Do you refer to the market or yourself?

Assistant Editor—Blamed (hic) if I know. Guess (hic) self.

Editor—Just what I thought.

PRACTICAL PUBLICITY.

BY NATH'L C. FOWLER, JR.

No. 2.

CROCKERY

If you want to buy china, crockery or glassware, go to the store of JOHN SMITH.

Lamps, and all kinds of lamp goods.

JOHN SMITH,

656 Blank Street.

The above advertisement is above the average. It has the effectiveness of brevity, and the headline is large enough to be readily seen by would-be crockery buyers. I criticize it because it advertises four classes of goods, and does not present any specialty or any one article in particular. Half the possible crockery buyers don't realize they need crockery until their attention is called to some particular crockery article they are short of. If the housewife is out of tumblers, she is not impressed with an advertisement speaking of crockery, china, glassware, and lamps. To sell her tumblers, it is necessary to bring tumblers vividly before her. The advertisement of teacups, and nothing else, will make her look at the teacups to see if she is short, and if she is, she is liable to buy some of the man who was kind enough to call her attention to the deficiency. The advertiser need have no fear that if he advertises one particular article folks desiring other articles will ignore his store. The principal object of advertising is to get people into the store. The goods and salesmen must make the sale. Advertising of one thing at a time will bring people into the store, as well as to sell the article advertised, and other articles. Advertise lamps one day, some particular class of crockery the next, china tea-sets the next, the next day speak of tumblers, and so on, one thing at a time, and a new advertisement every time. I rewrite the advertisement, illustrating the one-idea method of successful publicity.

Tea Cups

You had two kinds on the table yesterday—too bad when we have cups and saucers at 10 cents that look well with any set.

JOHN SMITH

656 Blank Street.

IVORY.

THERE was a time, says The Engineer, and that not so long ago, when the Sheffield firms who used up a great deal of ivory in their industries for hafting cutlery and other purposes had serious misgivings about the length of time they would be able to obtain supplies from Africa. At that period one local firm alone required annually a weight of ivory which represented 800 elephants. Other manufacturers in the town required nearly as much, and when ivory began to be more freely used than ever by pianoforte makers and other people, the fear that the supply would not meet the demand became accentuated. It was then that ingenious persons turned toward the production of substitutes in xylonite, celluloid, and other inventions. Some of these have been brought to a wonderful state of perfection, so much so that even an expert requires "all his eyes" to detect the difference between scales of ivory and some of its imitations. As for the non-expert, he is entirely out of it, and when he purchases ivory-handled cutlery has to rely upon the good name of the maker and the merchant to see that he gets it. Of late years, however, the remarkable development of Central Africa has opened up new fields from which to draw what Europe and America require in their trades. The most important of these sources is undoubtedly the Congo State. The British consul at Antwerp has recently sent home a report which brings out pretty clearly the enormous advance of Belgian business in ivory. For years London and Liverpool have been the great entrepots for that article. Latterly, however, Antwerp, through its regular communications between Belgium and the African Coast, has fairly outdistanced Liverpool, and bids fair soon to rival London itself. In 1888 the ivory imported from the Congo State weighed 6,400 kg. In 1889 the weight bounded up to 46,600 kg.; in 1892 it had increased to 118,000 kg.; in 1893 to 224,000, and in 1894 to 264,500 kg. For the seven years the total weight was 796½ tons, valued at $3,500,000. But the present year, so far as it has gone, promises to show a still more extraordinary growth in the business. For the eight months ending September, the ivory imports reached 514,485, against 264,500 kg. for the whole of last year. Thus it will be seen that in two-thirds of the year the ivory trade from the Congo State to Antwerp has just about doubled the entire exports for the whole of 1894. In that year there were 376 tons catalogued in the London sales, while only 186 were offered at Antwerp. This year, however, only 249 tons were offered in London, while Antwerp has 203 tons, without including the recent sales, from which no figures are as yet available. Antwerp has an ivory business dating as far back as 1546, which was carried on by the Spaniards in those days, and was of some considerable importance in the sixteenth century, but it gradually languished and finally disappeared. The opening up of the Congo tells of its revival, successfully accomplished by a company named the Upper Congo Co., who, says the British Consul, have established the trade at Antwerp on so firm a basis that this town now bids fair to become the first ivory market of Europe—that is to say, if elephants hold out.

The Paint That Paints Most



The idea that paint at 75c., 90c. or $1.00 per gallon must be cheaper than higher-priced paint is all wrong. Some paint that is sold in this market would be dear at any price. The cost per gallon does not determine the cheapness of paint. Its value must be estimated by the amount of work it does, how well it does it, and how long it will last. Judged in this way the cheapest paint made here or any place else is **The Sherwin-Williams Paint.** It is made to cover well. It is made to look well. It is made to wear well. Our price of $1.20 per gallon is not high for **good** paint, the only reason it seems high here is that the Best Paint has not been made here before. Our price in Canada for The Sherwin-Williams Paint is the same as it is sold at in the United States, where hundreds of thousands of gallons of it are sold every year, and it is estimated there as the cheapest paint, because it gives most for the money.

WALTER H. COTTINGHAM & CO.

MANUFACTURERS . . . **MONTREAL**

WELL DONE, EDMONTON!

The Edmonton correspondent of The Winnipeg Free Press says:

Edmonton now contains two wholesale grocery stores, two banks, two printing offices, two hardware stores, six general stores, one grocery and feed, one flour and feed, two bakeries, three confectioneries, two gents' furnishings, two tailors, two saddlers, three grain-ware houses, four fur dealers, two millinery and fancy goods, two dry and fancy goods, three stationery, two drugs, one sewing machine, one furniture, sewing machine and musical instruments, two watchmakers and jewelers, three agricultural implement dealers, two wholesale liquor stores, three large hotels, four livery stables, three blacksmiths, one brewery, one carriage builder, four butchers, three pork-packing houses, one photographer, post office, telephone system, telegraph, electrical lighting and power company, two tobacconists, one second-hand store, two auctioneers, one dentist, two entertainment halls, one saw and grist mill, with wood-working machinery one sash and door factory, three brick yards, ten coal mines supply coal at from $1.75 to $1.80 per ton delivered. The professions are represented by eight lawyers, six doctors, four professional nurses, and music teachers.

Edmonton is also the great fur emporium of the continent; here are gathered the furs from within the Arctic circle, North Pacific coast, on the west, and as far east as Lake Winnipeg, and south to the international boundary. Last season $250,000 worth of furs were marketed here, besides all that the Hudson's Bay Co. brought in on their own account.

Edmonton has more than doubled its population since incorporation.

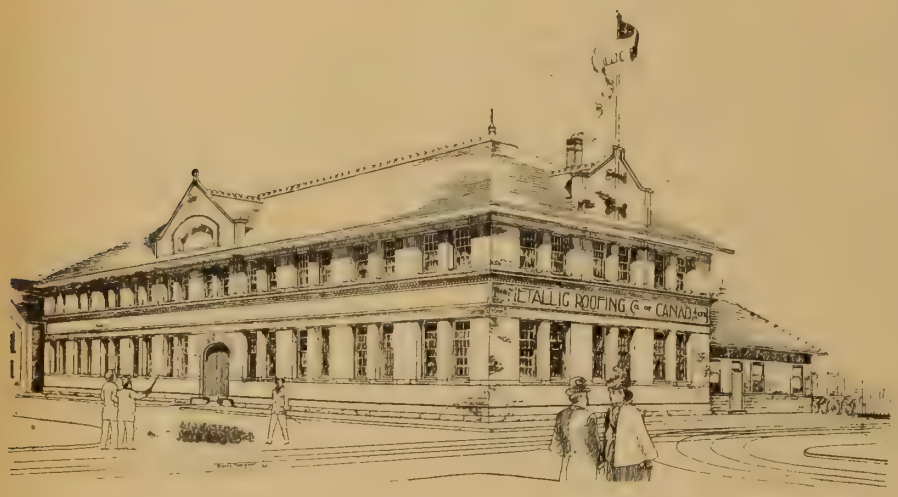
GREENING'S CALENDAR.

The calendar for 1896 gotten up by the B. Greening Wire Co., Ltd., wire manufacturers and metal perforators, Hamilton, Ont., is large and handsome. It contains some information regarding wires which is very valuable to a hardware merchant. For instance, a series of tables showing the following is given: "Size, weight, length and strength of wire." "Weight and strength of wire rope." "Inclined plane." "Transmission of power by wire ropes." "Weight and size of sheet zinc." "Distances between important points by sea and land." The last table points out that "Toronto is 40 miles east of Hamilton" (sic). We presume that anyone desiring a copy of this calendar will be furnished with it on application.

A SIGN OF PROGRESS.

THE accompanying cut is an illustration of the substantial and handsome new factory building, now being erected by the Metallic Roofing Co., at the corner of King and Dufferin streets, Toronto. This new building is a tangible evidence of the progress made by this concern, which, by the way, was the first to start the manufacture of fire-proof steel shingles, siding, lathing and ceiling in Canada, and who now enjoy a large and ever increasing trade from Halifax to Vancouver.

The factory proper, which is two storeys high, with a frontage on Dufferin street of 150 x 50 feet on King street, is built in the most substantial manner, of hard pressed red brick laid in brown mortar, with cut brown stone coursing, window-sills, caps, etc., and is roofed with the "Empire" patent steel shingles, coated with the company's new preservative "Coalite." At the rear of the main building, with a frontage of 50 feet on Dufferin street, there is an annex 150 feet long, substantially built of red brick, while adjoining the main building and fronting on King street there is a handsome office building, 40 x 50 feet, which will be entirely covered, both inside and out, with ornamental embossed steel plates of the company's manufacture, this building being separated from the factory by a new thing in ornamental fire-proof doors, which the company is just placing on the Canadian market, and which only requires to be seen to be appreciated. The heavy machinery will be located on the ground floor, the ceiling of which is no less than 16 feet high. The lighting, ventilating, and sanitary arrangements are most perfect in every respect. The facilities for shipping and receiving goods are very complete, and two railway switches connect with the premises, while street cars will land one right at the door of the office. We understand that the company are expending about $15,000 in erecting the buildings referred to, while they are reserving an additional block of land for extensions in the future.



NEW BICYCLE PEDAL GRIP.

It is understood that Mr. M. Matthews, of Toronto, has applied for a patent on an article which he has invented and calls a "pedal grip." It is intended to be fastened to the shoe sole to facilitate the working of the pedals. It is claimed for the device that it:

(1) Greatly increases the power to apply energy to the machine in ascending steep grades, going against the wind, or over rough, sandy, or muddy roads, the simultaneous use of both pedals, making each crank assist the other and equalize the strain upon the spindle or crank shaft, removing much twist and uneven side strain upon the frame, wheels, sprockets and running gear.

(2) Renders the action more steady and continuous, and keeps the driving part of the belt chain tight, avoiding jerks and jars and consequent noise.

(3) Keeps the weight and work more upon the rear wheel.

(4) Lessens the tendency to slide outwards in describing sharp curves on smooth or slippery tracks or roads, as the pressure is equalized instead of being applied alternately and downwards, which sometimes causes a wobbling or unsteady motion.

(5) Gives more direct muscular control of the machine's motion in acceleration and checking speed, balancing and steering on uneven grounds, in crowds, etc.

(6) Protects the shoe sole, where the chief wear occurs by use of the rat trap or metal pedals so generally preferred by speedy riders.

(7) Allows a straighter and more natural position in riding, with greater diffusion of the exertion over the working muscles of the legs and feet, enabling the rider to rest one set while he uses another.

(8) Does not interfere with the ordinary use of the shoe for walking.

If rel ef from that sore throat is worth five cents to you, invest that amount in B.F.P. cough drops.

SMOKELESS S. S. SPORTING

FOR LONG RANGE GAME SHOOTING

SMOKELESS SS SPORTING POWDER

SMOKELESS EQUALIZED HARDENED WATERPROOFED

HAS NO EQUAL

NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

Extra Hardened, Double-Waterproofed, Reliable, Safe, No Jar, Hard Hitting.

Quick and Strong, With Perfect Combustion

The Favorite Powder.
The Choice of Experts.
The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

Trials by Eley Bros. and "Rod and Gun."

VELOCITIES:

At 21½ yards, 1012·68 feet per second.
" 43 " 872·72 " " "

Far in excess of any other Powder, Nitro or Black.

Pattern 233.
Pads Penetrated (Eley's Special) 30·6.

Pressures 2·17 Tons only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

The New "SMOKELESS (SS) GAME REGISTER"

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE ·303."
For Lee Metford and other Magazine and Sporting Rifles, ·236 to ·315 calibre.

"RIFLEITE ·450."
For Sporting Express and Military Rifles, ·360 to ·577 bore.

(SK) For Rook and Rabbit Rifles of ·230 to 380 bore; also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers The Smokeless Powder Co. Ltd.,
Dashwood House, New Broad Street, London, Eng. Works: Barwick, Herts.

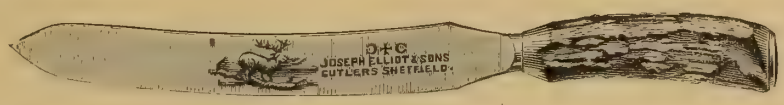
Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St. Montreal.

Every article bearing this trade mark fully warranted J+C Razors, Carvers, Steels, Table Knives, Butchers' Knives, etc.

Dessert and Fruit Sets in Cases. GUARANTEED Fish Carvers, Fish Eaters in Cases.

Joseph Elliot & Sons



Hollis croft, Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best. TORONTO, ONT.

THE CONSUMERS' CORDAGE TROUBLE.

AN interesting judgment was delivered by Chief Justice Sir Alexander Lacoste in the Court of Appeals at Montreal on Thursday.

The judgment rendered dismissed a demurrer to a portion of the respondent's answer to one of the appellant's pleas in the case of the Consumers' Cordage Co., Ltd., defendant in the court below, and Chas. B. Morris, plaintiff in the court below. His Honor stated that Mr. Morris alleged that upon the organization of the company in June, 1890, he was appointed secretary of the company for one year at a salary of $2,000. The salary was increased to $2,500 in 1893, and in January, 1894, he was re-appointed for the ensuing year at the rate of $2.500, payable in monthly instalments.

He continued to act until March, 1895, when the president of the company dispensed with his services on the alleged ground that his appointment had expired on March 14, 1895. He was excluded from his offices. He took out an action for his salary for May, amounting to $208,33 in June last. Similar actions are pending for salary for March and April. The company pleaded that Morris had been dismissed for cause, and that he had signed a number of cheques, 123 in all, together with other officers of the company, to the total amount of $600,000, by means of which the funds of the company were withdrawn from their legitimate objects and paid out to persons to whom the company was not indebted, by means of which a large sum of money was withdrawn from the company, to wit, over $100,000, and charged to the account of Edward M. Fulton in the books of the company; that it was the duty of the respondent, as secretary and director of the appellant, before signing any cheque to satisfy himself that the cheque was for the right and proper purposes of the appellant, and not to permit said Fulton or any other person to overdraw his account, or to withdraw money from the company for purposes other than those of the company, and in signing said cheques and allowing the withdrawal of said money for purposes other than those of the company, the respondent was guilty of conduct which justified the directors in refusing to appoint him for the year beginning 14th March, 1895.

Mr. Morris answered, that he had signed the cheques in the regular course of business, and that if any money was paid, it was to a syndicate composed of John F. Stairs, James W. Waterbury and Edward M. Fulton, with the object of acquiring a large quantity of the capital stock of the company. The amount of the stock was of the face value of $1,500,000. The intention, he pleaded, was to sell it at an enhanced price, and by which Stairs, Waterbury and Fulton would realize a large profit, and that this was done with the knowledge of the board. He also pleaded that the defendants permitted the moneys to be used for the purpose of enabling fictitious purchasers to subscribe to the stock of the said company, of which the syndicate were endeavoring to sell to the public, with the object of making it appear that the stock was in great demand. The company, in a demurrer, contended that Morris had no right to make any such statement.

The Superior Court dismissed the defence en droit and now the court had to pronounce on this appeal. The question which would have to be settled was whether the company had the right to dismiss its secretary for the alleged fault complained of. Naturally, the proof of the consent of the board to Morris' act would influence the court.

In substance the company alleged fraudulent conduct of the secretary, and he answered that his actions were known and approved of by the board. That point would have to be settled. In the meantime the Court of Appeal was unanimously of opinion that Morris had the right to file the plea which he did, and that he had a right to make the allegations, and that it would remain for him to prove them. The judgment of the Superior Court was well founded and was confirmed.

FIVE YEARS' TRADE WITH BRITAIN.

In response to a Senate resolution, the Secretary of the United States Treasury on Tuesday sent to the Senate a statement, showing, during each of the last five years, and for the whole period, the gross amount of imports from the ports of Great Britain and her colonies and dependencies, together with the amount of the exports to such ports. The totals for the whole period of five years are as follows :

United Kingdom imports	$ 800,340,150
Do. exports	1,184,048,634
Bermuda imports	2,222,463
Do. exports	3,620,675
British Honduras imports	902,554
Do. exports	2,050,967
Canada, including Nova Scotia, New Brunswick, Quebec, Ontario, British Columbia, etc., imports	170,184,682
Do. exports	237,760,759
Newfoundland and Labrador imports	2,103,627
Do. exports	7,492,483
British West India imports	67,556,530
Do. exports	42,230,435
British Guiana imports	21,021,262
Do. exports	9,913,067
Hong Kong imports	3,873,663
Do. exports	2,342,235
British India and East Indies imports	110,194,324
Do. exports	18,410 214
British Australia imports	30,635,988
Do. exports	49,471,244
British Africa imports	37,372,725
Do. exports	19,428,824
All other British dependencies, including Aden, Falkland Islands, Malta, etc., imports	9,319,582
Do. exports	2,840,060

An irritating sore throat or cough is a source of unpleasantness both to yourself and friends. A few B.F.P. cough drops (for sale at your grocer's), will end your trouble.

HOW TO AVOID FAILURE.

BY ANDREW B. AGAR.

THERE are a great many causes of failure of more or less importance. The first we shall mention is inexperience. This has been bedfellow to many failures, and more especially in later years, when competition has defied a decent profit to the retailer. Here is the inexperienced man battling for custom against one who has served his time in tapping barrels, rubbing off rust, dusting goods, dressing windows, etc., and knows the points of merit about goods he has to sell. He can tell his customer the price as quick as he can see the article, and sometimes make a sale while inexperience is looking for the cost mark. We don't say that a man without experience must fail. Oh, no! many have succeeded and done well. But, we say, you have a good chance to fail, and would ask if you have had success, how much more successful you would have been with a knowledge of your business to begin with? If you are in the hardware business without experience, we would say: "Be mighty careful." You have no time to spare.

If you are accustomed to a game of poker in the evening, give it up. If a sport, call a halt. If you booze, you had better refuse and get down to business. Spend that time in finding out what kind of a spring is in that lock. How to set and file a cross-cut saw. How many pounds of wire to a rod of fence, etc., and get a little knowledge of your business. If you don't you'll find a lack every time you try to make a sale.

THE INFLATED MAN.

These are not the only kind that fail. What about the man who knows his business and has labored and made it pay, and has become quite confident that he is a successful man? He has his stock all paid for and a bank account waiting for investment. ("Happy man.") He has no thought for the morrow as to what he shall eat, and not so particular as he used to be as to what he shall drink. His business is established and every year brings him in a plenteous livelihood and a nice surplus beyond. He realizes this, and does not take the keen interest in pushing business as he once did. He becomes inflated with the idea that the people are married to his business. He begins to wait on the bloods and let the poorer customers wait on him. He is a man of lofty ambition, as he would judge it, and wants to browse with the upper ten. Of course, being a man of means, he gradually arises to that summit. He has no objection to a glass of ale in order to be one of the crowd. His traveler asks him to have something, and since he's lost the habit of refusing he don't mind a round. Pretty soon Liquor has begun to attend to his business for him, and he becomes head clerk, with Liquor for manager. If you want to be a success in business, or in life, don't tipple, because you're almost sure to topple if you do. It takes a clear head to attend to business properly. And business must be attended to properly to be profitable.

The drinking and gambling practice are a consolation to each other, but not to the hardwareman. They are the cause of neglect to business and finally failure.

There is a very important feature about the hardware which attends almost every line of business, and which may be often traced directly to failure. That is, the credit system. Doing business in this way, (which I am sorry to say is the usual way), a man cannot sit down and figure out

So much for rent.
So much for taxes.
So much for salaries.
So much for insurance.
So much for self support, etc.

and say to himself, I will have to do a business of say $2,000 a month at 20 or 30 per cent. in order to make this business pay. He don't know what business he has to do or at what per cent., because he cannot count his loss nor his cost of collecting. His bad debts are a worry to him, besides the ill-friendships that are made through trying to collect.

FEATURE OF THE CREDIT SYSTEM.

If you are doing a credit business, you will find that your stock is not much larger than your book accounts. This should not be. How many have failed through no other cause than that their stock is in the hands of their customers; and the goods on hand belong to the too liberal wholesaler. He can't pay one because he can't collect the other.

Of course, in the hardware business there is not as good a chance of doing a cash trade exclusively as in other lines, as very many hardware merchants have a plumbing or tinning business in connection, which cannot be run on strictly cash principles, but could be very much improved, while the shop trade could be cash. There will need to be some educating done on this line, which could be done in advertising. Certainly someone has to pay for the bad debts of others if the merchant does not fail, and even if he does fail, the generous wholesaler comes in for his share of it. Men buy goods on credit when, if they had the money in their pocket, they would not buy at the price or in the same quantity, simply because they don't exercise their brains in the matter very fully until they have to pay for it. This may be applied to the retailer and customer. The Customs House gets their spot cash. The hotel-keeper gets his cash. Some others get their cash on sight. Quite a majority don't get their cash. But why not the hardware trade make a bolt for cash and let some other lines of business bear the blunt until they get their eyes open to the important fact that cash is the most honest and best way of doing business? We have known men who made use of their credit in the hardware shop because they were poor until their credit was gone, and they could not buy a cent's worth from any shop without the money in hand. Well, they get along to-day, and pay the cash because they have to. And so could everyone, as far as shop trade is concerned, and be better off a great deal.

The habit some have of buying enough goods to last a year for the sake of an extra 5 per cent., and with the same freight rate perhaps, failing to take the cash discount, is simply "going it blind."

Buy only what you can pay for and take the cash discount every time. It will save you time, money, trouble, insurance from over-stocking, etc.

ADVERTISING.

The advertising of one's business is of growing importance, and each day calls for more of it. If I were in a strange town or city and wanted a line of goods I would not look for the shop with the shabby window, nor with the least in it. Goods are often sold from being seen. Much money has been spent foolishly in advertising. Some have their "ad." the same from year to year. It may have paid for itself the first issue. But it is almost worthless until changed. If you get the people interested in your "ad." they look for a change, and they ought to get it every issue. Advertise in the paper that is read by the greatest number, if rates are reasonable; or more, if your business will stand it. Be sure about the truth of your statement, and see that it is not misleading or deceiving in any way. Place yourself in the position of a customer, and try in on. For instance, "Jones Bros., the cheapest place on earth to buy hardware."

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Cow Ties



OPEN RING, CLOSED RING and WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of Steel throughout. There is no other chain on the market that will compare with these for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other on the market. If you have not tried our Cow Ties, send for sample half dozen. **Prompt shipment of all sizes from stock.**

Manufactured by — Write for Catalogue.

The B. GREENING WIRE CO., Ltd., HAMILTON, ONT.

Eastern Depot, 422 St. Paul Street, Montreal. J. H. Hanson, Agent.

Mr. Jones considers this in the above manner, and says, "Well, no; but we might say, 'Jones Bros., the cheapest place on earth to buy coal oil.'" And be pretty sure that it is as far as you can learn. Always do exactly what you advertise, for if you lose the confidence of your customers through what you have said in your "ad.," it will be hard to regain it. Make your "ad." readable and impressive. For instance:

Let Dogs

delight to bark and bite, for 'tis their nature to, but . . .

Jones Bros.

delight in giving their customers the best price that's going, for 'tis their nature, too.

MRS. POTTS' IRONS FOR 77c.

Don't be above your business, or show an air of independence by standing talking common talk to a "tone" while a poor customer waits to be served. It's a quick way of losing custom, and should be strictly guarded against.

If you are doing a credit business, of course you must do bookkeeping, and a dozen other disagreeable things necessary to that kind of trade, but we want to refer particularly to the importance of keeping your books straight. A merchant may be honest as the sun and yet have a dishonest name through neglecting to credit a customer for money paid on account. We know, of course, that when the balance of account is being settled there is dispute, the merchant believing he is right and also the customer. The merchant may gain the amount of that uncredited payment, but loses his customer, which is the greater loss. And not him only, but the influence he may wield against you.

RECEIPTS.

Receipts don't cost much; get in the habit of giving one when money is paid. It has a tendency to create a confidence in you which should always be sought for. Trade is a peculiar thing. We have known hardwaremen to flourish as the palm tree, and wilt, as it were, with the next day's sun, and scarcely know what happened them. Make friends with your customers, treat them kindly, put yourself about to oblige them, and don't overcharge them when you think you have got them solid. They will find you out sooner or later. Trade drifts with a slight wind, so keep your eye on it. A few more disconnected thoughts and we will have done. Don't go security for your friends or relatives unless you are willing to pay it when the time comes, for many good men have been staggered on account of it. If your business is a partnership affair it is necessary that the closest harmony should prevail. There is no room for a tug-of-war in a partnership business, as it is difficult enough even when pulling together. Be a worker in your business. The people like to see it and to know you are anxious for their trade. Deliver your goods promptly, be it ever so small. Grasp every opportunity to do business where you can make a little, but don't spend a cent's worth of time trying to get change in order that you may get one more cent out of our customer (unless he is a dead-beat).

Keep up to the times as improvement in the different lines goes on. Read your trade journal and get the freshest thoughts abroad. Trust in Providence and keep your powder dry.

NEW CHARTER GRANTED.

Letters patent have been issued incorporating Charles Raymond, John Gilbert Sully, Harriet Sully, Christian Kloepfer and Robert Howie, all of Guelph, under the name of the Raymond Manufacturing Co., of Guelph, Limited, to manufacture and deal in sewing machines, cash registers, bicycles and bicycle supplies, and to carry on the business of iron and brass founders, silver platers and wood-workers, and to acquire the title and business of the Raymond Sewing Machine Co., with a capital of $130,000.

WE HANDLE ONLY THE BEST GRADES OF

Pure Prepared Paints

None better made by any maker in the United States, and we sell at a fair price. . . . . .

Sanderson Pearcy & Co. 61, 63 and 65 Adelaide St. West **Toronto**

SMOKELESS POWDER.

AN interesting lecture was delivered recently in Ottawa by Mr. L. G. Grant-Duff regarding smokeless powder. Referring to cordite, he said that its velocities are irregular, and are said to be rarely, if ever, within the Government's own specifications, in fact, all nitro-glycerine compounds are now well known to be more or less affected by variations in temperature, and cordite is no exception, giving low velocities in cold and high velocities in hot weather, far in excess of the specified limits for service ammunition in the Lee-Metford, which are that the velocities shall not average below 1960 f.s. nor above 2040 f.s., and the average shall not exceed 15 feet. That is the task that cordite has to fulfil. In this respect it is well known that its velocities have varied since its origin to the present moment, to an extent which would have given it much discredit had it been a private manufacture.

"Besides being sensitive to temperature, cordite is a difficult powder to load with any degree of accuracy, and this also tends to increase the irregularity complained of. The dangers attending its manufacture, or rather the manufacture of the necessary nitro-glycerine, are, alas, only too well known, from the numerous explosions that have taken place at the government factory at Waltham Abbey, where it is made. Had these happened at any private factory the outcry against the manufacture could only have ended in the strictest enquiry being made and in a complete stoppage of the manufacture itself. In a hot climate the danger of manufacture, as well as of storage is even greater than in a moderate climate such as England. So much has this become a recognized fact, that the Indian Government has recently returned to England the machinery which was sent out with a view to starting the manufacture there, and at present it seems very uncertain whether they will be able to adopt cordite at all for the Indian army.

"Probably, however, from a shooting point of view, the greatest fault it has is the enormous amount of heat it generates on being fired. So much so was this the case at first, that after firing fifty shots in rapid succession from the magazine rifle, the barrel became so hot that the sights melted and dropped off, about the most serious defect a powder could have, and a defect which, I believe, it is impossible to remedy so long as tri-nitro-cellulose and nitro-glycerine form the base.

"In view of the increasing use of machine guns, such as the Maxim, the importance of a low temperature powder cannot be over-estimated, and we know from the report of experiments recently carried out by two well-known English chemists, Mr. W. McNab and Mr. E. Ristori, that cordite and ballistite are the very worst powders in that respect.

"This enormous heat, too, has the further disadvantage of causing the greatest amount of tear and wear on the rifling of the gun, so much so that the maximum life of the magazine rifle when used with cordite is admitted to be 3,000 rounds, and it is well-known that long ere that number are fired the accuracy of shooting is gone. The only one redeeming point that cordite has is its low pressure, being about 10 per cent. lower than the rival powders, in which nitro-glycerine is not used, but there is little merit in that, for so long as the rival powders are not in the habit of bursting the rifles in which they are used, it cannot be said that cordite is a safer powder.

"Had cordite possessed any phenomenal superiority, that superiority would have stood out boldly, overtopping all its rivals, as being the powder which had been adopted for service in the British army, but it is not so, and as you are aware, it was on this very question of cordite that the late Liberal Government came to such unqualified grief, and that Lord Sailsbury rose to the exalted position which he now holds.

"With regard to the smokeless powders in which I am most interested, namely, those of the Smokeless Powder Co., Ltd., of London, their manufactures, 'though I say it as shouldn't,' are second to none. It is, I believe, the only company in Europe, and I rather think I may add, this side of the water too, that has a complete series of smokeless powder for shot guns, for rifles of all sorts, for revolvers, and for mining purposes.

"The Canadian Government has given its views regarding their rifle powder for the Martini-Henry, as conveyed in the following communication from the military authorities, signed by the late Major Prevost, who was superintendent of the arsenal at Quebec: 'I have found a decided superiority in accuracy when firing your smokeless SR powder in the Martini-Henri rifle, using in connection with it the brass rolled service case we manufacture at the Government cartridge factory here. The figures of merit were at 500 yards fully two inches closer than with black powder. I have also noticed a very much reduced recoil from the Martini-Henri rifle. There is also absence of smoke and no fouling of any moment remains in the bore after firing a number of rounds. On the whole there is a decided improvement in the SR powder over the ordinary black powder in Martini ammunition. The sighting with this ammunition is the same as for black powder ammunition, so practice carried out with it would be under identical conditions, except reduced recoil, absence of smoke, and much reduced fouling.'

"These Canadian experiments were carried out during the severity of a Canadian winter, additional evidence that the company's powders stand the extreme cold of Canada as well as the heat of India.

"The advantages obtained are: Absence of smoke; remarkable reduction in recoil; abolition of fouling; reduction of heating of the barrel; reduction in the weight of the cartridge; increased accuracy of shooting.

"The powders, SR and Rifleite 450, are, I believe, the only smokeless powders which armies who have not adopted the new magazine rifles of small calibre can use. By their use the great trouble experienced with recruits in their being 'gun-shy,' i.e., afraid of the recoil and jump of their rifles, is removed. They are also an enormous advantage to a cavalry force, as they enable the soldier to fire with one hand.

"The Smokeless Powder Co.'s products, general characteristics are summed up as follows: Safety in manufacture, transport and storage; safety in use in all classes of firerams; regularity in strength and in velocity; hardness of grain and absence of dust; no objectionable or deleterious gases; not injurious to the metal of barrels; lessened recoil — no jar — no fouling —lessened report — less heating of the barrel — high patterns—high velocity; smokeless by day and flameless by night; unrivalled for rapid-fire magazine rifles and machine guns; stability in all climates; facility by which different varieties of powders are produced for all calibres and classes of firearms."

DID YOU HEAR IT?

THE
CHRISTMAS
BELL

I am a bell, a
Christmas bell,
and when that
day is here, with
joy do I begin to swell;
my voice gets loud and clear.
I can't keep still because I feel
that Christmas feel, you know,
and so with laughter do I peal,
and thrill from top to toe, I
vibrate with pulsations keen
from early morn till night, and
not a thought that's low or
mean can wing its crooked
flight through air that's
penetrated by the sounds of
my rich voice. And that is just
one reason why on Christmas
you rejoice, and feel so good to-
wards everyone; because you see,
just when your petty troubles have
begun to pierce your mortal ken,
my voice comes ringing through
your ears. "Heigho! it's Christmas
time," you say, "Away all doubts and
fears! I keep your hearts in chime.
And so let Christmas reign o'er all,
and with your hearts quite free, come
gather near my silver call and have a
chime
with me."



Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed.

Write for prices.

Works, Smythe Street
St. John, N.B.

HOW TO MAKE THE BUSINESS PAPER PAY THE ADVERTISER.

IN this paper I propose to give some practical advice and suggestions on how to make it pay any way, and how to make it pay better than it ever has paid.

Advertising to-day must be made to pay.

The good of all good is in so handling the good that the good of it does good.

Poor advertising pays poorly—good advertising pays well.

Good goods and poor advertising may be as profitless as bad goods and good advertising.

Unless the quality of the goods and the quality of the advertising harmonize there is no profit in publicity, except that transient profit that no decent man cares about.

The conventional advertisement has a value, although it has looked backward over a quarter of a century.

The selling value of anything is partly in the appearance of it.

Intrinsic value, covered with a bushel basket, is no more salable, and perhaps not so salable, as less value well presented.

A ham sandwich, with a wide, thick table cloth and napkin as big as a towel, with a waiter of immaculate blackness, and a well-set table, is more appetizing than terrapin and game served in a horse trough.

The diamond is not more brilliant than coal before it is polished.

Make the goods look as well as they are, provided they are as well as they look.

Make the advertisement look as well as the goods.

The advertisement which reads :

JOHN SMITH & CO.,
Wholesale Hardware Importers,

may bring Mr. Smith some business, but it will not bring him the business thot is sure to come from an advertisement which advertises what Mr. Smith sells more prominently than Mr. Smith himself.

Mr. Smith is not for sale—that which he makes is for sale.

The buyer cares nothing about Mr. Smith beyond Mr. Smith's reliability and character.

He cares everything about the quality of what Mr. Smith makes.

I do not depreciate the value of keeping Mr. Smith's name before the public, but I do not believe in advertising Mr. Smith to the prejudice of what Mr. Smith makes.

Three-quarters of the advertisement and the largest type should be used in announcing the articles manufactured. Too big type cannot be used—the bigger the better.

Better hit the pocket-book of one man than the feet of a dozen.

One word inside of a man is worth one hundred outside of him.

If you manufacture a dozen articles, don't conspicuously speak of more than one of them at a time, unless you have separate advertisements for each.

No matter what you sell, advertise it, with your name and address as a matter of necessity, but don't place your name at the top of the advertisement in the largest type, followed by a conglomeration of what you make, so mixed up and so insignificant, that one can't separate the wheat from the chaff.

There is no objection to advertising some one article prominently, and, in small type following, speak of the other lines carried.

Let the advertisement have the advantage of always profitable oneness.

Let it appeal to the buyer on some one particular thing, that thing to be changed to another in the next issue of the paper, if you make other things.

If you manufacture a dozen articles, advertise one prominently, with the others very much less prominently ; then the next time advertise another prominently, and the others less prominently, and so on.

Don't say much in your advertisement.

It is not the business of the advertisement to sell goods. It is to assist your salesmen and your catalogue in selling.

It is the business of the advertisement to create correspondence, to interest buyers in your travelers and the goods they carry, so that they will wait to see their samples before giving orders elsewhere, to separate the probable from the possible customers, to bring into your office letters which indicate that certain people desire certain goods, and it is there your business, and the business of your employes, to sell them.

Trade paper advertising would be worth double what it is to the advertiser if the advertiser made his advertisements specify something in particular, not everything in general.

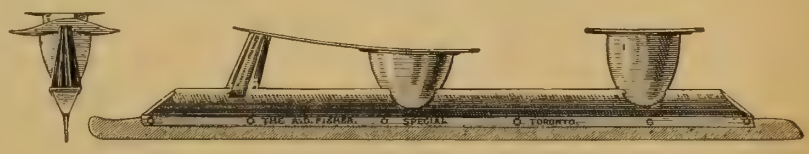
Make one point at a time, and only one.

Advertise prominently the thing for sale, not the seller of it.

—By Nath'l C. Fowler, Jr., Doctor of Publicity.

A NEW RACING SKATE.

The accompanying illustration is a cut of a racing skate handled by M. & L. Samuel, Benjamin & Co. It is said to be strong and fast and altogether just the thing required by a man who wants to develop speed on the ice. The skate is described thus : Blade—



THE NEW RACING SKATE.

1-16, 3-32 or ⅛ of an inch thick ; 14, 15, 16, 17 or 18 inches long, and of the finest imported steel, hardened and tempered ; tube—into which the blade is rivetted and soldered—is a ⅝ equilateral triangle, made of either steel or copper ; toe support is a hollow fluted taper, very strong ; ball support is one piece of copper spun into shape, through which process it becomes hard, and is dovetailed and soldered onto triangle ; heel support is same as ball, only higher, and is either straight or slightly inclined forward ; foot and heel plates are sheet steel rivetted and soldered to skate, and can be either sewn or rivetted to boot ; skates weigh from 12 to 20 ounces per pair.

"Dead Shot Powder"

This well-known powder is becoming more popular every day, as it is easily superior to the best English powder in pattern, penetration and cleanliness.

WILL NOT CAKE ON THE BARRELS.

Canadian Agents

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street — TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Dec. 27, 1895.

HARDWARE.

TRADE during the present week has been slack, as is natural during the holiday season. The houses state that the holiday trade has been better than usual, especially in skates, table cutlery, and lines of a similar nature. Payments have been satisfactory as a whole.

WIRE—Business quiet; prices unchanged. We quote: Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

PLAIN WIRE—Orders for plain wire have been slow, as might be expected, considering the time of year. We quote: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f.o.b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

BRASS WIRE—Demand for brass wire has been fair in jobbing lots. Discounts are figured at 10 per cent. off the list, but some goods go out at 12½ per cent.

ROPE—No change. Business quiet. We quote: Sisal, 7½ to 7¾c.; manilla, 9½ to 10c.

CUT NAILS—The effect of the holiday season is naturally being felt in this as in most other hardware lines. We quote: $2.50 f.o.b. Montreal, with the usual rebate for car lots. In Ontario 10-keg lots are delivered where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—A fairly active demand is noted for these goods. The market shows the following quotations. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A few orders are coming in. Prices have not varied at 55 per cent.

HORSESHOES—A few orders have been coming in. We quote 55 per cent. off list prices.

TACKS—Business quiet. We quote discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1⅛ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

TINWARE — Stove supplies are fairly active, business being conducted at steady prices.

SPORTING GOODS—No changes have been noticed except for fancy cutlery, etc., which naturally feel the influence of the Christmas season.

GREEN WIRE CLOTH—This line shows little action, owing to the fact that stocks have already been placed and have not yet begun to move.

PLUMBERS' SUPPLIES—Orders are coming in freely for supplies on city account. Prices are as before.

SCREWS—Business fair in a jobbing way. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

CEMENT—English cement is active in small way at $2 to $2.25, and we quote Belgian at $2 to $2.10.

METALS.

Business in this line has been exceedingly quiet.

BUILDING PAPER—This shows no change, but prospects are improving.

PIG IRON—The only business we heard of was two lots of Nova Scotian pig iron at $19.

BAR IRON—Orders are being booked by the mills at $1.55.

SHEET STEEL — Dull and unchanged in price; $2.50 to $3.10.

SHEET IRON — A few lots have been moving at $2.25 to $2.50.

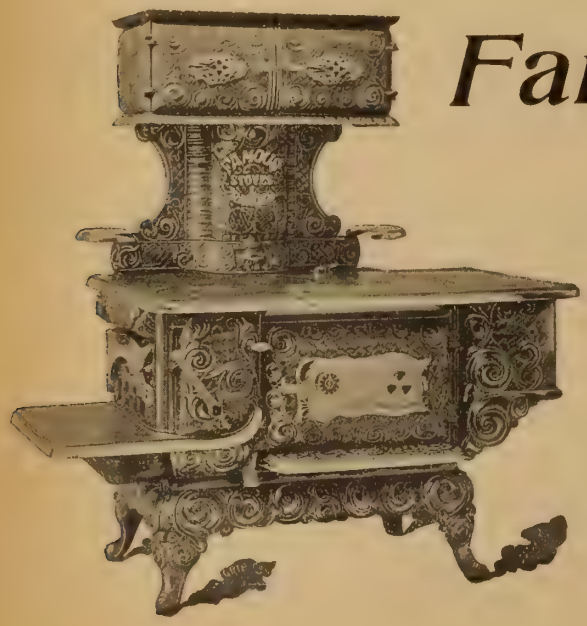
TINNED IRON—Unchanged, at 6 to 7c. per lb.

PIG LEAD — Moderate business. Cable advices dull; 3¼c. per lb.

INGOT TIN—A few lots have been placed at 17c. per hundred pounds.

IRON PIPE—No change has been noticed. Prices rule as before.

BOILER PLATES—67½ to 70 per cent. off list prices.



Famous Active Range

THE HANDSOMEST AND BEST WORKING COOKING APPARATUS MADE IN CANADA

FOR COAL, COKE OR WOOD

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver

TIN PLATES—Quiet, $3 to $3.90 for cokes, and $3.35 for charcoal.

SHEET ZINC — A few lots have been selling at 5c.

PAINTS AND OILS.

LEAD—Business generally dull. Prices unchanged. We repeat last week's figures : Choice brands white lead, Government standard, $5; No. 1, $4.75; No. 2, $4.50; No. 3, $4.25; No. 4, $4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 3¾ to 4¼c.; zinc white, pure, $7.50 ; No. 1, $6.50.

LINSEED OIL — Remain as before at 56c. for raw and 59c. for boiled. Spring delivery can be bought at a couple of cents lower; terms 3 per cent. 30 days.

TURPENTINE—Maintains its market position, selling in single barrel lots at 43c. Terms 3 per cent. 30 days.

GLASS—As in our last quotations glass has realized the advance we predicted at $1.30 for first break.

CHEMICALS, ETC.

Cream tartar shows slight change, having declined to 18c. All other chemicals remain as in our last quotations : Bleaching powder, $2.50 to $2.75 ; bicarb soda, $2.25 to $2.35 ; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., $1.90 to $2; ditto, 70 per cent., $2.15 to $2.40; chlorate of potash, 17½ to 20c.; alum, $1.40 to $1.50; copperas, 75 to 80c.; sulphur flour, $1.75 to $2; ditto roll, $2 to $2.10; sulphate of copper, $4.50 to $5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, $60 to $70 ; soda ash, 48 to 58 per cent., $1.15 to $1.50 ; chip logwood, $2 to $2.50.

ASHES.

The ashes market is without change. We quote : Firsts, $3.70 ; seconds, $3.50, and pearls, $4 65.

ONTARIO MARKETS.

TORONTO, Dec. 27, 1895.

HARDWARE.

AS is natural, of course, trade has this week assumed its holiday quietude, and the staffs of the various wholesale houses are now afforded more time for taking stock. The travelers of most of the jobbing houses do not take up their respective routes until after January 1, after which date an increased volume of trade is naturally expected. The Christmas trade was good, particularly in cutlery, skates, plated ware, etc. Sleigh bells have also been characterized by fair activity. The lamp goods trade, particularly in library and banquet lamps, was good. The demand continues to diminish for building paper.

WIRE—Trade is quiet and featureless. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton ; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—Is still dull. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms : 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—Quantities going out are still small. Discounts remain unchanged at 10½ per cent.

ROPE—Dulness still characterizes this line. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ⅜ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ⅜ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS — There is practically no demand. We quote: Base price, $2.50, Montreal, Toronto, Hamilton and London ; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—The volume of business is still light. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There is a fair seasonable trade doing. Discount is unchanged at 55 per cent.

HORSESHOES — Trade continues fairly good, but no new features have developed. We quote f.o.b. Toronto : Iron, $3.60. Steel, No. 0, 1, 2, $5.60 ; 3, 4, $4.85 assorted, $5 to $5.35 ; toe weight, $5.85.

TACKS—Nothing new to note. We quote : Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto tinned, 57½ per cent. ; B. B. B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent ; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

TINWARE — Trade is being fairly well maintained in this line.

CUTLERY—Trade in the way of special express parcels does not appear to have been running as heavily this season, although business, on the whole, has been generally satisfactory.

SPORTING GOODS—A little ammunition is going out, but otherwise trade is practically at a standstill.

LAMP GOODS—A good trade was done in lamp goods during the Christmas week, but very little business is passing at the moment.

COW TIES — Trade has been moderate only, at from $1.25 to $2.80 per dozen.

GREEN WIRE CLOTH—There is still a little being done in the way of booking orders for future delivery. The price is unchanged at $1.75 per 100 square feet.

CHAIN—Trade is quiet and featureless.

SKATES—Early in the week a good many sorting up lots of skates went out, but since then business has been light.

PLUMBERS' SUPPLIES—Trade is moderate at unchanged prices.

The
"Dayton"
is a
bicycle
built for
wear.——
It is first
in the
"top" class
for
finish
design
and
general riding
qualities.

It will pay all dealers
to investigate fully
regarding this wheel.

J. & J. Taylor

TORONTO SAFE WORKS

SCREWS—Trade continues quiet and featureless. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—Are quiet and unchanged at $26.50 to $27.

TOOLS—Spades and shovels are still being booked for forward delivery.

BUILDING PAPER— There has been a marked falling off in trade during the past week. Owing to the way in which the price of building paper has fluctuated during the past season, the manufacturers will not book orders for future delivery. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, $1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

CHURNS—Are quiet at the recent reduction. Discount, 70 and 5 per cent.

POULTRY NETTING — A little is being done in the way of forward delivery at 65 and 10 to 70 per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, $2 to $2.25 per bbl.; Windsor, $1.90 to $2; Paris, $1.75.

CEMENT—Trade fairly good. We quote: Canadian, $2.50 to $2.60; English, $2.60 to $2 75; Belgian, $2.45; German, $2.75 to $3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, $2.50 per bbl.; pure coal tar, $4 per bbl.; refined coal tar, $4.50 per bbl.; XXX refined coal tar in quart tins, $1 per doz.; best Southern pure tar, $6 per bbl. and 75c. per doz. pint tins; pine pitch, $2.75 per bbl.

METALS.

Generally speaking, the situation remains much as before both as regards business and prices.

PIG IRON—Is dull and nominal as far as this market is concerned. We quote: Nova Scotia, No. 1 foundry, $18 to $18.50; ditto No. 2, $17.50 to $18, according to quantity; No. 2 American foundry, $20.50 to $21; No. 1 Siemens, $20.

BAR IRON—Trade continues quiet, and base price is unchanged at $1.70 to $1.75.

SHEET STEEL—Trade is moderately good for small lots at unchanged prices. We quote: 8 to 16 gauge, $2.75 per 100 lbs.; 18 to 20, $2.61; 22 to 24 $2.85; 26, $3.10; No. 2 "Dead Flat,", 3¼ to 4¼c. per lb.

BLACK IRON—Some of the jobbers have discontinued stocking black iron in some of the gauges, and are ordering sheet steel instead, the price being only about ¼c. per lb. in advance of the former. We quote: Up to 17 gauge, $2.45 to $2.55 per 100 lbs.; 20 gauge, $2 20 to $2.25; 22 to 24 gauge, $2.30 to $2.35; 26 gauge, $2.40 to $2.45; 28 gauge, $2.55 to $2.65.

TINNED IRON—There is nothing special to report beyond the fact that the special sizes, 60 x 28 in 28 gauge, have been advanced ¼c. per lb., prices now being 4 to 4¼c. per lb. We quote: Up to 28 gauge, 5⅞ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Trade is quiet and unchanged at 3⅜ to 3½c. per lb.

LEAD PIPE—Business still continues in small lots. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Import orders are still being booked for future delivery. We quote: $4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Trade is quiet at unchanged prices. We still quote 17 to 17½c. per lb.

INGOT COPPER—Remains quiet at 11¾ to 12c.

SHEATHING COPPER — Business quiet. Prices are unchanged at 14 to 14¾c. for 16 oz.

IRON PIPE—Black is still in good demand, but galvanized is quiet. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—There is not much doing. We quote: Domestic galvanized, 30 gal., $6; 35 gal., $7; 40 gal., $8; American, 30 gal., $6.75; 35 gal., $7.75; 40 gal., $9.25; copper, $16.20 to $20, according to size.

CANADA PLATES—Business is moderate at unchanged prices. We quote: Half-polished, $2.50; 60-sheet boxes, $2.55 to $2.60; 75-sheet boxes, $2.65 to $2.70.

TIN PLATES—Trade is on the whole quiet. We quote: Charcoal, $3.40 to $3.65; cokes, $2.90 for ordinary and $3 15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Demand is fair. Discount is as before, at 60 per cent.

SHEET BRASS—Trade is dull and discount unchanged at 25 per cent.

TERNE PLATES—Trade is still dull at $6 for the best brands.

SOLDER—Is in fair demand. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Demand has been fair for small lots. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4⅜ to 4½c.

ANTIMONY—Is dull at 10 to 12½c., according to quantity and quality.

GLASS.

The market for sheet glass seems to be still in an unsettled condition, jobbers apparently experiencing some difficulty in settling their price lists. Quotations vary from $1.20 to $1.30 for first break in fifties. The opinion still holds that sheet glass will maintain its price until after the arrival of the spring shipments. There is nothing new in plate or fancy glass.

PAINTS AND OILS.

The market has been characterized by extreme quietness, more attention having been given to President Cleveland's message than to paints, oils, colors and varnishes.

All the traveling staff of the various houses are in resting from their energetic labors for the past year, and looking for promotion or expecting reduction as the various cases may warrant.

During the past year, while the turnover has been satisfactory with the majority of houses, the competition has been extremely lively, and with the close prices and short dates the tendency to economize in the general expenses of business is very marked.

The Christmas box nuisance, prevalent amongst the grocery and hardware trade, has scarcely permeated the domain occupied by paint circles. One well-known dealer who, at the foot of his letter added: "Please send me something useful to remember you by," was sent a "bladder of putty." Certainly not very ornamental, but still a useful article nevertheless. To another who pressed for a souvenir, a good large sponge was mailed. Perhaps he will take the hint and not trouble furthermore.

Next week will see more life in this branch of business, and we will probably be able to record some change in the figures of some of the staples.

In the meantime varnish gums are reported very firm and advancing.

WHITE LEAD—Is higher at home, and we may expect a corresponding advance shortly. For the present, the favorite brands of pure white lead, bearing the makers' guarantee, we quote at 5c, No. 1 at 4¾, No. 2 at 4½c., dry white lead, in kegs, 5c.; red lead, 4 to 4½c.; No. 1 red lead, 25c. per 100 lbs.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

PARIS GREEN—In pretty good demand.

LINSEED OIL—Consequent on the drop in linseed oil in England, the market is easier here. For the present prices are as they were last week : 52 to 53c. for raw and 55 to 56c. for boiled seem to be the prevailing figures.

TURPENTINE—Is 2c. per gallon cheaper in the south. Quoted here at from 38 to 40c.

PUTTY—Dull at $1.85.

PREPARED PAINTS—Pure is quoted at $1.

CASTOR OIL—Higher in England. It is quoted in case lots at 6½c., and in single tins at 6¾ to 7c.

OLD MATERIAL.

Trade continues very dull, the demand being poor. As a consequence prices in some lines have dropped off. We quote : Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt. ; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7½ to 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5 to 5½c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES — Quiet. Dealers are paying 5, 4 and 3c. respectively for Nos. 1, 2 and 3. Cured are nominal at 6¼c., trade being slow.

CALFSKINS—Are still quoted at 6½c. per lb.

SHEEPSKINS—Lambskins and shearlings are still quoted at 80c.

WOOL—Dull. We quote: Fleece combing, 24c.; rejections, 17½ to 18½c. ; unwashed, 13½ to 14½c.

PETROLEUM.

Burning oils are firm and likely to rise. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 16½ to 17c.; carbon safety, 18½ to 19c.; Canadian water white, 18½ to 19c.; American water white, 21½ to 22c.; photogene, 22 to 23c.

MARKET NOTES.

Tinned iron, 60 x 28 in 28 gauge, is ¼c. per lb. higher.

The Wanderer Cycle Co. of Toronto Ltd., has been incorporated with a capital of $45,000.

M. & L. Samuel, Benjamin & Co. have just received a nice line of sleigh bells, both back and body. They have also a full assortment of shaft gongs. They report a good trade in these goods, considering the unseasonable state of the weather.

We are in receipt of a copy of the Yale & Towne Manufacturing Co.'s new catalogue of "chain blocks." The book contains a good deal of technical information regarding these articles, and the illustrations with which the text is embellished are helpful to the reader.

M. & L. Samuel, Benjamin & Co. are in receipt of another large consignment of skates. In consequence of the large demand of late it has been very difficult to complete orders. As soon as a shipment came to hand the goods were taken for back orders. Having placed an extra large repeat order with manufacturers, they have now a complete stock of all numbers and sizes of genuine Acmes and Starr Hockeys.

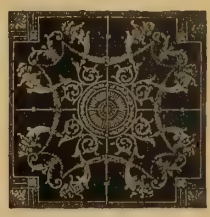
OUR new factory, like our goods, is the most substantial thing of the kind in Canada.

THIS factory is actually in existence, it is not one of those that are several miles long—on paper.

We manufacture only reliable goods, and more of them than all others combined.

We shall be pleased to quote you.

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

TORONTO, ONT.

UNITED STATES MARKETS.

NEW YORK, Dec. 27, 1895.

PIG TIN—Speculative business was almost at a standstill and operations otherwise were not only commonplace but of small volume. In point of fact there was a general lack of live buying interest. London furnished a feature in the form of slightly lower prices and good volume of business in forward deliveries, but there was nothing more stimulating to operations. The out-of-town and consumptive demand was very moderate. Purchases could have been made at 13.65c. net cash for early deliveries, and 13.55 to 13.60c. would probably have been accepted for near futures.

COPPER—As far as could be learned, consumers are still holding back, while export buying is in somewhat unfavorable contrast with the late average. In fact, there was little demand from any quarter. Exporters could probably purchase at prices similar to those at which business was effected some little time ago, or, say ⅛c. under the figures quoted to home trade, but we learn of no concessions being made to the latter. The ruling quotations are 10⅜ to 10½c. for Lake Superior ingot, 10⅛ to 10¼c. for electrolytic and 9¾ to 10c. for casting stock. Bids of 9⅝c. were solicited for inferior casting.

PIG LEAD—Moderate purchases for early shipment were all that was reported for the day in the way of business. Inquiries were few and insignificant. Doubtless common domestic could have been obtained at 3.20c. to arrive and 3.22½c. on spot, but bids a shade under those figures were refused, and the market may fairly be termed steady. London cable was £11 6s. 3d. for soft Spanish.

SPELTER—Transactions are still on a small scale, and enquiries are no more numerous than they have been previously this month. Stocks here are light, and the offering from the west is moderate, with little if any shading of prices. Western brands are quoted at 4.50 to 4.55c. delivered here or at common point. London cable was £14 12s. 6d. for good merchant brands.

ANTIMONY—The market is without new feature, business being only fair and mostly at old prices. We quote 7¾ to 7⅞c. for Cookson's, 6⅞ to 7c. for Hallett's and 6¾ to 6⅞c. for Japanese.

TIN PLATE—There is no improvement in purchase orders in this quarter, nor does correspondence reveal anything more than a fair sort of business at interior trade centres. Competition appears to be as keen as heretofore, however, and prices remain more or less in a weakish condition.

IRON AND STEEL—The market for everything in this line remains dull and there is no really new feature. Prices continue rather weak in most departments, but have undergone no important change thus far this week.

TRADE CHAT.

The by-law, to aid by way of a loan of $5,000, Theo. Zoellner & Co., furniture company, of Mount Forest, was carried on Thursday by a good majority.

The farmers' deliveries to Manitoba elevators are large, and wheat is being sent forward to Fort William from these points at the rate of 100 cars a day. The amount in store at Fort William is now over 2,000,000 bushels.

When King Canute ordered the waves to roll back, he thought he was talking to a surf.

THE CREDIT SYSTEM.

THE following paper was read at the recent meeting of the New York State Association of Hardware Jobbers, by J. W. Black :

That there is an adoption of new methods by the jobbers of the country, who are considered the most aggressive and successful, is evident to the close observer, and as one new idea after another is realized, the question arises in one's mind, what will be the methods in vogue ten years from now, in comparison to those of the present time?

There is no doubt but that the old systems are being rapidly discarded, and the up-to-date dealer is getting the better of the old-time merchant, who insists that the methods employed in his grandfather's time are the best. Now, the question arises in these times of uncertainty, when there are so many retail merchants whose financial standings are being questioned, which of the many new ideas shall we adopt?

As a rule, practical knowledge is the basis of all successful business. The first thing to select is a man who is thoroughly familiar with details, and has all the qualifications of a financier to look after the books of the firm. The head of the house is usually not a detail man, and if he were he is apt to be prejudiced against the matter of giving credits by the fact that he is going to sell this man a lot of goods and derive a profit from it. The man who stands behind the desk is not prejudiced, or should not be.

As the writer has before stated to this associa ion, we consider that it is not only important, but absolutely essential, that the books of any large firm, who are doing a wholesale or perhaps a retail business combined, should be inspected by an expert at least once in every year. This may not be at all necessary, so far as the honesty of employes is concerned, still, at the same time, it has a tendency to keep them in a right line. But one of the most important features of it is that this man whom you employ is very apt to give you new methods, discover errors and give you benefits in many ways ; and furthermore, if a man could be selected for a particular line of business and have nothing but that to do, he would be very much more desirable, and greater benefits could be obtained by employing one who made a specialty of this.

There is one rule which will at all times bring the most money into the pockets of the employer, and that is : employ none but the best. A poor man is dear at any price. He will make errors, mistakes, and lose more trade ten times over than the difference between a good salesman and a bad one. This should not be lost sight of, and does not apply to any one department in particular, but to all departments in business.

The most difficult case which the credit man has to contend with is the cus omer who comes recommended highly and has a better rating than he is really entitled to. This comes largely from the fact that the correspondent of some mercantile agency may be a personal friend of the man about whom you are inquiring, and in his report he gives him the benefit of the doubts. Consequently it is essential that we should not trust entirely to reports which we receive through these sources. The man himself is not going to allow his methods of deceiving to become known, therefore he covers up by deceit and staves off the fatal day as long as possible. He asks for a renewal, and he gets it in a great many cases where he should not, and he continues this until he sees the end in view, and then he winds up by preferring his relatives, and the poor hardware dealer, who has been selling him his goods on a low margin, because of his large stock, is a loser.

We should not take into consideration the fact that there are profits to be derived from this transaction, but should ask ourselves the question : "Is this man good, or is he not?" There is no half-way business between. Once you have a man's name on your books he comes into your store, perhaps when you are absent or your financier is not present, and he runs his account up three times as large as you intended, and having succeeded in so doing, he leaves you entirely and trades elsewhere, where he can get trusted in the same manner. Once you have trusted a man who is not good, he not only leaves you, to trade in other places, but he does what he can to harm you. This applies more especially to the retail trade. While we must admit that the credit system is a necessary adjunct of trade, and without it many difficulties would arise in the transaction of business, there is too much of it done entirely for the good of the merchant, and this results in a measure from never having learned to say no at the proper time. I think we can all look back to experiences of this nature. Competition and the fear of losing a customer and our competitor obtaining his trade, have, no doubt, caused many goods to be sold to parties who had no real basis for credit.

The credit man should be fully acquainted with the laws bearing on collections, corporations, and assignments, and all other points which arise in connection with the selling of goods in the State or States where he does business. He should be a man of good judgment, firm in his convictions and possessing a sufficient amount of tact to draw the truth from men who are securing a line of accommodation. We confess that these men who have all the necessary requirements that constitute a credit man are very hard to find, and when you get one, pay him a good salary, and he will save you money in the end.

The men who are sent out to interview the trade are often men of little or no experience. Their salaries are small, and they possess but little judgment of men, and yet it is upon reports from such as these that we often give a line of credit to our customers.

It occurs to me that a system of comparison with the members of this association might be established which would be beneficial to all. We have been in existence as an association long enough to have a complete understanding, and to know that no one firm would take advantage of the other, and I am not aware of any scheme that would seem as practical at the present time, except to do this through the firm of attorneys representing our association, who are thoroughly competent to use this information with discretion, and by so doing it would not result in injury to any member of this organization.

The Commercial Travelers' ball at the Halifax hotel, the evening of the 23rd inst., was a complete success. The attendance was large. Supper was served in the St. Julian dining room.

The steamer City of St. John makes her last trip of the season to western ports this week. This will leave Liverpool, Barrington, Lockeport and Shelburne without any direct mercantile communication with Halifax for at least three months. It is understood that a small steamer will run between Yarmouth and the above ports during the winter, but this will not facilitate trade from a Halifax standpoint. Indeed, it will have the effect of throwing the whole trade of the south shore into the hands of St. John merchants. Trade relations between the south shore and Halifax are considerable, and the loss of a direct steamer will be greatly felt. It is suggested that the owners of the Bridgewater put that steamer on the route as soon as navigation on the La Have is closed.

O. W. Shipman, the Detroit capitalist, who is the promoter of the proposed steamship line between Cleveland and Port Stanley, has been visiting Toronto. In speaking of the project to a reporter, Mr. Shipman said that his company intended to put a large first-class boat on the route as soon as possible after the opening of navigation. The capital stock of the company is $350,000, but he would not say who the other parties interested in the enterprise are, but there will be no Canadian shareholders, and none of the railroad companies are interested in the line. The boat that it is intended to put on will be large enough to carry 28 loaded cars across Lake Erie, and there will also be ample accommodation for about 100 passengers. If the traffic demands it, one or more additional boats will be put on before the close of the season. This short cut across the lake will make the distance between Cleveland and London, and other central Ontario points, shorter by about 220 miles.


Patented 1894.

MILK CAN TRIMMINGS



We are now prepared to supply the trade with the best trimmings which GOOD MATERIAL, GOOD WORKMANSHIP and KNOWLEDGE of what is wanted can supply.

NO PAINS SPARED TO MAKE PERFECT GOODS.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

THE PROTECTION ON IRON.

IN consequence of some recent remarks of Hon. Wilfrid Laurier accusing the Canadian furnace men of being unduly protected, a prominent furnace master, Thos. J. Drummond, of the Canada Iron Furnace Co., writes as follows :

EDITOR HARDWARE AND METAL,—Hon. Wilfrid Laurier is reported as having again committed himself to his oft-repeated statement that, leaving aside the question of bounty, the pig iron industry of this country is afforded a protection equivalent to an ad valorem duty of 40 per cent. To prove his statement he takes the price of southern foundry coke iron at $6 per gross ton, and adds to that a freight of $4 per ton to Toronto.

Now, what are the facts ?

The current price of southern foundry coke iron (the cheapest grade of iron made in the United States), as per The Iron Age and other well-posted American papers, is at the furnace, $10.25 per gross ton ; add to this the lowest freight rate obtained within the past two years from Tennessee and Alabama to Toronto (freights are now higher), $4.60 ; making the cost in bond at Toronto, $14.85.

The specific duty is $4 per net ton, equivalent to $4.48 per gross ton. Plainly, this duty is equivalent to an ad valorem duty of less than 30 per cent.

Now, Mr. Laurier was speaking at Montreal, and should have been fair enough to have discussed the question on a Montreal basis. If he had, he would have been obliged to add a further freight of, say, about $2 per ton, reducing the equivalent of ad valorem protection, at Montreal, to slightly less than 26 per cent.

All foundrymen know that southern coke iron is not as reliable in quality as either North American coke iron or Canadian coke iron, and, as a matter of fact, on account of this difference in quality, the North American producers command readily an advance of, at least, $2 per ton for their product over the price of southern iron. Still I will confine myself to the lines of Mr. Laurier's own argument.

Now, possibly, Mr. Laurier does not know that there is iron and iron, and when considering this ad valorem equivalent, it is only fair for him to figure on the higher qualities of iron, as well as on the lower, especially as the province of Quebec is more interested in the development of the higher grades, in which charcoal, and not coke, is used as the fuel.

Charcoal iron—There are various standards of quality, but, for the sake of argument, the southern car wheel iron is the inferior, and the standard "Salisbury" charcoal iron is the higher quality, with which latter the Canadian producers are competing in point of quality. Southern charcoal car wheel iron is quoted to-day in large quantities at an average of $16.50 per gross ton ; add freight to Toronto, $4 60, costing $21.10 in bond. Freight to Montreal would be about $2 higher.

On the basis of delivery at Toronto the specific duty would be equivalent to an ad valorem of about 21¼ per cent., and for delivery at Montreal proportionately less.

Genuine "Salisbury" charcoal iron, the nearest approach in quality to the charcoal iron produced in the province of Quebec, is quoted at furnace at $25 per gross ton ; freight to Montreal, $4; in bond, $29. Specific duty at $4.48 brings the ad valorem equivalent on this quality down to about 15½ per cent. protection, surely low enough for even the ideas of revenue tariff supporters.

Now, with regard to this whole matter, I have too much personal respect for Mr. Laurier to think that, for party exigencies, he is trying wilfully to mislead electors, but I do believe that he has not posted himself sufficiently on trade questions. If he would investigate them more fully, at least in connection with the iron trade, he would see how unjust he really is in the position he takes.

It is true that a year or so ago the United

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LONDON, ONT.

Acme Skates

Two Thousand Pair just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps. Orders filled promptly at closest prices.

States was, unfortunately, passing through a crisis, which well nigh paralyzed the trade and commerce of that country. Large quantities of practically bankrupt stocks of pig iron were unloaded at panic prices, but during that period no standard foundry coke pig iron, whether southern or northern, could have been purchased at the figure which Mr. Laurier has adopted as a basis for argument in all the speeches that he has been making of late. It is manifestly unfair, in any case, to take panic prices as a normal standard. It is still more unfair, whether through intent or want of knowledge, for any man of affairs to adopt fictitious values as a basis for argument. If Mr. Laurier will refer to the current prices of iron in the American market for, say, the past ten years, he will see that the ruling figure of to-day is simply nominal value, and considerably below the average.

I note that Mr. Laurier brings the Hon. Mr. Haggart into the argument. So far as Mr. Haggart's statement is concerned, I think I am right in saying that the point he made was that the United States, perhaps the most highly protected nation in the world, is to-day producing and supplying her consumers with iron products at lower average figures than, perhaps, any other country in the world, and in this statement the Hon. Mr. Haggart was unquestionably correct.

THOS. J. DRUMMOND.

LATE TRADE GOSSIP.

James Hitchcox, one of the oldest residents of Paris, is dead.

The London Furniture Manufacturing Co. closed their works Monday night until January 2.

On Thursday of last week 1,233 cars were received and delivered over the Cantilever bridge by the Michigan Central.

Regina has been made a port of Inland Revenue, with Mr. S. B. Jameson, of the Customs Department as collector.

Venezuelan business firms are distributing circulars in favor of a commercial warfare, which has already begun upon all English houses and English goods.

Mr. Brophy, Government inspector for railways, went over the new Tilsonburg, Lake Erie and Pacific Railway Friday, and was well satisfied with the construction.

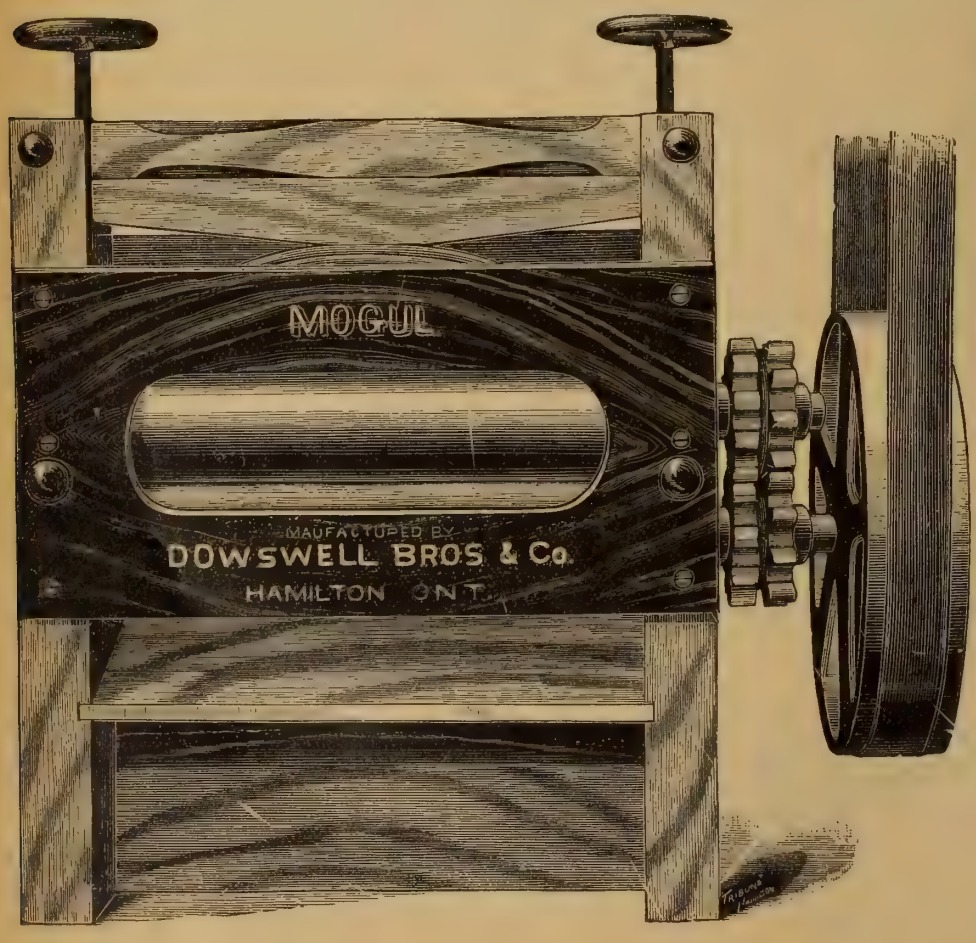
It is stated that a powerful American company has commenced new works at the Beauce, Que., gold mines, and 850 men are actually working there, half by night and half by day.

The earnings of the Grand Trunk Railway for the year up to Nov. 30, are returned at $16,660,807, as compared with $16,697,444 for the eleven months of 1804, a decrease of $37,000. The earnings of the C. P. R. for the same periods were respectively $17,014,346 and $17,194,956, a decrease of $180,000.

Mr. Jas. Tucker, of St. Thomas, will on Monday leave for Detroit, having secured a good situation at Wyandotte, in a large factory for the manufacture of soda-ash. Mr. Tucker is a native of St. Thomas.

The Halifax and Porto Rico Steamship Co. intend running a service between Halifax and Porto Rico ports. The first steamer will be the Kitty, about 7th January, 1896, to be followed by steamers at regular intervals. H. S. Knowlton, of Miller, Bull & Knowlton, was in Halifax last week looking over the ground, and the above is the result.

The new illuminant, acetylene, was given a practical test at the residence of a citizen of Woodstock on Friday evening, and it seems to have met the most sanguine expectations of those interested. The light is brilliant, and the economy with which it can be produced was fully established. The delay in making the test was due to the inability of the inventor to find burners sufficiently small to emit the proper quantities, but this has been overcome, and all who witnessed the exhibition are loud in their praises of the new light. The carbide is now being manufactured in Peterboro', and it is likely the illuminant will be in general use next season.



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Made with Solid Welded Angle Iron Frame, Iron Inside Doors ; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL

577 Craig St., **Montreal, P.Q.**

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In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **25 cents**

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CUTLERY in Store.

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A. C. LESLIE & CO.
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THE WOODYATT LAWN MOWER WITH GRASS BOX WILL SATISFY YOUR CUSTOMER WITH A GOOD LAWN NO MATTER HOW PARTICULAR HE MAY BE.
IT GATHERS UP THE GRASS AS IT IS CUT, AND DOES AWAY WITH DISTURBING THE ROOTS OF THE GRASS THROUGH RAKING.
GET A SAMPLE IN YOUR STORE AND SEE IF YOUR CUSTOMERS DON'T CATCH ON TO THE IDEA.
WILL FIT THE WOODYATT 1895 OR 1896.

DEFICIENT MANUFACTURERS.

THE following is from the pen of G. P. Clapp, Montreal, and appeared in a recent issue of The Iron Age.

With 30 years' experience as superintendent of various manufacturing concerns in the United States and Canada, I think I am entitled to consideration when I say that a large percentage of manufacturers and superintendents are sadly deficient in the qualifications necessary for the successful prosecution of manufacturing enterprises. Lack of judgment and practical knowledge of the business engaged in is more prevalent than is generally understood. The manufacturer who is at the mercy of an incompetent superintendent will never succeed ; neither can the manager expect to fill his position with any hope of success if he depends upon his help for the practical knowledge necessary for the various processes in manufacturing.

Many employers have an idea that the prosperity of the business depends upon screwing down the wages of help to the last degree of starvation prices. Beyond a certain point this is a suicidal mistake, and the result is found in incompetent operatives, inferior goods, discontented help, strikes and failures. In my long experience I have always found that it pays better to select steady, reliable men and pay them wages that will insure long and faithful service. Some employers seem to think all they have to do is to pick up any kind of help, at prices below the market rate, and the business must surely pay. A greater fallacy was never indulged in. When taking charge of various establishments I have found men working at prices from 10 to 25 per cent. below the established market rates. Inferior, slovenly work and an output much below the average requirements was the result. In many instances two and three men of this class were discharged, and one good man put on to do the same amount of work at a slight advance over the prevailing price of labor, and the consequence was cheaper and better goods, satisfied help and prosperity. Good men are willing to work hard for good pay, and they will usually remain long enough to make themselves as useful as any two ordinary cheap men.

Help that is constantly going and coming is the most ruinous of all, and the employer is greatly to blame for this evil, from the fact that employes are not selected for their intelligence, sobriety and knowledge of the work required of them, but because they can be got cheaply. This is a very unwise proceeding, as well as an injustice to deserving labor. Inferior, unworthy men are given the preference, and the manufacturer fails to see the disastrous effect it has upon his business. Men only fit for the most ordinary labor are required to run complicated machinery, and are put in position, where great care and natural ability are absolutely necessary. Then the employer wonders why his business seems to be going to the dogs. In these days of close competition and small profits steady, intelligent, industrious labor, that will turn out the largest quantity of good work with the least expenditure of capital, is necessary for any concern that expects to succeed. And I claim that well-paid, competent labor is the most profitable help to employ. Some employers prefer cheap superintendents and foremen. There may be but a few dollars at stake between a capable and an inferior man, but the employer thinks the cheap man good enough, and hires him with the idea of saving money, but somehow the business does not seem to prosper. Less wages are being paid for superintendent, foremen and labor than is paid by his neighbors ; surely the business should pay. What is the secret of the matter? Simply this : The employer has not the judgment nor the ability necessary to stand at the head of any manufacturing industry. He has simply mistaken his calling, and should be under the control of someone qualified to manage the business successfully. The percentage of employers of this class is much larger than is generally understood. The manufacturer is not generally in a position to judge the merits of his employes ; he has no time to look into the details of the mechanical routine of the work, and trusts entirely to his manager. This is all right, providing the

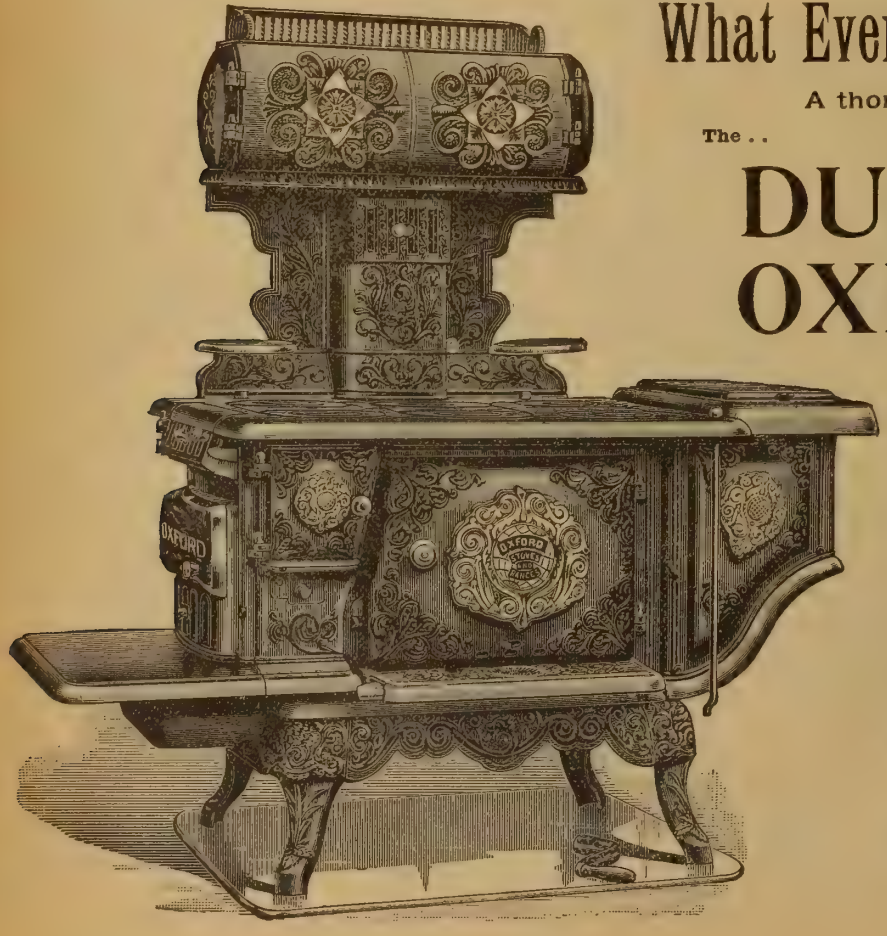
manager is a competent man, but the business must be run cheaply, and the manager is a very cheap man, consequently a cheap quality of goods and a limited output is the result.

Much depends upon the judgment of the superintendent. He should be free from prejudice and undue personal pride. The interests of his employers should be his first consideration, his own convenience should be the last. Some men will discharge the most competent and profitable men through prejudice or some fancied slight to their dignity. New men are secured, and the company suffers through the indiscretion of the manager. The following incident, which came under my personal observation, will illustrate some of the necessary qualifications under consideration: A foreman holding an important position came to the works under the influence of liquor. The manager complained of work being done. Without provocation the man raised a hammer to strike the manager. After a struggle the man was disarmed and made to return to his work. The circumstances were reported to the owners, who gave peremptory orders for the man's discharge. The manager refused to do as requested, on the ground that the owners' interests would suffer from the fact that no other man could be secured for this special work. A good man was immediately put on to learn this special business, and three months after the hammer incident the man was discharged. By this judicious action on the part of the manager the company's interests were protected and the manager gained a victory over himself that was more valuable than gold.

Superintendents and foremen should be men of ability, judgment and honor, to whom responsibility can be intrusted. Let them understand that they are to assume all the responsibility of their position, and then hold them responsible for the proper management of the business, and employers will not usually have cause to complain of poor work or discouraging results.

The necessity of keeping machinery in good repair and in perfect running order is very imperfectly understood by many, but it is a question of vital importance to the manufacturer and therefore to the manager. If the latter has but little natural or acquired ability he usually, to make up for this deficiency, resorts to the pettifogging method of cutting down the wages of men. By all means keep your machinery in good repair. The following incident will illustrate the importance of this matter: A certain man erected a manufacturing plant and ran it successfully for two years. He then took charge of a large mill. At the end of six months his former employers wrote him, saying that everything seemed going wrong in the mill. The quality and quantity of the work had fallen off greatly. They asked him to visit the works and give a written report stating the causes which had brought about such a change in so short a time. The request was accepted, and the following report made: I beg leave to inform you that the causes leading to the condition of your business, as stated in your letter, are as follows: Under your former superintendent your machinery was kept in first-class repair. When the works were closed for a few days the machinery was thoroughly overhauled and all needed repairs made. Your present manager tells me that you have not given him facilities for continuing the practice formerly observed, and the result is what can always be expected under like condition. Your machinery is badly in need of repairs, and is in no condition to turn out good work in paying quantities. I advise you to close down your works at once, put on all the help you can profitably employ, and put your machinery in thorough repair, and then keep it so. Give your manager all facilities required to turn out good work in paying quantities, and you will have no cause to complain." These suggestions were carried out, and the next letter received stated that the quality of the goods was fully up to the former standard and the output exceeded any former record.

There is no more excuse for the manufacturing manager to neglect keeping his machinery in running order than there is for the captain of the ship or the engine driver to neglect his duty. Keeping machinery always ready to do good service is of vital importance to the manufacturer, and a comprehensive realization of this important fact will greatly reduce the danger that has wrecked many bright hopes and ruined the property of many would-be manufacturers.



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never fails to satisfy. They are made with Reservoir, Water Front, Warming Closet, or High Shelf, for all sizes. Will burn either coal or wood, and are fitted with the famous Patent Duplex Flue, which both ventilates and keeps the heat of the oven **always uniform.**

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NEW GLASGOW, N.S.
Manufacturers of
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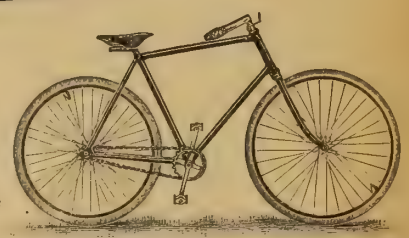
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Fine POCKET CUTLERY
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From all . . . Wholesale Dealers.
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FOR SALE
We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office. . . . . .
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THE BEST
is the cheapest in
BRUSHES as well as in all other goods that
ARE MADE
by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made BY
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GENERAL SHELF AND HEAVY HARDWARE
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378 St. Paul Street . . . MONTREAL

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At works, London, Eng. Packed in crates free
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BLOOMSBURY, London, W.C

JOHN LUCAS & CO.'S
Imperial French Green
This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.
BEWARE OF COUNTERFEITS

BRUSHES
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WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**
Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.
CHAS. BOECKH & SONS
Manufacturers
TORONTO, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

WE ARE sorry to observe that the Toronto Master Plumbers' Association appears well nigh lifeless. On Monday night last, in response to 50 notices sent out, only three members turned up at the regular monthly meeting.

This is the seventh or eighth successive meeting at which there has not been a quorum present, and as a result the faithful few who have made a point of putting themselves out to be present are disgusted.

Secretary K. J. Allison remarked to a representative of HARDWARE AND METAL that he did not propose to call another meeting until at least some of the members came to him and undertook to support him. Night after night he had neglected his own business to attend the Plumbers' Association, but the others were so slow in responding that he did not propose to put himself out any more until others were willing to do so too.

So the Master Plumbers' Association is dying. Who will save its life?

* * *

BUSINESS ITEMS.

W. B. Malcolm, manufacturer of plumbers' goods, is offering to compromise.

The Manitoba Plumbing Co., Winnipeg, have been burned out, at a loss of $3,000 or $4,000. Insured for $1,000.

* * *

WHAT THE PLUMBER HAS DONE.

To the plumber the modern home owes everything that goes to make health and comfort, says The London Plumber and Decorator. The plumber of to-day is not the plumber of yesterday. Keeping pace with the great increase of knowledge, especially the knowledge of disease and its causes, and all that the science of hygiene has brought into modern life, the plumber takes his place as an important, if not the most important, agent for the preservation of the health of our cities that this age knows. He is no longer the connecter of pipes, but he is the sanitary expert who, by cunningly-devised methods, drains the home of disease, causes and prevents the ingress of equally deleterious influences from without. A house which a master plumber has put in good condition with all that the art of sanitation has put at his command is indeed a home, and in its comforts, conveniences and appointments it has that which even royalty, and not so very long ago at that, could not command in the past.

* * *

PAPER GAS PIPES.

European papers state that parties in Germany have succeeded in making gas pipes from paper which are claimed to be cheap, gas tight and serviceable. The method of manufacture is to pass strips of manilla paper through molten asphalt, the material being then molded under heavy pressure. After cooling, the pipes receive another water-proof coating.

* * *

QUEER BATH ROOM.

A Philadelphia master plumber has just finished a very fine system of piping by which the good-natured rhinoceros at the Zoo can take things easy by sitting under a pleasant shower bath. He is a philosophical old chap despite his thick hide, and just now he is enjoying himself and thinking that captivity has some advantages after all. Above the thick-barred pen in which he is confined in the elephant house runs the water pipe. To this has been attached a rose jet and a number of sprays. Under this the rhinoceros lies all day long, only shifting his position now and then so that the water may run upon a different portion of his body. Usually he prefers to let it fall between his ears, and lies blinking his eyes with quiet contentment.

* * *

DEFECTIVE FIXTURES.

The power of gas to penetrate through earthenware, says Master Steam-Fitter, is a source of unhealthy conditions in many sanitary appliances unless the ware is glazed in a proper manner. Any accident to the glazed surface, such as a crack or small break, even though it extended no deeper than the glazed coating, makes a comparatively free passage for the unhealthy and germ-laden gases. Some of the sanitary appliances are of glass, and they are as nearly proof against the passage of disease germs and gases as anything can be, so long as they are in good condition, but many times a cracked article of this kind is kept in use so long as it does not allow the leakage of water, without the parties knowing that the crack is sufficient for the passage of the disease-laden gases. Such a device should never be retained in use after it has been injured to the slightest extent by a crack or small break. A new piece of apparatus will be found much cheaper than the doctor's bill, which will surely follow the continued use of defective devices.

* * *

BATH TUBS IN DEMAND.

Manufacturers of bath tubs of all kinds, says Metal Worker, report an increased sale of these goods. The show-rooms in New York exhibit more of the expensive imported earthenware tubs than have probably ever been seen in the past, and are disposing of a sufficient number of them to consider their trade satisfactory. Procelain-lined cast-iron tubs of various shapes and styles are being used in plumbing contracts largely, not only in the cities, but in smaller towns where hitherto they have been looked upon as something of a luxury. The tendency to use open-work plumbing goods is strongly manifested in the large sales which have been made of the new solid copper baths and the incased copper baths which have been longer before the trade. Notwithstanding the sales which have been made in this character of bath tub, it is reported that large numbers of the old wooden baths lined with tinned copper are still being used. One factory is reported to have increased its facilities for turning out this grade of tub, and found its capacity taxed to its fullest extent for a considerable time in the past, and the demand still holds good. It is remarked by one who makes frequent trips among both the manufacturing and consuming trade, that the public seem to consider the bathtub a greater necessity than in days gone by. It is now noticed that in the cheaper houses the bath tub is one of the demanded fixtures, and in some cases it is not the cheapest class of tub which is used in these houses.

A WINDOW OF DUMMIES.

Hardware merchants who desire to be in a position at all times to make attractive window displays and something out of the ordinary run of those made by the trade, says Stoves and Hardware Reporter, will find that they will be greatly aided in doing so by having one or two dummies with wax heads and hands, such as are used by clothing dealers in displaying men's and boys' suits. At this time of year an exceptionally attractive and timely window display could be made by producing a skating scene. Cover a portion of the base of the window with ordinary mirror glass. Conceal the edges of the glass with cotton in imitation of snow. Place your dummies mounted on skates and in appropriate positions on the glass. Make a good stocky display of skates on the sides and back of the window, and you have a window that ought to attract attention in a way that will do you good. There is hardly a line of goods in the store but can be well displayed from time to time by the use of these dummies.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

There are no Customs Duties

That we cannot pay for you here and then have your goods distributed—repacked if required—to any part of Canada.
Write for particulars.

BLAIKLOCK BROTHERS, MONTREAL

HELPS TO YOUNG MEN.

REV. J. R. MILLER, writing on "Mistakes Young Men Make," says: I have abundant material for this article in the record of twenty-five years' work among men. A great many young men fail. Moral failures are not the only ones. There are many who are not destroyed by their vices, who yet make very little of their life. They are good, but good for little or nothing. The posssibilities within them are never developed.

A young man ought to make the most of his life in all ways — in mental culture, in moral character, in work, business or profession, in social influence and in religious activity. Whatever mars this full-rounded manhood at any point is a mistake.

Men fail of their best because they did not prepare well for life in the days when preparation was their only duty. The boy cannot afford to miss one lesson. That one may contain the very bit of knowledge for want of which he will some day stand confused at the door of a great opportunity, unable to enter. Young men make a serious mistake when they fail to improve their early opportunities for preparation.

Another mistake many young men make is the forming of a distaste for work. They like as many hours as possible for rest, for social pleasure, for amusements. Their aim really is, not to make the most of life, but to have a good time. They dislike work. They chafe under rules and discipline. They keep their eyes on the clock, eager to get away the moment the hand touches the hour.

When such habits have been formed in early life there is little hope for a young man's future. The only sure saving of manhood is an enthusiasm for work, and a capacity for a measureless amount of it. Work knits thews of strength in body and soul, disciplines the life into nobleness and power, and develops the talents to their best. The young man makes an irreparable mistake who forms easy-going habits. He will never be able to take the best prizes in life, to win the success that would have been possible if he had learned to use all his capabilities.

Get leave to work
In this world: 'tis the best you get at all:
For God, in cursing, gives us better gifts
Than man in benediction. God says "Sweat
For foreheads;" men say "Crowns;" and so we are crowned,
Ay, gashed by some tormenting circle of steel
Which snaps with a secret spring. Get work! Get work!
Be sure 'tis better than what you work to get.

Another mistake made by many young men is the failure to grasp life's true meaning and purpose. We are put into this world not merely to get through it in any sort of way, and to get a reasonable share of comforts as we go along. It would not be worth while for God to make a man, putting into him such marvellous capacities, if that were all he meant him to do with himself. Life is given us, first, that we may develop its every faculty and power to its utmost possibility; and then, that we may use its every energy in doing our full part in the world's work.

With many, however, there seems never to be one serious thought about life. It is all play. There is no sense of responsibility to God, no conception of obligation to others. Self is the centre of all. We are put in this world to grow into the noblest possible manhood, and then to serve our generation in the way that will do the greatest good.

Not to realize this divine purpose is to live largely in vain. No graver mistake could be made.

Many young men make a mistake in the choosing of their friends. The influence of companionship is simply immeasurable. It does more than almost anything else in shaping the character.

Then, it gives one his place in the world among other men. A man is known by the company he keeps. If his associates are unworthy, with doubtful reputation, he cannot have the respect and confidence of better people. Hence a young man fixes his rank and place among his fellows, unalterably, by his selection of companionships.

It needs no argument, therefore, to prove that he who permits himself to take into his life unworthy persons as his friends, commits an irreparable mistake.

A rabbit's foot was caught in the hunter's steel trap. The little creature seemed to realize that unless it could get free it would soon die. So, with an admirable bravery, it knawed off its leg with its own teeth, thus freeing itself, though leaving its foot in the jaws of the trap. If a young man discovers that he is in the snare of evil companions, whatever it may cost him, he should tear himself away from it.

Another mistake which many young men make is leaving God out of their life. We are made for God, and when men break away from Him, they cut themselves off from the one source of all true blessing and good. All the terrible moral failures, which strew life's course with so sad wrecks, are conse- [illegible] of this fatal error.

It goes without saying that the young man makes a mistake who begins to drink, or who does not keep himself pure, or who lies or uses profane language, or who is dishonest in even the smallest things. These are sure ways to ruin. To save the life from these and all like perils one must recognize God's right to his love, worship and obedience. He who is true to God is true to his soul, and will live nobly among men.

"He wins who resolves to save" does not apply to the man who refuses to cure his cold; that is, if he wants to live. B. F. P. cough drops cure all kinds of coughs, colds and sore throats.

Next year is leap year, and another leap year will not come around until 1906. This condition has not occurred since 1696, and will not occur again until 2060. So say the "figger" heads.

The liquidators of the Commercial Bank, Winnipeg, have applied for and obtained a summons for a call on the shareholders of that institution on account of the double liability they are under.

Thomas Millar and Robert Barfett, merchants, Oshawa and Newcastle respectively, have jointly purchased the general stock of J. B. Gould & Co., of Havelock, Ont. They will carry on their new venture as well as their own individual business.

If interested in this class of goods

Write for illustrated catalogue.



No. 1266—Hockey Trophy.

The Toronto Silver Plate Co.

FACTORIES AND SALESROOMS
King Street West, TORONTO, CAN.
E. G. GOODERHAM, - Manager and Sec.-Treas.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

THE creditors of Thos. Mailhot, general store, Stanford, have been called together. He has offered 80c.

J. H. Patten, sawmill, etc., Matane, Que., has assigned.

John Ryan, pianos, etc., Three Rivers, Que., has assigned.

M. Laganiere, general store, St. Alban, Que., has assigned.

Alphonse Beaubien, general store, St. Pacome, Que., has assigned.

Reame & Co., general store, Staples, Ont., have offered to compromise.

There is a demand of assignment against T. Normandin, furniture, Montreal.

The creditors of Jules F. Esnouf, lumber, Maddington Falls, Que., are to meet.

H. Dorais, general store, St. Philomene, Que., has assigned to Kent & Turcotte.

N. H. Turcotte, general store, St. Ephrem de Tring, Que., wants an extension.

David Wallace, general merchant, of Orillia, has assigned to a Toronto trustee.

Wm. Johnston, general store, West Plain, Ont., has assigned to G. D. Hawley, sheriff.

Alfred Laferte, general store, St. Bonaventure, Que., offers to compromise at 40c.

Geo. Le Brun, general store, Cheticamp, N. S., asks an extension of 9 months to pay in full.

The creditors of H. Dorais, general store, St. Philomene, Que., have been called together.

The creditors of Kelly & Murphy, carriage makers, St. John, N.B., have been called together.

Henry W. Steep, hardware merchant, of Winnipeg, has assigned in trust to J. G. T. Cleghorn.

F. Valentine has been appointed curator of the general stock of Theo. Dupuis, Ste. Thecle, Que.

N. Matte is provisional guardian of the estate of J. R. Levasseur, general store, St. Felicite, Que.

J. Durocher has been appointed curator of the general store business of R. Guilbault, St. Marcel, Que.

A meeting of the creditors of F. J. Sheridan, general storekeeper, of Oakwood, was held recently, when a statement was presented showing liabilities of $11,000 and assets of $8,000, a deficit of $3,000.

PARTNERSHIPS FORMED AND DISSOLVED.

Mullins & Allard, lumber, Winslow, Que., have dissolved.

Hendry & Leslie, electro-platers, Montreal, have dissolved.

The Victoria Pipe Co., Montreal, have dissolved partnership.

Bienvenu, Braxeau & Co., manufacturers of furniture, Varennes, Que., have dissolved.

The Walkerton Chair Manufacturing Co., Walkerton, Ont., are applying for a charter.

The Empress Gold Mining Co. of Ontario, Fort William, Ont., are applying for a charter.

Wm. Bolvier and Frank Arnold Wake are proprietors of the Basket Pipe Co., Montreal.

Alex. May and Arthur Mack, implements, Carberry, N.W.T., have formed a partnership dating from December 12.

"The Wanderers Cycle Co., of Toronto, Ltd.," has obtained a charter, as has also "The Pine and Hardwood Co., of Toronto, Ltd."

Coles & Sharp, stoves and tinware, St. John, N. B., have dissolved. D. D. Sharp retires, and Hartley T. Sharp is admitted as a partner under the old style.

SALES MADE AND PENDING.

J. J. Sehl, furniture, Nanaimo, B.C., is offering to sell out.

S. R. Parsons' furniture stock at Montreal was sold at 50c.

Lemay & Lemay's general stock at St. Come, Que., was sold at 62c.

Firth & Ellis, brush makers, Brantford, Ont., have sold out to J. Winfield.

C. A. Mayhew, general store, Thamesville, Ont., advertises his business for sale.

Chubb & Livingston, lumber, Morden, Man., have sold out to Alan Stewart.

D. M. McLean, general store, Capelton, Ont., advertises assets for sale by tender.

The wholesale saddlery hardware stock of N. C. Robillard, Montreal, was sold at 55c.

The assets of Z. Deslauriers, lumber, Wotton, Que., are to be sold at auction December 31.

The stock of Reynolds & Co., hardware, etc., Toronto, is to be sold by auction on January 3.

CHANGES.

Thomas O'Connell is starting a hardware business at Montreal.

Mrs. J. E. Garneau will continue the tinsmith business of her late husband at Levis, Que.

T. V. Wheeler, general store, Fort Ellice, Man., has been succeeded by Lewarton & Son.

VALUABLE PLUMBAGO PROPERTY.

A big mining deal has been concluded by a number of prominent mining men of Ottawa. Messrs. J. W. McRae, Hector McRae, George P. Brophy, John Brophy and S. H. Fleming have purchased what is claimed to be a valuable plumbago property, paying therefor the sum of about $30,000. The property is located about eight miles from Calabogie, and about thirteen miles from Renfrew. It is on the farm of Thomas Moore, on the south shore of Norway Lake, about two miles distant from the Kingston and Pembroke Railway. It was formerly owned by Senator McKenzie. The new owners believe they have a valuable deposit of plumbago, and are making arrangements to begin operations early next spring. They intend shipping direct to the English markets.

POWER TRANSMISSION BY ROPES.

In a paper on the transmission of power by ropes and belts, read before the French Society of Civil Engineers by V. Dubreuil, it is stated that one great advantage possessed by ropes is that cyclical variations in the speed of the driving pulley are "damped" by the ropes, so that the speed of the driven pulley is much more uniform than that of the driver. Ropes are also useful when the two lines of shafting are not perfectly parallel. The velocity of the rope should not be less than about 1,500 feet per minute, nor more than 5,000 feet, while with belts a velocity of as little as 600 feet per minute may be used, but the maximum should not exceed 4,000 feet per minute, above which the centrifugal force prevents the proper adhesion of the belt to the pulley. For great distances between the lines of shafting ropes should be used: though in exceptional cases they may be employed with as little as 12 feet between shaft centres, in general the distance should not be less than 20 feet. Spans of as much as 328 feet have been worked by ropes with only one intermediate support. Under no circumstances should the diameter of the smallest pulley be less than 30 times the diameter of the rope, and in general the pulley ratio should not be greater than 4 to 1. Three stranded ropes of manilla, hemp, or cotton, may be used. Hemp is much cheaper than cotton, and usually wears longer, but is less pliable. To facilitate estimates, the approximate weight of a rope pulley may be taken as 5½ pounds per groove for each inch of diameter, though single-groove pulleys will weigh double this amount.

Quantity, quality, and a guarantee. You get all this in B.F.P. cough drops.

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." HARDWARE AND METAL office, Toronto.

Cushion and Flat **Weather Strips** To the Trade only.



Thos. Forrester, 298 St. James Street, **Montreal**
Manufacturer of Rubber Goods and Weather Strip of all kinds.

WITCHKLOTH

The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.

Sole Agency for Canada
TEMPLE BUILDING, 113a, MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., Agents and Manufacturers

536 to 542 CRAIG ST., MONTREAL



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds of Iron and Wire Work, address

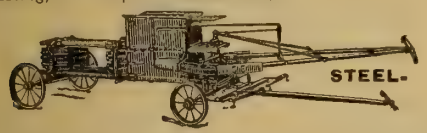
Toronto Fence and Ornamental Iron Works

73 Adelaide St. W., Toronto

Agents Wanted.

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by BOYD & CO., Huntingdon, Q.

RAMSAY'S

Pure Lead
Mixed Paints
Oil Stains
Varnishes

ARE AHEAD



MEAT CHOPPERS

Enamelled white inside and japanned outside.

GREAT FAVORITES

For sale by

WOOD, VALLANCE & CO.

Hamilton, Ont.

HOW MONEY IS LOST.

JOHN R. Ransom, writing upon this subject in Implement Age, blames a person for lending his friend money to aid him in some task which he acknowledges, by his desire to borrow, surpasses his ability to accomplish, thereby overstraining his talents and precipitating ruination upon him. If one will lend, he advises in all cases taking security. Applying this view to mercantile credit, he says :

"If the merchant will look at his goods as so much money, why will he part with them on any less security than the banker or financier who is generally successful? Until the operator can ground this principle in his credits, failures are almost certain ; if not hopeless failure, loss of profits and money follows, to a dead certainty.

"The reason why merchants give long credit is that they are allured by the profit and lose sight of the absolute money engaged ; for, let anyone investigate the matter, and he will see that if no profit was in the transaction, or very little, the credit would not be so readily given, if given at all. Then the principle results that money is lost in an overstrained desire for profit, as a general rule, though it may be lost occasionally when this principle does not enter. Nor need the merchant say that business cannot be done without excessive crediting.

"If the purchaser cannot give, or will not give, endorsed paper or security, if he is worthy of credit let him give what he would be compelled to give to a bank—thirty, sixty or ninety day notes. Nor should these be taken without the utmost scrutiny, for if such merchant will realize that the acceptance of such notes might be the cause of his failure he would be very cautious. Experience has shown, too, that there is not as much danger in loss on small as on large transactions. Men generally lose on big amounts, and such would be the philosophical reasoning if experience had not taught the fact. No one will be likely to go wrong in taking paper who will adopt the banking principle of time and responsibility. That some losses will occur, even under such a severe rule of credit, no one will deny, but such is the most perfect plan in the giving of credits for merchandise or other valuables."

A PRETTY IDEA.

Each of Sanderson Pearcy & Co.'s travelers is sending out this holiday season cards to his particular customers, thanking them for past favors and asking for consideration in the future. The cards are very tastefully gotten up in delicate colors and dainty patterns.

J. Hurd, of Cannington, has purchased the business of Mrs. A. Calhoun, of Sunderland, and has taken possession. He will do business under the style of the Patrons' Supply Company.

1875. **COVERT'S** 1895.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St **Montreal**



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

The Saint John Bolt & Nut Works

ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

A. B. Jardine & Co.,

HESPELER, ONT.



W. & S. BUTCHER, Sheffield, England, Makers for over ***ONE HUNDRED YEARS*** of the celebrated "WADE & BUTCHER" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their SPECIAL Brand as being the most perfect ***Extra Hollow Ground*** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

WADE & BUTCHER, SHEFFIELD, ENGLAND. OR  OR SPECIAL

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Dec. 27, 1895.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

		Per box.
M.L.S., equal to Bradley.		
I.C., usual sizes	....	$5 25
I.X., "	....	6 50
I.X.X., "	....	7 75
W. R. & Co.—		
I.C	....	5 25
I.X	....	6 50
I.X.Xl	....	7 70
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.XXX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X	4 50	4 75
D.X.X	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

		Per lb.
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	....
" 28 "	0 07¼	0 07½

Iron and Steel.

		Base Price.
Common Bar, per 100 lbs	....	1 70
Refined " "	2 35	2 65
Horse Shoe "	2 60	2 75
Band " "	....	2 20
Hoop " "	....	2 20
Swedish " "	4 00	4 25
Sleigh Shoe Steel "	....	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	....	0 10½
3-inch	....	0 13½

Steel Boiler Plate.

¼ inch	....	2 45
⅜ "	....	2 35
¾ " and thicker	....	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	....	2 40
Half polished	2 50	....
All bright	....	3 00

Iron Pipe.

Wrought, ¼, ⅜, ⅀½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 50 p. c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c..

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

	Per lb.	Per lb.
16 to 24 gauge, per lb	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05¼
16 to 24 gauge, per lb	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	....	6 00
" ¼ " "	....	4 75
" 5-16 " "	....	4 00
" ⅜ " "	....	3 75
" 7-16 " "	....	3 35
" ½ " "	....	3 25
" 9-16 " "	....	2 95
" ⅝ " "	....	2 85
" ¾ " "	....	2 75
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to ⅞ in.	0 20	0 22
" round and square 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	....	0 21
Spun, per lb	....	0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	....	0 04¾
Part casks	....	0 05

Lead.

Imported Pig, per lb	0 03⅜	0 03½
Domestic, per lb	....	0 03
Bar, 1 lb	....	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets. 3 to 6 lbs., per sq. ft., by roll	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

White Lead.

	Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	$4 75
No. 1 do	4 50
No. 2 do	4 25
No. 3 do	4 00
Brandram Bros'. Genuine	6 00
" " Decorative	5 75
" " No. 1	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.	
James' genuine	5 75
" " No.	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon	1 00	1 05
Second qualities, per gallon	....	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb		0 05
Chrome Yellow		0 11
Golden Ochre		0 06
French "		0 05
Marine Black		0 09
" Green		0 09
Chrome "		0 08
French Imperial Green		0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	....	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best). per cwt.	1 80	1 90
English Oxides, per cwt	3 00	3 25
American Oxides, per cwt	1 75	1 90
Canadian Oxides, per cwt	1 75	1 90
Paris Green, per lb	....	....
" " 100 lb. drums	....	....
Burnt Sienna, pure, per lb.	....	0 10
" Umber, " "	....	0 10
do. raw	....	0 09
Drop Black, pure	....	0 09
Chrome Yellows, pure	....	0 18
Chrome Greens, pure, per lb.	....	0 12
Golden Ochre	....	0 03¾

Varnishes.

(In bbls.).

No. 1 Furniture, per gal	....	0 69
Extra "	....	0 90
Brown Japan "	....	0 65
Brown Japan, Turpentine, p.g	....	0 85
No. 1 Carriage, per gal	....	1 30
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	....	1 30
Oil Shellac	....	1 40
White Shellac	....	2 40

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls,)

Barrel lots	....	0 39
" "	0 40	0 41

Castor Oil.

Best, per lb	0 06½	0 07½

Cod Oil.

Cod Oil, per gal	0 50	0 51

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
A1 clear	....	0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.

Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb bags	1 00
Best thick brown or grey felt wads, in ½ lb. bags	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb 0 10 0 12½
Anvil and Vice combined, each 4 50

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen .. 13 00 20 00
Adjnstable Stearn's, each 5 50 6 50
Post-hole, Vaughan's, each .. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled, per gross 3 60 7 30
Saddler's, per gross 0 45 1 60

Awl Hafts.

Patent Peg, per gross ..... } 7 25 8 00
" Sewing, per gross .. }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 3 30

Axles.

Per box 6 00 12 00

Axle Grease.

Per gross 7 00 13 00

Bath Tubs.

Zinc discount 3 90 4 00
Copper, discount, 50 per cent. off revised l
Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 60 to 66⅔ per cent.
Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 per cent.

Cow.

American make, discount 60 to 60 and 5 per cent.
Canadian, discount 45 and 50 per cent.

Farm.

American, each 00 5 00

House.

American, per lb 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders', per doz 7 50 10 00
Blacksmiths', discount 65 per cent.

Belting.

Agricultural, 60 per cent.
No. 1, leather, discount 50 per cent.
Standard, 45 per cent.

Bench Stops.

Per doz 5 00 6 00

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell, per doz 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex, per doz 1 25 1 75
Mascott, " 1 35 1 85
Erminie, " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb 0 11 0 15

Bolts.

Carriage, dis.. 60 p. c. off new list.
Tire, dis., 60 per cent.
Stove, dis., 60 per cent
Elevator, dis., 35 to 40 per cent.
Machine, dis., 55 and 5 p.c. off new list.
Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.. 5 00 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets.

Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Canadian 0 85 3 20

Broilers.

Light, dis . 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.... .... 4 23

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards, per doz ..... 6 50 ....

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star " 18 00
Crown Jewel, per doz..... .... 29 00
Grand Rapids, " 30 00 33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car-load lots 2 70
Thorold, " " 1 10
Queenstown, " 1 10
Napanee, " " 1 10

Chalk.

Carpenters' Colored, per gross 0 45 0 75
White lump, per cwt 0 60 0 65
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.
Canadian. dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85 4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.

Clamps.

Judds', dis. 20 per cent.
Stearn's, per doz 3 00 10 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 .... 1 35
" No. 2 .... 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz..... .... 2 00
Coil, per doz 0 88 1 60
English, per doz..... 2 00 4 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian, dis. 25 to 35 per cent.

Drills.

Hand and Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 47½ to 50 per cent.

ELBOWS.

Stovepipe.

Per doz 90 1 75

FAWCETS.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 3 25
Star, " 2 80 3 90
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50 6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.
Black Diamond, 50 and 10 per cent. discount, Amer. list.
Nicholson's, dis., Amer. list, 50 and 10 per cent.
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.
Globe File Co.'s, dis. 60 and 10 per cent.
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.
Horse Rasps, dis. 45 per cent., Amer. Hellers
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.

FLUTING MACHINES.

Each 0 60 2 00

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25 3 50
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

GLASS.

Window Glass, Box Price.

Size United Inches.	Star. Per 50 ft.	Star. Per 100 ft.	Double Diamond. Per 50 ft.	Double Diamond. Per 100 ft.
14 to 25	20 to 1 30	30 to 2 50	2 10	4 35 to 4 45
26 to 40	1 40 to 1 45	2 60 to 2 70	...	4 70 to 4 95
41 to 50	...	2 90 to 3 10	...	5 30 to 5 50
51 to 60	...	3 20 to 3 40	...	6 00 to 6 15
61 to 70	...	3 50 to 3 80	...	6 95 to 7 00
71 to 80	...	3 80 to 4 05	...	7 95 to 8 00
81 to 85	...	4 65	...	9 20 to 10 00
86 to 90	...	5 45	...	10 75 to 11 00
91 to 95	...	...	...	12 65 to 13 00
96 to 100	...	...	...	14 95 to 15 00
101 to 105	...	...	...	17 00 to 17 70
106 to 110	...	...	...	...
111 to 115	...	...	...	...

Pilkington.

Ordinary.

1st break	2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 68

Picture Glass.

Pilkington's Ordinary.

1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.

GLUE POTS.

Tinned, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 50 4 25

HAMMERS.

Nail.

Maydole's, dis. 5 to 10 per cent. Can., dis 25 to 27½ per cent.

Tack.

Magnetic, per doz..... 1 10 1 20

Sledge.

Canadian, per lb 1 12½ 0 15

Ball Pean.

English and Can., per lb..... 0 25 0

HANDLES.

Axe, per doz., 35 p.c. rev. list.
Store door, per doz 1 00 1 80
Chest, per doz. pairs..... 0 40 2 50

Chisel.

Firmer, per gross 3 00 4 50
Socket Firmer, per gross 3 25 8 00
Socket Framing, per gross.... 3 75 5 00

Fork.

C. & B., dis. 35 per cent. rev. list.

Hoe.

C. & B., dis. 35 per cent. rev. list.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

Canadian, 35 per cent.

Cross-Cut Saw.

Canadian, per pair 0 15 0 20

HANGERS.

Door, 4 and 5 inch, per pair.. 0 40 0 80
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent
" Shepard's Noiseless, dis. 60 per cent.
" " Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p.c.
Heavy, per lb 0 03¾ 0 04¾
Screw hook and hinge
6 to 10 in., per lb..... .... 4 00
12 in. up, per lb..... .... 3 00
Per doz. set.
Screw, Eureka..... 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 per cent.
Per doz. pair.
Spring..... 1 00 3 50
" Shepard's Samson..... .... 1 20

HOES.

Garden, Mortar, etc.. dis. 60 p.c. 1896 list.
Planter, per doz..... 4 00 4 50

HOOKS.

Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, per doz 0 27 0 63
Harness, per doz 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz 0 50 1 00

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 62½ p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 60 per cent.

HORSE NAILS.

Canadian, dis. 55 p.c.

HORSE SHOES.

F.o.b. Toronto and Hamilton..... 3 60
Snow, " " 3 85
F.o.b. Montreal 10c. less, and London 5c more than above.

ICE PICKS.

Star per doz 3 00 3 25

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb..... 0 30 35
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock. Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am.. per gross..... 1 60 4 75

KNOBS.

Door, japanned and N.P., per doz. 0 85 3 00
Bronze, Berlin, per doz..... 2 75 3 25
Bronze Gem, " 6 00 9 00
Sava, " 8 75 10 00
Shutter, porcelain, F. & L. screw, pe gross..... 1 30 4 00

KNIVES.

Clauss, bread, cake, and paring knives, $7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 60 per cent.
Lightning, per doz..... 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz..... 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20	5 60
Galvanized, "	1 87	3 85
King, wood, "	2 75	2 90
" glass, "	4 00	4 50
All glass, "	1 20	1 30

LINES.

Fish, per gross.....	1 05	2 50
Chalk, "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz.... 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz.... 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLETS.

Tinsmiths', per doz.....	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.....	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz..... 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz..... 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern	
Basis—50 to 60 dy.....	2 50
40 dy.....	2 55
30 dy.....	2 60
20, 16, and 12 dy.....	2 65
10 dy.....	2 70
8 and 9 dy.....	2 75
6 and 7 dy.....	2 90
2. American pattern only—	
From 4 to 5 dy.....	3 10
3 dy (lath).....	3 50
3. Canada pattern only—	
From 4 to 5 dy.....	3 00
3 dy (lath).....	3 40
3 dy, A.P. fine.....	4 10

Car lots 10c. less.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American..... 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto)..	0 16	0 16
Carbon safety "	0 18	0 19
Canada w. w. "	0 18	0 19
American w. w. "	0 00	0 20½
S. r. seal, per gal	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz.....	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.....	1 25	3 50
Brass, "	1 50	3 50
Malleable, dis. 25 per cent.		

PAILS.

Galvanized, per doz..... 2 25 3 30

PENCILS.

Dixon's, per gross.....	1 00	4 25
" Carpenter.....	2 25	3 60

PICKS.

Per doz 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross....	1 65	3 00
Brass head, "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
Wood, fancy Canadian or American, 37½ to 40 per cent,
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz..... 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz.. 5 00 9 00
German, per doz..... 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz..... 1 35 2 00

PRUNING SHEARS.

Per doz 4 00 5 50

PULLEYS.

Hothouse, per doz.....	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning.....	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz.....	1 00	1 85
Conductors', "	9 00	15 00
Tinners' solid, per set.....	0 00	0 72
" hollow, per inch....	0 00	1 00

PUTTY.

Bladder, per lb	....	0 01⅞
Tins, lbs.....	2 50	2 75

RAIL.

Barn door, per foot.....	0 03	0 03¾
Sliding door, "	0 03¼	0 03½
Lanes, ...	0 03½	0 03¾

RAKES.

Cast steel and malleable Canadian, list dis. 60 p. c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz..	8 00	18 00
Boker's, " ..	7 50	11 00
Wade & Butcher's, " ..	3 60	10 00
Arbenz's, " ..	9 00	18 00
Theile & Quack's " ..	7 00	12 00

RAZOR STROPS.

Currier's, per doz..... 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
Copper rivets, dis. 45 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9¼
¼, 5-16, ⅜ in.....	7½ 00	9¾
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set.....	0 65	1 00
" N.P., per set....	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.... 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire..... 0 55 0 90

SASH CORD.

Per lb..... 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs..... 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70
"Empire," McMillan&Haynes, per ft.....	0 00	0 70

Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft.... 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.

Hack, complete, each.....	0 75	2 75
frame only.....	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00	7 50
Whiting	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz.....	2 10	4 50
Foot, "	0 40	3 50

SCREENS.

Window, patent, per doz....	3 50	4 50
Door, per doz.....	8 75	9 00

SCREW DRIVERS.

Sargent's, per doz..... 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.

Bench, wood, per doz.....	3 25	4 00
" iron, "	4 25	5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set..... 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz....	1 05	1 10
" tinned, "	1 25	1 35
Tin rim, per doz.....	2 30	2 45
" black.....	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.

Acme	3 00	5 00
Lock, Andrews'.....	4 50	11 50

SAPOLIO.

In 1 or ½ gross boxes, per grs. 0 00 11 30

SOLDERING IRONS.

Per lb..... 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American.....	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz..... 1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz.....	1 75
No. 1 stove paste, per gross.....	9 00
No. 2 "	4 80

STONE.

Washita, per lb.....	0 28	0 50
Hindostan, "	0 06	0 07
" slips, per lb.....	0 09	0 09
Labrador..... "	0 00	0 13
" Axe, "	0 00	0 15
Turkey ..... "	0 00	0 50
Arkansas ..... "	0 00	1 50
Water-of-Ayr .. "	0 00	0 10
Scythe, per gross.....	3 50	5 00
Grind. per ton.....	15 00	18 00

TACKS, BRADS, ETC.

Leather carpet, 30 p.c.
B B B carpet, blued, dis. 50 p.c.
" tinned, dis. 57½ p.c.
Swedes' iron, blued or tinned, dis. 35 p.c.
Upholsterers', dis. 50 p.c.
Copper nails, all kinds, dis. 50 p.c.
" tacks, 45 p.c.
Clout nails, dis. 50 p.c.
Patent brads, dis. 50 p.c.
Finishing nails, dis. 45 p.c.
Trunk nails dis. 50 p.c.
Tinned tacks, 35 per cent.
Cut tacks, blue and tinned, 45 per cent.
Trunk Tacks, dis. 50 per cent.
Channel Nails, 5c. lb. off list.
Trunk Tacks, tinned, 50 per cent.
Cigar Box Nails, dis. 45 per cent.
Shoe Finders' Tacks, 40 p. c.; Zinc, 37½ p.c.
Shoe Nails, Hungarian Nails, etc., 35 p. c.

TAPE LINES.

English, ass skin, per doz	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p. c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p. c.

TIES.

Cow, per doz 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
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Payson's, per doz 2 60

TRAPS.

Steel.

Game, Newhouse, dis. 33⅓ to 35 p. c.		
Game, H. & N., P. S. & W., 62 to 60.10.		
Game, steel, 70 to 70 and 5 p.c.		
Mouse, per doz	0 35	1 50
Rat, per doz.....	1 40	6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz	4 75	9 00
Brade's "	5 00	10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz 6 25 9 00

TWINES.

Bag, Russian, per lb.....	....	0 21
Wrapping, mottled, per pack.	0 50	0 60
Wrapping, cotton, per lb	0 17	0 18
Mattress, per lb.....	0 33	0 45
Staging, "	0 27	0 35
Broom, "	0 30	0 55
Binding, Blue Ribbon..	0 06¾	0 07¼
" Red Cap.....	0 06½	0 06½
" Prison.....	0 00	

Carload lots of binder twine shipped under above figures.

VISES.

Hand, per doz.....	4 00	6 00
Bench, parallel, each	2 00	4 50
Coach, each.....	6 00	7 00
Peter Wright's, per lb.....	0 12	0 13
Pipe, each.....	5 50	9 00
Saw, per doz	6 50	13 00

WASHER CUTTERS.

Per doz 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch.....	3 38	6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 10 per cent. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb	0 05⅜	0 06
Clothes Line Wire, 19 gauge, per doz. coils		3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart	0 03½
Galvanized, 4 barb, 4 and 6 inches apart	0 03½
Galvanized, plain twist, all delv'd....	0 03½
"Lock Barb," 4 point	0 00
" Glidden, 2 point	0 00
Galvanized Barb, "Lyman," 2 to 4 points.....	0 00
Steel Staples	0 00 0 02½

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WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft.	1 75	1 85

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33½ to 35 per cent.

Towers' Engineer, each	2 00	3 00
" S., per doz	5 80	7 00
G. & K.'s Pipe, per doz	....	6 00
Burrell's Pipe, each	....	3 40
Pocket, per doz	1 25	



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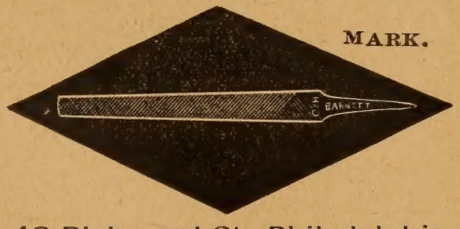
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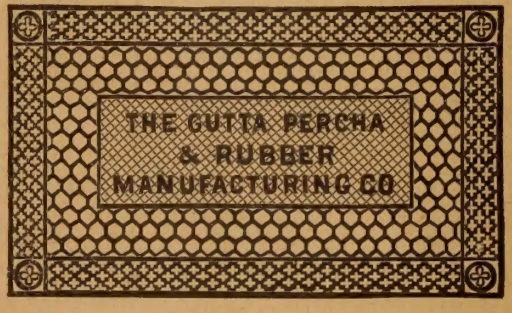
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